

Buy (old: Buy)

ESG Rating: n/a

26-May-25

Price target: EUR 17.20 (old: EUR 17.20)

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Analyst

Price: EUR 8.72 Next result: Q2'25: 01.08.25
Bloomberg: CSH GR Market cap: EUR 74.3 m
Reuters: CSHG.DE Enterprise Value: EUR 111.2 m

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Pain before gain; reiterate Buy

Topic: Q1 was marked by a weak performance of US subsidiary Analysis Prime (AP), a cautious automotive customer base due to macro weakness, as well as one-off expenses to right-size the corporate structure. **Expect the operating performance to improve from Q2 onward**, as the backlog should convert into revenue and cost savings are seen to materialise. **CENIT remains on track to emerge as a much more profitable company by FY'26E, which is not adequately reflected in the current valuation.** See page two for a results overview.

Q1 sales rose by 2% yoy to € 51.5m (eHAIB: € 52.9m), with an estimated € 3m contribution from acquired AP masking an **underlying organic revenue decline for the group** due to automotive weakness. But even SAP Analytics-focused AP fell well short of its internal revenue target, as customers postponed projects amidst macro uncertainties. Note also that Q1'24 represented a tough comparable base, as it benefitted from a large 3rd-party software deal with a defence client, which CENIT could not offset this quarter.

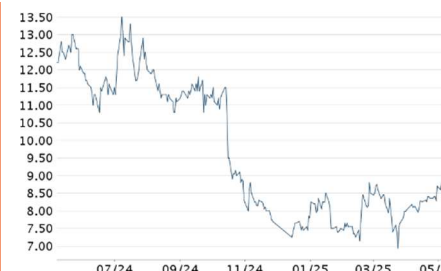
Q1 EBIT came in at € -5.4m, down strongly yoy and well below eHAIB of € -3.1m. **The weak performance reflects a mix of headwinds**, including € 3.4m provisions for headcount cuts, a less favourable revenue mix (€ 0.7m burden), and a negative contribution from AP in excess of € -1m, which reflects insufficient fixed cost coverage. Note that CENIT should incur further one-off charges of up to € 0.4m in Q2 for headcount reductions in France.

Despite the bleak status quo, **the prospects for the remainder of the year are looking up:** CENIT's operating performance is set to improve significantly already from Q2'25E. First, annualised cost savings of >€ 5m are seen to kick-in from May. Second, AP has passed the trough. It turned a profit in April and should see utilisation move up to 100% by mid-2025, courtesy of a strong backlog and an unweighted pipeline worth USD 55m. Third, CENIT's SAP and 3DX businesses are showing positive momentum. **All of this explains the confirmed FY'25E guidance.**

The cash flow strength remains the highlight of CENIT's business model: free cash flow amounted to >€ 11m in Q1, courtesy of SaaS and maintenance contracts for third-party and own software, which deliver most of the cash early in the year. With CENIT having announced zero dividends for 2024, all of the proceeds will go to debt reduction, **easing concerns over leverage. Net debt to EBITDA should decline to 1.0x in FY'26E** (eHAIB). **Confirm Buy; the € 17.20 PT is based on FCFY'25E**, and supported by an 11% adj. FCF yield. *continued*

