

Petrof

Piano Manufacturer

08 Mar 2014



Czech Republic

COMPANY DESCRIPTION

Petrof is a Czech Republic-based piano manufacturer. The Company was founded in 1864 in Hradec Králové by Antonín Petrof, who had studied piano making in Vienna. The Company makes grand pianos and upright pianos in many sizes and types for professionals as well as beginners. Petrof is a family-owned and run Company led by Mgr. Zuzana Ceralová Petrofová, the representative of the 5th generation. Petrof pianos are produced in a factory in Hradec Králové, Czech Republic. Some 90% production is exported to more than 70 countries in the world

Main Shareholders: Mgr. Zuzana Ceralova-Petrofova (77.0%)
Olga Hynkova (19.0%)

INCOME STATEMENT

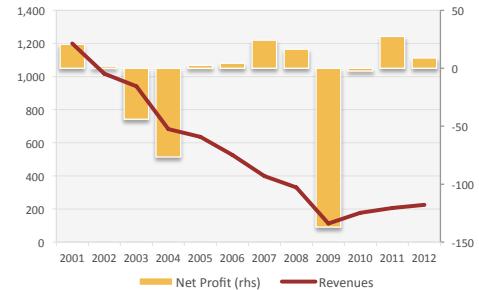
CZK mil	2008	2009	2010	2011	2012
Sales	330.0	112.1	177.6	206.6	225.6
Cost of Goods & Services	189.4	68.3	90.9	98.7	111.0
Gross Profit	140.5	43.7	86.7	107.9	114.7
Staff Cost	138.3	87.9	69.7	73.4	79.8
Other Cost	-19.8	68.6	0.7	5.7	16.5
EBITDA	22.1	-112.7	16.2	28.8	18.4
Depreciation	13.7	11.5	9.4	8.2	7.5
EBIT	8.4	-124.2	6.8	20.5	10.9
Financing Cost	-8.0	13.1	9.4	6.6	2.0
Extraordinary Cost	-0.1	-0.3	-0.3	-13.6	-0.1
Pre-Tax Profit	16.5	-137.0	-2.3	27.6	9.0
Tax	0.0	0.0	0.0	0.0	0.0
Minorities	0.0	0.0	0.0	0.0	0.0
Net Profit	16.5	-137.0	-2.3	27.6	9.0
Dividends	0.0	0.0	0.0	0.0	0.0

Sale Growth	-17.3%	-66.0%	58.4%	16.3%	9.2%
EBIT Growth	-76.6%	-157.4%	-105.5%	202.9%	-47.0%
Net Profit Growth	-31.8%	-928.6%	-98.3%	-1295%	-67.4%

CASH FLOW

CZK mil	2008	2009	2010	2011	2012
Net Profit	16.5	-137.0	-2.3	27.6	9.0
Depreciation	13.7	11.5	9.4	8.2	7.5
Non-Cash Items	-5.2	15.9	-6.9	-3.1	-28.7
Change in Working Capital	-15.3	108.1	4.9	-13.7	21.5
Total Cash From Operations	9.8	-1.5	5.1	19.0	9.3
Capital Expenditures	-49.8	-1.6	0.1	-14.2	-2.5
Other	92.1	1.8	6.7	0.4	10.6
Total Cash From Investing	42.4	0.2	6.9	-13.9	8.1
Dividends Paid	0.0	0.0	0.0	0.0	0.0
Issuance Of Shares	0.0	0.0	0.0	0.0	0.0
Issuance Of Debt	-24.2	-5.9	-0.5	-23.2	-2.4
Total Cash From Financing	-53.5	6.0	-12.3	-2.4	-23.2
NET CHANGE IN CASH	-1.3	4.6	-0.4	2.8	-5.8

REVENUES & PROFITS, CZK mil



BALANCE SHEET

CZK mil	2008	2009	2010	2011	2012
Non-Current Assets	174.4	163.9	146.7	135.4	141.9
Property, Plant & Equipment	170.8	152.2	143.2	131.5	138.5
Current Assets	393.8	257.0	249.0	265.7	253.1
Inventories	200.8	148.6	145.2	150.3	163.1
Receivables	184.3	100.8	91.0	105.5	75.6
Cash & Cash Equivalents	3.2	2.8	7.4	1.6	4.4
Total Assets	571.6	423.5	398.9	404.0	396.6
Shareholders' Equity	411.1	283.5	271.9	298.9	307.6
Liabilities	160.5	140.0	126.9	105.1	89.0
Non-Current Liabilities	0.0	6.5	0.0	0.0	0.0
Long-Term Debt	0.0	6.5	0.0	0.0	25.4
Current Liabilities	76.7	61.4	47.5	41.6	33.2
Short-Term Debt	82.1	69.7	75.7	52.4	24.6
Trade Payables	45.1	17.6	9.2	15.2	19.7

