



Buy (old: Buy)

Price target: EUR 7.00 (old: EUR 7.00)

Price:	EUR 3.35	Next result:	Q2 09/2018
Bloomberg:	MSAG@GR	Market cap:	EUR 100.5 m
Reuters:	MSAG.DE	Enterprise Value:	EUR 150.1 m

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Share price dip unfounded – buying opportunity

The recent share price dip looks unjustified in our view and thus provides an attractive **entry opportunity**. The company looks well positioned to capitalise on a new phase of profitable growth with positive newsflow ahead.

- **US truck market is booming** (PT = PowertrainTechnology 71% of sales). Thanks to a very robust recovery of the US truck market (class 8 trucks +27% yoy to 324k units in 2018E according to AC7) Daimler looks set to reach its sustainable production peak level of about 200k Weltmotor units already in 2018E. Importantly, MS almost exclusively provides components to Daimler's Weltmotor (NEG OM 47X, EURO 6) and thus is not affected by a potential prohibition on sale of Daimler's older engine generation due to too high emission levels (engine OM 501, EURO 5).
- **Record order intake and excellent visibility.** In fact, the group order intake reached a record high as per May 2018 (+25% yoy to € 157m) driven by the company's core business (PT c. + 16% yoy to € 110m) and its Ultrasonic business (c. + 53% yoy to € 44m). This provides excellent visibility given that the order book in PT translates into fixed customer calls 6 months rolling forward.
- **Outstanding Q2 results expected.** We expect outstanding Q2 results with sales up c. +12% yoy to € 74m while EBITDA should increase by c. 8% yoy to € 7.3m translating into a sound EBITDA margin of 10%. Notably, the full earnings potential should be temporarily concealed by the ramp-up of the sales force in Ultrasonic. Importantly, MS Industrie looks well on track reaching our FY18E estimates, which are broadly in line with the guidance. Furthermore, further earnings progression looks imminent (eH&A 25% EBIT CAGR 2017-20E to € 18m) thanks to efficiency gains following the production relocation in Germany (e.g. lower logistic costs), scale effects and a positive product mix (i.e. eH&A Ultrasonic special machines and the new standard welding machine should provide sustainable EBIT margins of 15-20%).
- **Positive newsflow ahead.** We expect MS Industrie to win additional series orders in PT from further truck OEMs (e.g. Scania/ MAN) by the end of this year. The sustainable sales volume could reach c. € 100-140m p.a. (eH&A) not yet reflected in our estimates.

Against this background, **valuation looks undemanding trading at 10x PER 2019E. BUY, with a PT of € 7.00 based on FCFY 2020E.**

Y/E 31.12 (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
Sales	218.5	274.4	237.5	250.6	270.6	285.5	297.0
Sales growth	22 %	26 %	-13 %	6 %	8 %	6 %	4 %
EBITDA	21.2	21.0	18.8	22.0	24.1	26.8	29.7
EBIT	9.9	9.1	6.4	9.0	12.7	15.4	17.7
Net income	4.1	3.5	4.5	7.0	7.9	9.9	11.6
Net debt	66.4	49.6	60.5	52.9	47.9	42.1	34.4
Net gearing	158.7 %	105.0 %	116.6 %	93.1 %	75.0 %	59.0 %	43.0 %
Net Debt/EBITDA	3.1	2.4	3.2	2.4	2.0	1.6	1.2
EPS pro forma	0.14	0.12	0.15	0.23	0.26	0.33	0.39
CPS	-0.04	0.46	-0.05	-0.11	0.23	0.34	0.42
DPS	0.00	0.00	0.00	0.03	0.08	0.10	0.12
Dividend yield	0.0 %	0.0 %	0.0 %	0.9 %	2.4 %	3.0 %	3.6 %
Gross profit margin	42.1 %	39.1 %	46.1 %	46.8 %	47.8 %	48.6 %	48.5 %
EBITDA margin	9.7 %	7.7 %	7.9 %	8.8 %	8.9 %	9.4 %	10.0 %
EBIT margin	4.5 %	3.3 %	2.7 %	3.6 %	4.7 %	5.4 %	5.9 %
ROCE	7.9 %	7.9 %	5.3 %	7.1 %	9.7 %	11.2 %	12.4 %
EV/sales	0.8	0.6	0.7	0.6	0.6	0.5	0.5
EV/EBITDA	7.9	7.2	8.7	7.0	6.2	5.4	4.6
EV/EBIT	16.8	16.7	25.6	17.3	11.8	9.4	7.7
PER	24.3	29.1	22.2	14.3	12.7	10.1	8.7
Adjusted FCF yield	7.9 %	7.2 %	6.8 %	8.3 %	10.1 %	12.3 %	14.8 %

