

9 November 2021

**Delticom AG**

**Rating** Buy  
**Share price (EUR)** 8.44  
**Target price (EUR)** 16.00

Bloomberg DEX GY  
Sector Retail

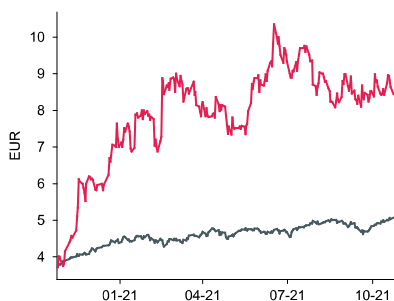
**Share data**

Shares out (m) 13.6  
Daily volume shs (m) 0.1  
Free float (%) 42.09  
Market cap (EUR m) 127  
EV (EUR m) 190  
DPS (EUR) 0.00  
Dividend yield (%) 0.0  
Payout ratio (%) 0.0

**Performance**

ytd (%) 41.6  
12 months (%) 138.4  
12 months rel. (%) 100.6  
Index SDAX

**Share price performance**



— Delticom AG  
— Price rel. to SDAX - Price Index

Source: Bloomberg

**Next triggers**

EK-Forum: 22.-24. November

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# Solid Q3 top line growth and high TTM EBITDA – attractive valuation

Delticom's top line development (Q3 sales growth: +8.3% yoy) showed an outperformance vs replacement consumer tyres in Europe (+0.1% yoy according to ETRMA data) and a light 9M 2021 sales growth (+5.9% yoy) outperformance vs replacement consumer tyres in Germany (ETRMA/WdK data 9M sell out: +5.0% yoy). Q3 2021 EBITDA amounted to EUR 2.8m, a decrease of EUR 0.4m compared to previous year quarter (Q3 2020: EUR 3.2m), mainly related to other operating income which came in EUR 0.8m lower than in the same quarter of the previous year. Considering the important trailing twelve months (TTM) EBITDA performance (reported EUR 24.2m) the figure maintains on a high level, supporting management's given FY 2021 EBITDA guidance (EUR 16-20m; QPe 2021: EUR 17.5m) as achievable in our view. Analyzing historical EV/EBITDA pattern Delticom shares are currently trading unchanged below its median/average, thus implying attractive upside potential in the mid-to long-term view. In the context we maintain our BUY recommendation on Delticom shares, based on an unchanged derived DCF TP of EUR 16.