Asset Growth	-0.8%	-25.9%	-5.8%	1.3%	-1.8%
Net Debt Growth	-19.4%	-6.9%	-7.0%	-25.5%	-10.2%
Equity Growth	1.8%	-31.0%	-4.1%	9.9%	2.9%

RATIOS & OTHER

	2008	2009	2010	2011	2012
Gross Margin	42.6%	39.0%	48.8%	52.2%	50.8%
EBITDA Margin	6.7%	-100.6%	9.1%	13.9%	8.2%
EBIT Margin	2.6%	-110.8%	3.8%	9.9%	4.8%
Net Margin	5.0%	-122.3%	-1.3%	13.3%	4.0%
ROE	4.1%	-39.5%	-0.8%	9.7%	3.0%
ROCE	3.2%	-30.1%	-0.6%	7.4%	2.4%
Net Debt/Equity	19.2%	25.9%	25.1%	17.0%	14.8%
Net Debt/EBITDA	3.6	-0.7	4.2	1.8	2.5
Cost of Financing	-8.5%	16.5%	12.3%	10.2%	3.8%
Payout Ratio	0.0%	0.0%	0.0%	0.0%	0.0%
Cash Conversion Cycle	504	1028	733	686	594
FX TO USD (Average)	17.0	19.1	19.1	17.7	19.6
FX TO USD (Year-End)	19.2	18.4	18.7	19.7	19.0

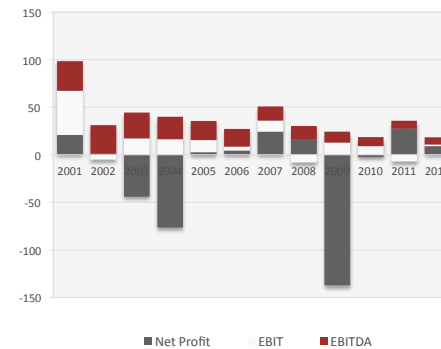
Source: Company data, Helgi Analytics calculation



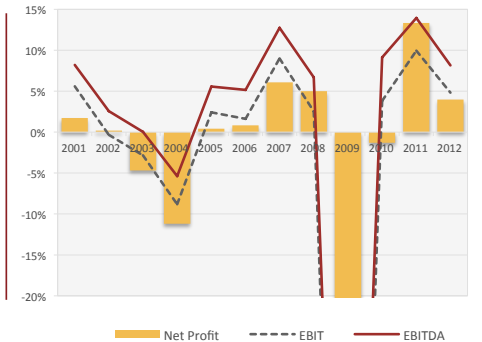
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Financials

