



Buy (old: Buy)

Price target: EUR 38.00 (old: EUR 38.00)

Price:	EUR 23.05	Next result:	FY 30.03.12
Bloomberg:	EUZ GR	Market cap:	EUR 118.3 m
Reuters:	EUZG.DE	Enterprise Value:	EUR 110.1 m

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The regional press reports a conflict with environmental activists

Facts: The local and the regional press (e.g. Braunschweiger Zeitung) has recently reported that the public prosecutor's office of the state of Braunschweig is investigating whether EUZ's low-level-radioactive waste processing site in Thune is emitting radiations above and beyond what is legally allowed (1 millisivert per year). Environmental activists contend they have measured radiation levels of 1.3 to 1.5 millisivert per year on a field outside EUZ's facility as they are trying to stop plans to expand capacities at EUZ's waste treatment unit in Thune.

Background: EUZ is currently seeking to expand capacities (e€ 9m in capex in FY 2011) in Thune to be able to accommodate, amongst others, waste out of the decommissioning of Germany's power plants and waste out of a maraud storage site in Lower Saxony, a politically sensitive topic in Germany. First tests had been very conclusive (see H&A comment on October 28), paving the way for a full fledged contract for water treatment. Local environmental activists are seeking to stop this expansion and are suing EUZ, a unit of GE and a governmental body present on the site.

In recent contacts, the company confirmed that it was compliant and that the site expansion had been approved by competent authorities. There are no estimates as to the financial outcome of this litigation and the company does not seem to have provisioned anything. Meanwhile, the local council will decide on coming Tuesday whether or not to stop the expansion plans, according to regional broadcaster NDR.

We view **the initiative as mainly an attempt to prevent the site expansion, which is a negative** as it would ultimately make it more difficult for EUZ to significantly expand its environmental offering. This being said, our current projections do not feature a massive ramp in Environmental services (€ 7m in sales by 2013, € 0.3m in EBIT).

The stock is on the other hand likely to benefit from positive M&A thematics given a net cash balance of € 15m estimated by year-end 2011 and an isotope space that remains rather fragmented. Moreover, the US Dollar has gained 10% since the release of Q3 2011 on November 2 (40% EBIT exposure), which **should help the company make or even exceed its guidance for 2011** (sales of € 110m - €120m and group net income of at least € 10m). **The recent 8% underperformance offers an attractive entry opportunity. BUY PT € 38 on FCFY 2011/2012: roll-up, strong earnings resilience, and a Free Cash Flow Yield on total Capex and on Market Capitalisation of 8%.**



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 31.11 / 22.25
Price/Book Ratio: 1.7
Relative performance (SDAX):
3 months -11.9 %
6 months -0.8 %
12 months 3.4 %

Changes in estimates

		Sales	EBIT	EPS
2011	old:	111.6	20.6	2.06
	Δ	-	-	-
2012	old:	119.7	23.2	2.47
	Δ	-	-	-
2013	old:	125.4	28.6	3.08
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 5.2
Authorised capital: (in € m) 0.6
Book value per share: (in €) 13.9
Ø trading volume: (12 months) 20,453

Major shareholders:

Free float 67.0 %
Founders 31.7 %
Eckert & Ziegler AG 1.3 %

Company description:

Produces and markets a wide range of industrial and medical applications featuring radioactive isotopes, including prostate seed implants, calibration standards and radiation afterloaders.

