

Buy (old: Buy)

Price target: EUR 20.00 (old: EUR 20.00)

Price:	EUR 13.74	Next result:	AGM 19.05.17
Bloomberg:	MUX GR	Market cap:	EUR 212.1 m
Reuters:	MUXG.BE	Enterprise Value:	EUR 288.9 m

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Strong Q1 driven by organic growth and M&A

Mutares reported strong Q1 figures this morning which were driven by solid organic growth as well as M&A activity. Moreover, management flagged that transaction activity remains high and M&A newsflow can be expected going forward.

mutares AG	Q1 17	Q1 17 est	Q1 16	yoy	Q4 16	qoq
Sales	208.2	195.0	152.8	36.3%	177.7	17.2%
EBITDA	21.5	20.0	4.4	388.6%	12.5	72.0%
EBITDA margin	10.3%	10.3%	2.9%	+ 7.4 pp	7.0%	+ 3.3 pp

Source: company data, H&A

Q1 sales grew strongly by 36% yoy to € 208m (H&A: € 195m) thanks to 1) sound organic growth especially at Elastomer (+13% yoy) and Zanders (+10% yoy), 2) strong growth at STS (+59% yoy) which was partly driven by recent bolt-on acquisitions, and 3) the consolidation of Balcke-Dürr.

Q1 EBITDA rose almost fivefold to € 21.5m (H&A: € 20.0m) which reflects 1) a deconsolidation gain related to the sale of the Eupec plant of € 18-19m, as well as 2) sound profitability improvements at A+F (+60% yoy), Elastomer (+40% yoy) and STS (+53% yoy) which were partly offset by the consolidation of Balcke-Dürr.

NAV: Importantly, mutares' NAV grew by 3.0% qoq to € 317m or 20.50/share, reflecting especially a strong development in the automotive segment while the exit from the Eupec plant increased holding net cash to € 20m. Positively, NAVs will be reported on a quarterly basis from now on.

Outlook: Management flagged that at least three acquisitions should take place until the summer. Moreover, **we expect at least one exit this year**. Given their maturity in the portfolio, potential exit candidates could be Elastomer, A+F and Artmadis, in our view.

All in all, mutares delivered a strong start into the year and the **solid NAV development underlines healthy progress across the portfolio**. Moreover, M&A newsflow should remain dynamic which should drive the sentiment. The stock remains a **BUY** with a **PT of € 20** based on NAV.

- continued -

Y/E 31.12 (EUR m)	2013	2014	2015	2016	2017E	2018E	2019E
Sales	347.0	648.1	683.8	647.6	958.8	1,014.7	982.7
Sales growth	15 %	87 %	6 %	-5 %	48 %	6 %	-3 %
EBITDA	5.9	30.9	39.9	20.7	40.1	43.3	43.2
EBIT	-4.5	15.5	19.6	4.5	23.1	25.1	24.2
Net income	-7.9	8.5	7.9	-5.3	13.2	14.6	13.8
Net debt	-19.2	-42.0	-46.1	-19.9	4.0	12.4	-7.7
Net gearing	-32.9 %	-51.5 %	-37.0 %	-17.8 %	2.7 %	9.3 %	-6.1 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.1	0.3	0.0
EPS pro forma	-0.65	0.61	0.51	-0.34	0.85	0.95	0.89
CPS	-2.76	-4.73	-3.90	-3.50	-1.88	0.15	1.43
DPS	1.67	0.78	0.60	0.35	0.90	0.25	0.25
Dividend yield	12.1 %	5.7 %	4.4 %	2.5 %	6.6 %	1.8 %	1.8 %
Gross profit margin	41.9 %	35.5 %	33.3 %	34.6 %	36.5 %	36.5 %	100.0 %
EBITDA margin	1.7 %	4.8 %	5.8 %	3.2 %	4.2 %	4.3 %	4.4 %
EBIT margin	-1.3 %	2.4 %	2.9 %	0.7 %	2.4 %	2.5 %	2.5 %
ROCE	-2.5 %	7.8 %	7.5 %	1.4 %	6.7 %	6.9 %	6.9 %
EV/sales	0.4	0.2	0.3	0.4	0.3	0.3	0.3
EV/EBITDA	25.6	4.9	5.9	12.8	7.2	6.9	6.4
EV/EBIT	-33.4	9.7	11.9	59.0	12.5	11.8	11.5
PER	-21.2	22.7	26.7	-40.2	16.1	14.5	15.4
Adjusted FCF yield	-2.6 %	11.0 %	9.8 %	1.8 %	6.9 %	6.7 %	6.7 %