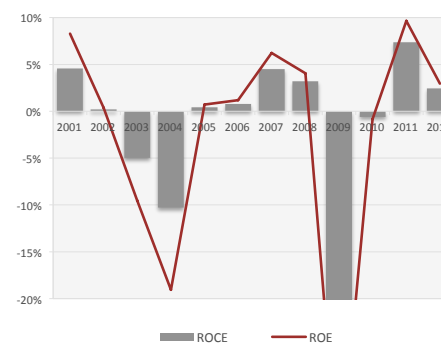
FROM EBITDA TO NET PROFIT CZK mil



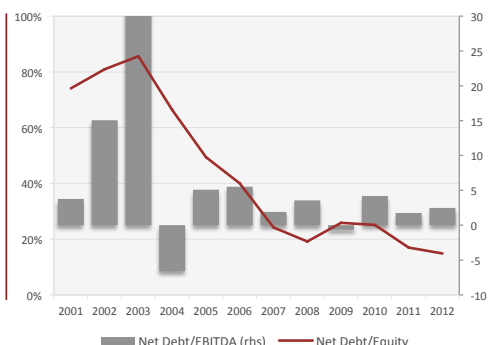
PROFIT MARGIN



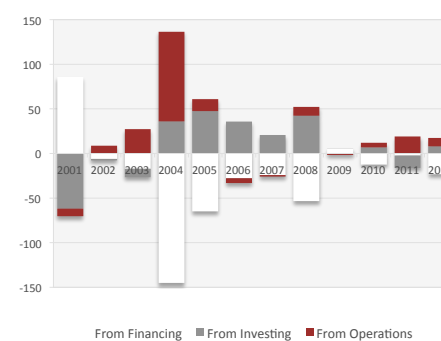
ROE & ROCE



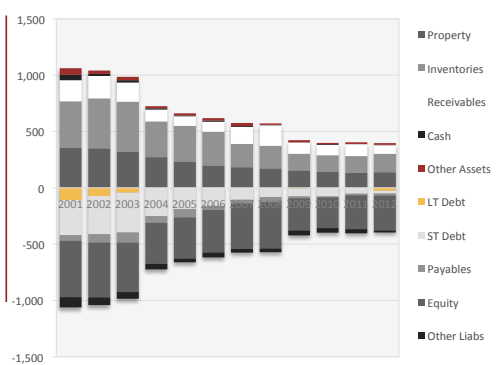
INDEBTEDNESS



CASH FLOW SUMMARY CZK mil



BALANCE SHEET STRUCTURE, CZK mil



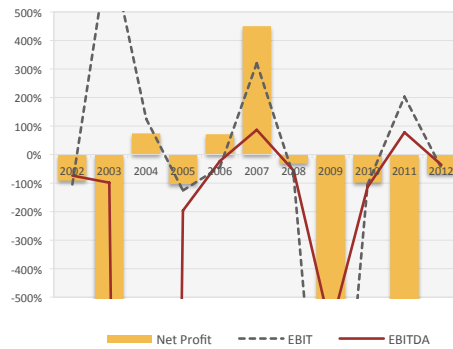
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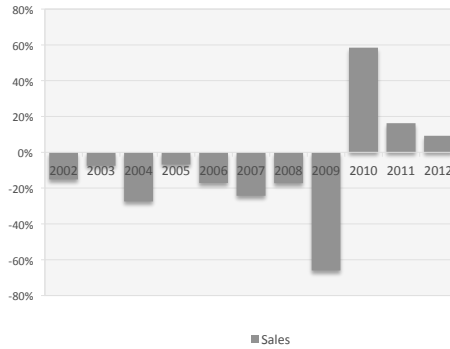
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Momentum

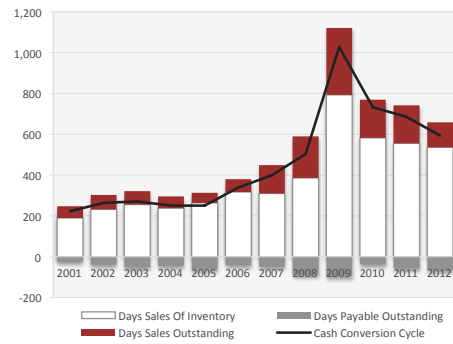
PROFIT GROWTH



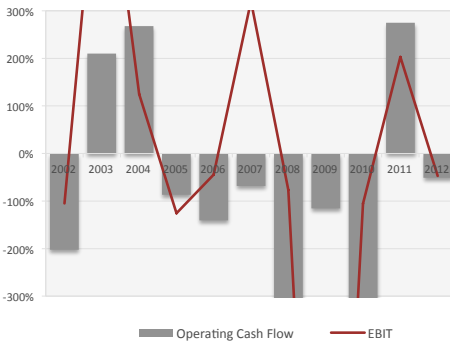
SALES GROWTH



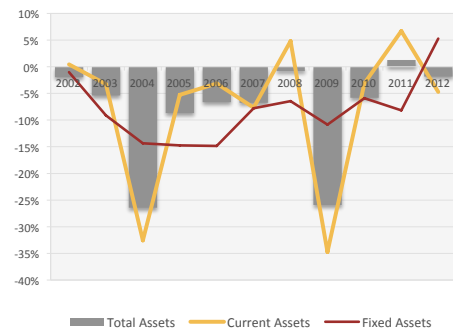
CASH CONVERSION CYCLE (days)



