



October 13, 2025

Full Steam Ahead

HMS Bergbau Riding the Tailwind in Global Commodity Trading

Contacts

Rating	Buy
Price target	72.00
Potential	50%
Share data	
Share price (last close price in EUR)	48.00
Number of shares (in m)	4.6
Market cap. (in EUR m)	220.4
Trading vol. (Ø 3 months; in K shares)	0.5
Enterprise Value (in EUR m)	251.1
Ticker	HMU
Guidance	
Sales (in EUR m)	1,500
EBITDA (in EUR m)	20

Share price (EUR)

**Shareholder**

Streubesitz	23.3%
ERAG Energie & Rohstoff	37.0%
LaVo Verwaltungsgesellschaft	34.3%
Familie Schernikau	4.4%
eigene Aktien	1.0%

Calendar

Roadshow Genf	November 5, 2025
Roadshow Monaco	November 6, 2025
Roadshow Germany	November 17, 2025

Changes in estimates

	2025e	2026e	2027e
Sales (old)	1,506.9	1,687.7	1,822.8
Δ	-	-	-
EBIT (old)	22.5	31.6	39.2
Δ	-	-	-
EPS (old)	3.15	3.69	4.68
Δ	-	-	-

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Full Speed Ahead - HMS Bergbau with Tailwind in Global Commodity Trading

HMS Bergbau AG is an internationally active commodity trading company focused on physical coal trading. In addition to trading, the company offers comprehensive logistics and service solutions, ranging from domestic logistics to document management and quality control. The largest producer countries for the coal traded by HMS are Indonesia, Mozambique, and South Africa, while the customer portfolio is primarily concentrated on emerging markets. The main customers are mostly located in Southeast Asia, India, and China, and include both medium-sized companies in the manufacturing sector and larger energy suppliers.

In addition to coal trading, which dominated last year with around 99% revenue share, HMS Bergbau aims to **further diversify its portfolio** and expand the share of other commodities such as metals, minerals, and renewable products. Already in the current financial year, a **relevant top-line contribution from the liquid fuels sector** is expected, as HMS was able to acquire an experienced team in September 2025 to further develop this segment. In the medium term, we expect this business segment could grow to a mid-three-digit million EUR revenue contribution, while the margin profile is similar to coal trading. In addition to diversifying the trading business, we see **vertical integration as a crucial factor for a significant increase in operating income** in the coming years. In the coming months, HMS plans to finalize the acquisition of a majority stake in a mining company in Botswana, which was previously subject to a suspensive condition. This would enable the company to capture a significant portion of the value creation from local coal mining and thus expand the comparatively low trading margin of around 3%.

In the coming years, we expect **growth rates in the high single-digit to low double-digit percentage range (CAGR 2024–2028e: 9.1%)**, driven by the ramp-up of liquid fuels trading and the expansion of coal trading due to improved financial leeway. With vertical integration through the mining stake, we also anticipate increasing gross profit margins, improving from 2.9% in 2024 to 3.9% at the end of the detailed planning period in 2028. Together with the expected top-line growth and only below-average growing cost factors (particularly personnel and other operating expenses), this should contribute to an **expansion of the EBITDA margin by 0.8 percentage points compared to 2024, reaching a level of 2.3% in 2028**. The free cash flow, driven by positive earnings development, should rise to up to 27.4 million EUR in 2028. In the current financial year, we position ourselves above the guidance, which is at 1.5 billion EUR in revenue and 20 million EUR in EBITDA.

Conclusion: HMS Bergbau is currently transforming from a coal trader into a diversified and partly vertically integrated commodity trader. The liquid fuels sector, in particular, is expected to have a decisive share in future revenue growth, while the company's own coal production should significantly improve the earnings profile. The valuation appears very attractive with an EV/EBIT 2026e of 8.0 in view of the projected growth prospects, so we include the stock in our coverage with a "Buy" rating and a price target of 72.00 EUR.

FYend: 31.12.	2023	2024	2025e	2026e	2027e
Sales	1,296.2	1,363.7	1,506.9	1,687.7	1,822.8
Growth yoy	33.4%	5.2%	10.5%	12.0%	8.0%
EBITDA	15.7	20.1	23.2	32.4	40.1
EBIT	15.1	19.4	22.5	31.6	39.2
Net income	12.4	13.2	14.5	16.9	21.5
Gross profit margin	2.8%	2.9%	3.0%	3.5%	3.8%
EBITDA margin	1.2%	1.5%	1.5%	1.9%	2.2%
EBIT margin	1.2%	1.4%	1.5%	1.9%	2.2%
Net Debt	-10.1	-2.8	-2.5	-13.8	-29.4
Net Debt/EBITDA	-0.6	-0.1	-0.1	-0.4	-0.7
ROCE	53.4%	49.2%	42.3%	53.9%	66.0%
EPS	2.69	2.87	3.15	3.69	4.68
FCF per share	2.04	1.72	2.06	3.90	5.14
Dividend	0.92	1.05	1.10	1.30	1.50
Dividend yield	1.9%	2.2%	2.3%	2.7%	3.1%
EV/Sales	0.2	0.2	0.2	0.1	0.1
EV/EBITDA	16.0	12.5	10.8	7.7	6.3
EV/EBIT	16.6	12.9	11.2	8.0	6.4
PER	17.8	16.7	15.2	13.0	10.3
P/B	5.8	4.5	3.8	3.2	2.7

Source: Company data, Montega, Capital IQ

Figures in EUR m, EPS in EUR, Price: 48.00 EUR

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Investment Case

HMS Bergbau is an internationally active physical commodity trader, primarily operating in emerging markets, serving both industrial customers as well as private and state energy producers. The core competence lies in coal trading and related activities, positioning HMS as a full-service provider. This includes, for example, selecting coal quality, coordinating domestic logistics to the port, handling documentation tasks, and final quality control. The company conducts most transactions back-to-back to minimize price and counterparty risks. In addition to existing off-take agreements, HMS Bergbau aims to establish focused participations in mining projects. To this end, the foundation is to be laid at the end of the year with the final implementation of a 51% stake in Botswana, entered into several years ago, which will integrate the independent extraction of metallurgical coal into the business model and thus capture another part of the value chain.



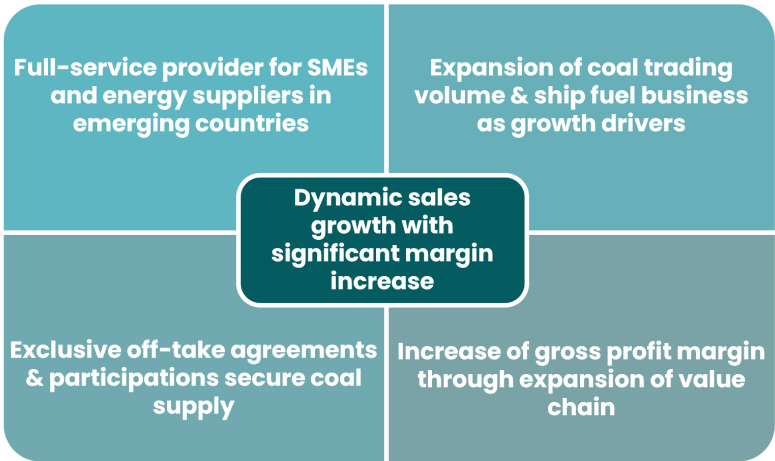
Source: Company

Regionally, on the procurement side in 2024, the countries **Indonesia (32%)**, **Mozambique (29%)**, and **South Africa (23%)** dominated. These are supplemented by supplies from the **USA (8%)** and **Australia (5%)**. While Indonesia primarily supplies cost-effective thermal coal, Mozambique is known for its high-quality coal. South Africa is also one of the traditional procurement markets for HMS.

On the sales side, the business focuses on dynamically growing emerging markets in Asia, but at the same time, the distribution is quite volatile. **Southeast Asia** was the most important market in 2024, with a share of **66%**, driven by increasing electricity demand and the expansion of new coal-fired power plants. **China (18%)** remains a key customer despite high domestic production, while **India (9%)** represents a stable sales market with its structurally high import dependency.

Although global coal demand is only growing slowly, **the demand in HMS Bergbau's sales markets continues to increase**. Developing countries are exempt from the Paris Climate Agreement in this regard and are likely to more than compensate for the decline in industrialized countries in the foreseeable future, as energy demand continues to rise with increasing economic performance. Additionally, the bond issued in June 2025, with a volume of 50 million EUR, provides additional financial leeway for trading transactions, allowing HMS to continue to grow in this area. At the same time, the trade in liquid fuels is being expanded through the acquisition of an experienced team, so that this area is likely to be established as a second major pillar alongside coal trading.

Competitive quality of HMS Bergbau AG



Coal Consumption in Emerging Markets Continues to Grow

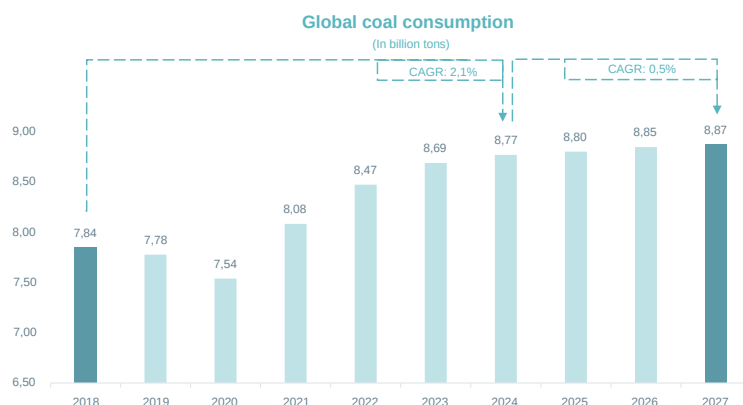


- Global coal consumption is expected to stagnate in the coming years, while the share of emerging markets increases
- The liquid fuel market shows steady growth due to rising transport volumes

For HMS Bergbau AG, the development of the global maritime trade in bulk goods is of central importance, as the company, as an international commodities trader, relies on stable transport flows and efficient logistics chains. Within this market, coal trade plays a particularly crucial role.

