

Buy (old: Buy)

Price target: EUR 37.40 (old: EUR 36.30)

Price: EUR 26.40 **Next result:** FY 2010 30.03.11
Bloomberg: EUZ GR **Market cap:** EUR 135.6 m
Reuters: EUZG.DE **Enterprise Value:** EUR 133.9 m

30-March-11

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FY 10 Results: Recurring EBIT in Line, est. & PT changed

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Sales and Net Profit were already released on March 16.

Reported EBIT of € 16.6m needs to be adjusted for the € 1.4m write-off of the Core Oncology loan and the € 0.9m write-off of capitalised R&D expenses in the RadPharm division. **Hence the "recurring EBIT" of € 18.9m is up 28.6% yoy, 2% below the € 19.2m expected, with the margin gaining 2.6 pts at 17%.**

Isotope Products (46% of group Sales). Sales are up 8.9% yoy at € 50.8m, in line with expectations, despite some supply bottlenecks in the oil drill bits business in Q4. EBIT is up 37.2% yoy at € 13.2m (**70% of recurring Group EBIT**) with the margin up a staggering 5.6 pts at 27% (21.4%), thanks to the integration of Nuclitec and the resulting increasing scale. In the 3 largest product segments within Isotope Products, EZAG controls at least 30% of the world market. Gross profit, which is not disclosed, has improved by 24%, indicating better pricing power. **What is more, sales are essentially recurring as radioactive sources deplete and need to be replaced, indicating strong earnings quality.**

Therapy (29% of group sales). Sales are up 5.9% to € 32.1m, some € 2m better than expectations with the Russian JV contributing some € 5.6m (€ 5.2m), somewhat compensating declines in a volatile afterloader equipment business, while implants benefited from the contracts awarded in France in June. EBIT of € 5m was in-line with expectations with the margin gaining 1.6 pts at 15.7% (14.1%), following the integration of IBt. **Reported EBIT of € 3.6m includes the write-off on Core Oncology.**

RadPharm (20% of group sales) sales of € 22.6m are up 16% yoy and ahead of estimates, carried by the first contributions from Yttrium 90 sales and a resilient cyclotron business delivering FDG mostly to Central and Eastern Europe. EBIT came € 1.6m below expectations due to higher than expected production costs particularly for the new Yttrium line. **A reported EBIT of € 1.3m includes the € 0.9m write-off of some old capitalised R&D expenses.**

-Continued-

Y/E 31.12 (EUR m)	2007	2008	2009	2010	2011E	2012E	2013E
Sales	54.4	71.6	101.4	111.1	118.3	125.9	133.2
Sales growth	8 %	32 %	42 %	10 %	6 %	6 %	6 %
EBITDA	9.7	18.7	22.6	26.4	31.6	34.3	35.1
EBIT	6.0	9.6	15.5	16.6	21.1	23.1	23.3
Net income	1.9	4.5	13.3	9.4	11.4	12.5	14.2
Net debt	6.8	10.9	-23.8	-7.6	-10.5	-18.5	-25.3
Net gearing	18.7 %	26.6 %	-31.2 %	-11.2 %	-14.2 %	-22.2 %	-20.1 %
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	2.18	2.40	2.72
CPS	0.93	1.16	3.71	1.01	0.87	2.06	2.17
DPS	0.25	0.30	0.45	0.60	0.73	0.80	0.00
Dividend yield	0.9 %	1.1 %	1.7 %	2.3 %	2.7 %	3.0 %	3.4 %
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 %	26.7 %	27.2 %	26.3 %
EBIT margin	11.0 %	13.4 %	15.2 %	14.9 %	17.8 %	18.4 %	17.5 %
ROCE	11.1 %	10.4 %	14.4 %	16.2 %	18.4 %	18.6 %	16.3 %
EV/sales	1.6	1.3	1.2	1.2	1.1	1.0	0.9
EV/EBITDA	9.1	5.0	5.3	5.1	4.2	3.6	3.4
EV/EBIT	14.9	9.7	7.8	8.1	6.2	5.4	5.1
PER	43.0	18.5	13.4	14.6	12.1	11.0	9.7
Adjusted FCF yield	3.5 %	10.8 %	10.7 %	8.7 %	10.5 %	12.4 %	14.2 %