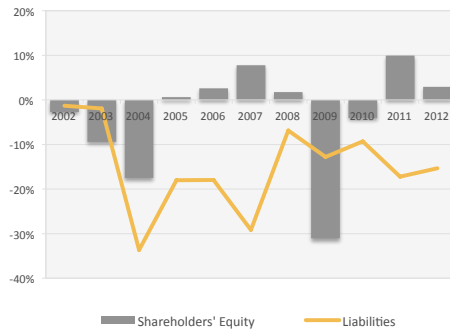
OPERATING CASH FLOW GROWTH



ASSET GROWTH



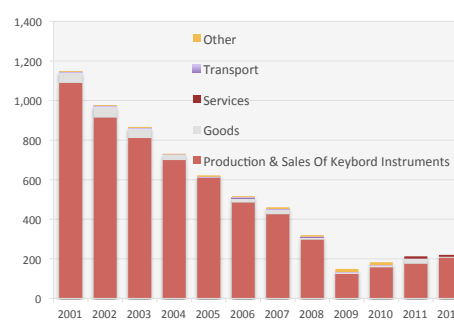
EQUITY & LIABILITIES GROWTH



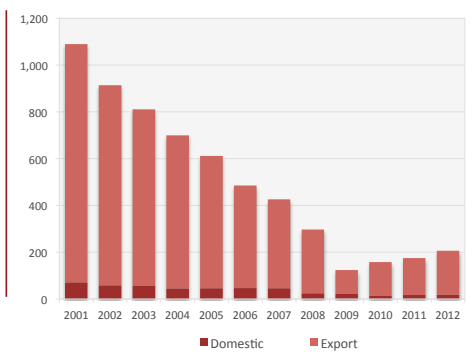
Source: Company data, Helgi Analytics calculation

Business & Market Specifics

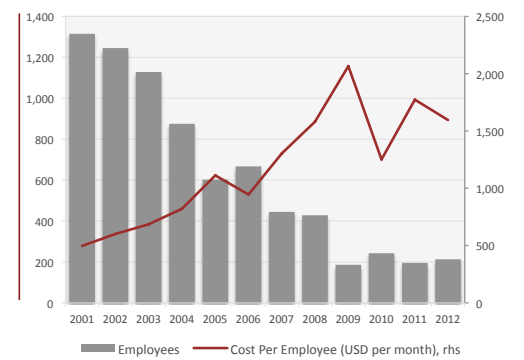
PETROF's SALES BREAKDOWN (CZK mil)



DOMESTIC SALES & EXPORT OF KEYBOARD INSTRUMENTS



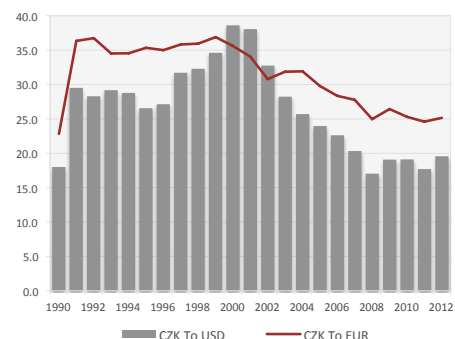
PETROF'S WORKFORCE



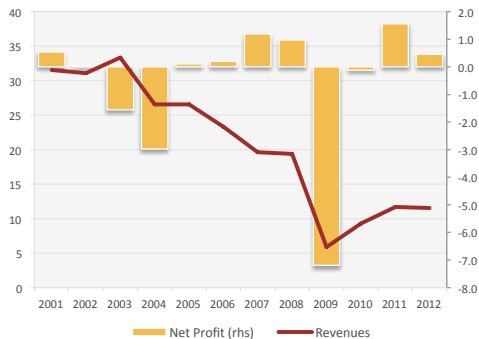
Source: Company data, Helgi Analytics calculation

Financials (USD)

FX TO USD



REVENUES & PROFITS (USD mil)



INCOME STATEMENT

USD mil	2008	2009	2010	2011	2012
Sales	19.4	5.9	9.3	11.7	11.5
Cost of Goods & Services	11.1	3.6	4.8	5.6	5.7
Gross Profit	8.3	2.3	4.5	6.1	5.9
Staff Cost	8.1	4.6	3.6	4.1	4.1
Other Cost	-1.2	3.6	0.0	0.3	0.8
EBITDA	1.3	-5.9	0.8	1.6	0.9
Depreciation	0.8	0.6	0.5	0.5	0.4
EBIT	0.5	-6.5	0.4	1.2	0.6
Financing Cost	-0.5	0.7	0.5	0.4	0.1
Extraordinary Cost	0.0	0.0	0.0	-0.8	0.0
Pre-Tax Profit	1.0	-7.2	-0.1	1.6	0.5
Tax	0.0	0.0	0.0	0.0	0.0
Minorities	0.0	0.0	0.0	0.0	0.0
Net Profit	1.0	-7.2	-0.1	1.6	0.5
Dividends	0.0	0.0	0.0	0.0	0.0