Coal Market

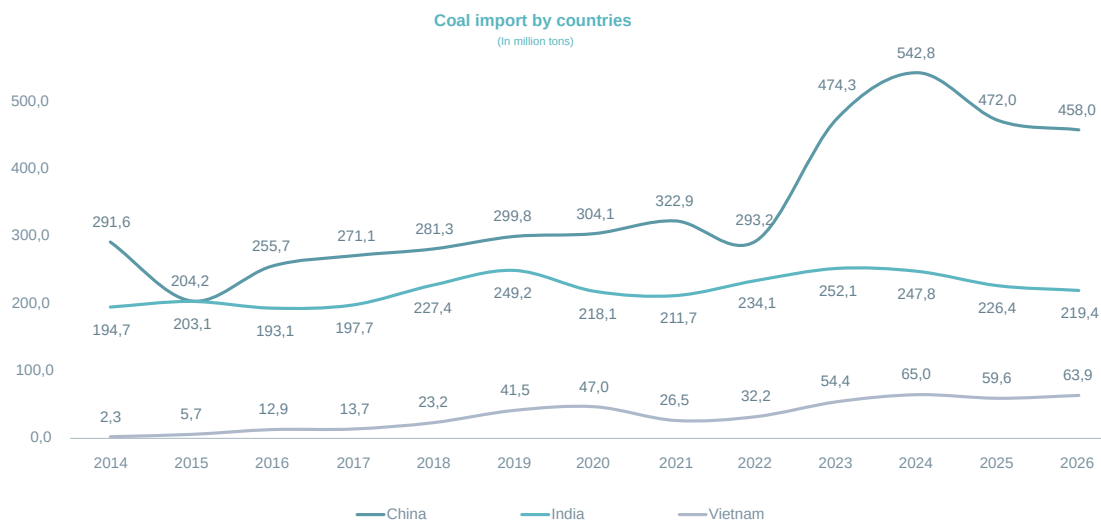
Despite global decarbonization trends, coal remains the largest single energy source worldwide. In 2024, it covered around **one-third of global electricity generation** and is also a central raw material in steel and cement production. According to data from the International Energy Agency (IEA), global coal consumption in 2024 was about **8.8 billion tons**, setting a new record. Globally, a plateau phase is emerging for the coming years, during which coal demand will reach its peak and then transition into stagnation.



Source: IEA

At the regional level, however, significant differences can be observed: While demand in European countries and the USA has been declining for years due to the expansion of renewable energies and political regulations, emerging markets are compensating for this decline. Particularly in **China, India, and Southeast Asia**, consumption continues to grow steadily, driven by high electricity demand, economic growth, and limited availability of alternative energy sources. According to the IEA, ASEAN countries are expected to increase their coal demand to over 560 million tons in 2027, which corresponds to double-digit percentage growth compared to 2024.

With an annual consumption of over 4.5 billion tons, China, as the largest importer, has a significant influence on global coal markets. India is the second largest importer and shows a structurally high dependency on imports. Furthermore, Vietnam is increasingly developing into a dynamic import market, driven by high growth rates in electricity consumption due to positive developments in the manufacturing industry. Overall, the global coal market thus remains strongly influenced in the foreseeable future by demand in Asia and the export capacity of the central producers Indonesia, Australia, and South Africa.

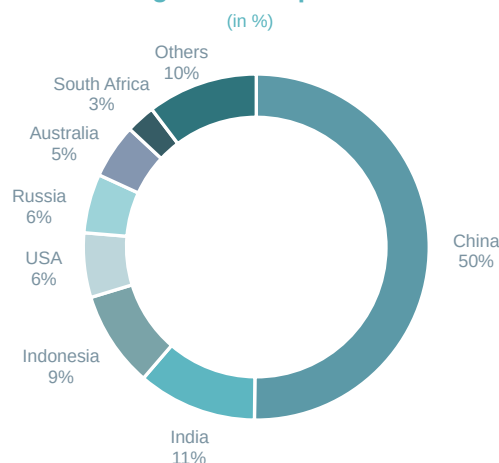


Source: IEA

Only a portion of the globally produced coal volume enters international trade. According to the IEA, about **1.5 billion tons** are traded across borders annually. This corresponds to a share of about **17% of global consumption**. The **sea trade** plays a central role in this, handling over **90%** of international coal trade. The reasons are the geographical distance between producers and consumers, as well as the necessity of large volumes. Thus, bulk sea trade is one of the most important levers for the global energy economy. Asia is the dominant trading region, accounting for about **75% of global imports**. In particular, **China, India, and Southeast Asia** drive this growth.

Global coal production is highly concentrated and dominated by a few countries. China is by far the largest producer, covering half of the world's coal production. China is followed by India, Indonesia, Australia, and the USA, although they produce to a significantly lesser extent. Especially Indonesia and Australia have developed into key exporters, with their supplies mainly flowing to Asia.

Share of global coal production

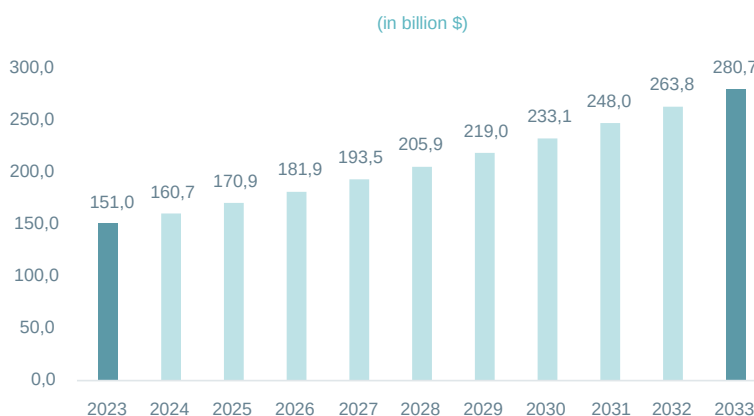


Source: IEA

In addition to coal, HMS Bergbau is specifically expanding activities in the trade of **liquid fuels**. The global market was at **151 billion USD** in 2023 and is expected to grow to **280.7 billion USD** by 2033, representing an average annual growth rate of **6.5%** between 2024 and 2033.

The market for liquid fuels offers **comparable margins** compared to coal trading, but is naturally characterized by **a significantly higher transaction frequency**. For HMS Bergbau, particularly the **globally significant ports** are of interest, including **Shanghai, Singapore, Korea, Dubai, and Rotterdam**, which are considered central transshipment points for global shipping.

Marine diesel market



Source: Allied Market Research

Full-Service Provider in Coal Trade with Additional Potential in the Liquid Fuel Market



- Emerging markets as key producer and target countries
- HMS differentiates itself through services outside of pure trading activities
- Own production and further expansion of activities outside coal trading as strategic growth areas

HMS Bergbau AG positions itself as a specialized **logistics and trading service provider** for international bulk and especially **coal sea trade**. The market is generally characterized by low differentiation, as coal is a homogeneous bulk commodity with low margins of around 3% in trade. Nevertheless, HMS creates a clear distinction from the competition through **service quality, local expertise, logistical competence, and financing support**.

A special feature is the focus on **numerous smaller and medium-sized customers in emerging markets**, who, unlike large energy suppliers or industrial corporations, often do not have direct access to the global players in the raw material market. These companies benefit from HMS as a reliable and trustworthy intermediary. Thus, HMS occupies a **market niche** that is often unattractive for large traders, but can be crucial for medium-sized customers and allows HMS to achieve attractive margins. The competition in the coal trade can be roughly divided into two groups:

Competitors	
Global commodity traders	Local/regional coal traders
Glencore, Vitol, Xcoal Energy & Resources, Mercuria, Trafigura	Adaro Energy (Indonesia), Exxaro Resources (South Africa)
Characteristics	
• Broad commodity portfolio • Large transport volumes • Supplies mainly to state-owned energy providers & major industrials	• Focus on domestic markets • Narrow focus • Local know-how
Competitive advantages of HMS Bergbau	
• Full-service offering incl. • Demand-based commodity selection • Domestic transport coordination • Processing/Document management	• Individual service level • Know-how in emerging markets • Market/price expertise • Comprehensive network on the procurement/customer side

- **Needs-oriented raw material selection:**
HMS begins each transaction with a detailed analysis of customer requirements. The selection of suitable coal qualities in terms of calorific value, ash and sulfur content, as well as other specifications, is crucial. For many smaller customers, this expertise is of great importance, as they themselves do not have access to a broad network of producers and suppliers. HMS acts here as an advisor, weighing quality, price, and availability against each other, thereby ensuring supply security.
- **Domestic transport coordination:**
Another part of the service offering is the organization of transport from the extraction site to the export port. HMS takes over the coordination with freight forwarders and storage companies, ensures the timely provision of goods, and takes care of the punctual loading of the ships. Especially in emerging markets with sometimes unreliable infrastructure, this represents a significant added value, as

- **Document and Transaction Management:**

The international commodity trade is heavily regulated and involves a high administrative burden. HMS takes care of the entire process, from the creation and management of shipping documents to customs formalities and letters of credit and payment documents. Particularly the secure handling of letters of credit and financing documents is a decisive advantage for customers with limited know-how in international trade, as it significantly reduces the risk of booking errors or payment defaults.

- **Unloading and Quality Assurance at the Destination Port:**

At the destination port, the company takes over the coordination of unloading, conducts quality checks, and organizes further transport inland. This ensures that the delivered goods exactly meet the agreed specifications and reach the destination without delays.

- **Individual Service Level:**

HMS flexibly adapts its services to the needs of each customer. While large energy providers primarily expect reliable handling of extensive tenders, smaller medium-sized customers often require a full-service offering covering all process steps. This flexibility allows HMS to build long-term customer relationships and establish itself as a reliable partner in the highly competitive commodity trade.

- **Know-how in Emerging Markets:**

Through decades of activities in Africa and Asia, HMS has developed deep knowledge of local markets, infrastructures, and regulatory frameworks. This know-how not only provides the company access to producers and distribution channels that are difficult for international competitors to reach but also makes HMS a valued contact for customers looking to expand their activities in these markets.

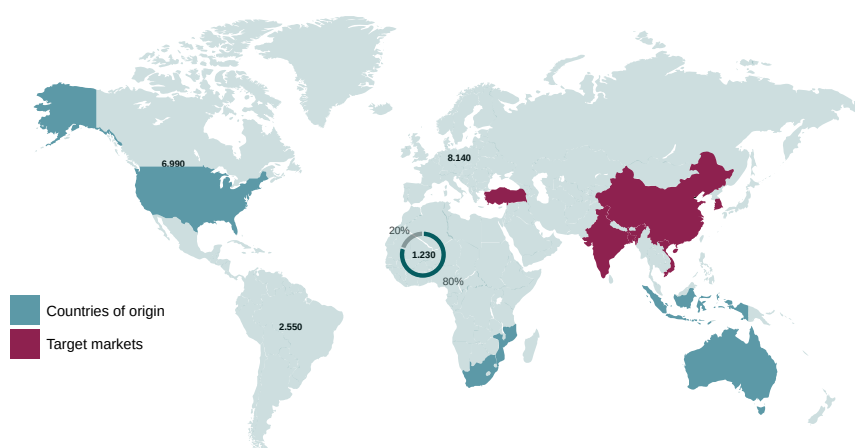
- **Comprehensive Expertise in Environmental and Regulatory Issues:**

HMS possesses extensive knowledge regarding environmental regulations, legal requirements for coal mining, and logistical regulations. This regulatory know-how enables the company to safely guide customers through complex approval and compliance processes, thereby minimizing risks in politically and legally sensitive markets.

- **Market and Price Expertise:**

Thanks to many years of experience, HMS is able to provide informed assessments of price levels and future price developments. This market transparency offers significant added value, as it allows customers to efficiently plan their procurement strategies and hedge against price risks.

Main trade routes



Source: Company

The clear focus on emerging markets with increasing energy and commodity demand, combined with exclusive supply relationships and a vertical integration strategy, underscores HMS's ability to generate sustainable growth even in a highly competitive environment.