Source: Company data, Hauck & Aufhäuser Close price as of: 08.05.2017



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 16.05 / 10.90

Price/Book Ratio: 1.5

Relative performance (SDAX):

3 months -12.8 %

6 months -8.6 %

12 months -28.7 %

Changes in estimates

	Sales	EBIT	EPS
2017	<i>old:</i> 958.8	23.1	0.85
	Δ -	-	-
2018	<i>old:</i> 1,014.7	25.1	0.95
	Δ -	-	-
2019	<i>old:</i> 982.7	24.2	0.89
	Δ -	-	-

Key share data:

Number of shares: (in m pcs) 15.4

Authorised capital: (in € m) 7.0

Book value per share: (in €) 9.5

Ø trading volume: (12 months) 5,400

Major shareholders:

Founders 60.0 %

Free Float 40.0 %

Company description:

mutares AG is a turnaround investor focussed on generating a return on its investment through the purchase of underperforming corporate spin offs, their operational turnaround and subsequent sale.

NAV overview	Q1 17	Q4 16
Automotive	113.1	104.7
Wood & Paper	39.3	37.2
Construction & Infrastructure	51.2	69.4
Engineering & Technology	66.4	64.9
Consumer Goods & Logistics	26.3	28.2
Net cash	20.9	3.5
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Total	317.2	307.9
<i>yoy</i>	<i>3.0%</i>	

Source: Company data; Hauck & Aufhäuser

Financials

Profit and loss (EUR m)	2013	2014	2015	2016	2017E	2018E	2019E
Net sales	347.0	648.1	683.8	647.6	958.8	1,014.7	982.7
<i>Sales growth</i>	15.2 %	86.8 %	5.5 %	-5.3 %	48.1 %	5.8 %	-3.2 %
Increase/decrease in finished goods and work-in-process	15.2	-1.4	-28.5	5.0	0.0	0.0	0.0
Total sales	362.2	646.6	655.4	652.6	958.8	1,014.7	982.7
Other operating income	40.2	74.7	92.8	69.2	76.7	81.2	78.6
Material expenses	210.3	417.1	437.3	426.7	608.9	644.3	0.0
Personnel expenses	106.5	156.7	151.9	157.2	215.7	223.2	216.2
Other operating expenses	79.7	116.6	119.0	117.1	170.9	185.0	179.2
Total operating expenses	356.3	615.7	615.5	631.9	918.8	971.4	316.7
EBITDA	5.9	30.9	39.9	20.7	40.1	43.3	43.2
Depreciation	10.4	15.4	20.3	16.3	17.0	18.2	19.0
EBITA	-4.5	15.5	19.6	4.5	23.1	25.1	24.2
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	-4.5	15.5	19.6	4.5	23.1	25.1	24.2
Interest income	1.0	0.1	0.2	0.1	0.6	0.6	0.3
Interest expenses	1.8	2.5	7.9	5.4	4.8	4.8	4.8
Other financial result	0.6	0.0	0.0	1.5	0.0	0.0	0.0
Financial result	-1.4	-2.4	-7.7	-6.8	-4.2	-4.2	-4.5
Recurring pretax income from continuing operations	-6.0	13.1	11.9	-2.3	18.9	20.9	19.7
Extraordinary income/loss	-0.2	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-6.1	13.1	11.9	-2.3	18.9	20.9	19.7
Taxes	1.8	4.6	5.1	3.0	5.7	6.3	5.9
Net income from continuing operations	-7.9	8.5	6.8	-5.3	13.2	14.6	13.8
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-7.9	8.5	6.8	-5.3	13.2	14.6	13.8
Minority interest	0.0	0.0	-1.1	-0.1	0.0	0.0	0.0
Net income (net of minority interest)	-7.9	8.5	7.9	-5.3	13.2	14.6	13.8
Average number of shares	12.2	14.0	15.4	15.4	15.4	15.4	15.4
EPS reported	-0.65	0.61	0.51	-0.34	0.85	0.95	0.89