Source: Company data, Hauck & Aufhäuser Close price as of: 29.03.2011



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 29.50 / 18.86

Price/Book Ratio: 2.0

Relative performance (SDAX):

3 months 1.6 %

6 months -3.7 %

12 months -15.9 %

Changes in estimates

		Sales	EBIT	EPS
2011	old:	114.5	21.6	2.30
	Δ	3.3%	-2.2%	-4.6%
2012	old:	121.7	23.2	2.49
	Δ	3.4%	-0.4%	-3.4%
2013	old:	125.4	19.1	2.45
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 5.2

Authorised capital: (in € m) 0.6

Book value per share: (in €) 13.1

Ø trading volume: (12 months) 20,453

Major shareholders:

Free float 64.2 %

Founders 34.4 %

Eckert & Ziegler AG 1.4 %

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.

The company guides € 110-120m in sales for 2010, with a net income of "at least" € 10m. For 2010, the company had guided an EPS € 1.80 per share. **Excluding the Core Oncology write-off, which is not tax deductible, EPS 2010 would have amounted to € 2.08 per share, some 16% ahead of the original guidance.** We forecast net income of € 11.4m for 2011.

2011E & 2012E Sales are revised up 3.4% on average to capture the better performance achieved in 2010. EBIT is down 1.3% on average due to the slightly worse underlying profitability. EPS is revised 4% down due to a lower financial result and slightly higher minorities, with Therapy (IBt) improving its profitability.

Our new projections yield a **new PT of € 37.4 (€ 36.3) on FCF Yield 2011** (€ 42.8 on FCF Yield 2012), thanks to higher sales and higher Net Cash. **Remains a BUY.**

Quarterly Table

EUR		Q4 10	Q4 10 est	Q4 09	yoy	FY 10	FY 10 est	FY 09	yoy
Sales		30.5	26.2	24.0	27.0%	111.0	106.8	101.4	9.5%
	Isotope Products	11.8	11.4	12.5	-5.5%	50.8	50.5	46.7	8.9%
	Therapy	8.5	7.0	6.4	33.0%	32.1	30.5	30.3	5.9%
	Radiopharmacy	7.1	5.5	5.1	39.1%	22.6	21.0	19.4	16.3%
	Environment	1.5	1.2	n.a.	n.a.	5.6	5.3	5.0	12.0%
EBIT*		3.3	3.6	2.6	23.4%	18.9	19.2	14.6	28.9%
	Margin	10.7%	13.7%	11.0%	- 0.3 pp	17.0%	18.0%	14.4%	+ 2.6 pp
	Isotope Products*	2.5	2.5	2.0	27.6%	13.7	13.7	10.0	37.2%
	Margin	21.3%	21.9%	15.8%	+ 5.5 pp	27.0%	27.2%	21.4%	+ 5.6 pp
	Therapy*	1.5	1.4	-0.2	n.m	5.0	5.0	4.3	18.1%
	Margin	n.m	20.0%	n.m	n.m.	15.7%	16.3%	14.1%	+ 1.6 pp
	Radiopharmacy*	-0.1	1.5	0.2	n.m.	2.2	3.8	1.1	101.1%
	Margin	-1.0%	27.2%	4.3%	- 5.3 pp	9.7%	17.9%	5.6%	+ 4.1 pp
	Environment*	-0.3	-0.5	n.a.	n.m	-0.4	-0.6	n.a.	n.a.
	Margin	n.a.	-41.9%	n.a.	n.m.	n.a.	-12.0%	n.a.	n.a.
Net profit		1.3	1.7	7.9	-83.4%	9.4	9.8	13.3	-29.1%
	Net margin	4.3%	6.6%	33.1%	- 28.8 pp	8.5%	9.2%	13.1%	- 4.6 pp
EPS		0.34	0.39	2.15	-84.4%	1.81	1.87	3.48	-48.0%

* Excluding one-offs, Net Profit Q4 09 includes a € 7.1m provision reversal in connection with the IBt take-over.