Mining Investments

To secure this market position in the long term, HMS also relies on exclusive agreements with producers. These provide the company with privileged access to production volumes that are not available to other traders, thereby increasing supply security for its own customers. Furthermore, HMS regularly examines investments in the development of its own raw material resources to achieve stronger vertical integration and to cover the value chain more broadly from extraction to logistics to delivery to the end customer.

HMS Bergbau plans to complete the **majority stake (51%) in a coal mine in Botswana (currently still under a suspensive condition) by the end of 2025 with an additional shareholder loan in the mid-single-digit million EUR range**. This will be recorded (just like the previous credit agreements) in the balance sheet item receivables from affiliated companies until the majority stake is consolidated in the balance sheet of HMS Bergbau. Further participations could follow, so that the share of the total trading volume from own mines could in future be in the mid to high single-digit percentage range. The **project selection** is specifically carried out in the **late-stage phase**, i.e., shortly before production begins, thereby reducing risks. In its own mines, HMS works closely with **service companies** specializing in open-cast mining. Vertical integration has the advantage that **significantly higher gross margins** can be achieved and the company's own procurement can be secured.

In addition, HMS Bergbau has secured a majority stake in a lithium/cobalt mine in Kazakhstan, which is still in a very early stage. If the test drillings currently being conducted are successful, HMS Bergbau could also strengthen its position in this area in the medium term and further increase its own revenues from raw materials such as lithium and cobalt. Due to the very early stage of the project, we only slightly consider revenue contributions from this participation, which would change if the project progresses successfully.

Customer Groups

The customer group of HMS Bergbau can be roughly divided into two segments that differ significantly in size, needs, and procurement processes.

1. Medium-sized industrial and energy companies in emerging markets

This group forms the core of the HMS customer base. It includes smaller cement plants or industrial companies in markets such as Southeast Asia and India, which require only a limited import volume – often a few shiploads per year. Since they do not have direct access to the large international coal traders or producers, they are particularly dependent on intermediaries. HMS not only offers these customers access to the global market but also handles transport, documentation, and financing. For these companies, HMS's "one-stop-shop" solution is essential, as they do not have the necessary capacities to efficiently manage international trade chains themselves.

2. Large energy suppliers (state or private) through tenders

In addition to medium-sized companies, HMS also supplies state and private energy suppliers that process their coal needs through international tenders. In this segment, HMS's competitors appear directly in the form of large traders and producers. Nevertheless, HMS manages to gain a foothold in selected markets. This underscores HMS's ability to compete against international industry giants and establish stable supply relationships with major customers.

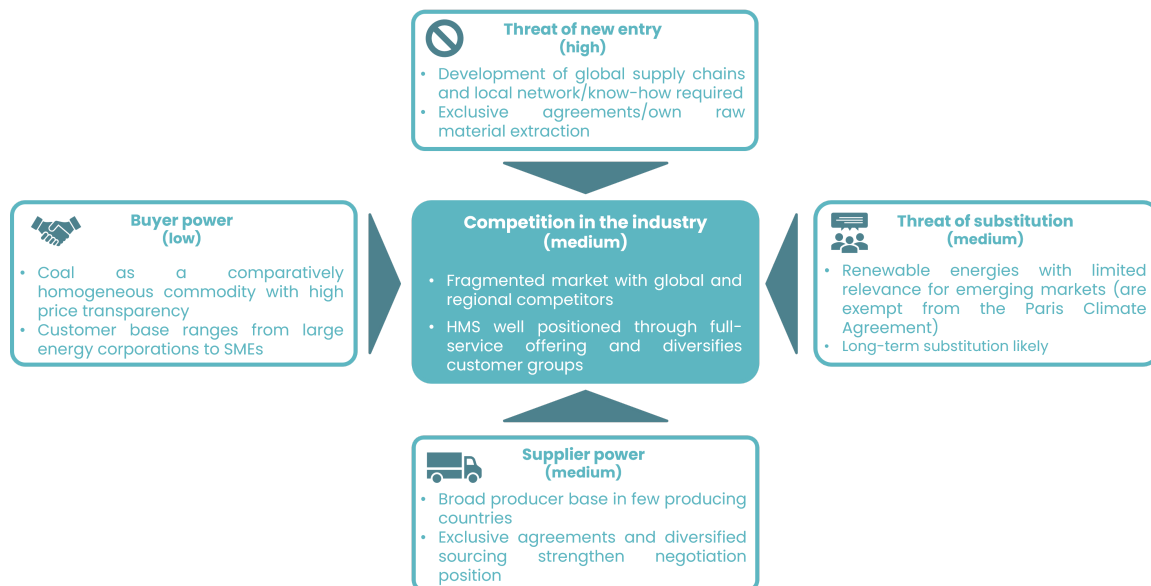
Development Perspective Outside the Core Business of Coal

Decades of trading expertise in the coal sector provide HMS Bergbau with a solid foundation to expand into other raw material segments. The company has a global network of producers, consumers, and logistics partners that can be utilized not only for coal but also for other raw materials. This ability to transfer trading structures and market knowledge to new segments opens up attractive growth prospects for HMS outside of traditional coal trading.

The greatest potential, in our opinion, lies in the area of **liquid fuels**. HMS Bergbau has strategically strengthened its personnel to establish trading in this area. The business model includes, among other things, the **liquid fuel brokerage for harbor refueling to individual ships**. The market offers **comparable margins to coal trading**, but is characterized by a **significantly higher transaction frequency** and is likely to contribute to a **diversification of risk and revenue structure** in the overall portfolio. For HMS, the **ports of Shanghai, Singapore, Korea, Dubai, and Rotterdam** are of strategic importance as they are central hubs for liquid fuels. According to company information, a **high three-digit million revenue** in this segment is conceivable in the medium term.

Furthermore, HMS Bergbau is considering the long-term expansion of previously opportunistically operated trading with **bulk commodities such as ores and cement** as well as with future-oriented raw materials such as **lithium and hydrogen**. These segments are still in an **early development stage**, and it is currently unclear whether they will play a significant role for the company in the long term. Nevertheless, they open up additional **optional growth fields** and underscore the company's strategy to gradually transfer its trading expertise to new raw material segments.

Competitive position of HMS Bergbau AG



Source: Montega

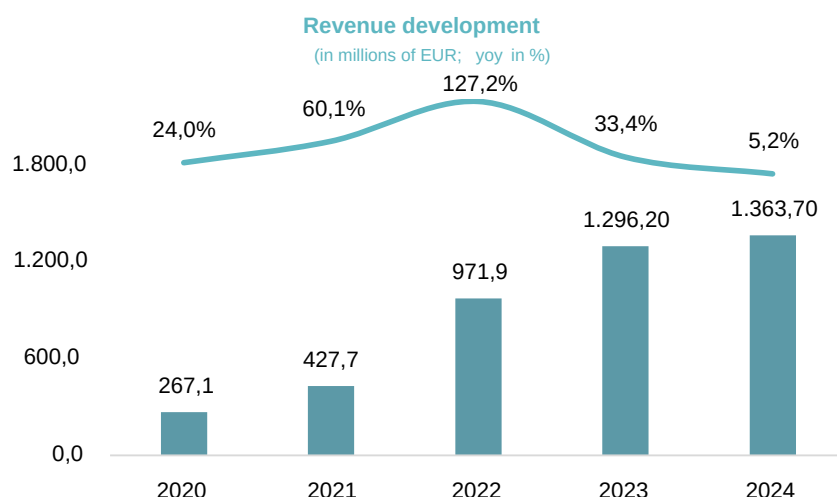
Vertical Integration & Expansion of Trading Activities Expected to Lead to Top Line Increase and Margin Expansion



- Additional financing capacity favors the expansion of coal trading, also ramp-up of liquid fuel trading
- Vertical integration with own coal production is expected to significantly increase the gross margin
- Top line increase and cost discipline are expected to raise the operating margin

The revenue development of HMS Bergbau AG was characterized by a relatively constant magnitude in the range of 200-270 million until the 2020 financial year. However, a significant increase began in 2021, leading to an exceptionally dynamic growth phase. The main trigger was a sharp increase in coal prices by around 75%, driven by a strong recovery in demand after the coronavirus pandemic, global supply shortages, and increasing geopolitical tensions. This trend intensified further with the start of the Russia-Ukraine war in February 2022, as Europe and parts of Asia had to realign their energy supply in the short term.

In addition to price impulses, HMS was also able to benefit from a significantly expanded financing base. By expanding existing trade credit lines with banks as a result of the rise in coal prices, the company was able to operationally implement the increased trading volumes and gain additional market share. Even after the peak in coal prices, these credit lines remained in place from 2023, allowing HMS to utilize the capacity to further expand the trading volume. In doing so, it managed to largely compensate for the declining price development and steadily expand revenue. Overall, HMS achieved an exceptionally high CAGR of **50.3%** from 2020 to 2024.



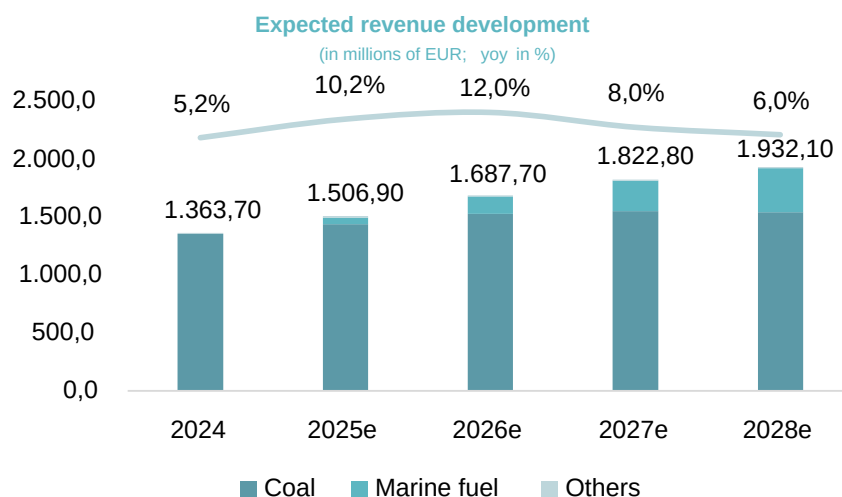
Source: Montega

For 2025, **the management board expects a moderate sales increase of 10.0% yoy, which corresponds to a revenue level of 1.5 billion EUR.** We forecast a target achievement slightly above this mark (1,506.9 million EUR), which is mainly supported by a further expansion of trading activity in the coal sector and significantly increasing revenues in the liquid fuels sector. The declining coal price is likely to have a counteracting effect and dampen overall growth. In terms of margins, HMS Bergbau anticipates a stable EBITDA of around 20 million EUR (FY 2024: 20.1 million EUR).

The H1 results presented at the end of September confirm the company's forecast in our opinion. Although revenues were declining due to the decreased coal price (H1 2025: 643.0 million EUR, -12.1% yoy), this is expected to be more than compensated in the second half of the year by higher trading volumes as a result of increased financing volume and higher revenues from trading in liquid fuels. Despite the top-line decline, both EBITDA (+5.2% yoy) and net income (+4.2% yoy) were improved compared to the previous year due to an increased gross margin.