Profit and loss (common size)	2013	2014	2015	2016	2017E	2018E	2019E
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	4.4 %	-0.2 %	-4.2 %	0.8 %	0.0 %	0.0 %	0.0 %
Total sales	104.4 %	99.8 %	95.8 %	100.8 %	100.0 %	100.0 %	100.0 %
Other operating income	11.6 %	11.5 %	13.6 %	10.7 %	8.0 %	8.0 %	8.0 %
Material expenses	60.6 %	64.4 %	63.9 %	65.9 %	63.5 %	63.5 %	0.0 %
Personnel expenses	30.7 %	24.2 %	22.2 %	24.3 %	22.5 %	22.0 %	22.0 %
Other operating expenses	23.0 %	18.0 %	17.4 %	18.1 %	17.8 %	18.2 %	18.2 %
Total operating expenses	102.7 %	95.0 %	90.0 %	97.6 %	95.8 %	95.7 %	32.2 %
EBITDA	1.7 %	4.8 %	5.8 %	3.2 %	4.2 %	4.3 %	4.4 %
Depreciation	3.0 %	2.4 %	3.0 %	2.5 %	1.8 %	1.8 %	1.9 %
EBITA	-1.3 %	2.4 %	2.9 %	0.7 %	2.4 %	2.5 %	2.5 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT	-1.3 %	2.4 %	2.9 %	0.7 %	2.4 %	2.5 %	2.5 %
Interest income	0.3 %	0.0 %	0.0 %	0.0 %	0.1 %	0.1 %	0.0 %
Interest expenses	0.5 %	0.4 %	1.2 %	0.8 %	0.5 %	0.5 %	0.5 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-0.4 %	-0.4 %	-1.1 %	-1.1 %	-0.4 %	-0.4 %	-0.5 %
Recurring pretax income from continuing operations	-1.7 %	2.0 %	1.7 %	-0.4 %	2.0 %	2.1 %	2.0 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	-1.8 %	2.0 %	1.7 %	-0.4 %	2.0 %	2.1 %	2.0 %
Tax rate	-28.8 %	35.1 %	43.0 %	-131.5 %	30.0 %	30.0 %	30.0 %
Net income from continuing operations	-2.3 %	1.3 %	1.0 %	-0.8 %	1.4 %	1.4 %	1.4 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	-2.3 %	1.3 %	1.0 %	-0.8 %	1.4 %	1.4 %	1.4 %
Minority interest	0.0 %	0.0 %	-0.2 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income (net of minority interest)	-2.3 %	1.3 %	1.2 %	-0.8 %	1.4 %	1.4 %	1.4 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2013	2014	2015	2016	2017E	2018E	2019E
Intangible assets	2.3	8.9	5.1	6.7	6.7	6.7	6.7
Property, plant and equipment	31.6	45.8	81.9	110.1	109.1	90.9	71.9
Financial assets	1.1	0.9	0.6	0.8	0.8	0.8	0.8
FIXED ASSETS	35.0	55.6	87.5	117.6	116.6	98.5	79.5
Inventories	82.5	93.9	112.1	111.0	154.7	163.7	158.5
Accounts receivable	133.9	175.8	143.2	170.7	223.3	236.3	228.8
Other current assets	32.8	0.0	0.1	0.0	0.0	0.0	0.0
Liquid assets	47.7	74.3	81.2	69.6	56.0	47.6	67.7
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	2.1	3.4	2.7	4.1	4.1	4.1	4.1
CURRENT ASSETS	299.0	347.4	339.2	355.5	438.1	451.7	459.2
TOTAL ASSETS	334.0	403.0	426.8	473.1	554.8	550.1	538.7
SHAREHOLDERS EQUITY	58.4	81.5	124.7	111.9	146.2	133.9	126.9
MINORITY INTEREST	0.0	0.0	0.0	0.5	0.5	0.5	0.5
Long-term debt	28.5	32.3	35.1	49.7	60.0	60.0	60.0
Provisions for pensions and similar obligations	2.1	0.0	67.8	72.9	72.9	72.9	72.9
Other provisions	85.7	107.9	73.5	89.0	89.0	89.0	89.0
Non-current liabilities	116.3	140.2	176.3	211.5	221.8	221.8	221.8
short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	66.9	104.9	75.3	94.4	131.3	139.0	134.6
Advance payments received on orders	41.8	34.2	11.8	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	49.2	41.0	37.9	53.4	53.4	53.4	53.4
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	1.5	1.2	0.7	1.4	1.4	1.4	1.4
Current liabilities	159.3	181.3	125.7	149.2	186.1	193.8	189.4
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	334.0	403.0	426.8	473.1	554.8	550.1	538.7