Y/E 31.12 (EUR m)	2021	2022	2023	2024	2025E	2026E	2027E
Sales	146.1	162.2	184.7	207.3	220.6	235.4	247.9
Sales growth	3 %	11 %	14 %	12 %	6 %	7 %	5 %
EBITDA	11.3	12.1	16.6	18.0	17.6	25.9	28.0
EBIT (inc revaluation net)	6.2	6.3	9.2	7.4	6.8	15.1	17.5
Net income	4.2	6.3	4.5	-1.9	1.7	7.4	9.0
Net debt	-15.7	15.1	27.2	37.7	35.8	26.6	16.5
Net Debt/EBITDA	0.0	1.2	1.6	2.1	2.0	1.0	0.6
EPS pro forma	0.51	0.75	0.53	0.51	0.37	1.05	1.24
DPS	0.75	0.50	0.04	0.00	0.05	0.25	0.30
Dividend yield	5.3 %	3.3 %	0.2 %	0.0 %	0.6 %	2.8 %	3.4 %
Gross profit margin	53.0 %	55.9 %	58.3 %	58.8 %	58.8 %	59.1 %	59.2 %
EBITDA margin	7.7 %	7.5 %	9.0 %	8.7 %	8.0 %	11.0 %	11.3 %
EBIT margin	4.3 %	3.9 %	5.0 %	3.6 %	3.1 %	6.4 %	7.1 %
ROCE	11.0 %	9.2 %	10.2 %	7.3 %	6.6 %	14.4 %	15.9 %
EV/EBITDA	9.3	11.9	10.0	7.6	6.3	3.9	3.3
EV/EBIT	16.7	22.8	18.0	18.5	16.3	6.7	5.2
PER	27.9	20.3	31.2	22.9	23.9	8.5	7.2
Adjusted FCF yield	6.7 %	5.3 %	7.7 %	9.7 %	10.9 %	18.7 %	23.4 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 23.05.2025



Source: Company data, HAIB

High/low 52 weeks: 13.50 / 6.94
Price/Book Ratio: 1.9
Relative performance (TecDAX):
3 months 17.1 %
6 months -11.8 %
12 months -38.1 %

Changes in estimates

		Sales	EBIT	EPS
2025	old:	220.6	6.8	0.37
	Δ	-	-	-
2026	old:	235.4	15.1	1.05
	Δ	-	-	-
2027	old:	247.9	17.5	1.24
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 8.4
Authorised capital: (in € m) 3.3
Book value per share: (in €) 4.8
Ø trading volume: (12 months) 8,800

Major shareholders:

Free Float 66.3 %
PRIMEPULSE SE 25.1 %
BWVA 5.6 %
Universal Investment 3.0 %

Company description:

Digitalisation expert with own software focused on 3D product design and smart document management

Company guidance 2025E:

€ 229-234m sales / € 6.8-7.3m EBIT

EUR	Q1 2025	Q1 2025 est	Q1 2024	yoy	Q4 2024	qoq
Sales	51.5	52.9	50.5	2%	55.9	-7.9%
EBIT	-5.4	-3.1	1.2	n.a.	3.4	n.a.
<i>EBIT margin</i>	-10.6%	-5.9%	2.5%	-13.0 pp	6.1%	-16.7 pp
Net Profit	-4.5	-3.3	0.2	n.a.	-2.9	n.a.
<i>Net margin</i>	-8.7%	-6.2%	0.3%	-9.0 pp	-5.1%	-3.5 pp
EPS	-0.53	-0.39	0.02	n.a.	-0.34	n.a.

Source: Company data, Hauck Aufhäuser Investment Banking

Company in a Nutshell

CENIT offers IT services, 3rd-party software and own software to virtualise product design and production processes (segment PLM / 80% of sales) as well as content and documents (segment EIM / 20%).

Benefits for customers come in the form of efficiency gains and cost savings. CENIT serves more than 6,000 companies, mostly from the German Mittelstand, across focus markets automotive (28% of group sales), aerospace / defence (16%), manufacturing (18%) and financial services (9%).

Upcoming Catalysts

Expect the coming quarters to remain challenging as auto and avionics customers should continue to cut costs and capex.