**Overview of blended EV/EBITDA (NTM) of Delticom**

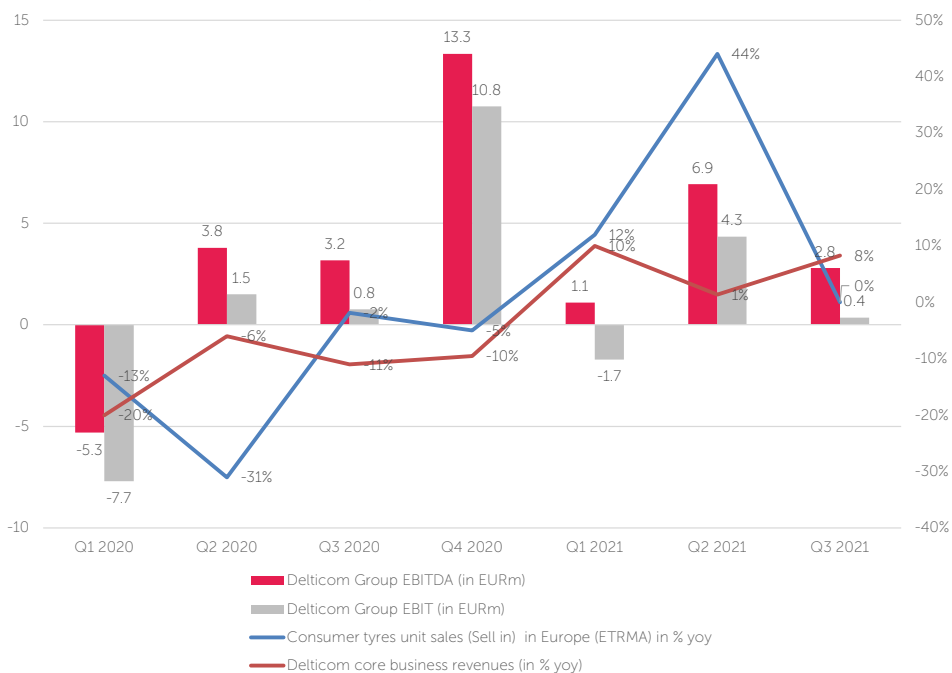


Source: Bloomberg, Quirin Privatbank

Key figures		2019	2020	2021e	2022e	2023e
Sales	EUR m	626	541	568	611	641
EBITDA	EUR m	-7	15	17	24	27
EBIT	EUR m	-42	5	6	12	15
EPS	EUR	-3.24	0.54	0.23	0.48	0.61
Sales growth	%	-3.1	-13.5	5.0	7.5	5.0
EBIT growth	%	-3940.5	112.7	19.0	87.9	23.2
EPS growth	%	-2679.3	116.7	-57.8	110.9	26.5
EBITDA margin	%	-1.1	2.8	3.1	3.9	4.2
EBIT margin	%	-6.7	1.0	1.1	2.0	2.3
Net margin	%	-6.5	1.2	0.5	1.2	1.4
EV/Sales	ratio	0.24	0.25	0.33	0.31	0.26
EV/EBITDA	ratio	-22.6	8.9	10.9	7.9	6.3
EV/EBIT	ratio	-3.6	25.0	29.8	15.6	11.5
P/E	ratio	-1.5	6.6	41.0	19.4	15.4
P/BV	ratio	7.5	3.0	3.7	3.4	2.8
Dividend yield	%	0.0	0.0	0.0	0.0	0.0

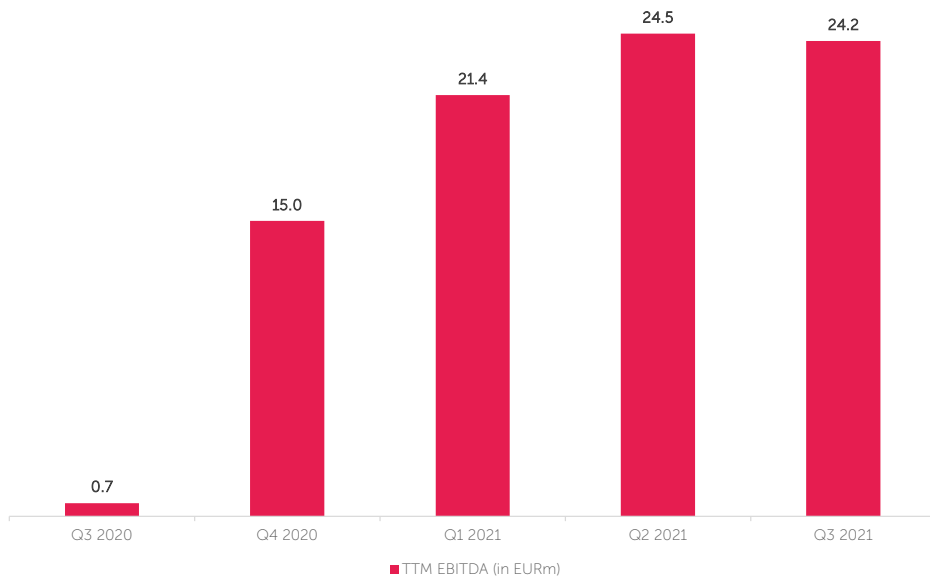
Source: Bloomberg, Company data, Quirin Privatbank estimates