Balance sheet (common size)	2013	2014	2015	2016	2017E	2018E	2019E
Intangible assets	0.7 %	2.2 %	1.2 %	1.4 %	1.2 %	1.2 %	1.2 %
Property, plant and equipment	9.5 %	11.4 %	19.2 %	23.3 %	19.7 %	16.5 %	13.4 %
Financial assets	0.3 %	0.2 %	0.1 %	0.2 %	0.2 %	0.2 %	0.2 %
FIXED ASSETS	10.5 %	13.8 %	20.5 %	24.9 %	21.0 %	17.9 %	14.7 %
Inventories	24.7 %	23.3 %	26.3 %	23.5 %	27.9 %	29.7 %	29.4 %
Accounts receivable	40.1 %	43.6 %	33.6 %	36.1 %	40.3 %	43.0 %	42.5 %
Other current assets	9.8 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Liquid assets	14.3 %	18.4 %	19.0 %	14.7 %	10.1 %	8.6 %	12.6 %
Deferred taxes	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred charges and prepaid expenses	0.6 %	0.9 %	0.6 %	0.9 %	0.7 %	0.7 %	0.8 %
CURRENT ASSETS	89.5 %	86.2 %	79.5 %	75.1 %	79.0 %	82.1 %	85.3 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	17.5 %	20.2 %	29.2 %	23.6 %	26.4 %	24.3 %	23.6 %
MINORITY INTEREST	0.0 %	0.0 %	0.0 %	0.1 %	0.1 %	0.1 %	0.1 %
Long-term debt	8.5 %	8.0 %	8.2 %	10.5 %	10.8 %	10.9 %	11.1 %
Provisions for pensions and similar obligations	0.6 %	0.0 %	15.9 %	15.4 %	13.1 %	13.2 %	13.5 %
Other provisions	25.7 %	26.8 %	17.2 %	18.8 %	16.0 %	16.2 %	16.5 %
Non-current liabilities	34.8 %	34.8 %	41.3 %	44.7 %	40.0 %	40.3 %	41.2 %
short-term liabilities to banks	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts payable	20.0 %	26.0 %	17.6 %	19.9 %	23.7 %	25.3 %	25.0 %
Advance payments received on orders	12.5 %	8.5 %	2.8 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	14.7 %	10.2 %	8.9 %	11.3 %	9.6 %	9.7 %	9.9 %
Deferred taxes	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred income	0.4 %	0.3 %	0.2 %	0.3 %	0.3 %	0.3 %	0.3 %
Current liabilities	47.7 %	45.0 %	29.5 %	31.5 %	33.6 %	35.2 %	35.2 %
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)	2013	2014	2015	2016	2017E	2018E	2019E
Net profit/loss	-7.9	8.5	6.8	-5.3	13.2	14.6	13.8
Depreciation of fixed assets (incl. leases)	10.4	15.4	20.3	17.8	17.0	18.2	19.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.4	0.0	0.0	0.0	0.0	0.0	0.0
Others	-31.2	-68.2	-100.6	-70.3	-20.0	0.0	0.0
Cash flow from operations before changes in w/c	-28.2	-44.3	-73.6	-57.9	10.2	32.8	32.8
Increase/decrease in inventory	-14.6	61.5	95.1	11.6	-43.7	-9.0	5.2
Increase/decrease in accounts receivable	0.0	0.0	0.0	0.0	-52.6	-13.0	7.5
Increase/decrease in accounts payable	20.1	-70.8	-77.3	1.1	37.0	7.6	-4.4
Increase/decrease in other working capital positions	0.0	-0.9	10.5	6.3	35.0	2.0	0.0
Increase/decrease in working capital	5.5	-10.2	28.3	18.9	-24.3	-12.4	8.2
Cash flow from operating activities	-22.7	-54.5	-45.3	-39.0	-14.1	20.4	41.0
CAPEX	10.7	16.6	9.8	18.1	15.0	15.0	17.0
Payments for acquisitions	0.0	-85.5	-50.9	-33.2	0.0	0.0	0.0
Financial investments	0.5	0.2	0.0	1.4	0.0	0.0	0.0
Income from asset disposals	23.9	4.4	-6.5	10.4	19.5	0.0	0.0
Cash flow from investing activities	12.7	73.0	34.5	24.2	4.5	-15.0	-17.0
Cash flow before financing	-10.0	18.6	-10.8	-14.9	-9.6	5.4	24.0
Increase/decrease in debt position	8.0	2.0	0.6	12.3	10.3	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	25.0	24.6	0.0	0.0	0.0	0.0
Dividends paid	4.1	20.3	11.0	9.3	5.4	13.9	3.9
Others	0.0	0.0	-1.5	-1.1	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	-0.5	2.8	-0.8	0.0	0.0	0.0
Cash flow from financing activities	3.9	6.6	12.6	1.9	4.9	-13.9	-3.9
Increase/decrease in liquid assets	-6.1	24.7	4.7	-13.8	-4.7	-8.5	20.2
Liquid assets at end of period	45.1	69.8	74.5	60.7	56.0	47.6	67.7