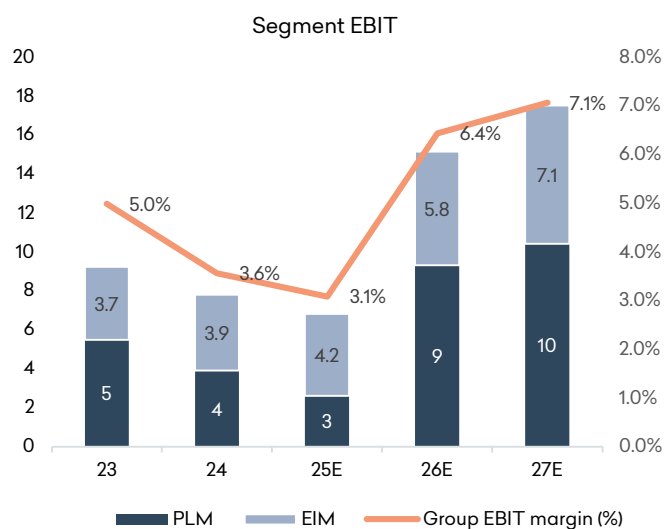
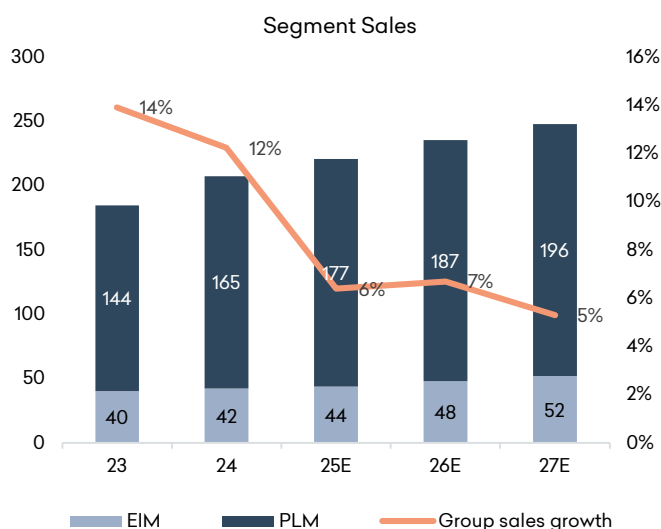
Growing visibility on a **2026E margin inflection** to serve as a re-rating catalyst.

Investment Case

There is much to like about CENIT:

- **High competitive quality**, courtesy of its dominant standing with Dassault, IBM and SAP in Germany, **which drives scale, reputation and portfolio breadth**
- A portfolio of own software solutions (10% of sales) that offers **untapped growth potential at above-average margins of 15%+**
- **A capital-light business model and high share of recurring revenues** (50%+), which turn CENIT into a 'cash flow beast', with FCF exceeding € 8m p.a.
- Backed by shareholder PRIMEPULSE, a new management team has set out to **boost growth and profitability** by implementing efficiency measures, growing the share of wallet with existing clients and channelling FCF towards value-accretive M&A
- Against this background, we estimate sales growth of 6% CAGR'24-27E and EBIT growth of 33% CAGR'24-27E, supported by M&A (i.e. Analysis Prime) but burdened by a weak auto and avionics client base that is postponing projects and exerting price pressure
- **BUY:** the € 17.20 PT is based on FCFY'25E with a conservative 8.5% hurdle rate

Key Performance Indicators



Source: Company data, Hauck Aufhäuser Investment Banking

Cash flow summary	2023	2024	2025E	2026E	2027E
Operating cash flow	4.9	10.3	8.3	16.3	18.9
Capex	1.4	1.5	1.6	1.6	1.6
FCF	3.5	8.8	6.7	14.7	17.3
FCF per share	0.4	1.1	0.8	1.8	2.1
FCF yield	7.7 %	9.7 %	10.9 %	18.7 %	23.4 %
Net Debt/EBITDA	1.6	2.1	2.0	1.0	0.6