Development of important KPIs by quarters



Source: Company data; ETRMA, Quirin Privatbank

TTM EBITDA (in EURm) maintains on a promising level to fulfill FY 2021 guidance

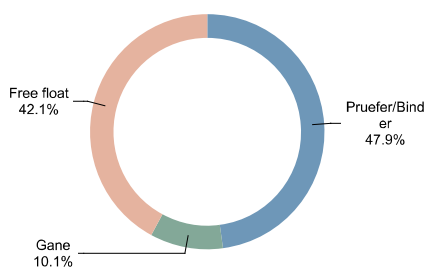


Source: Company data; Quirin Privatbank

**Company description**

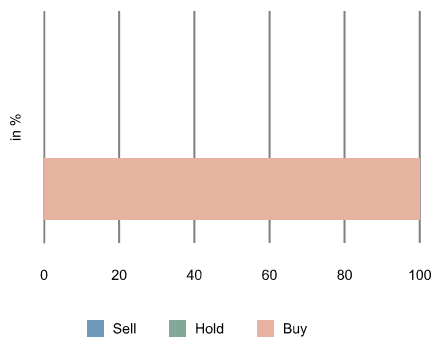
With the brand Reifendirekt, Delticom AG is the leading company in Europe for the online distribution of tyres and complete wheels. The product portfolio for private and business customers comprises an unparalleled range of more than 100 brands and around 18,000 tyre models for cars and motorcycles. Complete wheels and rims complete the product range. The company operates 394 online shops and online distribution platforms in 73 countries, serving around 15 million customers.

**Shareholder structure**



Source: Company data

**Recommendation Overview**



Source: Bloomberg

**Company guidance 2021**

Sales: EUR 550-590m, EBITDA: EUR 16-20m

## Profit &amp; loss statement

Profit & loss statement (EUR m)	2019	YOY	2020	YOY	2021e	YOY	2022e	YOY	2023e	YOY
Sales	625.8	-3.1 %	541.3	-13.5 %	568.3	5.0 %	610.9	7.5 %	641.5	5.0 %
Unfinished Goods	0.0		0.0		0.0		0.0		0.0	
Other own work capitalized	0.0		0.0		0.0		0.0		0.0	
Other operating earnings	37.6		33.0		27.8		27.5		28.9	
Cost of goods	-490.6		-418.3		-435.9		-466.2		-487.5	
Gross profit	135.1		122.9		132.4		144.8		154.0	
Personnel expenses	-19.9		-14.3		-14.4		-15.5		-16.2	
Depreciation	0.0		0.0		0.0		0.0		0.0	
Other operating expenses	-155.3		-121.9		-126.7		-133.2		-139.8	
EBITDA	-6.6	-174.0 %	15.0	326.6 %	17.5	16.1 %	23.6	35.1 %	26.8	13.7 %
EBITDA margin (%)	-1.06		2.78		3.07		3.86		4.18	
EBIT	-42.1	-3940.5 %	5.4	112.7 %	6.4	19.0 %	12.0	87.9 %	14.8	23.2 %
EBIT margin (%)	-6.72		0.99		1.12		1.96		2.30	
Net interest	-1.5		-2.8		-2.4		-2.4		-2.5	
Income from Participations	0.0		0.0		0.0		0.0		1.0	
Net financial result	-1.5		-2.8		-2.4		-2.4		-2.5	
Exceptional items	-4.1		-4.7		-1.6		0.0		0.0	
Pretax profit	-43.5	-10266.6 %	2.6	-106.0 %	4.0	52.8 %	9.6	143.2 %	12.3	27.7 %
Pretax margin (%)	-6.95		0.48		0.70		1.58		1.92	
Taxes	2.7		4.3		-0.9		-2.6		-3.4	
Tax rate (%)	6.28		-165.25		22.42		26.88		27.56	
Earnings after taxes	-40.8		6.9		3.1		7.0		8.9	
Minorities	-0.3		0.1		0.0		-0.1		-0.1	
Group attributable income	-40.4	2679.3 %	6.7	-116.7 %	3.1	-53.8 %	7.1	129.2 %	9.0	26.5 %
No. of shares (m)	12.5		12.5		13.6		14.8		14.8	
Earnings per share (EUR)	-3.24	-2679.3 %	0.54	116.7 %	0.23	-57.8 %	0.48	110.9 %	0.61	26.5 %