Financials

Profit and loss (EUR m)	2007	2008	2009	2010	2011E	2012E	2013E
Sales	54.4	71.6	101.4	111.1	118.3	125.9	133.2
<i>Sales growth</i>	8.1 %	31.5 %	41.6 %	9.6 %	6.5 %	6.4 %	5.8 %
Cost of sales	27.6	37.5	50.3	53.3	56.8	60.4	64.0
Gross profit	26.9	34.2	51.1	57.8	61.5	65.5	69.3
Sales and marketing	10.2	15.1	18.4	18.9	20.7	22.0	23.3
General and administration	10.5	14.6	19.1	18.8	19.5	20.1	21.3
Research and development	0.3	3.1	2.5	2.9	3.1	3.3	3.5
Other operating income	0.6	17.2	9.3	2.9	3.1	3.2	3.4
Other operating expenses	0.5	9.0	5.0	3.5	0.2	0.2	1.3
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	31.6	34.3	35.1
Depreciation	3.7	9.2	7.1	9.8	10.5	11.2	11.8
EBITA	6.0	9.6	15.5	16.6	21.1	23.1	23.3
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	21.1	23.1	23.3
Interest income	0.1	0.1	0.1	0.3	0.3	0.3	1.2
Interest expenses	0.8	1.2	1.3	2.5	2.7	2.9	3.0
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	-2.4	-2.5	-1.8
Recurring pretax income from continuing operations	4.9	8.3	15.2	14.4	18.7	20.6	21.5
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	18.7	20.6	21.5
Taxes	2.8	5.3	-6.7	3.9	6.4	7.0	7.3
Net income from continuing operations	2.2	3.0	21.9	10.4	12.4	13.6	14.2
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	13.6	14.2
Minority interest	0.2	-1.5	8.6	1.0	1.0	1.1	0.0
Net income (net of minority interest)	1.9	4.5	13.3	9.4	11.4	12.5	14.2
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	2.19	2.41	2.73

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 %	0.2 %	0.1 %	1.0 %
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 %	26.7 %	27.2 %	26.3 %
Depreciation	6.9 %	12.8 %	7.0 %	8.9 %	8.9 %	8.9 %	8.9 %
EBITA	11.0 %	13.4 %	15.2 %	14.9 %	17.8 %	18.4 %	17.5 %
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 %	17.8 %	18.4 %	17.5 %
Interest income	0.1 %	0.1 %	0.1 %	0.3 %	0.3 %	0.3 %	0.9 %
Interest expenses	1.5 %	1.7 %	1.3 %	2.3 %	2.3 %	2.3 %	2.3 %
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 %	-2.0 %	-2.0 %	-1.4 %
Recurring pretax income from continuing operations	9.0 %	11.6 %	14.9 %	12.9 %	15.8 %	16.4 %	16.1 %
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 %	15.8 %	16.4 %	16.1 %
Tax rate	56.3 %	63.4 %	-44.5 %	27.4 %	34.0 %	34.0 %	34.0 %
Net income from continuing operations	3.9 %	4.2 %	21.6 %	9.4 %	10.4 %	10.8 %	10.6 %
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 %	10.4 %	10.8 %	10.6 %
Minority interest	0.4 %	-2.0 %	8.5 %	0.9 %	0.8 %	0.9 %	0.0 %
Net income (net of minority interest)	3.6 %	6.3 %	13.1 %	8.5 %	9.6 %	9.9 %	10.6 %