Source: Company data, Hauck & Aufhäuser Close price as of: 10.07.2018



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 4.45 / 3.20

Price/Book Ratio: 1.6

Relative performance (SDAX):

3 months -16.4 %

6 months -19.9 %

12 months -15.9 %

Changes in estimates

		Sales	EBIT	EPS
2018	old:	270.8	12.7	0.26
	Δ	-	-	-
2019	old:	285.6	15.4	0.33
	Δ	-	-	-
2020	old:	297.2	17.7	0.39
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 30.0

Authorised capital: (in € m) 9.7

Book value per share: (in €) 2.1

Ø trading volume: (12 months) 52,941

Major shareholders:

Free Float	57.0 %
MS ProActive	20.0 %
Andreas Aufschneider	6.2 %
Universal-Investment GmbH	5.0 %
AGI	5.0 %
Kreissparkasse Biberach	3.0 %

Company description:

Supplier of Diesel motor parts and systems for truck OEMs, of electric motors and of welding machines for the automotive and packaging industries.

Financials

Profit and loss (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
Net sales	218.5	274.4	237.5	250.6	270.6	285.5	297.0
<i>Sales growth</i>	21.5 %	25.6 %	-13.5 %	5.5 %	8.0 %	5.5 %	4.0 %
Increase/decrease in finished goods and work-in-process	1.8	2.6	0.4	2.6	2.5	2.5	2.5
Total sales	220.2	277.1	237.9	253.2	273.1	288.0	299.5
Other operating income	4.5	4.7	5.5	5.6	4.0	4.0	4.0
Material expenses	127.4	168.8	128.3	134.8	142.5	148.2	154.1
Personnel expenses	47.7	56.2	60.5	63.6	69.9	74.2	75.1
Other operating expenses	28.4	35.7	35.9	38.3	40.6	42.8	44.6
Total operating expenses	199.0	256.0	219.1	231.2	249.0	261.2	269.8
EBITDA	21.2	21.0	18.8	22.0	24.1	26.8	29.7
Depreciation	9.3	9.9	11.7	12.9	11.2	11.2	11.8
EBITA	11.9	11.1	7.1	9.2	12.9	15.6	17.9
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	2.0	2.0	0.7	0.2	0.2	0.2	0.2
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	9.9	9.1	6.4	9.0	12.7	15.4	17.7
Interest income	0.3	1.0	1.2	1.6	0.0	0.0	0.0
Interest expenses	4.6	3.8	2.9	2.1	2.0	2.0	2.0
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-4.3	-2.8	-1.7	-0.5	-2.0	-2.0	-2.0
Recurring pretax income from continuing operations	5.6	6.3	4.6	8.5	10.7	13.4	15.7
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	5.6	6.3	4.6	8.5	10.7	13.4	15.7
Taxes	1.4	2.9	0.2	1.5	2.8	3.5	4.1
Net income from continuing operations	4.1	3.4	4.5	7.0	7.9	9.9	11.6
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	4.1	3.4	4.5	7.0	7.9	9.9	11.6
Minority interest	0.0	0.0	-0.1	-0.1	0.0	0.0	0.0
Net profit (reported)	4.1	3.5	4.5	7.0	7.9	9.9	11.6
Average number of shares	30.0	30.0	30.0	30.0	30.0	30.0	30.0
EPS reported	0.14	0.12	0.15	0.23	0.26	0.33	0.39