Y/E 31.12 (EUR m)	2007	2008	2009	2010	2011E	2012E	2013E
Sales	54.4	71.6	101.4	111.1	111.6	119.7	125.4
Sales growth	8 %	32 %	42 %	10 %	0 %	7 %	5 %
EBITDA	9.7	18.7	22.6	26.4	30.5	33.8	39.8
EBIT	6.0	9.6	15.5	16.6	20.6	23.2	28.6
Net income	1.9	4.5	13.3	9.4	10.7	12.9	16.0
Net debt	6.8	10.9	-23.8	-7.6	-14.6	-23.7	-34.6
Net gearing	18.7 %	26.6 %	-31.2 %	-11.2 %	-20.1 %	-28.8 %	-26.4 %
Net Debt/EBITDA	0.7	0.6	0.0	0.0	0.0	0.0	0.0
EPS fully diluted	0.61	1.43	3.48	1.81	2.06	2.47	3.07
CPS	0.93	1.16	3.71	1.01	1.78	2.35	3.10
DPS	0.25	0.30	0.45	0.60	0.68	0.82	1.02
Dividend yield	1.1 %	1.3 %	2.0 %	2.6 %	3.0 %	3.6 %	4.4 %
Gross profit margin	49.3 %	47.7 %	50.4 %	52.0 %	52.0 %	52.0 %	52.0 %
EBITDA margin	17.8 %	26.2 %	22.2 %	23.8 %	27.3 %	28.2 %	31.7 %
EBIT margin	11.0 %	13.4 %	15.2 %	14.9 %	18.4 %	19.4 %	22.8 %
ROCE	11.1 %	10.4 %	14.4 %	16.2 %	18.7 %	18.6 %	19.7 %
EV/sales	1.4	1.2	1.0	1.0	1.0	0.8	0.7
EV/EBITDA	8.1	4.4	4.5	4.4	3.6	3.0	2.3
EV/EBIT	13.1	8.6	6.7	7.0	5.4	4.4	3.2
PER	37.5	16.2	11.7	12.7	11.2	9.3	7.5
Adjusted Free Cash Flow	3.9 %	12.2 %	12.5 %	10.0 %	10.7 %	14.0 %	19.9 %

Source: Company data, Hauck & Aufhäuser Close price as of: 13.12.2011

Financials

Profit and loss (EUR m)	2007	2008	2009	2010	2011E	2012E	2013E
Sales	54.4	71.6	101.4	111.1	111.6	119.7	125.4
<i>Sales growth</i>	8.1 %	31.5 %	41.6 %	9.6 %	0.5 %	7.3 %	4.7 %
Cost of sales	27.6	37.5	50.3	53.3	53.6	57.5	60.2
Gross profit	26.9	34.2	51.1	57.8	58.0	62.3	65.2
Sales and marketing	10.2	15.1	18.4	18.9	19.5	21.0	21.9
General and administration	10.5	14.6	19.1	18.8	18.4	19.2	20.1
Research and development	0.3	3.1	2.5	2.9	2.9	3.1	3.3
Other operating income	0.6	17.2	9.3	2.9	2.9	3.1	3.2
Other operating expenses	0.5	9.0	5.0	3.5	-0.5	-1.1	-5.5
Unusual or infrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	9.7	18.7	22.6	26.4	30.5	33.8	39.8
Depreciation	3.7	9.2	7.1	9.8	9.9	10.6	11.1
EBITA	6.0	9.6	15.5	16.6	20.6	23.2	28.6
Amortisation of goodwill	0.0	0.0	4.4	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	6.0	9.6	15.5	16.6	20.6	23.2	28.6
Interest income	0.1	0.1	0.1	0.3	0.3	0.3	0.3
Interest expenses	0.8	1.2	1.3	2.5	1.3	1.3	1.3
Other financial result	-0.3	-0.1	1.0	0.0	0.0	0.0	0.0
Financial result	-1.1	-1.3	-0.3	-2.2	-1.0	-1.0	-1.0
Recurring pretax income from continuing operations	4.9	8.3	15.2	14.4	19.6	22.2	27.6
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	4.9	8.3	15.2	14.4	19.6	22.2	27.6
Taxes	2.8	5.3	-6.7	3.9	7.1	7.3	9.1
Net income from continuing operations	2.2	3.0	21.9	10.4	12.4	14.9	18.5
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	2.2	3.0	21.9	10.4	12.4	14.9	18.5
Minority interest	0.2	-1.5	8.6	1.0	1.7	2.0	2.5
Net income (net of minority interest)	1.9	4.5	13.3	9.4	10.7	12.9	16.0
Average number of shares	3.1	3.1	3.8	5.2	5.2	5.2	5.2
EPS reported	0.62	1.43	3.48	1.81	2.06	2.47	3.08