Source: Company data, Hauck Aufhäuser Investment Banking

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios summary	2023	2024	2025E	2026E	2027E
EPS growth	-28.4 %	-143.1 %	-189.6 %	325.2 %	21.4 %
Capital Turnover	1.9	2.0	2.1	2.2	2.2
Avg. working capital / sales	14.4 %	12.7 %	14.3 %	14.6 %	14.5 %
Cash conversion cycle (days)	7.8	16.1	11.3	13.1	13.0
FCF / Net profit	79.7 %	206.4 %	216.1 %	168.3 %	167.3 %
Interest cover	5.0	2.8	2.1	4.7	5.4

Source: Company data, Hauck Aufhäuser Investment Banking

Financials

Profit and loss (EUR m)	2021	2022	2023	2024	2025E	2026E	2027E
Net sales	146.1	162.2	184.7	207.3	220.6	235.4	247.9
Sales growth	2.8 %	11.0 %	13.9 %	12.2 %	6.4 %	6.7 %	5.3 %
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	146.1	162.2	184.7	207.3	220.6	235.4	247.9
Other operating income	2.3	1.4	2.9	2.5	2.2	2.4	2.5
Material expenses	68.6	71.5	77.0	85.3	90.9	96.2	101.1
Personnel expenses	59.7	67.3	78.6	88.0	95.8	96.5	101.4
Other operating expenses	8.8	12.6	15.4	18.5	18.5	19.1	19.8
Total operating expenses	134.8	150.0	168.1	189.3	203.0	209.4	219.8
EBITDA	11.3	12.1	16.6	18.0	17.6	25.9	28.0
Depreciation	4.1	4.5	5.0	7.0	5.0	5.0	5.0
EBITA	7.2	7.7	11.6	11.0	12.6	20.9	23.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.0	1.4	2.4	2.9	5.8	5.8	5.5
Impairment charges	0.0	0.0	0.0	0.7	0.0	0.0	0.0
EBIT (inc revaluation net)	6.2	6.3	9.2	7.4	6.8	15.1	17.5
Interest income	0.0	0.0	0.2	0.2	0.3	0.3	0.3
Interest expenses	0.2	0.4	1.8	2.7	3.2	3.2	3.2
Other financial result	-0.4	-3.3	0.7	5.6	0.0	0.0	0.0
Financial result	0.3	2.9	-2.4	-8.1	-2.9	-2.9	-2.9
Recurring pretax income from continuing operations	6.5	9.2	6.8	-0.7	3.9	12.2	14.6
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	6.5	9.2	6.8	-0.7	3.9	12.2	14.6
Taxes	2.2	2.6	1.9	0.9	1.2	3.8	4.5
Net income from continuing operations	4.4	6.6	4.9	-1.6	2.7	8.4	10.0
Result from discontinued operations (net of tax)	0.0	0.0	-0.1	0.0	0.0	0.0	0.0
Net income	4.4	6.6	5.0	-1.6	2.7	8.4	10.0
Minority interest	0.1	0.3	0.5	0.4	0.9	1.0	1.1
Net profit (reported)	4.2	6.3	4.5	-1.9	1.7	7.4	9.0
Average number of shares	8.4	8.4	8.4	8.4	8.4	8.4	8.4
EPS reported	0.51	0.75	0.54	-0.23	0.21	0.88	1.07