We have assumed an **average growth rate of 9.1% for the period 2024 to 2028**, based on the following assumptions:

1. **Continued expansion of trade volumes in the coal sector** due to additional financing volume at a future constant price level
2. Significant **expansion of the liquid fuels sector** to a mid-three-digit million EUR amount by the end of the detailed planning period
3. We forecast top-line contributions from the minerals and renewable energy sectors in the low double-digit million EUR range annually due to the early stage

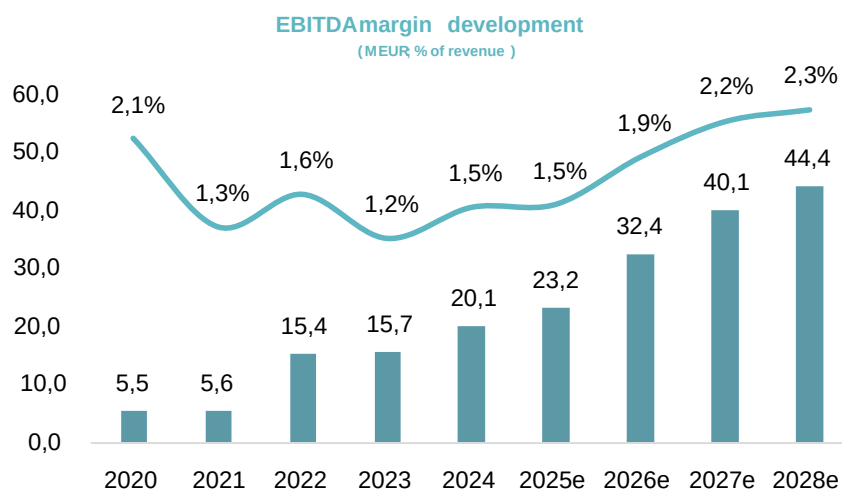


Source: Montega

Operating margin expected to increase disproportionately

Since 2020, and thus the beginning of the significant expansion of business activities, HMS Bergbau as a trading company has shown a fairly constant margin profile despite the significant increase in sales. With gross profit margins of 2.8% to 4.0% and operating margins of 1.2% to 2.1%, these corresponded to a typical trading company with low own value creation. At the same time, it was evident during periods of heightened uncertainty, such as at the beginning of the COVID-19 crisis (2020: 4.0% gross profit with a 2.1% EBITDA margin) and during the disruptions in the commodity market in the first year of the Russia-Ukraine war (2022: 1.6% EBITDA margin), that HMS Bergbau achieved significantly higher margins here.

For the year 2025, the board aims for an EBITDA margin of 1.3%. In our model, we have positioned ourselves slightly above this with an operating margin of 1.5%. This reflects the significantly higher gross profit from the expected top-line growth and an increased gross margin, while higher personnel costs due to the expansion of the liquid fuel team and rising other operating expenses (sbA) act in the opposite direction. In the following years, we expect a significant expansion of the operating profit, which should come about primarily due to the increasing gross profit, while personnel expenses and sbA are likely to increase disproportionately. By the **end of the detailed planning period in 2028, this should be reflected in an EBITDA of over EUR 40 million and an operating margin of approximately 2.3%.**



Source: Company, Montega

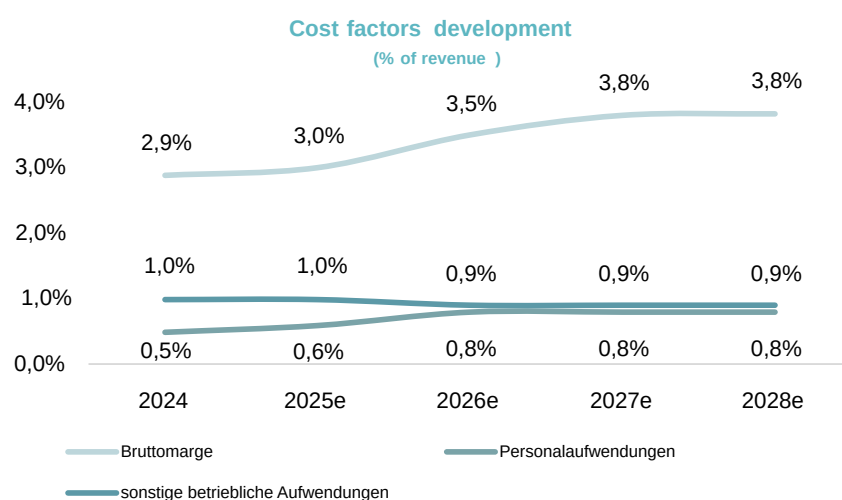
Gross Margin and Cost Factors

The gross margin of HMS Bergbau, as a classic trading company, has been at a consistently low level of around **3%** for years. During periods of high market uncertainty, such as in 2020 due to the COVID-19 pandemic and the associated supply chain disruptions, a slightly higher margin could temporarily be achieved. Structurally, margins in international coal trading are tightly limited, as coal is a relatively homogeneous bulk commodity and competition is highly price-driven.

A significant lever for margin development arises from the planned **vertical integration**. Starting in 2026, HMS aims to begin production with its majority stake (51%) in a coal mine in Botswana. As a producer, the company could achieve **gross margins of 30%+** even after deducting costs for external service providers in open-pit mining, which offers significantly higher profitability potential compared to pure trading business. Even if the planned own production initially accounts for only a mid-single-digit percentage of the total trading volume, this could already noticeably increase the **group gross margin to around 3.9% by 2028**. With a gradual expansion of production activities, there would also be medium-term potential for additional margin increase.

Below the gross profit, the development of **personnel costs** and other operating expenses are particularly relevant for operating income. Personnel costs include, in addition to base salaries, a relatively high variable component, which consists of performance-related bonuses based on the gross profit of individual transactions. This was also reflected in personnel expenses rising from EUR 2.3 million to EUR 7.2 million from 2020 to 2024, while the number of employees remained nearly constant. Therefore, costs in this area are also likely to continue to rise with increasing gross earnings from trading business. Additionally, the expansion of business activities in the liquid fuels sector is likely to lead to further increases in personnel costs. In September 2025, HMS Bergbau announced that it had acquired an experienced team of nearly 20 employees for this area. Accordingly, we expect a sharp increase in personnel costs, particularly in fiscal year 2026, but also for the last quarter of 2025. **From 2027, however, we expect only moderate increases in personnel expenses**, so that the cost ratio remains roughly constant at 0.8% of sales.

The vast majority of **other operating expenses** relate to brokerage commissions, consulting and legal fees, and currency losses. Since HMS Bergbau operates with a relatively lean team – which mainly consists of traders and operators – these tasks have been largely outsourced. In the current year, HMS is expected to record a slight increase to EUR 14.5 million, partly due to the bond placement in May and a further expansion of external services. Even here, after the slight increase in the current fiscal year, we expect **only a moderate absolute increase in the following years**, so that the other operating expenses ratio is expected to decrease to around 0.9% by 2028.



Source: Company, Montega

Financing

The interest expenses of HMS Bergbau have been at a comparatively low level of just over **1.0 million EUR** annually in recent years. However, with the successful placement of the corporate bond in May 2025 amounting to **50 million EUR** at an interest rate of **10%**, the financing costs will increase significantly. Already in the current year, the interest expenses are expected to rise to approximately **3.0 million EUR** before reaching a peak of about **5.7 million EUR** in 2026 due to the full-year interest effect of the new bond.

Subsequently, interest costs are expected to decline as the privately placed bond issued in 2020 for 8 million EUR at an interest rate of 6% will expire in 2027. After its maturity, the annual interest expenses should decrease somewhat, so that the financing costs represent a smaller burden on the income statement from that point onwards.

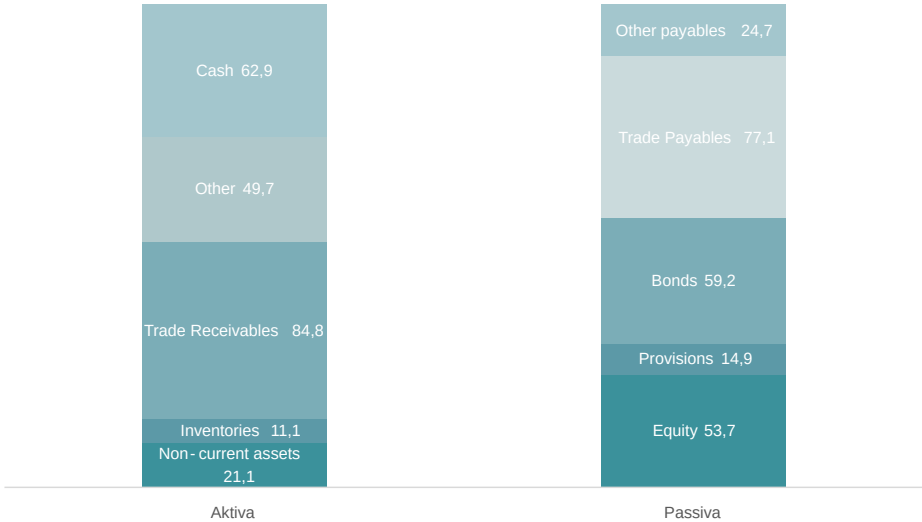
Balance Sheet Characterized by Working Capital Positions

The **balance sheet structure of HMS Bergbau largely corresponds to that of a typical commodity trading company**. In 2024, only a small part amounting to 21.1 million EUR (approximately 9.2% of the balance sheet total) was accounted for by fixed assets. Due to the structuring of the trading activities, where HMS Bergbau does not maintain inventory in the traditional sense but simultaneously concludes supplier and customer contracts, the inventory level is very low at 11.1 million EUR compared to the revenue level in the billions. The two most important items on the asset side are, on the one hand, the comfortable **cash balance, which after the bond issue at mid-2025 was 62.9 million EUR**, and the receivables amounting to 126.2 million EUR, which are significantly influenced by trade receivables (84.8 million EUR; 36.9% of the balance sheet total).

On the liabilities side, the group had a **solid equity ratio of 23.4%** for a trading company. In addition to provisions amounting to 14.9 million EUR, liabilities represent the largest position. As a counter-position to the receivables on the asset side, liabilities from trade payables are found on the liabilities side in a similar amount (77.1 million EUR; 33.6% of the balance sheet total). Other relevant positions include the privately placed bond with a balance sheet value of 9.2 million EUR, the recently issued bond with a volume of 50 million EUR, and short-term bank liabilities of 21.3 million EUR.

With a net cash position of 3.0 million EUR and the solid equity ratio, HMS Bergbau demonstrates a high balance sheet quality and is therefore, in our opinion, well-positioned for potential cyclical downturns.