Profit and loss (common size)	2014	2015	2016	2017	2018E	2019E	2020E
Net sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Increase/decrease in finished goods and work-in-process	0.8 %	1.0 %	0.2 %	1.0 %	0.9 %	0.9 %	0.8 %
Total sales	100.8 %	101.0 %	100.2 %	101.0 %	100.9 %	100.9 %	100.8 %
Other operating income	2.1 %	1.7 %	2.3 %	2.2 %	1.5 %	1.4 %	1.3 %
Material expenses	58.3 %	61.5 %	54.0 %	53.8 %	52.7 %	51.9 %	51.9 %
Personnel expenses	21.8 %	20.5 %	25.5 %	25.4 %	25.9 %	26.0 %	25.3 %
Other operating expenses	13.0 %	13.0 %	15.1 %	15.3 %	15.0 %	15.0 %	15.0 %
Total operating expenses	91.1 %	93.3 %	92.3 %	92.2 %	92.0 %	91.5 %	90.9 %
EBITDA	9.7 %	7.7 %	7.9 %	8.8 %	8.9 %	9.4 %	10.0 %
Depreciation	4.3 %	3.6 %	4.9 %	5.1 %	4.1 %	3.9 %	4.0 %
EBITA	5.5 %	4.0 %	3.0 %	3.7 %	4.8 %	5.5 %	6.0 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.9 %	0.7 %	0.3 %	0.1 %	0.1 %	0.1 %	0.1 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	4.5 %	3.3 %	2.7 %	3.6 %	4.7 %	5.4 %	5.9 %
Interest income	0.1 %	0.4 %	0.5 %	0.6 %	0.0 %	0.0 %	0.0 %
Interest expenses	2.1 %	1.4 %	1.2 %	0.8 %	0.7 %	0.7 %	0.7 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-2.0 %	-1.0 %	-0.7 %	-0.2 %	-0.7 %	-0.7 %	-0.7 %
Recurring pretax income from continuing operations	2.6 %	2.3 %	2.0 %	3.4 %	3.9 %	4.7 %	5.3 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	2.6 %	2.3 %	2.0 %	3.4 %	3.9 %	4.7 %	5.3 %
Tax rate	25.8 %	45.3 %	4.0 %	18.2 %	26.0 %	26.0 %	26.0 %
Net income from continuing operations	1.9 %	1.3 %	1.9 %	2.8 %	2.9 %	3.5 %	3.9 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	1.9 %	1.3 %	1.9 %	2.8 %	2.9 %	3.5 %	3.9 %
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net profit (reported)	1.9 %	1.3 %	1.9 %	2.8 %	2.9 %	3.5 %	3.9 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
Intangible assets	4.6	4.2	4.3	3.5	3.3	3.1	2.9
Property, plant and equipment	48.4	58.4	63.1	51.2	49.0	47.7	46.3
Financial assets	16.1	14.4	15.6	17.4	17.4	17.4	17.4
FIXED ASSETS	69.1	77.0	83.1	72.1	69.7	68.3	66.7
Inventories	31.8	39.8	37.7	41.8	45.2	47.7	49.6
Accounts receivable	27.0	25.5	25.1	27.5	29.7	31.3	32.6
Other current assets	6.1	4.2	3.0	2.8	2.8	2.8	2.8
Liquid assets	3.5	2.4	4.1	8.4	13.4	19.2	26.9
Deferred taxes	0.9	0.8	0.8	0.1	0.1	0.1	0.1
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	69.2	72.6	70.7	80.6	91.2	101.0	111.9
TOTAL ASSETS	138.3	149.6	153.8	152.7	160.9	169.3	178.6
SHAREHOLDERS EQUITY	41.8	47.2	51.9	56.8	63.8	71.3	80.0
MINORITY INTEREST	0.0	0.0	-0.1	-0.1	-0.1	-0.1	-0.1
Long-term debt	59.2	42.8	44.9	34.3	34.3	34.3	34.3
Provisions for pensions and similar obligations	0.0	1.6	1.8	1.7	1.7	1.7	1.7
Other provisions	5.8	11.4	7.6	7.4	7.4	7.4	7.4
Non-current liabilities	64.9	55.7	54.3	43.5	43.5	43.5	43.5
short-term liabilities to banks	10.7	9.2	19.7	27.0	27.0	27.0	27.0
Accounts payable	11.3	19.1	12.0	14.9	16.1	17.0	17.7
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	8.2	15.7	14.0	9.7	9.7	9.7	9.7
Deferred taxes	1.3	2.7	1.9	0.9	0.9	0.9	0.9
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	31.5	46.7	47.7	52.6	53.8	54.7	55.3
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	138.3	149.6	153.8	152.7	160.9	169.3	178.6