Profit and loss (common size)	2021	2022	2023	2024	2025E	2026E	2027E
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	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Total sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Other operating income	1.6 %	0.8 %	1.6 %	1.2 %	1.0 %	1.0 %	1.0 %
Material expenses	47.0 %	44.1 %	41.7 %	41.2 %	41.2 %	40.9 %	40.8 %
Personnel expenses	40.9 %	41.5 %	42.5 %	42.5 %	43.4 %	41.0 %	40.9 %
Other operating expenses	6.0 %	7.8 %	8.3 %	8.9 %	8.4 %	8.1 %	8.0 %
Total operating expenses	92.3 %	92.5 %	91.0 %	91.3 %	92.0 %	89.0 %	88.7 %
EBITDA	7.7 %	7.5 %	9.0 %	8.7 %	8.0 %	11.0 %	11.3 %
Depreciation	2.8 %	2.7 %	2.7 %	3.4 %	2.3 %	2.1 %	2.0 %
EBITA	4.9 %	4.7 %	6.3 %	5.3 %	5.7 %	8.9 %	9.3 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.7 %	0.8 %	1.3 %	1.4 %	2.6 %	2.5 %	2.2 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.4 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	4.3 %	3.9 %	5.0 %	3.6 %	3.1 %	6.4 %	7.1 %
Interest income	0.0 %	0.0 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Interest expenses	0.1 %	0.2 %	1.0 %	1.3 %	1.5 %	1.4 %	1.3 %
Other financial result	-0.3 %	-2.0 %	0.4 %	2.7 %	0.0 %	0.0 %	0.0 %
Financial result	0.2 %	1.8 %	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	4.5 %	5.7 %	3.7 %	neg.	1.7 %	5.2 %	5.9 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	4.5 %	5.7 %	3.7 %	neg.	1.7 %	5.2 %	5.9 %
Tax rate	33.2 %	28.2 %	27.6 %	-126.6 %	31.0 %	31.0 %	31.0 %
Net income from continuing operations	3.0 %	4.1 %	2.7 %	neg.	1.2 %	3.6 %	4.1 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	3.0 %	4.1 %	2.7 %	neg.	1.2 %	3.6 %	4.1 %
Minority interest	0.1 %	0.2 %	0.3 %	0.2 %	0.4 %	0.4 %	0.4 %
Net profit (reported)	2.9 %	3.9 %	2.4 %	neg.	0.8 %	3.1 %	3.6 %

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2021	2022	2023	2024	2025E	2026E	2027E
Intangible assets	12.4	37.6	47.6	66.5	61.1	55.7	50.7
Property, plant and equipment	11.9	13.4	13.0	12.6	10.6	8.6	6.6
Financial assets	10.7	20.8	22.1	15.3	15.3	15.3	15.3
FIXED ASSETS	35.0	71.8	82.7	94.4	87.0	79.6	72.5
Inventories	0.0	0.1	0.1	0.1	0.0	0.0	0.0
Accounts receivable	24.7	26.0	35.4	33.1	43.5	47.1	49.6
Other current assets	5.8	8.2	10.3	11.3	11.3	11.3	11.3
Liquid assets	26.4	19.9	24.3	16.5	18.3	27.5	37.7
Deferred taxes	0.9	1.0	0.8	1.2	1.2	1.2	1.2
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	57.8	55.2	71.0	62.1	74.3	87.1	99.7
TOTAL ASSETS	92.8	127.0	153.6	156.5	161.2	166.7	172.3
SHAREHOLDERS EQUITY	42.9	42.8	42.3	40.3	39.8	44.6	49.3
MINORITY INTEREST	0.8	2.0	2.7	7.1	7.1	7.1	7.1
Long-term debt	10.6	13.7	51.5	53.0	53.0	53.0	53.0
Provisions for pensions and similar obligations	1.4	0.8	0.9	1.0	1.0	1.0	1.0
Other provisions	0.5	0.6	1.3	0.9	0.9	0.9	0.9
Non-current liabilities	12.5	15.2	53.7	54.9	54.9	54.9	54.9
short-term liabilities to banks	0.0	21.4	0.0	1.1	1.1	1.1	1.1
Accounts payable	6.0	11.2	13.2	9.9	15.1	15.8	16.6
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)	30.6	31.7	38.4	37.2	37.2	37.2	37.2
Deferred taxes	0.0	2.8	3.3	6.0	6.0	6.0	6.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	36.6	67.1	54.9	54.1	59.4	60.1	60.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	92.8	127.0	153.6	156.5	161.2	166.7	172.3