Balance Sheet as of 30.06.2025
(in MEUR)



Source: Company

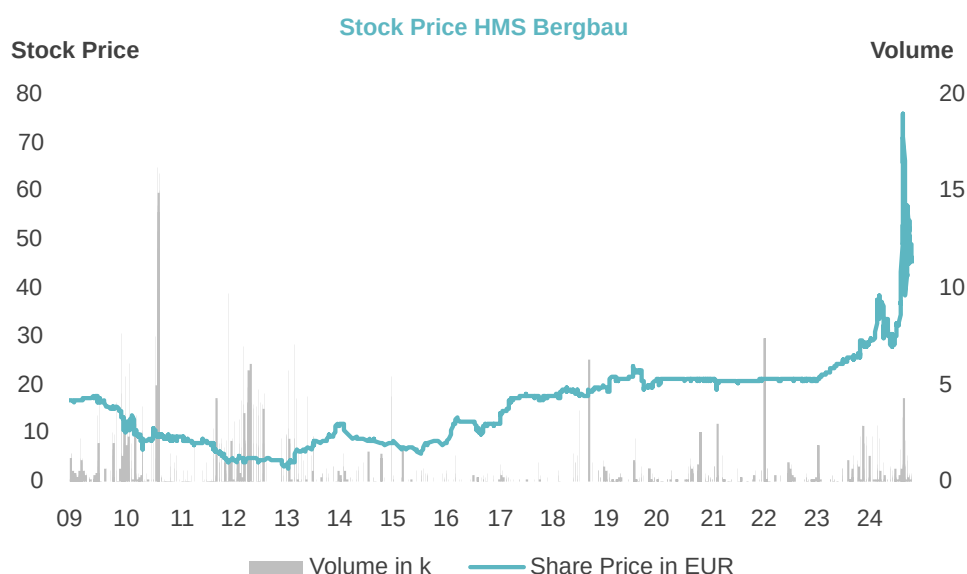
Earnings Growth Expected to Lead to Significantly Increasing Free Cash Flows

The free cash flow of HMS Bergbau is particularly dependent on the operating result, while changes in working capital are only slightly noticeable due to the transaction processing described above, as receivables and liabilities from deliveries and services move almost in step, and inventories play only a minor role. In the past financial year, a cash flow from operating activities of EUR 8.5 million was achieved, which is expected to rise to EUR 28.7 million by 2028 in the detailed planning period. CAPEX is expected to increase from the currently low level to just over EUR 1 million annually with the consolidation of the coal mine in Botswana, but will continue to play a relatively minor role. Free cash flow is expected to increase to EUR 27.4 million or EUR 5.96 per share by 2028. On the financial side, expenses are expected to increase significantly, as explained in the previous chapter, due to the bond issuance in mid-2025, reaching a peak of EUR 5.7 million in the coming financial year.

Growth Dynamics & Margin Expansion as Drivers of Stock Development

The share price development of HMS Bergbau stock has been characterized by high volatility and an erratic development in the past, until a noticeable upward trend developed at the end of 2023 from a price level just above EUR 20 per share. The positive trend has been maintained until recently, despite significant fluctuations, so that the stock is currently trading above EUR 40. The strong operational development in recent years with a significant expansion of the top and bottom line, as well as the recent bond placement, has significantly contributed to the increased interest in the stock.

For the stock to have further upward potential in the coming years, HMS Bergbau would need to utilize the new financial leeway from the bond issuance to expand its business activities and bring revenues in the liquid fuels sector to a three-digit million-euro level in the medium term. The higher gross profit from increasing sales and vertical integration would more than compensate for the slightly rising personnel costs and other operating expenses, as well as the higher interest costs. In particular, in the medium-term time frame, HMS Bergbau could significantly exceed current market estimates, which should positively influence the price in our estimation. Additionally, we expect an increase in dividends to up to EUR 1.70 by the end of the forecast period in the coming years, which could serve as an additional purchase argument for dividend-oriented investors.



Source: CapitalIQ

Conclusion

HMS Bergbau looks back on a successful business development in recent years, characterized by an expansion of trade volume and a significantly increasing operating result. At the same time, the company was able to lay the groundwork to take the next step with the planned majority stake in Botswana in the coming months and to intensify vertical integration. This could lead to an increase in the gross profit margin from the currently typically low level of a trading company. Consequently, the operating result would also grow significantly in the coming years, and the EBITDA margin would reach over 2.0% of sales in the medium term.

We expect to achieve this milestone for the first time in 2027, while the top-line growth rate is likely to be in the high single-digit to low double-digit range until then. With an EV/EBIT 2026e of 8.0, the company is, in our opinion, attractively valued. Consequently, we are including HMS Bergbau in our coverage with a "Buy" recommendation and a price target of 72.00 euros.

SWOT

HMS Bergbau AG benefits from a wide supplier base, decades of trading experience, and initial high-margin own productions, but remains dependent on the comparatively low-margin coal trade. At the same time, diversification initiatives into liquid fuels, metals, and renewables are likely to increase resilience in the medium term, but require initial investments in some cases. Opportunities lie primarily in expanding own production and growing demand from emerging markets, while regulatory pressure, volatile commodity prices, and intense competition are key risks.

Strengths

- **Diversified supplier structure:** Mixture of established mine operators and coal traders creates flexibility and risk diversification.
- **Own high-margin mine holdings:** Participations in mines in Botswana and future other countries with significantly higher gross margins compared to trading margins of 3%.
- **Experience in commodity trading & know-how in international business:** Decades of market presence and global trading structure.
- **Logistics competence & risk management:** Logistics expertise in sea and partially land transport; risks are controlled through contracts and insurance.
- **Long-term customer relationships with medium-sized companies:** Particularly close and trust-based partnerships with medium-sized buyers in emerging markets, relying on stable supply and personal support.

Weaknesses

- **Low Margin in Trading Business:** The trading business is low-margin and heavily influenced by competition.
- **High Dependency on Coal Market:** Focus on fossil fuels makes the business model vulnerable in the medium term due to energy transition and ESG criteria.
- **Customer Structure Partially Volatile:** High customer fluctuation due to tenders with large customers.
- **Limited Vertical Integration:** Currently, less than 10% of the trading volume comes from own production – high dependency on third parties.
- **Capital-Intensive Expansion in Own Production:** Participations in mines require significant upfront investments.

Opportunities

- **Expansion of Own Production:** Further participations or exclusive contracts can increase margin and independence.
- **Diversification through New Raw Materials & Energy Carriers:** Entry into liquid fuels, ores, cement, lithium, or hydrogen creates medium-term diversification and resilience against the long-term decline in coal demand.
- **Growth in Emerging Markets & Infrastructure Projects:** Higher energy demand in Africa and Asia and infrastructure expansion could increase demand for coal and other bulk commodities.
- **New Business Areas in Maritime Logistics:** Expansion of the tanker fuel division at international ports with scaling potential in the three-digit million range.

Risks

- **Political & regulatory pressure on coal trade:** National and international regulations against fossil fuels could affect the business model.
- **Volatile commodity prices & market uncertainties:** Price cycles and geopolitical tensions can disrupt supply chains and lead to earnings volatility.
- **Capital risks from mine investments:** Investments in production projects are risky and, despite late-stage entry, are associated with lead times.
- **Strong competition in logistics and trading business:** High competitive pressure in international commodity trading, especially on sea routes, limits margin potential.
- **Logistics risks in geopolitically sensitive regions:** The use of ports and transport infrastructure in politically unstable countries poses risks to the reliability of supply chains. Uncertain governmental frameworks, inadequate infrastructure, or short-term access restrictions can lead to delays or delivery failures.

Evaluation

We conducted the evaluation of HMS Bergbau based on a DCF model and used a peer group analysis for plausibility. The assumptions of the DCF model and the peer group are presented below.

DCF Model

The DCF model reflects the expected operational development of HMS Bergbau, driven by slightly increasing trading activities in the coal segment and a significant expansion of activities in the liquid fuels sector into the mid-triple-digit million Euro range. Risks arise from the dependence on the coal industry, which is likely to experience a declining trend in the long term due to environmental aspects and the advancement of renewable energies, as well as a slower than expected ramp-up in the liquid fuels sector. This would lead to a lower number of trading transactions and a lower gross profit.

The model assumptions also take into account the opportunities through the diversification of the business model and the future higher importance of the liquid fuels sector, as well as the increase in the gross margin through vertical integration. We consider the current fiscal year as a transitional period due to the ramp-up of the liquid fuels sector, including the corresponding personnel cost increases and the increase in other operating expenses, where the operating margin is likely to decline slightly until the higher revenues and increasing gross margin can develop their effect in the coming fiscal year.

Overall, we expect revenue growth with a CAGR of 9.1% in the medium-term forecast period (2024 to 2028e). In the long term, we have assumed a gradual decline in growth rates. To determine the terminal value, a perpetual growth rate of 2.0% was used. In terms of results, we assume that the gradual increase in the gross margin and the below-average growing operating costs will lead to an improvement in the EBITDA margin to a value of 2.3% in 2028.

The beta used of 1.6 reflects the inherent risks of the business model with a focus on coal trading as well as the risks from building the new business segment. Additionally, there is a significant potential dependency on external factors, especially on the top line, such as the coal price and the economy in selected target markets, which affects coal demand. The risk-free rate of return is assumed to be 2.5%, based on long-term fixed-income securities. A market return of 9.0% is assumed, resulting in a total risk premium of 6.5%. Assuming a long-term debt ratio of 50% with a debt interest rate of 10.0%, a WACC of 9.83% is obtained. For HMS Bergbau AG, a fair value per share of 72.00 Euros is derived from the DCF model.

DCF Model

Figures in EUR m

	2025e	2026e	2027e	2028e	2029e	2030e	2031e	Terminal Value
Sales	1,506.9	1,687.7	1,822.8	1,932.1	2,028.7	2,109.9	2,173.2	2,216.6
Change yoy	10.5%	12.0%	8.0%	6.0%	5.0%	4.0%	3.0%	2.0%
EBIT	22.5	31.6	39.2	43.5	44.6	44.3	45.6	46.5
EBIT margin	1.5%	1.9%	2.2%	2.3%	2.2%	2.1%	2.1%	2.1%
NOPAT	15.7	22.1	27.4	30.9	32.1	32.3	33.8	34.9
Depreciation	0.7	0.9	0.9	0.9	0.9	1.3	1.4	1.5
in % of Sales	0.0%	0.1%	0.0%	0.0%	0.0%	0.1%	0.1%	0.1%
Change in Liquidity from								
- Working Capital	-9.8	-0.8	-0.6	-0.3	4.9	-0.2	0.2	-0.6
- Capex	-0.9	-1.1	-1.2	-1.3	-1.4	-1.4	-1.5	-1.5
Capex in % of Sales	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
Other		-1.5	-2.0	-2.0	-2.0	-2.0	-2.0	-2.0
Free Cash Flow (WACC model)	5.7	19.5	24.5	28.2	34.6	30.4	32.2	32.5
WACC	9.8%	9.8%	9.8%	9.8%	9.8%	9.8%	9.8%	9.8%
Present value	5.5	17.2	19.7	20.6	23.0	18.5	17.8	209.1
Total present value	5.5	22.8	42.5	63.1	86.1	104.6	122.4	331.5

Valuation (in EUR m)

Total present value (Tpv)	331.5
Terminal Value	209.1
Share of TV on Tpv	63%
Liabilities	39.4
Liquidity	39.6
Equity value	331.8

Number of shares (in m)	4.6
Value per share (EUR)	72.3
+Upside / -Downside	51%
Share price (EUR)	48.00