Balance sheet (common size)	2014	2015	2016	2017	2018E	2019E	2020E
Intangible assets	3.3 %	2.8 %	2.8 %	2.3 %	2.1 %	1.8 %	1.6 %
Property, plant and equipment	35.0 %	39.0 %	41.0 %	33.5 %	30.4 %	28.2 %	25.9 %
Financial assets	11.6 %	9.7 %	10.2 %	11.4 %	10.8 %	10.3 %	9.8 %
FIXED ASSETS	50.0 %	51.5 %	54.0 %	47.2 %	43.3 %	40.3 %	37.3 %
Inventories	23.0 %	26.6 %	24.5 %	27.4 %	28.1 %	28.2 %	27.8 %
Accounts receivable	19.5 %	17.1 %	16.3 %	18.0 %	18.5 %	18.5 %	18.2 %
Other current assets	4.4 %	2.8 %	2.0 %	1.8 %	1.7 %	1.6 %	1.6 %
Liquid assets	2.5 %	1.6 %	2.7 %	5.5 %	8.3 %	11.3 %	15.0 %
Deferred taxes	0.6 %	0.5 %	0.5 %	0.1 %	0.1 %	0.1 %	0.0 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	50.0 %	48.6 %	46.0 %	52.8 %	56.7 %	59.7 %	62.6 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	30.3 %	31.6 %	33.7 %	37.2 %	39.7 %	42.1 %	44.8 %
MINORITY INTEREST	0.0 %	0.0 %	-0.1 %	-0.1 %	-0.1 %	-0.1 %	-0.1 %
Long-term debt	42.8 %	28.6 %	29.2 %	22.5 %	21.3 %	20.3 %	19.2 %
Provisions for pensions and similar obligations	0.0 %	1.1 %	1.2 %	1.1 %	1.1 %	1.0 %	1.0 %
Other provisions	4.2 %	7.6 %	4.9 %	4.9 %	4.6 %	4.4 %	4.2 %
Non-current liabilities	47.0 %	37.3 %	35.3 %	28.5 %	27.0 %	25.7 %	24.3 %
short-term liabilities to banks	7.7 %	6.2 %	12.8 %	17.7 %	16.8 %	15.9 %	15.1 %
Accounts payable	8.2 %	12.8 %	7.8 %	9.8 %	10.0 %	10.1 %	9.9 %
Advance payments received on orders	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	5.9 %	10.5 %	9.1 %	6.4 %	6.1 %	5.8 %	5.5 %
Deferred taxes	1.0 %	1.8 %	1.3 %	0.6 %	0.6 %	0.5 %	0.5 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	22.8 %	31.2 %	31.0 %	34.4 %	33.4 %	32.3 %	31.0 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
Net profit/loss	4.1	3.4	4.5	7.0	7.9	9.9	11.6
Depreciation of fixed assets (incl. leases)	9.3	9.9	11.7	12.9	11.2	11.2	11.8
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	2.0	2.0	0.7	0.2	0.2	0.2	0.2
Others	-1.7	5.5	-5.2	-10.4	0.0	0.0	0.0
Cash flow from operations before changes in w/c	13.7	20.8	11.7	9.6	19.3	21.3	23.6
Increase/decrease in inventory	-3.4	-8.0	2.1	-4.2	-3.3	-2.5	-1.9
Increase/decrease in accounts receivable	-3.9	1.5	0.4	-2.4	-2.2	-1.6	-1.3
Increase/decrease in accounts payable	0.4	7.8	-7.1	2.9	1.2	0.9	0.7
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-6.9	1.3	-4.6	-3.7	-4.3	-3.2	-2.5
Cash flow from operating activities	6.8	22.2	7.2	5.9	15.0	18.1	21.1
CAPEX	5.6	19.8	8.1	7.1	9.0	10.0	10.4
Payments for acquisitions	-0.1	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.1	0.0	0.4	0.0	0.0	0.0	0.0
Income from asset disposals	5.2	0.3	1.0	8.1	0.0	0.0	0.0
Cash flow from investing activities	-0.4	-19.5	-7.5	1.0	-9.0	-10.0	-10.4
Cash flow before financing	6.4	2.7	-0.3	6.9	6.0	8.1	10.7
Increase/decrease in debt position	-6.6	-17.9	12.7	-3.4	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.9	2.4	3.0
Others	0.0	14.1	-13.1	0.7	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.1	-0.1	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	-6.6	-3.8	-0.4	-2.7	-0.9	-2.4	-3.0
Increase/decrease in liquid assets	-0.1	-1.2	-0.8	4.2	5.1	5.7	7.7
Liquid assets at end of period	3.5	2.4	4.1	8.4	13.5	19.2	26.9