Profit and loss (common size)	2007	2008	2009	2010	2011E	2012E	2013E
Sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Cost of sales	50.7 %	52.3 %	49.6 %	48.0 %	48.0 %	48.0 %	48.0 %
Gross profit	49.3 %	47.7 %	50.4 %	52.0 %	52.0 %	52.0 %	52.0 %
Sales and marketing	18.8 %	21.1 %	18.2 %	17.0 %	17.5 %	17.5 %	17.5 %
General and administration	19.2 %	20.4 %	18.8 %	16.9 %	16.5 %	16.0 %	16.0 %
Research and development	0.5 %	4.3 %	2.5 %	2.6 %	2.6 %	2.6 %	2.6 %
Other operating income	1.0 %	24.1 %	9.2 %	2.6 %	2.6 %	2.6 %	2.6 %
Other operating expenses	0.9 %	12.5 %	4.9 %	3.1 %	-0.4 %	-0.9 %	-4.4 %
Unusual or infrequent items	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBITDA	17.8 %	26.2 %	22.2 %	23.8 %	27.3 %	28.2 %	31.7 %
Depreciation	6.9 %	12.8 %	7.0 %	8.9 %	8.9 %	8.9 %	8.9 %
EBITA	11.0 %	13.4 %	15.2 %	14.9 %	18.4 %	19.4 %	22.8 %
Amortisation of goodwill	0.0 %	0.0 %	4.3 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT	11.0 %	13.4 %	15.2 %	14.9 %	18.4 %	19.4 %	22.8 %
Interest income	0.1 %	0.1 %	0.1 %	0.3 %	0.3 %	0.3 %	0.2 %
Interest expenses	1.5 %	1.7 %	1.3 %	2.3 %	1.2 %	1.1 %	1.0 %
Other financial result	-0.5 %	-0.2 %	0.9 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-1.9 %	-1.8 %	-0.3 %	-2.0 %	-0.9 %	-0.8 %	-0.8 %
Recurring pretax income from continuing operations	9.0 %	11.6 %	14.9 %	12.9 %	17.5 %	18.6 %	22.0 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	9.0 %	11.6 %	14.9 %	12.9 %	17.5 %	18.6 %	22.0 %
Tax rate	56.3 %	63.4 %	-44.5 %	27.4 %	35.0 %	33.0 %	33.0 %
Net income from continuing operations	3.9 %	4.2 %	21.6 %	9.4 %	11.1 %	12.4 %	14.8 %
Result from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	3.9 %	4.2 %	21.6 %	9.4 %	11.1 %	12.4 %	14.8 %
Minority interest	0.4 %	-2.0 %	8.5 %	0.9 %	1.5 %	1.7 %	2.0 %
Net income (net of minority interest)	3.6 %	6.3 %	13.1 %	8.5 %	9.6 %	10.7 %	12.7 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2007	2008	2009	2010	2011E	2012E	2013E
Intangible assets	18.2	38.7	42.1	40.9	40.9	40.9	40.9
Property, plant and equipment	17.7	23.8	27.3	27.6	26.7	26.1	27.0
Financial assets	1.7	1.4	1.8	1.3	1.3	1.3	1.3
FIXED ASSETS	37.7	63.9	71.1	69.8	68.9	68.3	69.2
Inventories	7.7	8.6	12.6	12.7	13.3	14.3	14.9
Accounts receivable	11.5	14.0	16.2	17.3	17.7	19.0	19.9
Other current assets	2.2	3.5	6.2	3.1	6.9	7.4	7.7
Liquid assets	5.4	7.6	43.9	29.4	36.4	45.5	56.4
Deferred taxes	3.1	1.2	11.8	12.2	13.0	13.9	14.6
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	29.9	34.9	90.8	74.7	87.2	100.1	113.5
TOTAL ASSETS	67.6	98.8	161.9	144.5	156.2	168.4	182.7
SHAREHOLDERS EQUITY	36.1	40.9	76.4	68.3	72.6	82.5	131.2
MINORITY INTEREST	0.4	2.0	10.3	5.3	7.0	9.0	0.0
Long-term debt	3.9	10.8	14.3	16.0	16.0	16.0	16.0
Provisions for pensions and similar obligations	0.1	0.4	5.7	5.9	6.3	6.7	7.1
Other provisions	3.7	16.5	18.3	19.5	19.5	19.5	0.0
Non-current liabilities	7.7	27.7	38.2	41.5	41.8	42.3	23.1
short-term liabilities to banks	8.3	7.8	5.8	5.8	5.8	5.8	5.8
Accounts payable	3.9	4.3	4.4	4.3	4.3	4.7	4.9
Advance payments received on orders	0.3	1.0	8.0	3.4	4.0	2.0	0.0
Other liabilities (incl. from lease and rental contracts)	7.4	12.3	14.4	15.3	15.9	17.0	17.8
Deferred taxes	1.3	1.1	2.6	0.0	2.8	3.0	0.0
Deferred income	2.3	1.8	1.8	0.6	2.0	2.1	0.0
Current liabilities	23.4	28.3	37.0	29.4	34.8	34.6	28.5
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	67.6	98.8	161.9	144.4	156.2	168.4	182.7