Sale Growth	-1.4%	-69.6%	58.0%	25.7%	-1.2%
EBIT Growth	-72.0%	-1417%	-105.4%	227.3%	-52.1%
Net Profit Growth	-18.7%	-840.7%	-98.3%	-1392%	-70.5%

BALANCE SHEET

USD mil	2008	2009	2010	2011	2012
Non-Current Assets	9.1	8.9	7.8	6.9	7.5
Property, Plant & Equipment	8.9	8.3	7.6	6.7	7.3
Current Assets	20.5	14.0	13.3	13.5	13.3
Inventories	10.5	8.1	7.7	7.6	8.6
Receivables	9.6	5.5	4.9	5.4	4.0
Cash & Cash Equivalents	0.2	0.2	0.4	0.1	0.2
Total Assets	29.8	23.0	21.3	20.6	20.9
Shareholders' Equity	21.4	15.4	14.5	15.2	16.2
Liabilities	8.4	7.6	6.8	5.3	4.7
Non-Current Liabilities	0.0	0.4	0.0	0.0	0.0
Long-Term Debt	0.0	0.4	0.0	0.0	1.3
Current Liabilities	4.0	3.3	2.5	2.1	1.7
Short-Term Debt	4.3	3.8	4.0	2.7	1.3
Trade Payables	2.3	1.0	0.5	0.8	1.0

Asset Growth	-6.1%	-22.6%	-7.6%	-3.4%	1.5%
Net Debt Growth	-23.6%	-2.8%	-8.8%	-29.0%	-7.2%
Equity Growth	-3.6%	-27.9%	-5.9%	4.8%	6.4%

CASH FLOW

USD mil	2008	2009	2010	2011	2012
Net Profit	1.0	-7.2	-0.1	1.6	0.5
Depreciation	0.8	0.6	0.5	0.5	0.4
Non-Cash Items	-0.3	0.8	-0.4	-0.2	-1.5
Change in Working Capital	-0.9	5.7	0.3	-0.8	1.1
Total Cash From Operations	0.6	-0.1	0.3	1.1	0.5
Capital Expenditures	-2.9	-0.1	0.0	-0.8	-0.1
Other	5.4	0.1	0.4	0.0	0.5
Total Cash From Investing	2.5	0.0	0.4	-0.8	0.4
Dividends Paid	0.0	0.0	0.0	0.0	0.0
Issuance Of Shares	0.0	0.0	0.0	0.0	0.0
Issuance Of Debt	-1.4	-0.3	0.0	-1.3	-0.1
Total Cash From Financing	-3.1	0.3	-0.6	-0.1	-1.2
NET CHANGE IN CASH	-0.1	0.2	0.0	0.2	-0.3

RATIOS & OTHER

	2008	2009	2010	2011	2012
Gross Margin	42.6%	39.0%	48.8%	52.2%	50.8%
EBITDA Margin	6.7%	-100.6%	9.1%	13.9%	8.2%
EBIT Margin	2.6%	-110.8%	3.8%	9.9%	4.8%
Net Margin	5.0%	-122.3%	-1.3%	13.3%	4.0%
ROE	4.1%	-39.5%	-0.8%	9.7%	3.0%
ROCE	3.2%	-30.1%	-0.6%	7.4%	2.4%
Net Debt/Equity	19.2%	25.9%	25.1%	17.0%	14.8%
Net Debt/EBITDA	3.6	-0.7	4.2	1.8	2.5
Cost of Financing	-8.5%	16.5%	12.3%	10.2%	3.8%
Dividend Payout	0.0%	0.0%	0.0%	0.0%	0.0%
Cash Conversion Cycle	504	1028	733	686	594
FX TO USD (Average)	17.0	19.1	19.1	17.7	19.6
FX TO USD (Year-End)	19.2	18.4	18.7	19.7	19.0

Source: Company data, Helgi Analytics calculation



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ABOUT HELGI ANALYTICS

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Helgi Analytics also runs a web application called Helgi Library, which is a database/library offering data and analyses on more than 95% of the world's economy and population. The Library aims to bring interesting statistical data and analyses to a wide audience under affordable conditions. If you wish to get more details, please visit www.helgilibrary.com or contact us at info@helgianalytics.com.

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