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	26.1	25.0	25.2
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	68.3	67.2	67.4
Inventories	7.7	8.6	12.6	12.7	13.5	14.4	15.2
Accounts receivable	11.5	14.0	16.2	17.3	23.3	24.8	26.3
Other current assets	2.2	3.5	6.2	3.1	7.3	7.7	8.2
Liquid assets	5.4	7.6	43.9	29.4	32.3	40.3	47.1
Deferred taxes	3.1	1.2	11.8	12.2	13.8	14.6	15.5
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	90.2	101.9	112.3
TOTAL ASSETS	67.6	98.8	161.9	144.5	158.5	169.0	179.7
SHAREHOLDERS EQUITY	36.1	40.9	76.4	68.3	73.7	83.0	126.3
MINORITY INTEREST	0.4	2.0	10.3	5.3	6.3	7.4	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	6.7	7.1	7.5
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	42.2	42.6	23.5
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	4.6	4.9	5.2
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	16.8	17.9	18.9
Deferred taxes	1.3	1.1	2.6	0.0	3.0	3.2	0.0
Deferred income	2.3	1.8	1.8	0.6	2.1	2.2	0.0
Current liabilities	23.4	28.3	37.0	29.4	36.3	36.0	29.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	67.6	98.8	161.9	144.4	158.5	169.0	179.7

Balance sheet (common size)	2007	2008	2009	2010	2011E	2012E	2013E
Intangible assets	27.0 %	39.2 %	26.0 %	28.3 %	25.8 %	24.2 %	22.8 %
Property, plant and equipment	26.3 %	24.1 %	16.8 %	19.1 %	16.5 %	14.8 %	14.0 %
Financial assets	2.6 %	1.4 %	1.1 %	0.9 %	0.8 %	0.8 %	0.7 %
FIXED ASSETS	55.8 %	64.7 %	43.9 %	48.3 %	43.1 %	39.7 %	37.5 %
Inventories	11.4 %	8.7 %	7.8 %	8.8 %	8.5 %	8.5 %	8.5 %
Accounts receivable	17.0 %	14.2 %	10.0 %	11.9 %	14.7 %	14.7 %	14.6 %
Other current assets	3.3 %	3.5 %	3.9 %	2.1 %	4.6 %	4.6 %	4.6 %
Liquid assets	8.0 %	7.7 %	27.1 %	20.4 %	20.4 %	23.8 %	26.2 %
Deferred taxes	4.6 %	1.2 %	7.3 %	8.5 %	8.7 %	8.7 %	8.6 %
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 %	56.9 %	60.3 %	62.5 %
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 %	49.1 %	70.3 %
MINORITY INTEREST	0.5 %	2.0 %	6.3 %	3.7 %	4.0 %	4.4 %	0.0 %
Long-term debt	5.8 %	10.9 %	8.8 %	11.1 %	10.1 %	9.5 %	8.9 %
Provisions for pensions and similar obligations	0.1 %	0.4 %	3.5 %	4.1 %	4.2 %	4.2 %	4.2 %
Other provisions	5.4 %	16.7 %	11.3 %	13.5 %	12.3 %	11.6 %	0.0 %
Non-current liabilities	11.4 %	28.0 %	23.6 %	28.7 %	26.6 %	25.2 %	13.1 %
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 %	2.9 %	2.9 %	2.9 %
Advance payments received on orders	0.4 %	1.0 %	4.9 %	2.3 %	2.5 %	1.2 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	10.9 %	12.5 %	8.9 %	10.6 %	10.6 %	10.6 %	10.5 %
Deferred taxes	2.0 %	1.2 %	1.6 %	0.0 %	1.9 %	1.9 %	0.0 %
Deferred income	3.4 %	1.8 %	1.1 %	0.4 %	1.3 %	1.3 %	0.0 %
Current liabilities	34.7 %	28.6 %	22.9 %	20.3 %	22.9 %	21.3 %	16.7 %
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	13.6	14.2
Depreciation of fixed assets (incl. leases)	3.7	9.2	7.0	9.8	10.5	11.2	11.8
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	0.7	0.4	0.4
Cash flow from operations before changes in w/c	7.8	7.1	26.3	16.9	23.6	25.2	26.4
Increase/decrease in inventory	-2.1	-0.8	-4.1	0.0	-0.8	-0.9	-0.8
Increase/decrease in accounts receivable	0.1	-2.5	-2.2	-1.0	-6.1	-1.5	-1.5
Increase/decrease in accounts payable	0.1	0.4	0.1	-0.1	0.3	0.3	0.3
Increase/decrease in other working capital positions	0.6	4.4	6.3	-0.6	-2.0	-1.4	-1.4
Increase/decrease in working capital	-1.2	1.5	0.2	-1.8	-8.6	-3.5	-3.4
Cash flow from operating activities	6.6	8.6	26.5	15.0	14.9	21.7	23.0
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	5.9	3.7	4.1
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	3.7	4.1
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	-3.7	-4.1
Increase/decrease in liquid assets	-0.1	2.9	36.0	-14.2	2.9	n/a	n/a
Liquid assets at end of period	5.4	7.6	43.6	29.4	32.3	40.3	47.1

