

## Q1 margin improvement better than we expected

Buy, TP EUR 34.90

**Q1 2019 results beat our own estimates. The operating EBIT-margin reached 7.6% and compares to our forecast of 5.0%. All three segments Mobile and Stationary Transport Technology and Components reached positive EBIT figures. Financial net debt end of March slightly increased to EUR 110.1m versus EUR 100.1m end of December 2018. The Sepsa Group (is for sale) filed an application for liquidation and parallel the Indian Medha (strategic potential buyer) intends to buy key assets and wants to continue the business. Full-year 2019e financial guidance is confirmed: Group sales are expected at EUR 480 – 500m, while the EBIT-margin before exceptionals should reach 5-6%. Conference call this afternoon; AGM: 18 June 2019.**

Schaltbau Holding (EUR m)	Q1 '18 reported*	Q1 '19 reported*	Q1 '19 Pareto	Q1 '19 consensus**	Deviation		Pareto estimates		
					Pareto	consensus**	2019e	2020e	2021e
Group Incoming orders	134.6	152.5	133.0	n.a.	14.7%				
Group sales	104.2	120.0	102.6		17.0%		507.0	530.0	559.0
Group EBIT, operating	3.4	9.1	5.1				23.0	30.1	34.1
Group EBIT, reported	2.0	8.4	5.1		64.7%		27.0	30.1	34.1
EPS, EUR	-0.46	0.51	0.34		50.0%		0.99	1.53	1.86
<b>ANALYSIS GROUP</b>									
Group EBIT reported-margin, %	1.9%	7.0%	5.0%				4.5%	5.7%	6.1%
Group EBIT operating-margin, %	3.3%	7.6%	5.0%				5.3%	5.7%	6.1%

\* like-for-like figures; \*\* FactSet

Source: Company data, Pareto Securities

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