

**GOOD TO KNOW****PIERER MOBILITY**

Analyst:	mark.diethelm@vontobel.com
Bloomberg: PKTM SE	Price: CHF 48.0
Enterprise value (mns)	CHF 2,101
Market cap (mns)	CHF 1,539
Reporting Currency	EUR

<b>Buy</b>	<b>PT: CHF 75.0</b>
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Income Stat. (mns)	2022A	2023E	2024E	2025E
Revenues	2437	2641	2628	2817
EBITDA	381	336	325	420
EBIT	235	165	146	237
Net profit	166	97.7	83.3	158
Growth (%)	2022A	2023E	2024E	2025E
Revenues	19.3	8.4	-0.5	7.2
Net profit	79.6	-41.1	-14.7	89.8
EPS (rep.)	26.6	-42.8	-15.6	89.8
Margin analysis (%)	2022A	2023E	2024E	2025E
Gross margin	28.4	29.0	28.9	29.0
EBITDA margin	15.6	12.7	12.4	14.9
EBIT margin	9.7	6.2	5.6	8.4
Balance sheet (%)	2022A	2023E	2024E	2025E
NWC/Revenues	6.8	13.5	18.3	14.8
Net debt (mns)	257	702	597	478
Equity to tot. assets	35.8	39.5	41.8	44.9
Gearing	28.1	72.4	57.5	40.5
Net debt/EBITDA	0.7	2.1	1.8	1.1
CF statement (mns)	2022A	2023E	2024E	2025E
Capex	-247	-256	-250	-245
Operating FCF	33.8	-379	137	150
Inc(+)/Dec(-) in cash	-94.8	-170	29.8	68.5
CF analysis (%)	2022A	2023E	2024E	2025E
Op. CF margin	11.5	-4.6	14.7	14.0
Capex/Revenues	10.1	9.7	9.5	8.7
Capex/Depreciation	169	150	139	134
Per-share data (CHF)	2022A	2023E	2024E	2025E
EPS (rep.)	4.88	2.79	2.36	4.47
EPS (adj.)	4.83	3.23	3.55	4.47
Net cash	-7.5	-20.0	-16.9	-13.5
Dividend	1.98	0.96	0.95	1.42
Payout ratio (%)	40.5	34.4	40.3	31.9
Valuation (X)	2022A	2023E	2024E	2025E
P/E	13.8	16.4	20.4	10.7
P/E (adj.)	13.9	14.2	13.5	10.7
P/B	2.51	1.67	1.65	1.44
EV/EBITDA	6.6	6.7	6.6	4.8
FCF yield %	1.5	-23.6	8.5	9.3
Dividend yield %	2.9	2.1	2.0	3.0
Profit. ratios (%)	2022A	2023E	2024E	2025E
ROIC	14.4	8.1	6.4	10.6
ROE	19.9	10.4	8.4	14.4
ROA	7.3	3.9	3.4	6.2
BB Consensus (mns)	2022A	2023E	2024E	2025E
Revenues	2428	2652	2744	2959
EBITDA	386	363	392	450
EBIT	233	200	214	268
Net profit	162	116	129	181
EPS	4.75	3.57	4.15	5.36

**Conference call/analyst meeting**

No conference call or analyst meeting scheduled

**FY23 revenues at upper end of guide and slightly ahead of consensus****FACTS & COMMENT:**

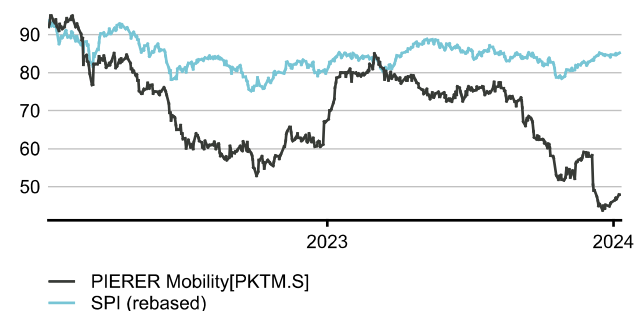
**9% sales growth in FY23:** Pierer Mobility announced ahead of an investor event, that FY23 revenues are in the range of EUR 2.65 to 2.67bn (VTe: EUR 2.64bn; consensus 2.63bn), an increase of close to 9% y/y versus 2022. This is at the upper end of the company's revised guidance of 7% to 9% released in December when Pierer presented its revamped strategy of exiting the traditional bicycles business.

**Robust volumes:** Despite a challenging consumer environment, motorcycle unit sales were up 2% y/y to 381,364 units while e-bicycles & bicycles sales were up 33% y/y to 157,385 units.

**Next event:** Preliminary key figures on 29 January 2024.

**OUR CONCLUSION:**

FY23 revenues came in at the upper end of the revised guidance range and slightly ahead of market expectations. With sales at the upper end of management expectations, we expect FY23 profitability likely to be in the upper half of targeted EBIT range of 5-7% (VTe: 6.2%) as well.

**Performance**

Source: Bloomberg, Vontobel Equity Research

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The financial analysts hold no executive functions and have no significant influence in the analyzed companies.

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Alcon[ALC.S] was last changed from Reduce to Hold on 15-01-21

Baloise[BALN.S] was last changed from Buy to Hold on 01-09-20

Idorsia[IDIA.S] was last changed from Hold to Suspended Coverage on 15-09-23

Helvetia[HELN.S] was last changed from Buy to Hold on 13-03-17

Swiss Life[SLHN.S] was last changed from Hold to Buy on 28-04-20

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Zürich Insurance Group[ZURN.S] was last changed from Buy to Hold on 17-10-12

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### 4. Global rating breakdown

	VT Research universe		Share of Bank VT clients in rating category	
	No.	As %	As %	As %
Buy	40	41		43
Hold	57	59		35
Reduce	0	0		0

The table above is revised at the beginning of each quarter, i.e. it currently reflects the status as of 30 September 2023 .

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Rating	Definition
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Buy	Price target (when set) implies 10% or more upside on a 12-month horizon
Hold	Price target (when set) implies 0-10% up/downside on a 12-month horizon
Reduce	Price target (when set) implies 10% downside on a 12-month horizon
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Hold	Price target (when set) implies 0-15% up/downside on a 12-month horizon
Reduce	Price target (when set) implies 10% downside on a 12-month horizon
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Buy	Price target (when set) implies 20% or more upside on a 12-month horizon
Hold	Price target (when set) implies 0-20% up/downside on a 12-month horizon
Reduce	Price target (when set) implies 15% downside on a 12-month horizon
Restricted	Coverage is temporarily restricted (no price target)
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