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
P&L growth analysis							
Sales growth	21.5 %	25.6 %	-13.5 %	5.5 %	8.0 %	5.5 %	4.0 %
EBITDA growth	22.7 %	-0.9 %	-10.6 %	17.3 %	9.4 %	11.3 %	23.2 %
EBIT growth	47.3 %	-8.2 %	-30.1 %	41.1 %	41.5 %	21.4 %	39.2 %
EPS growth	96.6 %	-16.2 %	30.8 %	55.2 %	12.6 %	25.4 %	46.6 %
Efficiency							
Total operating costs / sales	91.1 %	93.3 %	92.3 %	92.2 %	92.0 %	91.5 %	90.9 %
Sales per employee	203.8	245.6	207.6	219.1	236.5	249.6	259.6
EBITDA per employee	19.8	18.8	16.4	19.3	21.1	23.4	25.9
Balance sheet analysis							
Avg. working capital / sales	19.4 %	17.1 %	20.4 %	21.0 %	20.9 %	21.1 %	20.7 %
Inventory turnover (sales/inventory)	6.9	6.9	6.3	6.0	6.0	6.0	6.0
Trade debtors in days of sales	45.1	33.9	38.5	40.1	40.1	40.1	40.1
A/P turnover [(A/P*365)/sales]	18.9	25.5	18.5	21.8	21.8	21.8	21.8
Cash conversion cycle (days)	103.8	78.5	111.5	112.9	114.5	115.5	115.5
Cash flow analysis							
Free cash flow	1.2	2.4	-0.9	-1.2	6.0	8.1	10.7
Free cash flow/sales	0.5 %	0.9 %	-0.4 %	-0.5 %	2.2 %	2.8 %	3.6 %
FCF / net profit	28.7 %	69.8 %	-20.3 %	-17.1 %	75.5 %	81.5 %	92.3 %
Capex / depre	50.7 %	165.9 %	68.3 %	54.5 %	78.9 %	87.7 %	86.6 %
Capex / maintenance capex	71.4 %	236.9 %	92.9 %	77.9 %	112.8 %	125.2 %	123.8 %
Capex / sales	2.6 %	7.2 %	3.6 %	2.8 %	3.3 %	3.5 %	3.5 %
Security							
Net debt	66.4	49.6	60.5	52.9	47.9	42.1	34.4
Net Debt/EBITDA	3.1	2.4	3.2	2.4	2.0	1.6	1.2
Net debt / equity	1.6	1.1	1.2	0.9	0.8	0.6	0.4
Interest cover	2.2	2.4	2.2	4.3	6.3	7.7	8.8
Dividend payout ratio	0.0 %	0.0 %	0.0 %	12.8 %	30.0 %	30.0 %	31.1 %
Asset utilisation							
Capital employed turnover	1.9	2.4	1.9	2.0	2.0	2.0	2.0
Operating assets turnover	2.3	2.6	2.1	2.4	2.5	2.6	2.7
Plant turnover	4.5	4.7	3.8	4.9	5.5	6.0	6.4
Inventory turnover (sales/inventory)	6.9	6.9	6.3	6.0	6.0	6.0	6.0
Returns							
ROCE	7.9 %	7.9 %	5.3 %	7.1 %	9.7 %	11.2 %	12.4 %
ROE	9.9 %	7.3 %	8.7 %	12.4 %	12.4 %	13.9 %	14.5 %
Other							
Interest paid / avg. debt	5.8 %	6.2 %	4.9 %	3.3 %	3.3 %	3.3 %	3.3 %
No. employees (average)	1072	1118	1144	1144	1144	1144	1144
Number of shares	30.0	30.0	30.0	30.0	30.0	30.0	30.0
DPS	0.0	0.0	0.0	0.0	0.1	0.1	0.1
EPS reported	0.14	0.12	0.15	0.23	0.26	0.33	0.39
Valuation ratios							
P/BV	2.4	2.1	1.9	1.8	1.6	1.4	1.3
EV/sales	0.8	0.6	0.7	0.6	0.6	0.5	0.5
EV/EBITDA	7.9	7.2	8.7	7.0	6.2	5.4	4.6
EV/EBITA	14.0	13.7	23.1	16.9	11.6	9.3	7.6
EV/EBIT	16.8	16.7	25.6	17.3	11.8	9.4	7.7
EV/FCF	141.1	62.8	-177.2	-129.5	25.1	17.9	12.8
Adjusted FCF yield	7.9 %	7.2 %	6.8 %	8.3 %	10.1 %	12.3 %	14.8 %
Dividend yield	0.0 %	0.0 %	0.0 %	0.9 %	2.4 %	3.0 %	3.6 %