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2013	2014	2015	2016	2017E	2018E	2019E
Domestic	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
NAFTA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Asia Pacific	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of world	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
TTL	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2013	2014	2015	2016	2017E	2018E	2019E
P&L growth analysis							
Sales growth	15.2 %	86.8 %	5.5 %	-5.3 %	48.1 %	5.8 %	-3.2 %
EBITDA growth	-73.6 %	424.0 %	28.9 %	-48.0 %	93.3 %	8.0 %	-0.3 %
EBIT growth	-132.1 %	-443.4 %	26.4 %	-77.1 %	414.0 %	8.7 %	-3.7 %
EPS growth	-182.8 %	-193.7 %	-15.1 %	-166.4 %	-350.2 %	10.6 %	-5.5 %
Efficiency							
Total operating costs / sales	102.7 %	95.0 %	90.0 %	97.6 %	95.8 %	95.7 %	32.2 %
Sales per employee	139.0	240.6	n/a	n/a	n/a	n/a	n/a
EBITDA per employee	2.4	11.5	n/a	n/a	n/a	n/a	n/a
Balance sheet analysis							
Avg. working capital / sales	31.2 %	18.4 %	21.8 %	27.4 %	22.6 %	25.0 %	26.1 %
Inventory turnover (sales/inventory)	4.2	6.9	6.1	5.8	6.2	6.2	6.2
Trade debtors in days of sales	140.8	99.0	76.4	96.2	85.0	85.0	85.0
A/P turnover [(A/P*365)/sales]	70.3	59.1	40.2	53.2	50.0	50.0	50.0
Cash conversion cycle (days)	167.9	89.3	107.2	110.4	99.0	99.0	n/a
Cash flow analysis							
Free cash flow	-33.4	-71.1	-55.1	-57.1	-29.1	5.4	24.0
Free cash flow/sales	-9.6 %	-11.0 %	-8.1 %	-8.8 %	-3.0 %	0.5 %	2.4 %
FCF / net profit	424.9 %	-835.3 %	-693.7 %	1083.3 %	-220.4 %	37.2 %	174.2 %
Capex / depre	103.5 %	109.3 %	48.7 %	109.8 %	88.2 %	82.5 %	89.5 %
Capex / maintenance capex	101.7 %	100.0 %	106.7 %	106.7 %	106.7 %	0.0 %	0.0 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	-19.2	-42.0	-46.1	-19.9	4.0	12.4	-7.7
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.1	0.3	0.0
Net debt / equity	-0.3	-0.5	-0.4	-0.2	0.0	0.1	-0.1
Interest cover	0.0	6.2	2.5	0.8	4.8	5.2	5.0
Dividend payout ratio	100.0 %	129.2 %	116.6 %	100.0 %	105.3 %	26.4 %	28.0 %
Asset utilisation							
Capital employed turnover	2.0	2.9	2.3	2.0	2.6	2.8	2.8
Operating assets turnover	2.5	3.7	2.7	2.2	2.7	2.9	3.0
Plant turnover	11.0	14.2	8.4	5.9	8.8	11.2	13.7
Inventory turnover (sales/inventory)	4.2	6.9	6.1	5.8	6.2	6.2	6.2
Returns							
ROCE	-2.5 %	7.8 %	7.5 %	1.4 %	6.7 %	6.9 %	6.9 %
ROE	-13.5 %	10.4 %	6.4 %	-4.7 %	9.0 %	10.9 %	10.9 %
Other							
Interest paid / avg. debt	8.8 %	8.2 %	23.5 %	12.8 %	8.8 %	8.0 %	8.0 %
No. employees (average)	2496	2693	0	0	0	0	0
Number of shares	12.2	14.0	15.4	15.4	15.4	15.4	15.4
DPS	1.7	0.8	0.6	0.4	0.9	0.3	0.3
EPS reported	-0.65	0.61	0.51	-0.34	0.85	0.95	0.89
Valuation ratios							
P/BV	2.9	2.4	1.7	1.9	1.5	1.6	1.7
EV/sales	0.4	0.2	0.3	0.4	0.3	0.3	0.3
EV/EBITDA	25.6	4.9	5.9	12.8	7.2	6.9	6.4
EV/EBITA	-33.4	9.7	11.9	59.0	12.5	11.8	11.5
EV/EBIT	-33.4	9.7	11.9	59.0	12.5	11.8	11.5
EV/FCF	-4.5	-2.1	-4.2	-4.6	-9.9	54.8	11.5
Adjusted FCF yield	-2.6 %	11.0 %	9.8 %	1.8 %	6.9 %	6.7 %	6.7 %
Dividend yield	12.1 %	5.7 %	4.4 %	2.5 %	6.6 %	1.8 %	1.8 %