Model parameter

Debt ratio	50.0%
Costs of Debt	10.0%
Market return	9.0%
Risk free rate	2.5%

Beta	1.6
WACC	9.8%
Terminal Growth	2.0%

Growth: sales and margin

Short term sales growth	2025-2028	8.6%
Mid term sales growth	2025-2031	6.3%
Long term sales growth	from 2032	2.0%
Short term EBIT margin	2025-2028	1.9%
Mid term EBIT margin	2025-2031	2.0%
Long term EBIT margin	from 2032	2.1%

Sensitivity Value per Share (EUR)

Terminal Growth

WACC	1.25%	1.75%	2.00%	2.25%	2.75%
10.33%	64.26	66.48	67.69	68.97	71.78
10.08%	66.21	68.60	69.90	71.29	74.35
9.83%	68.28	70.85	72.26	73.77	77.09
9.58%	70.48	73.26	74.78	76.42	80.04
9.33%	72.81	75.82	77.48	79.26	83.22

Sensitivity Value per Share (EUR)

EBIT-margin from 2032e

WACC	1.60%	1.85%	2.10%	2.35%	2.60%
10.33%	57.11	62.40	67.69	72.98	78.27
10.08%	58.81	64.36	69.90	75.45	80.99
9.83%	60.63	66.45	72.26	78.08	83.90
9.58%	62.56	68.67	74.78	80.90	87.01
9.33%	64.63	71.05	77.48	83.91	90.34

Source: Montega

Peer Group Comparison

The peer group of HMS Bergbau consists of publicly listed companies engaged in coal production, trading, and energy. **Glencore plc** is a global commodity company with a strong focus on trading coal, oil, and metals, as well as owning coal mines in Australia, South Africa, and Colombia. **Alpha Metallurgical Resources, Inc.** is a U.S. producer of metallurgical coal, primarily used for steel production, with exports to international markets. **Peabody Energy Corp.** is the largest private coal producer in the USA and distributes both thermal and metallurgical coal internationally, complemented by its own trading activities. **Foresight Energy, LLC** produces thermal coal in the Illinois Basin and mainly supplies U.S. power plant operators, focusing on production and logistics. **Hallador Energy Company** produces thermal coal in Indiana and Illinois and also engages in power generation activities. **Whitehaven Coal Limited** is an Australian coal producer that exports a significant portion of its thermal and metallurgical coal to Asia, utilizing its own export infrastructure.

HMS Bergbau operates as a coal trading company in Germany and is expanding its business into the areas of **liquid fuels** and **own coal production**. Thus, the company positions itself along the value chain from production through trading to energy carriers for the international transport market. The peer group illustrates the range of possible business models in the field of fossil resources, from pure producers to integrated trading and production companies, to global commodity trading corporations.

The peer group analysis reveals that the HMS Bergbau stock is currently trading at either a significant discount or a noticeable premium compared to the peer group depending on the valuation parameter. This reflects the significant differences from the peer group, which in our opinion, makes it of little significance. For example, the revenue multiple as a trader is naturally much lower compared to coal producers, who make up a large part of the peer group, while the EV/EBITDA at HMS Bergbau is significantly higher. In terms of EV/EBIT and P/E ratio, however, the valuation is roughly in line with the peer group. Overall, it can be stated that the peer group should not play a relevant role in the current stage of the evaluation of HMS Bergbau.

Peergroup HMS Bergbau AG

	Price	EV / Sales				Growth yoy			
Company	(LC)	2024	2025e	2026e	2027e	2024	2025e	2026e	2027e
Glencore plc	3,52	0,29	0,29	0,29	0,28	6,0%	1,4%	- 0,5%	3,3%
Alpha Metallurgical Resources, Inc.	153,26	0,56	0,76	0,63	0,59	- 14,4%	- 26,1%	20,9%	5,8%
Peabody Energy Corporation	32,93	0,94	1,05	0,85	0,84	- 14,4%	- 10,3%	23,6%	0,8%
Foresight Group Holdings Limited	4,60	3,47	3,19	2,91	2,59	18,5%	9,0%	9,3%	12,5%
Hallador Energy Company	21,93	2,45	2,23	2,11	1,74	- 36,3%	9,5%	5,6%	21,2%
Whitehaven Coal Limited	6,92	1,72	1,13	1,27	1,15	- 36,9%	52,5%	- 11,3%	10,3%
Median		1,33	1,09	1,06	1,00	- 14,4%	5,2%	7,5%	8,1%
HMS Bergbau AG	47,60	0,18	0,17	0,15	0,14	5,2%	10,5%	12,0%	8,0%
Potential/Difference		627%	557%	617%	629%	19,6 PP	5,3 PP	4,5 PP	- 0,1 PP
Fair value per share		387,37	349,51	381,92	388,22				

	EV	EV / EBITDA				EBITDA margin			
Company	(m LC)	2024	2025e	2026e	2027e	2024	2025e	2026e	2027e
Glencore plc	67.783	4,72	5,20	4,13	3,91	6,2%	5,6%	7,0%	7,2%
Alpha Metallurgical Resources, Inc.	1.653	4,05	12,33	3,93	3,46	13,8%	6,1%	15,9%	17,1%
Peabody Energy Corporation	3.979	4,56	9,69	5,11	4,26	20,6%	10,8%	16,6%	19,7%
Foresight Group Holdings Limited	491	8,27	7,89	7,00	5,93	42,0%	40,4%	41,6%	43,7%
Hallador Energy Company	989	59,03	23,73	11,98	10,72	4,1%	9,4%	17,6%	16,3%
Whitehaven Coal Limited	6.574	4,70	4,85	6,19	4,74	36,6%	23,2%	20,5%	24,3%
Median		4,71	8,79	5,65	4,50	17,2%	10,1%	17,1%	18,4%
HMS Bergbau AG	249	12,40	12,10	8,33	6,66	1,5%	1,4%	1,8%	2,1%
Potential/Difference		- 62%	- 27%	- 32%	- 32%	- 15,7 PP	- 8,7 PP	- 15,3 PP	- 16,3 PP
Fair value per share		13,91	32,68	30,06	29,94				

	EV	EV/EBIT				EBIT margin			
Company	(m LC)	2024	2025e	2026e	2027e	2024	2025e	2026e	2027e
Glencore plc	67.783	9,77	12,68	7,89	7,01	3,0%	2,3%	3,7%	4,0%
Alpha Metallurgical Resources, Inc.	1.653	7,26	neg.	5,25	17,22	7,7%	- 1,4%	11,9%	3,4%
Peabody Energy Corporation	3.979	8,94	neg.	7,40	7,14	10,5%	- 0,9%	11,4%	11,8%
Foresight Group Holdings Limited	491	10,90	10,90	7,96	6,71	31,9%	29,2%	36,6%	38,6%
Hallador Energy Company	989	neg.	26,27	21,94	19,79	- 0,1%	8,5%	9,6%	8,8%
Whitehaven Coal Limited	6.574	13,72	8,79	14,06	8,94	12,5%	12,8%	9,0%	12,9%
Median		9,77	11,79	7,92	8,04	9,1%	5,4%	10,5%	10,3%
HMS Bergbau AG	249	12,85	12,52	8,59	6,83	1,4%	1,3%	1,7%	2,0%
Potential/Difference		- 24%	- 6%	- 8%	18%	- 7,7 PP	- 4,1 PP	- 8,8 PP	- 8,3 PP
Fair value per share		34,53	44,32	43,29	57,13				

	EV	PE				FCF yield			
Company	(m LC)	2024	2025e	2026e	2027e	2024	2025e	2026e	2027e
Glencore plc	67.783	11,7	19,8	10,1	8,1	6,6%	3,8%	6,8%	6,6%
Alpha Metallurgical Resources, Inc.	1.653	10,7	neg.	6,9	7,8	23,0%	- 1,1%	11,8%	15,6%
Peabody Energy Corporation	3.979	11,6	neg.	12,8	10,3	5,2%	- 1,5%	13,6%	9,8%
Foresight Group Holdings Limited	491	14,3	11,6	10,7	8,7	8,8%	8,8%	10,9%	13,2%
Hallador Energy Company	989	neg.	40,6	38,5	25,8	1,3%	2,8%	- 1,4%	2,9%
Whitehaven Coal Limited	6.574	7,6	17,6	28,4	13,5	- 52,9%	11,3%	1,3%	6,7%
Median		11,58	18,67	11,74	9,51	5,9%	3,3%	8,9%	8,3%
HMS Bergbau AG	249	16,59	17,18	14,42	11,15	3,2%	1,2%	6,5%	8,7%
Potential/Difference		- 30%	9%	- 19%	- 15%	85%	- 2,1 PP	- 2,4 PP	0,4 PP
Fair value per share		33,22	51,72	38,75	40,59				

Company Background

HMS Bergbau AG is an internationally operating commodity trading and mining company with a focus on the physical coal trade. With its 10 subsidiaries, the company covers around 1% of the global seaborne coal trade, with a broad portfolio ranging from coking coal, anthracite, and PCI coal to liquid fuels and alternative energy sources. This business is complemented by resource extraction in selected, own mines. HMS also offers comprehensive logistics and services such as document management. In the core markets of Southeast Asia, India, and China, which account for the majority of sales, HMS primarily supplies steel producers, cement plants, and power plants.

Key Facts

Sector	Raw material trade
Ticker	HMU
Employees	38
Revenue	EUR 1.36bn
EBITDA	EUR 21.5m
EBITDA margin	1,5%
Business model	physischer Kohle- und Rohstoffhandel
Competitive advantage	Strong network and years of expertise in coal trading in emerging markets with exclusive agreements/mine participations on the procurement side and a full-service model on the customer side.