Balance sheet (common size)	2021	2022	2023	2024	2025E	2026E	2027E
Intangible assets	13.4 %	29.6 %	31.0 %	42.5 %	37.9 %	33.4 %	29.4 %
Property, plant and equipment	12.8 %	10.5 %	8.5 %	8.1 %	6.6 %	5.2 %	3.8 %
Financial assets	11.6 %	16.4 %	14.4 %	9.8 %	9.5 %	9.2 %	8.9 %
FIXED ASSETS	37.7 %	56.5 %	53.8 %	60.3 %	53.9 %	47.7 %	42.1 %
Inventories	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts receivable	26.6 %	20.5 %	23.1 %	21.1 %	27.0 %	28.2 %	28.8 %
Other current assets	6.3 %	6.4 %	6.7 %	7.2 %	7.0 %	6.8 %	6.6 %
Liquid assets	28.4 %	15.7 %	15.8 %	10.5 %	11.3 %	16.5 %	21.9 %
Deferred taxes	1.0 %	0.8 %	0.5 %	0.8 %	0.7 %	0.7 %	0.7 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	62.3 %	43.5 %	46.2 %	39.7 %	46.1 %	52.3 %	57.9 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	46.2 %	33.7 %	27.6 %	25.8 %	24.7 %	26.8 %	28.6 %
MINORITY INTEREST	0.8 %	1.5 %	1.7 %	4.6 %	4.4 %	4.3 %	4.1 %
Long-term debt	11.5 %	10.8 %	33.5 %	33.9 %	32.9 %	31.8 %	30.8 %
Provisions for pensions and similar obligations	1.5 %	0.7 %	0.6 %	0.6 %	0.6 %	0.6 %	0.6 %
Other provisions	0.5 %	0.5 %	0.9 %	0.6 %	0.6 %	0.5 %	0.5 %
Non-current liabilities	13.5 %	11.9 %	35.0 %	35.1 %	34.1 %	32.9 %	31.9 %
short-term liabilities to banks	0.0 %	16.8 %	0.0 %	0.7 %	0.7 %	0.7 %	0.6 %
Accounts payable	6.5 %	8.8 %	8.6 %	6.3 %	9.4 %	9.5 %	9.7 %
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)	32.9 %	25.0 %	25.0 %	23.8 %	23.0 %	22.3 %	21.6 %
Deferred taxes	0.0 %	2.2 %	2.1 %	3.8 %	3.7 %	3.6 %	3.5 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	39.5 %	52.8 %	35.7 %	34.6 %	36.8 %	36.0 %	35.3 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck Aufhäuser Investment Banking

Cash flow statement (EUR m)	2021	2022	2023	2024	2025E	2026E	2027E
Net profit/loss	4.4	6.6	5.0	-1.6	2.7	8.4	10.0
Depreciation of fixed assets (incl. leases)	5.0	4.5	5.0	12.6	5.0	5.0	5.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	1.4	2.4	2.9	5.8	5.8	5.5
Others	-2.9	-4.2	-2.1	-3.8	0.0	0.0	0.0
Cash flow from operations before changes in w/c	6.5	8.2	10.3	10.1	13.5	19.2	20.5
Increase/decrease in inventory	0.0	0.0	0.0	0.0	0.1	0.0	0.0
Increase/decrease in accounts receivable	-11.4	-0.1	-9.8	3.5	-10.4	-3.6	-2.5
Increase/decrease in accounts payable	2.8	3.4	4.5	-3.3	5.3	0.7	0.8
Increase/decrease in other working capital positions	10.3	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	1.7	3.3	-5.3	0.2	-5.1	-2.9	-1.7
Cash flow from operating activities	8.2	11.5	4.9	10.3	8.3	16.3	18.9
CAPEX	0.6	1.3	1.4	1.5	1.6	1.6	1.6
Payments for acquisitions	0.0	27.9	8.0	14.8	0.0	0.0	0.0
Financial investments	0.3	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	1.2	0.0	0.0	0.0	0.0
Cash flow from investing activities	-0.9	-29.2	-8.2	-16.3	-1.6	-1.6	-1.6
Cash flow before financing	7.3	-17.7	-3.2	-5.9	6.7	14.7	17.3
Increase/decrease in debt position	-3.3	17.7	11.9	-1.0	-4.0	-4.0	-4.0
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	3.9	6.3	4.2	0.3	0.0	0.4	2.1
Others	0.0	-0.5	-0.5	-0.7	-0.9	-1.0	-1.1
Effects of exchange rate changes on cash	0.2	0.3	0.0	0.1	0.0	0.0	0.0
Cash flow from financing activities	-7.2	10.9	7.2	-2.0	-4.9	-5.5	-7.2
Increase/decrease in liquid assets	0.3	-6.4	4.0	-7.9	1.8	9.3	10.1
Liquid assets at end of period	26.4	19.9	24.3	16.5	18.3	27.5	37.7