Source: Company data, Hauck & Aufhäuser

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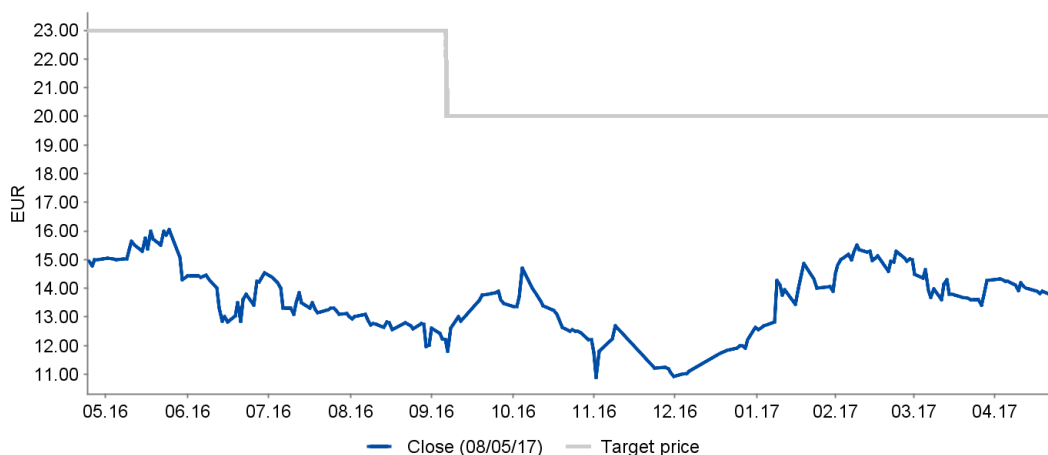
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Company	Disclosure
mutares AG	3

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

**Price and Rating History
mutares AG as of 09/05/17**

Initiation coverage
24-March-14



Company	Date	Analyst	Rating	Target price	Close
mutares AG	13.04.2017	Teichler, Torben	Buy	EUR 20.00	EUR 14.28
	16.02.2017	Teichler, Torben	Buy	EUR 20.00	EUR 14.80
	19.12.2016	Teichler, Torben	Buy	EUR 20.00	EUR 11.00
	21.11.2016	Teichler, Torben	Buy	EUR 20.00	EUR 11.80
	28.09.2016	Teichler, Torben	Buy	EUR 20.00	EUR 12.86
	22.09.2016	Teichler, Torben	Buy	EUR 20.00	EUR 11.80

26.05.2016	Teichler, Torben	Buy	EUR 23.00	EUR 15.65
11.05.2016	Teichler, Torben	Buy	EUR 23.00	EUR 14.79

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Buy	53.57 %	92.31 %
Sell	12.14 %	0.00 %
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