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	72.2	76.8	81.3
yoy change	18.0 %	42.5 %	40.9 %	9.6 %	6.5 %	6.4 %	5.8 %
NAFTA	19.0	20.3	27.4	31.1	34.3	37.8	40.0
yoy change	3.3 %	6.8 %	34.9 %	13.6 %	10.3 %	10.1 %	5.8 %
Asia Pacific	2.6	6.2	10.1	11.1	10.6	10.1	10.7
yoy change	-7.1 %	138.5 %	63.5 %	9.6 %	-4.2 %	-5.4 %	5.8 %
Rest of world	2.0	1.2	2.0	1.1	1.2	1.3	1.3
yoy change	-35.5 %	-40.0 %	69.0 %	-45.2 %	6.5 %	6.4 %	5.8 %
TTL	54.4	71.6	101.4	111.1	118.3	125.9	133.2
yoy change	7.9 %	31.6 %	41.6 %	9.6 %	6.5 %	6.4 %	5.8 %

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 %	6.5 %	6.4 %	5.8 %
EBITDA growth	-7.4 %	93.1 %	20.4 %	17.1 %	19.5 %	8.6 %	2.4 %
EBIT growth	1.6 %	60.6 %	61.3 %	7.2 %	27.2 %	9.6 %	0.8 %
EPS growth	-12.6 %	131.0 %	143.0 %	-48.0 %	20.9 %	10.0 %	13.2 %
Efficiency							
Total operating costs / sales	38.4 %	34.3 %	35.2 %	37.1 %	34.2 %	33.6 %	34.5 %
Sales per employee	174.5	181.3	202.8	209.6	219.1	228.9	n/a
EBITDA per employee	31.1	47.4	45.1	49.8	58.5	62.3	n/a
Balance sheet analysis							
Avg. working capital / sales	25.6 %	22.5 %	16.6 %	17.4 %	21.3 %	24.0 %	25.7 %
Inventory turnover (sales/inventory)	7.1	8.4	8.0	8.8	8.8	8.8	8.8
Trade debtors in days of sales	76.8	71.3	58.3	70.0	72.0	72.0	72.0
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	129.2	129.2	n/a
Cash flow analysis							
Free cash flow	2.5	2.6	20.8	7.3	5.9	11.7	11.0
Free cash flow/sales	4.5 %	3.6 %	20.5 %	6.6 %	5.0 %	9.3 %	8.2 %
FCF / net profit	126.7 %	57.9 %	156.9 %	77.5 %	52.3 %	93.7 %	77.5 %
FCF yield	3.0 %	3.2 %	15.3 %	5.4 %	4.4 %	8.6 %	8.1 %
Capex / depre	113.8 %	59.7 %	49.8 %	78.5 %	85.9 %	89.7 %	101.7 %