Quarterly results (EUR m)	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025E	FY 2025E
Sales	44.1	45.8	51.4	50.5	48.8	52.1	55.9	51.5	49.1	220.6
Sales growth	14 %	9 %	29 %	16 %	11 %	14 %	9 %	2 %	1 %	6 %
Gross profit	26.0	25.8	30.6	29.1	27.8	30.8	34.3	30.7	29.0	129.7
Gross profit margin	59.0 %	56.2 %	59.6 %	57.6 %	57.0 %	59.2 %	61.3 %	59.6 %	59.0 %	58.8 %
EBITDA	4.2	3.7	7.2	3.1	2.7	4.7	7.5	-2.4	2.7	17.6
EBITDA margin	9.5 %	8.1 %	13.9 %	6.2 %	5.4 %	9.0 %	13.4 %	-4.7 %	5.6 %	8.0 %
EBIT (inc revaluation net)	2.6	2.0	4.6	1.2	0.8	2.0	3.4	-5.4	0.6	6.8
EBIT margin	5.9 %	4.3 %	9.0 %	2.5 %	1.6 %	3.8 %	6.1 %	-10.6 %	1.3 %	3.1 %
EPS reported	0.21	0.10	0.25	0.03	0.01	0.10	-0.37	-0.53	0.08	0.21