Source: Company data, Hauck & Aufhäuser

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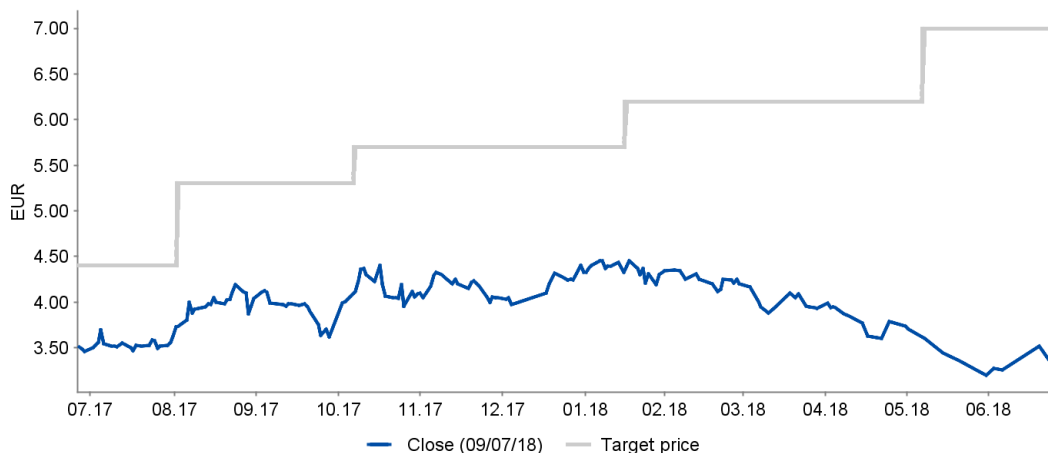
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Company	Disclosure
MS Industrie AG	6

Historical target price and rating changes for MS Industrie AG in the last 12 months

Price and Rating History MS Industrie AG as of 11/07/18

Initiation coverage
12-March-13



Company	Date	Analyst	Rating	Target price	Close
MS Industrie AG	24.05.2018	Glowa, Christian	Buy	EUR 7.00	EUR 3.60
	02.02.2018	Glowa, Christian	Buy	EUR 6.20	EUR 4.45
	21.11.2017	Glowa, Christian	Buy	EUR 5.70	EUR 4.29
	23.10.2017	Glowa, Christian	Buy	EUR 5.70	EUR 4.12
	18.08.2017	Glowa, Christian	Buy	EUR 5.30	EUR 3.74
	12.07.2017	Glowa, Christian	Buy	EUR 4.40	EUR 3.51

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