Balance sheet (common size)	2007	2008	2009	2010	2011E	2012E	2013E
Intangible assets	27.0 %	39.2 %	26.0 %	28.3 %	26.2 %	24.3 %	22.4 %
Property, plant and equipment	26.3 %	24.1 %	16.8 %	19.1 %	17.1 %	15.5 %	14.8 %
Financial assets	2.6 %	1.4 %	1.1 %	0.9 %	0.9 %	0.8 %	0.7 %
FIXED ASSETS	55.8 %	64.7 %	43.9 %	48.3 %	44.1 %	40.6 %	37.9 %
Inventories	11.4 %	8.7 %	7.8 %	8.8 %	8.5 %	8.5 %	8.2 %
Accounts receivable	17.0 %	14.2 %	10.0 %	11.9 %	11.4 %	11.3 %	10.9 %
Other current assets	3.3 %	3.5 %	3.9 %	2.1 %	4.4 %	4.4 %	4.2 %
Liquid assets	8.0 %	7.7 %	27.1 %	20.4 %	23.3 %	27.0 %	30.8 %
Deferred taxes	4.6 %	1.2 %	7.3 %	8.5 %	8.3 %	8.3 %	8.0 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	44.2 %	35.3 %	56.1 %	51.7 %	55.9 %	59.4 %	62.1 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	53.5 %	41.4 %	47.2 %	47.3 %	46.5 %	49.0 %	71.8 %
MINORITY INTEREST	0.5 %	2.0 %	6.3 %	3.7 %	4.5 %	5.4 %	0.0 %
Long-term debt	5.8 %	10.9 %	8.8 %	11.1 %	10.3 %	9.5 %	8.8 %
Provisions for pensions and similar obligations	0.1 %	0.4 %	3.5 %	4.1 %	4.0 %	4.0 %	3.9 %
Other provisions	5.4 %	16.7 %	11.3 %	13.5 %	12.5 %	11.6 %	0.0 %
Non-current liabilities	11.4 %	28.0 %	23.6 %	28.7 %	26.8 %	25.1 %	12.6 %
short-term liabilities to banks	12.2 %	7.8 %	3.6 %	4.0 %	3.7 %	3.4 %	3.2 %
Accounts payable	5.7 %	4.3 %	2.7 %	3.0 %	2.8 %	2.8 %	2.7 %
Advance payments received on orders	0.4 %	1.0 %	4.9 %	2.3 %	2.6 %	1.2 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	10.9 %	12.5 %	8.9 %	10.6 %	10.2 %	10.1 %	9.8 %
Deferred taxes	2.0 %	1.2 %	1.6 %	0.0 %	1.8 %	1.8 %	0.0 %
Deferred income	3.4 %	1.8 %	1.1 %	0.4 %	1.3 %	1.2 %	0.0 %
Current liabilities	34.7 %	28.6 %	22.9 %	20.3 %	22.3 %	20.6 %	15.6 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2007	2008	2009	2010	2011E	2012E	2013E
Net profit/loss	2.2	3.0	15.7	10.4	12.4	14.9	18.5
Depreciation of fixed assets (incl. leases)	3.7	9.2	7.0	9.8	9.9	10.6	11.1
Amortisation of goodwill	0.0	0.0	4.4	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	1.9	-5.0	-0.8	1.6	0.4	0.5	0.3
Cash flow from operations before changes in w/c	7.8	7.1	26.3	16.9	22.7	26.0	29.9
Increase/decrease in inventory	-2.1	-0.8	-4.1	0.0	-0.6	-1.0	-0.7
Increase/decrease in accounts receivable	0.1	-2.5	-2.2	-1.0	-0.5	-1.3	-0.9
Increase/decrease in accounts payable	0.1	0.4	0.1	-0.1	0.0	0.3	0.2
Increase/decrease in other working capital positions	0.6	4.4	6.3	-0.6	-2.6	-1.3	-1.5
Increase/decrease in working capital	-1.2	1.5	0.2	-1.8	-3.6	-3.3	-2.9
Cash flow from operating activities	6.6	8.6	26.5	15.0	19.1	22.7	27.1
CAPEX	4.2	6.0	5.7	7.7	9.0	10.0	12.0
Payments for acquisitions	0.7	0.2	5.3	22.8	0.0	0.0	0.0
Financial investments	0.1	-0.5	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.2	0.2	1.3	0.2	0.0	0.0	0.0
Cash flow from investing activities	-4.7	-5.5	-9.7	-30.4	-9.0	-10.0	-12.0
Cash flow before financing	1.9	3.1	16.8	-15.4	10.1	3.5	4.2
Increase/decrease in debt position	-1.2	0.6	1.9	1.7	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	4.5	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	24.4	1.3	0.0	0.0	0.0
Dividends paid	0.8	0.8	0.6	2.3	3.1	3.5	4.2
Others	-0.3	-0.1	-1.6	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.2	0.1	-0.3	0.4	0.0	0.0	0.0
Cash flow from financing activities	-2.2	-0.3	19.5	0.7	-3.1	-3.5	-4.2
Increase/decrease in liquid assets	-0.1	2.9	36.0	-14.2	7.0	n/a	n/a
Liquid assets at end of period	5.4	7.6	43.6	29.4	36.4	45.5	56.4