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2021	2022	2023	2024	2025E	2026E	2027E
P&L growth analysis							
Sales growth	2.8 %	11.0 %	13.9 %	12.2 %	6.4 %	6.7 %	5.3 %
EBITDA growth	17.5 %	7.4 %	37.3 %	8.2 %	-2.2 %	47.3 %	8.0 %
EBIT growth	71.7 %	1.2 %	46.2 %	-19.9 %	-7.8 %	122.5 %	15.6 %
EPS growth	83.3 %	47.8 %	-28.4 %	-143.1 %	-189.6 %	325.2 %	21.4 %
Efficiency							
Total operating costs / sales	92.3 %	92.5 %	91.0 %	91.3 %	92.0 %	89.0 %	88.7 %
Sales per employee	209.3	209.8	210.6	220.9	231.7	249.4	250.0
EBITDA per employee	16.2	15.7	19.0	19.2	18.5	27.5	28.2
Balance sheet analysis							
Avg. working capital / sales	12.1 %	12.5 %	12.3 %	12.8 %	13.1 %	14.0 %	14.2 %
Inventory turnover (sales/inventory)	9,738.0	2,252.1	2,638.9	3,839.5	2,639.0	2,639.0	2,639.0
Trade debtors in days of sales	61.8	58.6	70.0	58.2	72.0	73.0	73.0
A/P turnover [(A/P*365)/sales]	15.1	25.1	26.1	17.4	25.0	24.5	24.5
Cash conversion cycle (days)	29.7	2.0	7.8	16.1	11.3	13.1	13.0
Cash flow analysis							
Free cash flow	7.6	10.2	3.5	8.8	6.7	14.7	17.3
Free cash flow/sales	5.2 %	6.3 %	1.9 %	4.3 %	3.1 %	6.3 %	7.0 %
FCF / net profit	178.6 %	162.1 %	78.6 %	neg.	388.0 %	199.8 %	193.0 %
Capex / depn	17.8 %	22.4 %	18.6 %	9.8 %	14.8 %	14.8 %	15.2 %
Capex / maintenance capex	86.2 %	69.3 %	106.5 %	60.0 %	60.0 %	60.0 %	59.5 %
Capex / sales	0.6 %	0.8 %	0.7 %	0.7 %	0.7 %	0.7 %	0.6 %
Security							
Net debt	-15.7	15.1	27.2	37.7	35.8	26.6	16.5
Net Debt/EBITDA	0.0	1.2	1.6	2.1	2.0	1.0	0.6
Net debt / equity	neg.	0.4	0.6	0.9	0.9	0.6	0.3
Interest cover	38.7	16.9	5.0	2.8	2.1	4.7	5.4
Dividend payout ratio	147.7 %	66.6 %	7.4 %	0.0 %	24.1 %	28.4 %	28.0 %
Asset utilisation							
Capital employed turnover	2.6	2.0	1.9	2.0	2.1	2.2	2.2
Operating assets turnover	4.8	5.7	5.2	5.8	5.6	5.9	6.3
Plant turnover	12.3	12.1	14.2	16.4	20.7	27.2	37.5
Inventory turnover (sales/inventory)	9,738.0	2,252.1	2,638.9	3,839.5	2,639.0	2,639.0	2,639.0
Returns							
ROCE	11.0 %	9.2 %	10.2 %	7.3 %	6.6 %	14.4 %	15.9 %
ROE	9.9 %	14.7 %	10.6 %	-4.8 %	4.4 %	16.5 %	18.2 %
Other							
Interest paid / avg. debt	1.4 %	1.6 %	4.2 %	5.0 %	6.0 %	6.0 %	6.0 %
No. employees (average)	698	773	877	939	952	944	992
Number of shares	8.4	8.4	8.4	8.4	8.4	8.4	8.4
DPS	0.8	0.5	0.0	0.0	0.1	0.3	0.3
EPS reported	0.51	0.75	0.54	-0.23	0.21	0.88	1.07
Valuation ratios							
P/BV	2.8	3.0	3.3	2.4	1.9	1.7	1.5
EV/sales	0.7	0.9	0.9	0.7	0.5	0.4	0.4
EV/EBITDA	9.3	11.9	10.0	7.6	6.3	3.9	3.3
EV/EBITA	14.4	18.7	14.3	12.4	8.8	4.9	4.0
EV/EBIT	16.7	22.8	18.0	18.5	16.3	6.7	5.2
EV/FCF	13.7	14.1	47.0	15.5	16.5	6.9	5.3
Adjusted FCF yield	6.7 %	5.3 %	7.7 %	9.7 %	10.9 %	18.7 %	23.4 %
Dividend yield	5.3 %	3.3 %	0.2 %	0.0 %	0.6 %	2.8 %	3.4 %

Source: Company data, Hauck Aufhäuser Investment Banking

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Company	Disclosure
CENIT AG	6

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



CENIT AG	15.04.2025	Wunderlich, Tim	Buy	EUR 17,20	EUR 7,98
	06.11.2024	Wunderlich, Tim	Buy	EUR 17,20	EUR 9,05
	05.08.2024	Wunderlich, Tim	Buy	EUR 21,40	EUR 11,70
	22.07.2024	Wunderlich, Tim	Buy	EUR 21,40	EUR 13,00
	09.07.2024	Wunderlich, Tim	Buy	EUR 21,40	EUR 11,70
	09.07.2024	Wunderlich, Tim	Buy	EUR 21,40	EUR 11,70

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Sell	4.23 %	3.13 %
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The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.

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