Locations

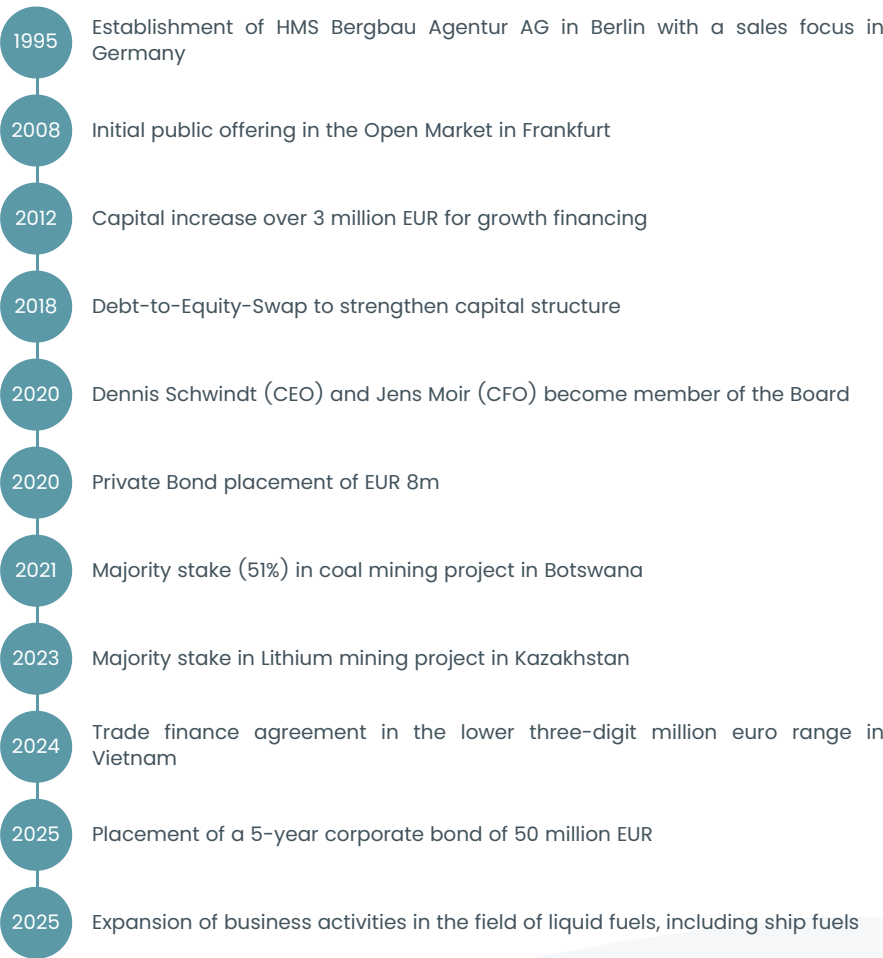
Company headquarters: Germany

Subsidiaries/Participations: South Africa, Zimbabwe, Dubai, Kazakhstan, Singapore, Indonesia, USA, Switzerland, Poland

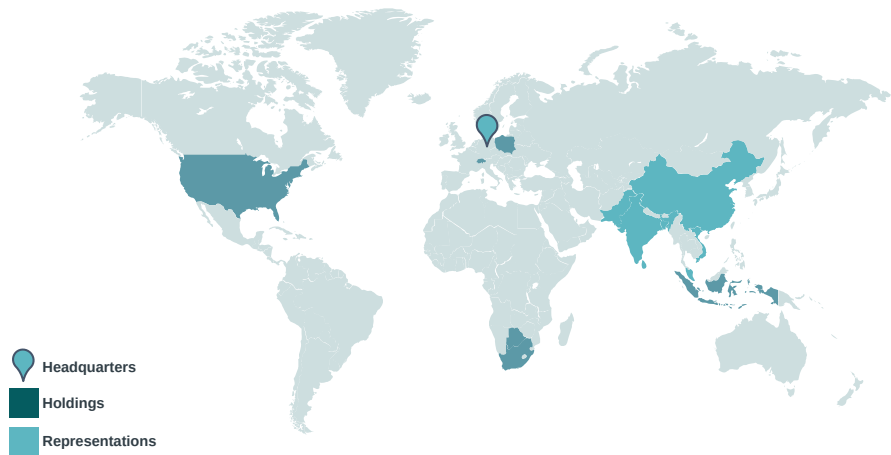
Representation: China, India, Pakistan, Malaysia, Bangladesh, Vietnam, Sri Lanka, Kenya

source: Company, Montega; as of FY2024

Wesentliche Ereignisse der Unternehmenshistorie



Holdings & Representations

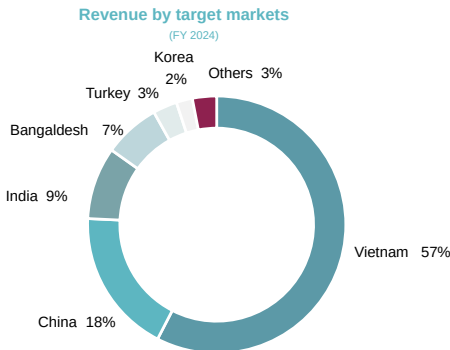
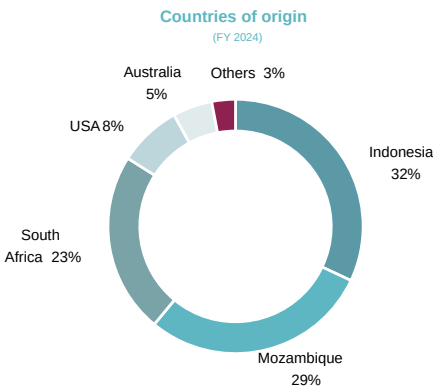


Source: Company

Sales Markets

Regionally speaking on the procurement side in 2024, the countries **Indonesia (32%)**, **Mozambique (29%)**, and **South Africa (23%)** dominated. These are complemented by supplies from the **USA (8%)** and **Australia (5%)**. While Indonesia mainly supplies cost-effective thermal coal, Mozambique is known for its high-quality coal. South Africa is also one of the traditional procurement markets for HMS.

On the sales side, the business focuses on dynamically growing emerging markets in Asia, but at the same time, the distribution is quite volatile. **Southeast Asia** was the most important market in 2024 with a share of **66%**, driven by increasing electricity demand and the expansion of new coal power plants. **China (18%)** remains a key buyer despite high domestic production, while **India (9%)** represents a stable sales market due to its structurally high import dependency.



Source: Company

Management

HMS Bergbau is currently led by a two-member management team that brings both extensive knowledge in commodity trading and long-standing management experience. Both CEO Dennis Schwindt and CFO Jens Moir were appointed to the board in 2020.



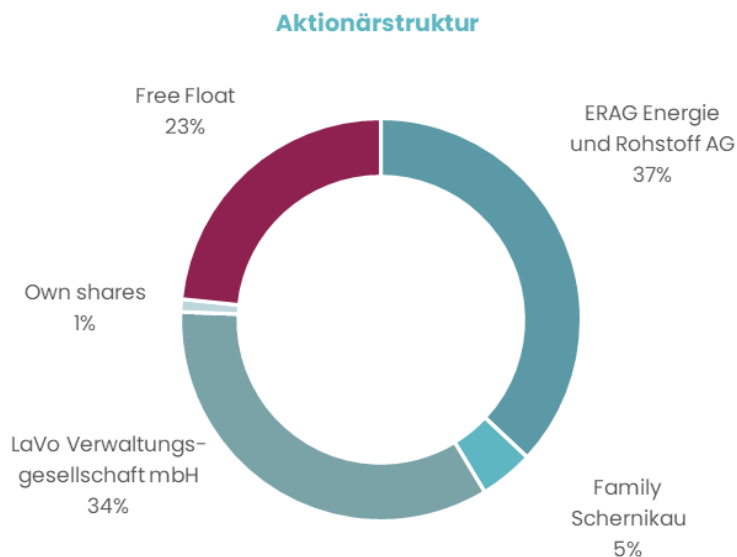
Dennis Schwindt has been the CEO of HMS Bergbau AG since 2020. Since joining in 2012, he has driven the company's international expansion and project development. Previously, he gained extensive experience in the energy and plant construction sectors, including at Gazprom, Wintershall, and GP Günter Papenburg AG. His strategic focus is on strengthening global commodity trading through organic growth, new markets, and targeted partnerships.



Jens Moir has been the CFO of HMS Bergbau AG since 2020. Previously, he worked for over two decades as CFO in international companies and start-ups, including Universal Music, and most recently Solmove and rent24. His experience is complemented by M&A mandates at Techem and APCOA Parking. Mr. Moir holds an MBA from Duke University and has international expertise in Germany, Poland, Austria, and the USA. His focus is on financial stability and the strategic development of corporate finances.

Shareholder Structure

The shareholder structure of HMS Bergbau AG is strongly influenced by the founding family. The largest shareholder is **ERAG Energie und Rohstoff AG** with **36.98%**, followed by the **LaVo Verwaltungsgesellschaft mbH** with **34.28%**. Both companies, along with the direct share of **4.36%** held by the **Schernikau family**, together hold a clear majority position and strategically steer the company sustainably. In addition, there are **1.02% own shares** and a **free float of 23.36%** available for institutional and private investors.



Source: Company

DCF Model

Figures in EUR m

	2025e	2026e	2027e	2028e	2029e	2030e	2031e	Terminal Value
Sales	1,506.9	1,687.7	1,822.8	1,932.1	2,028.7	2,109.9	2,173.2	2,216.6
Change yoy	10.5%	12.0%	8.0%	6.0%	5.0%	4.0%	3.0%	2.0%
EBIT	22.5	31.6	39.2	43.5	44.6	44.3	45.6	46.5
EBIT margin	1.5%	1.9%	2.2%	2.3%	2.2%	2.1%	2.1%	2.1%
NOPAT	15.7	22.1	27.4	30.9	32.1	32.3	33.8	34.9
Depreciation	0.7	0.9	0.9	0.9	0.9	1.3	1.4	1.5
in % of Sales	0.0%	0.1%	0.0%	0.0%	0.0%	0.1%	0.1%	0.1%
Change in Liquidity from								
- Working Capital	-9.8	-0.8	-0.6	-0.3	4.9	-0.2	0.2	-0.6
- Capex	-0.9	-1.1	-1.2	-1.3	-1.4	-1.4	-1.5	-1.5
Capex in % of Sales	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
Other		-1.5	-2.0	-2.0	-2.0	-2.0	-2.0	-2.0
Free Cash Flow (WACC model)	5.7	19.5	24.5	28.2	34.6	30.4	32.2	32.5
WACC	9.8%	9.8%	9.8%	9.8%	9.8%	9.8%	9.8%	9.8%
Present value	5.5	17.2	19.7	20.6	23.0	18.5	17.8	209.1
Total present value	5.5	22.8	42.5	63.1	86.1	104.6	122.4	331.5

Valuation (in EUR m)

Total present value (Tpv)	331.5
Terminal Value	209.1
Share of TV on Tpv	63%
Liabilities	39.4
Liquidity	39.6
Equity value	331.8

Number of shares (in m)	4.6
Value per share (EUR)	72.3
+Upside / -Downside	51%
Share price (EUR)	48.00

Model parameter

Debt ratio	50.0%
Costs of Debt	10.0%
Market return	9.0%
Risk free rate	2.5%

Beta	1.6
WACC	9.8%
Terminal Growth	2.0%

Growth: sales and margin

Short term sales growth	2025-2028	8.6%
Mid term sales growth	2025-2031	6.3%
Long term sales growth	from 2032	2.0%
Short term EBIT margin	2025-2028	1.9%
Mid term EBIT margin	2025-2031	2.0%
Long term EBIT margin	from 2032	2.1%

Sensitivity Value per Share (EUR)

WACC	1.25%	1.75%	2.00%	2.25%	2.75%
10.33%	64.26	66.48	67.69	68.97	71.78
10.08%	66.21	68.60	69.90	71.29	74.35
9.83%	68.28	70.85	72.26	73.77	77.09
9.58%	70.48	73.26	74.78	76.42	80.04
9.33%	72.81	75.82	77.48	79.26	83.22

Terminal Growth

Sensitivity Value per Share (EUR)

WACC	1.60%	1.85%	2.10%	2.35%	2.60%
10.33%	57.11	62.40	67.69	72.98	78.27
10.08%	58.81	64.36	69.90	75.45	80.99
9.83%	60.63	66.45	72.26	78.08	83.90
9.58%	62.56	68.67	74.78	80.90	87.01
9.33%	64.63	71.05	77.48	83.91	90.34