Source: Company data, Quirin Privatbank estimates

## Balance sheet

Balance sheet (EUR m)	2019	YOY	2020	YOY	2021e	YOY	2022e	YOY	2023e	YOY
<b>Assets</b>										
Cash and cash equivalents	5.3		5.6		28.1		35.5		46.3	
Accounts receivables	10.5		19.1		22.0		23.1		24.2	
Inventories	63.0		36.9		41.3		44.2		46.4	
Other current assets	20.6		14.1		14.1		14.1		14.1	
Tax claims	0.0		0.1		0.1		0.1		0.1	
<b>Total current assets</b>	<b>99.4</b>	<b>-32.2 %</b>	<b>75.8</b>	<b>-23.8 %</b>	<b>105.5</b>	<b>39.3 %</b>	<b>116.9</b>	<b>10.7 %</b>	<b>131.1</b>	<b>12.1 %</b>
Fixed assets	10.4		9.3		7.9		7.3		6.8	
Goodwill	0.0		0.0		0.0		0.0		0.0	
Other intangible assets	41.6		39.7		39.0		38.8		38.5	
Financial assets	8.4		15.8		15.8		15.8		15.8	
Deferred taxes	4.0		8.9		8.9		8.9		8.9	
Other fixed assets	24.3		50.4		44.2		37.7		30.9	
<b>Total fixed assets</b>	<b>88.8</b>	<b>3.4 %</b>	<b>124.0</b>	<b>39.6 %</b>	<b>115.8</b>	<b>-6.6 %</b>	<b>108.4</b>	<b>-6.3 %</b>	<b>100.9</b>	<b>-7.0 %</b>
<b>Total assets</b>	<b>188.2</b>	<b>-19.1 %</b>	<b>199.8</b>	<b>6.1 %</b>	<b>221.3</b>	<b>10.8 %</b>	<b>225.3</b>	<b>1.8 %</b>	<b>231.9</b>	<b>2.9 %</b>
<b>Equity &amp; Liabilities</b>										
Subscribed capital	12.5		12.5		14.8		14.8		14.8	
Reserves & other	34.0		33.7		47.6		47.6		47.6	
Revenue reserves	-38.2		-32.3		-29.3		-22.2		-13.3	
Accumulated other comprehensive	0.0		0.0		0.0		0.0		0.0	
<b>Shareholder's equity</b>	<b>8.3</b>	<b>-83.1 %</b>	<b>13.8</b>	<b>65.8 %</b>	<b>33.2</b>	<b>140.3 %</b>	<b>40.2</b>	<b>21.2 %</b>	<b>49.1</b>	<b>22.1 %</b>
Minorities	-0.1		1.0		1.0		1.0		1.0	
<b>Shareholder's equity incl. minorities</b>	<b>8.3</b>	<b>-83.2 %</b>	<b>14.8</b>	<b>78.9 %</b>	<b>34.2</b>	<b>130.8 %</b>	<b>41.2</b>	<b>20.6 %</b>	<b>50.1</b>	<b>21.6 %</b>
<b>Long-term liabilities</b>										
Pension provisions	0.4		0.1		0.1		0.1		0.1	
Financial liabilities	28.8		49.6		47.1		42.4		38.2	
Tax liabilities	0.3		0.0		0.0		0.0		0.0	
Other liabilities	0.3		0.3		0.3		0.3		0.3	
<b>Total long-term debt</b>	<b>29.7</b>	<b>311.1 %</b>	<b>50.0</b>	<b>68.1 %</b>	<b>47.5</b>	<b>-5.0 %</b>	<b>42.8</b>	<b>-9.9 %</b>	<b>38.6</b>	<b>-9.9 %</b>
<b>Short-term debt</b>										
Other provisions	3.4		2.7		2.7		2.7		2.7	
Trade payables	69.4		68.8		75.7		79.5		83.5	
Financial debt	64.4		44.5		42.3		40.2		38.1	
Other liabilities	13.0		18.9		18.9		18.9		18.9	
<b>Total short-term debt</b>	<b>150.2</b>	<b>-14.7 %</b>	<b>135.0</b>	<b>-10.1 %</b>	<b>139.6</b>	<b>3.5 %</b>	<b>141.3</b>	<b>1.2 %</b>	<b>143.2</b>	<b>1.4 %</b>
<b>Total equity &amp; liabilities</b>	<b>188.2</b>	<b>-19.1 %</b>	<b>199.8</b>	<b>6.1 %</b>	<b>221.3</b>	<b>10.8 %</b>	<b>225.3</b>	<b>1.8 %</b>	<b>231.9</b>	<b>2.9 %</b>