Capex / maintenance capex	0.0 %	0.0 %	0.0 %	78.5 %	85.9 %	89.7 %	101.7 %
Capex / sales	7.8 %	7.6 %	5.6 %	7.0 %	7.6 %	7.9 %	9.0 %
Security							
Net debt	6.8	10.9	-23.8	-7.6	-10.5	-18.5	-25.3
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	-0.1	-0.2	-0.2
Interest cover	7.2	7.7	11.6	6.6	7.9	8.1	7.7
Dividend payout ratio	44.5 %	14.1 %	17.4 %	32.7 %	32.8 %	32.8 %	33.1 %
Asset utilisation							
Capital employed turnover	1.0	0.9	0.8	1.0	1.0	1.0	0.9
Operating assets turnover	1.7	1.7	2.3	2.2	2.2	2.2	2.2
Plant turnover	3.1	3.0	3.7	4.0	4.5	5.0	5.3
Inventory turnover (sales/inventory)	7.1	8.4	8.0	8.8	8.8	8.8	8.8
Returns							
ROCE	11.1 %	10.4 %	14.4 %	16.2 %	18.4 %	18.6 %	16.3 %
ROE	5.4 %	11.0 %	17.3 %	13.8 %	15.4 %	15.1 %	11.2 %
Other							
Interest paid / avg. debt	7.3 %	8.1 %	6.9 %	12.0 %	12.3 %	13.1 %	13.8 %
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	0.0
EPS reported	0.62	1.43	3.48	1.81	2.19	2.41	2.73
Valuation ratios							
P/BV	2.3	2.0	1.3	2.0	1.9	1.7	1.1
EV/sales	1.6	1.3	1.2	1.2	1.1	1.0	0.9
EV/EBITDA	9.1	5.0	5.3	5.1	4.2	3.6	3.4
EV/EBITA	14.9	9.7	5.3	8.1	6.2	5.4	5.1
EV/EBIT	14.9	9.7	7.8	8.1	6.2	5.4	5.1
EV/FCF	35.9	35.7	5.6	18.3	22.2	10.6	10.7
Dividend yield	0.9 %	1.1 %	1.7 %	2.3 %	2.7 %	3.0 %	3.4 %

Source: Company data, Hauck & Aufhäuser

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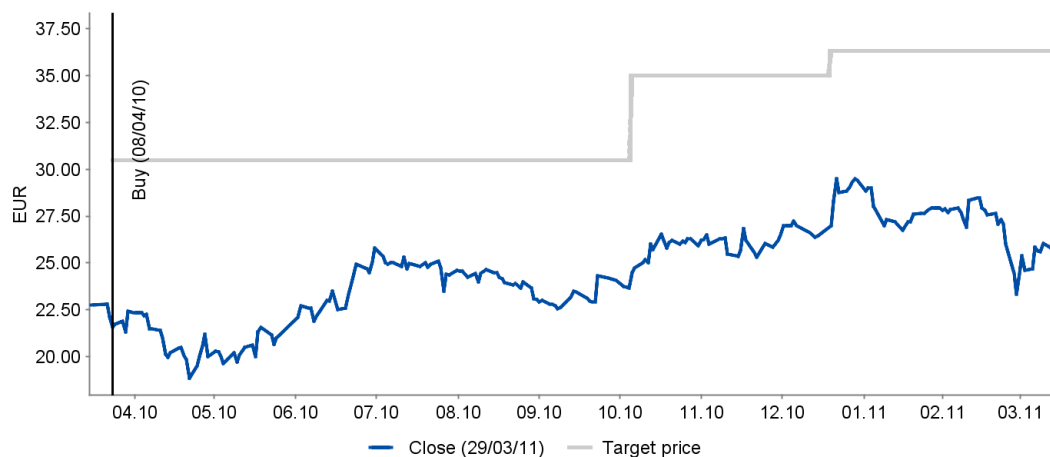
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Eckert & Ziegler AG	2

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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 30/03/11

Initiation coverage
08-April-10



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