EBIT-margin from 2032e

Source: Montega

P&L (in EUR m) HMS Bergbau AG	2022	2023	2024	2025e	2026e	2027e
Sales	971.9	1,296.2	1,363.7	1,506.9	1,687.7	1,822.8
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	971.9	1,296.2	1,363.7	1,506.9	1,687.7	1,822.8
Material Expenses	943.8	1,260.4	1,324.5	1,461.7	1,628.7	1,753.5
Gross profit	28.1	35.8	39.3	45.2	59.1	69.3
PersonnEV expenses	6.6	10.1	7.2	9.0	13.2	14.6
Other operating expenses	7.0	11.7	13.5	14.5	15.2	16.4
Other operating income	0.9	1.6	1.6	1.5	1.7	1.8
EBITDA	15.4	15.7	20.1	23.2	32.4	40.1
Depreciation on fixed assets	0.4	0.2	0.2	0.2	0.4	0.4
EBITA	15.0	15.5	19.9	23.0	32.1	39.7
Amortisation of intangible assets	0.3	0.3	0.5	0.5	0.5	0.5
Impairment charges and Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	14.7	15.1	19.4	22.5	31.6	39.2
Financial result	-0.8	-0.6	-0.5	-1.8	-4.5	-4.2
Result from ordinary operations	13.8	14.6	18.9	20.7	27.1	35.0
Extraordinary result	0.0	0.0	0.0	0.0	0.0	0.0
EBT	13.8	14.6	18.9	20.7	27.1	35.0
Taxes	3.4	2.1	5.7	6.2	8.1	10.5
Net Profit of continued operations	10.4	12.4	13.2	14.5	18.9	24.5
Net Profit of discontinued operations	0.0	0.0	0.0	0.0	0.0	0.0
Net profit before minorities	10.4	12.4	13.2	14.5	18.9	24.5
Minority interests	0.1	0.1	0.1	0.0	2.0	3.0
Net profit	10.3	12.4	13.2	14.5	16.9	21.5

Source: Company (reported results), Montega (forecast)

P&L (in % of Sales) HMS Bergbau AG	2022	2023	2024	2025e	2026e	2027e
Sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Increase / decrease in inventory	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Own work capitalised	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%
Material Expenses	97.1%	97.2%	97.1%	97.0%	96.5%	96.2%
Gross profit	2.9%	2.8%	2.9%	3.0%	3.5%	3.8%
PersonnEV expenses	0.7%	0.8%	0.5%	0.6%	0.8%	0.8%
Other operating expenses	0.7%	0.9%	1.0%	1.0%	0.9%	0.9%
Other operating income	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
EBITDA	1.6%	1.2%	1.5%	1.5%	1.9%	2.2%
Depreciation on fixed assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBITA	1.5%	1.2%	1.5%	1.5%	1.9%	2.2%
Amortisation of intangible assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Impairment charges and Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT	1.5%	1.2%	1.4%	1.5%	1.9%	2.2%
Financial result	-0.1%	0.0%	0.0%	-0.1%	-0.3%	-0.2%
Result from ordinary operations	1.4%	1.1%	1.4%	1.4%	1.6%	1.9%
Extraordinary result	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBT	1.4%	1.1%	1.4%	1.4%	1.6%	1.9%
Taxes	0.4%	0.2%	0.4%	0.4%	0.5%	0.6%
Net Profit of continued operations	1.1%	1.0%	1.0%	1.0%	1.1%	1.3%
Net Profit of discontinued operations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit before minorities	1.1%	1.0%	1.0%	1.0%	1.1%	1.3%
Minority interests	0.0%	0.0%	0.0%	0.0%	0.1%	0.2%
Net profit	1.1%	1.0%	1.0%	1.0%	1.0%	1.2%

Source: Company (reported results), Montega (forecast)

Balance sheet (in EUR m) HMS Bergbau AG	2022	2023	2024	2025e	2026e	2027e
ASSETS						
Intangible assets	2.4	3.9	3.5	3.2	3.0	2.9
Property, plant & equipment	8.7	9.3	9.7	10.2	10.6	11.0
Financial assets	8.6	7.9	7.7	7.5	7.3	7.3
Fixed assets	19.7	21.1	20.9	20.9	21.0	21.3
Inventories	10.6	9.5	8.9	10.0	11.3	12.2
Accounts receivable	62.9	198.1	117.4	144.5	185.0	199.8
Liquid assets	31.0	36.0	39.6	87.2	98.6	105.2
Other assets	6.2	16.8	33.2	38.3	38.3	38.3
Current assets	110.7	260.5	199.2	280.0	333.1	355.5
Total assets	130.5	281.6	220.0	300.9	354.1	376.7
LIABILITIES AND SHAREHOLDERS' EQUITY						
Shareholders' equity	29.6	38.1	48.5	58.1	68.3	81.9
Minority Interest	2.5	2.6	2.5	2.5	4.5	7.4
Provisions	14.2	14.0	17.3	17.3	17.3	17.3
Financial liabilities	16.3	16.5	26.3	74.3	74.3	65.3
Accounts payable	63.2	207.1	125.2	148.6	189.6	204.7
Other liabilities	4.6	3.3	0.2	0.2	0.2	0.2
Liabilities	98.3	240.9	168.9	240.3	281.3	287.4
Total liabilities and shareholders' equity	130.5	281.6	220.0	300.9	354.1	376.7

Source: Company (reported results), Montega (forecast)

Balance sheet (in %) HMS Bergbau AG	2022	2023	2024	2025e	2026e	2027e
ASSETS						
Intangible assets	1.8%	1.4%	1.6%	1.1%	0.9%	0.8%
Property, plant & equipment	6.7%	3.3%	4.4%	3.4%	3.0%	2.9%
Financial assets	6.6%	2.8%	3.5%	2.5%	2.1%	1.9%
Fixed assets	15.1%	7.5%	9.5%	7.0%	5.9%	5.6%
Inventories	8.1%	3.4%	4.0%	3.3%	3.2%	3.2%
Accounts receivable	48.2%	70.4%	53.4%	48.0%	52.2%	53.0%
Liquid assets	23.8%	12.8%	18.0%	29.0%	27.8%	27.9%
Other assets	4.7%	6.0%	15.1%	12.7%	10.8%	10.2%
Current assets	84.9%	92.5%	90.5%	93.1%	94.1%	94.4%
Total Assets	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
LIABILITIES AND SHAREHOLDERS' EQUITY						
Shareholders' equity	22.7%	13.5%	22.0%	19.3%	19.3%	21.7%
Minority Interest	2.0%	0.9%	1.2%	0.8%	1.3%	2.0%
Provisions	10.9%	5.0%	7.8%	5.7%	4.9%	4.6%
Financial liabilities	12.5%	5.9%	12.0%	24.7%	21.0%	17.3%
Accounts payable	48.4%	73.5%	56.9%	49.4%	53.5%	54.3%
Other liabilities	3.5%	1.2%	0.1%	0.1%	0.0%	0.0%
Total Liabilities	75.3%	85.5%	76.8%	79.9%	79.4%	76.3%
Total Liabilities and Shareholders' Equity	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company (reported results), Montega (forecast)

Statement of cash flows (in EUR m) HMS Bergbau AG	2022	2023	2024	2025e	2026e	2027e
Net income	10.4	12.4	13.2	14.5	18.9	24.5
Depreciation of fixed assets	0.4	0.2	0.2	0.2	0.4	0.4
Amortisation of intangible assets	0.3	0.3	0.5	0.5	0.5	0.5
Increase/decrease in long-term provisions	-0.1	0.6	1.2	0.0	0.0	0.0
Other non-cash related payments	3.4	-3.8	-2.6	0.0	0.0	0.0
Cash flow	14.4	9.7	12.5	15.2	19.8	25.4
Increase / decrease in working capital	-15.6	0.3	-3.9	-4.8	-0.8	-0.6
Cash flow from operating activities	-1.2	10.0	8.5	10.4	19.0	24.8
CAPEX	-0.7	-0.6	-0.7	-0.9	-1.1	-1.2
Other	3.0	-0.7	0.2	0.0	0.0	0.0
Cash flow from investing activities	2.3	-1.3	-0.4	-0.9	-1.1	-1.2
Dividends paid	-0.2	-3.5	-4.2	-4.8	-5.0	-6.0
Change in financial liabilities	4.7	0.3	9.8	47.9	0.0	-9.0
Other	-4.9	-0.7	-10.0	0.0	-1.5	-2.0
Cash flow from financing activities	-0.4	-4.0	-4.5	43.1	-6.5	-17.0
Effects of exchange rate changes on cash				0.0	0.0	0.0
Change in liquid funds	0.7	4.7	3.7	52.6	11.3	6.6
Liquid assets at end of period	26.7	35.7	39.6	92.2	98.6	105.2

Source: Company (reported results), Montega (forecast)

Key figures HMS Bergbau AG	2022	2023	2024	2025e	2026e	2027e
Earnings margins						
Gross margin (%)	2.9%	2.8%	2.9%	3.0%	3.5%	3.8%
EBITDA margin (%)	1.6%	1.2%	1.5%	1.5%	1.9%	2.2%
EBIT margin (%)	1.5%	1.2%	1.4%	1.5%	1.9%	2.2%
EBT margin (%)	1.4%	1.1%	1.4%	1.4%	1.6%	1.9%
Net income margin (%)	1.1%	1.0%	1.0%	1.0%	1.1%	1.3%
Return on capital						
ROCE (%)	70.3%	53.4%	49.2%	42.3%	53.9%	66.0%
ROE (%)	48.6%	38.5%	32.4%	28.3%	27.9%	29.5%
ROA (%)	7.9%	4.4%	6.0%	4.8%	4.8%	5.7%
Solvency						
YE net debt (in EUR)	-6.0	-10.1	-2.8	-2.5	-13.8	-29.4
Net debt / EBITDA	-0.4	-0.6	-0.1	-0.1	-0.4	-0.7
Net gearing (Net debt/equity)	-0.2	-0.2	-0.1	0.0	-0.2	-0.3
Cash Flow						
Free cash flow (EUR m)	-2.0	9.4	7.9	9.5	17.9	23.6
Capex / sales (%)	0.1%	0.0%	0.0%	0.1%	0.1%	0.1%
Working capital / sales (%)	0.1%	0.7%	1.2%	1.9%	2.0%	1.9%
Valuation						
EV/Sales	0.3	0.2	0.2	0.2	0.1	0.1
EV/EBITDA	16.4	16.0	12.5	10.8	7.7	6.3
EV/EBIT	17.1	16.6	12.9	11.2	8.0	6.4
EV/FCF	-	26.8	31.8	26.6	14.0	10.6
PE	21.4	17.8	16.7	15.2	13.0	10.3
P/B	7.4	5.8	4.5	3.8	3.2	2.7
Dividend yield	1.6%	1.9%	2.2%	2.3%	2.7%	3.1%

Source: Company (reported results), Montega (forecast)

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Financial Supervisory Authority
Graurheindorfer Str. 108
53117 Bonn

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Company	Disclosure (as of 13.10.2025)
HMS Bergbau AG	1, 4, 8, 9

Price history

Recommendation	Date	Price (EUR)	Price target (EUR)	Potential
Buy (Initiation)	13.10.2025	48.00	72.00	+50%