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2007	2008	2009	2010	2011E	2012E	2013E
Domestic	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of Europe	30.8	43.9	61.9	67.8	68.1	73.0	76.5
yoy change	18.0 %	42.5 %	40.9 %	9.6 %	0.5 %	7.3 %	4.7 %
NAFTA	19.0	20.3	27.4	31.1	32.4	35.9	37.6
yoy change	3.3 %	6.8 %	34.9 %	13.6 %	4.0 %	11.0 %	4.7 %
Asia Pacific	2.6	6.2	10.1	11.1	10.0	9.6	10.0
yoy change	-7.1 %	138.5 %	63.5 %	9.6 %	-9.6 %	-4.6 %	4.7 %
Rest of world	2.0	1.2	2.0	1.1	1.1	1.2	1.3
yoy change	-35.5 %	-40.0 %	69.0 %	-45.2 %	0.5 %	7.3 %	4.7 %
TTL	54.4	71.6	101.4	111.1	111.6	119.7	125.4
yoy change	7.9 %	31.6 %	41.6 %	9.6 %	0.5 %	7.3 %	4.7 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2007	2008	2009	2010	2011E	2012E	2013E
P&L growth analysis							
Sales growth	8.1 %	31.5 %	41.6 %	9.6 %	0.5 %	7.3 %	4.7 %
EBITDA growth	-7.4 %	93.1 %	20.4 %	17.1 %	15.3 %	11.0 %	17.6 %
EBIT growth	1.6 %	60.6 %	61.3 %	7.2 %	24.1 %	12.8 %	23.5 %
EPS growth	-12.6 %	131.0 %	143.0 %	-48.0 %	13.9 %	19.9 %	24.4 %
Efficiency							
Total operating costs / sales	38.4 %	34.3 %	35.2 %	37.1 %	33.6 %	32.6 %	29.2 %
Sales per employee	174.5	181.3	202.8	209.6	206.7	217.7	n/a
EBITDA per employee	31.1	47.4	45.1	49.8	56.4	61.5	n/a
Balance sheet analysis							
Avg. working capital / sales	25.6 %	22.5 %	16.6 %	17.4 %	20.1 %	20.6 %	22.6 %
Inventory turnover (sales/inventory)	7.1	8.4	8.0	8.8	8.4	8.4	8.4
Trade debtors in days of sales	76.8	71.3	58.3	56.7	58.0	58.0	58.0
A/P turnover [(A/P*365)/sales]	51.4	41.8	32.1	29.6	29.6	29.6	29.6
Cash conversion cycle (days)	127.5	112.9	117.9	113.9	118.9	118.9	n/a
Cash flow analysis							
Free cash flow	2.5	2.6	20.8	7.3	10.1	12.7	15.1
Free cash flow/sales	4.5 %	3.6 %	20.5 %	6.6 %	9.0 %	10.6 %	12.0 %
FCF / net profit	126.7 %	57.9 %	156.9 %	77.5 %	93.8 %	98.6 %	94.2 %
FCF yield	3.5 %	3.6 %	17.6 %	6.2 %	8.5 %	10.7 %	12.7 %