Source: Company data, Quirin Privatbank estimates

## Financial key ratios

Key ratios	2019	2020	2021e	2022e	2023e
<b>Per share data (EUR)</b>					
EPS	-3.24	0.54	0.23	0.48	0.61
Book value per share	0.7	1.2	2.5	2.8	3.4
Free cash flow per share	-2.3	2.8	0.8	1.0	1.2
Dividend per share	0.00	0.00	0.00	0.00	0.00
<b>Valuation ratios</b>					
EV/Sales	0.24	0.25	0.33	0.31	0.26
EV/EBITDA	-22.6	8.9	10.9	7.9	6.3
EV/EBIT	-3.6	25.0	29.8	15.6	11.5
P/E	-1.5	6.6	41.0	19.4	15.4
P/B	7.5	3.0	3.7	3.4	2.8
Dividend yield (%)	0.0	0.0	0.0	0.0	0.0
<b>Growth</b>					
Sales growth (%)	-3.1	-13.5	5.0	7.5	5.0
EBITDA growth (%)	-174.0	326.6	16.1	35.1	13.7
EBIT growth (%)	-3940.5	112.7	19.0	87.9	23.2
EPS growth (%)	-2679.3	116.7	-57.8	110.9	26.5
<b>Profitability ratios</b>					
EBITDA margin (%)	-1.1	2.8	3.1	3.9	4.2
EBIT margin (%)	-6.7	1.0	1.1	2.0	2.3
Net margin (%)	-6.5	1.2	0.5	1.2	1.4
ROCE (%)	-43.5	5.2	6.6	13.5	18.3
<b>Financial ratios</b>					
Total equity (EUR m)	8.3	13.8	33.2	40.2	49.1
Equity ratio (%)	4.4	6.9	15.0	17.8	21.2
Net financial debt (EUR m)	88.2	88.6	61.4	47.2	30.1
Net debt/Equity	0.0	0.1	0.1	0.2	0.2
Interest cover	-28.8	1.9	2.6	5.1	6.0
Net debt/EBITDA	-13.3	5.9	3.5	2.0	1.1
Payout ratio (%)	0.0	0.0	0.0	0.0	0.0
Working Capital (EUR m)	4.1	-12.9	-12.5	-12.3	-12.9
Working capital/Sales	0.01	-0.02	-0.02	-0.02	-0.02

Source: Company data, Quirin Privatbank estimates

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The levels of change expressed in each rating categories are:

BUY > +10%

HOLD <=-10% and < = +10%

SELL > -10%.

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Date	Price target-EUR	Rating	Initiation
09.11.2021	16.00	Buy	
12.08.2021	16.00	Buy	
14.05.2021	16.00	Buy	
29.03.2021	16.00	Buy	
15.12.2020	7.70	Buy	
24.11.2020	6.50	Buy	24.11.2020

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#### Competent supervisory authority

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