

FY 2024e guidance cut amid market weakness

In light of a decline in order development, MAX Automation has reduced its FY 2024 guidance by 13% to 16%. Following a noticeable weakness in the order situation in H1 (-14% yoy) and the absence of the anticipated recovery, management had already warned of a subdued development in H2e. The revised revenue guidance of EUR 350m to EUR 380m implies a reduction to our estimate/consensus by 6%/5% at the mid-point. The new EBITDA guidance of EUR 27m to EUR 31m, additionally burdened by increased project costs at bdtronic, implies a reduction to our estimate/consensus by 6%/9% at the mid-point. Despite its broadly diversified business portfolio across various sectors, the guidance cut demonstrates that MAX Automation is not immune to the negative market trend. With a TP of EUR 8, we rate the shares a Buy.

Further details on revised guidance

- For FY 2024e, the company now expects revenues to be in the range of EUR 350m to EUR 380m (prev. EUR 390m to EUR 450m). EBITDA is now anticipated to fall between EUR 27m and EUR 31m (prev. EUR 31m to EUR 38m).
- This compares to our revenue estimate of EUR 388m and our EBITDA estimate of EUR 31m.
- The mid-point of the new revenue guidance range suggests a yoy decline of 8%, with H2e revenues of EUR 177 million, which are 6% below H1 figures .
- The new EBITDA guidance implies a yoy earnings decline of 16%.
- The results for Q3 are due on 8 November.

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