Capex / depn	113.8 %	59.7 %	49.8 %	78.5 %	91.0 %	94.3 %	108.0 %
Capex / maintenance capex	0.0 %	0.0 %	0.0 %	78.5 %	91.0 %	94.3 %	108.0 %
Capex / sales	7.8 %	7.6 %	5.6 %	7.0 %	8.1 %	8.4 %	9.6 %
Security							
Net debt	6.8	10.9	-23.8	-7.6	-14.6	-23.7	-34.6
Net Debt/EBITDA	0.7	0.6	0.0	0.0	0.0	0.0	0.0
Net debt / equity	0.2	0.3	-0.3	-0.1	-0.2	-0.3	-0.3
Interest cover	7.2	7.7	11.6	6.6	15.8	17.8	22.0
Dividend payout ratio	44.5 %	14.1 %	17.4 %	32.7 %	32.8 %	32.8 %	38.4 %
Asset utilisation							
Capital employed turnover	1.0	0.9	0.8	1.0	0.9	0.9	0.8
Operating assets turnover	1.7	1.7	2.3	2.2	2.3	2.3	2.2
Plant turnover	3.1	3.0	3.7	4.0	4.2	4.6	4.6
Inventory turnover (sales/inventory)	7.1	8.4	8.0	8.8	8.4	8.4	8.4
Returns							
ROCE	11.1 %	10.4 %	14.4 %	16.2 %	18.7 %	18.6 %	19.7 %
ROE	5.4 %	11.0 %	17.3 %	13.8 %	14.8 %	15.6 %	12.2 %
Other							
Interest paid / avg. debt	7.3 %	8.1 %	6.9 %	12.0 %	6.0 %	6.0 %	6.0 %
No. employees (average)	312	395	500	530	540	550	0
Number of shares	3.1	3.1	3.8	5.2	5.2	5.2	5.2
DPS	0.3	0.3	0.5	0.6	0.7	0.8	1.0
EPS reported	0.62	1.43	3.48	1.81	2.06	2.47	3.08
Valuation ratios							
P/BV	2.0	1.8	1.1	1.8	1.7	1.5	0.9
EV/sales	1.4	1.2	1.0	1.0	1.0	0.8	0.7
EV/EBITDA	8.1	4.4	4.5	4.4	3.6	3.0	2.3
EV/EBITA	13.1	8.6	4.5	7.0	5.4	4.4	3.2
EV/EBIT	13.1	8.6	6.7	7.0	5.4	4.4	3.2
EV/FCF	31.7	31.7	4.8	16.0	10.9	8.0	6.0
Dividend yield	1.1 %	1.3 %	2.0 %	2.6 %	3.0 %	3.6 %	4.4 %

Source: Company data, Hauck & Aufhäuser

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Company	Disclosure
Eckert & Ziegler AG	2, 5

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Historical target price and rating changes for Eckert & Ziegler AG in the last 12 months

Price and Rating History Eckert & Ziegler AG as of 14/12/11

Initiation coverage
08-April-10



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