



Buy (old: Buy)

Price target: EUR 38.00 (old: EUR 38.00)

Price: EUR 25.00 **Next result:** FY 30.03.12
Bloomberg: EUZ GR **Market cap:** EUR 128.4 m
Reuters: EUZG.DE **Enterprise Value:** EUR 120.1 m

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Q3 results out, below expectations due to higher cost base.

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Q3 11 sales of € 27.8m are down 1.3% yoy and 4.5% below estimates. The stronger than expected decline is due to weaker than expected sales growth in RadPharm (24% of group sales), with sales of € 6.7m (e€ 7.2m) up 11.7% yoy (€ 6.0m) due to a weaker than expected ramp-up in the sale of modular labs. Therapy sales (36% of group sales) are down 15.7% as expected yoy to € 6.5m (€ 7.7m) due to missing Russian JV sales. Isotope Products sales (48% of group sales) of € 13.3m (€ 13.1m) are only up 1.1% vs. 6.1% as of 9M due to a weakening dollar (approx. 50% of divisional sales).

Q3 EBIT of € 4.6m (e€ 5.4m) is down 18.5% yoy with the margin down 3.5 pp at 16.4%. The company books currency hedging costs above the EBIT line, so an effect can be expected to explain partly this shortfall. Otherwise, higher R&D costs and higher general and admin costs particularly in RadPharm explain the weakening yoy profitability. As of 9M, the EBIT margin is up 0.4pp at 19.7%. As expected though, the pricing effects in Isotope products were eroded by a weaker dollar yoy in Q3. Some 40% of the company's EBIT is exposed to the dollar with a 10% devaluation vs. our 1.35 base case for FY 2011E resulting in a € 0.10 EPS impact.

2011 guidance is maintained of sales between € 110 and € 120m (eH&A € 111.6m) and net income after minorities of at least € 10m (eH&A € 10.7m).

Action: following the shortfall to expectations in Q3 we cut EPS by 7% for 2011E with PT of € 38.0 on FCFY 2011/12E unchanged. EPS 2012/2013E is cut by 1% due to lower cash balances going forward. **Remains a BUY: despite the worse than expected Q3, the fundamental roll-up story backed by strong cash flow generation and a resilient earnings base remains unchanged.**

Continued



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 31.11 / 22.25
Price/Book Ratio: 1.8
Relative performance (SDAX):
3 months 1.5 %
6 months 2.8 %
12 months 1.5 %

Changes in estimates

		Sales	EBIT	EPS
2011	old:	112.9	21.4	2.22
	Δ	-1.2%	-3.7%	-7.1%
2012	old:	119.7	23.2	2.50
	Δ	-	-	-1.0%
2013	old:	125.4	28.6	3.11
	Δ	-	-	-1.0%

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	0.00
Dividend yield	1.0 %	1.2 %	1.8 %	2.4 %	2.7 %	3.3 %	4.1 %
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	1.6	1.2	1.1	1.1	1.1	0.9	0.8
EV/EBITDA	8.7	4.7	5.0	4.8	3.9	3.3	2.5
EV/EBIT	14.1	9.3	7.4	7.6	5.8	4.8	3.5
PER	40.7	17.5	12.7	13.8	12.1	10.1	8.1
Adjusted FCF yield	3.6 %	11.3 %	11.4 %	9.2 %	9.8 %	12.7 %	17.8 %

Source: Company data, Hauck & Aufhäuser Close price as of: 01.11.2011

Eckert & Ziegler AG

EUR	Q3 11	Q3 11E	Q3 10	yoy	9M 11	9M 11E	9M 10	yoy
Sales	27.8	29.2	28.2	-1.3%	83.6	85.0	81.0	3.2%
Isotope Products	13.3	13.9	13.1	1.1%	41.0	41.6	38.6	6.1%
Therapy	6.5	6.5	7.7	-15.7%	19.5	19.5	22.4	-13.0%
Radiopharmacy	6.7	7.2	6.0	11.7%	19.1	19.6	15.9	20.4%
Environment	1.4	1.5	1.5	-4.3%	4.0	4.1	4.1	-1.6%
EBIT	4.6	5.4	5.6	-18.5%	16.5	17.3	15.6	5.6%
Margin	16.4%	18.6%	19.9%	- 3.5 pp	19.7%	20.4%	19.3%	+ 0.4 pp
Isotope Products	4.2	4.1	3.8	10.4%	13.0	12.9	11.2	16.0%
Margin	31.7%	29.3%	29.0%	+ 2.7 pp	31.7%	30.9%	29.0%	+ 2.7 pp
Therapy	0.6	0.8	1.2	-52.7%	1.9	2.2	3.6	-46.1%
Margin	8.8%	12.8%	15.6%	- 6.8 pp	10.0%	11.3%	16.1%	- 6.1 pp
Radiopharmacy	0.9	1.3	1.2	-21.3%	3.2	3.6	2.3	40.6%
Margin	14.1%	18.3%	20.0%	- 5.9 pp	16.9%	18.4%	14.5%	+ 2.4 pp
Environment	-0.1	0.0	-0.1	n.m.	0.3	0.4	-0.1	n.m.
Margin	-4.0%	0.0%	-6.7%	n.m.	7.5%	8.7%	-2.4%	n.m.
Net profit	2.2	3.0	2.7	-19.2%	8.8	9.6	7.9	10.8%
Net margin	7.8%	10.2%	9.6%	- 1.7 pp	10.5%	11.3%	9.8%	+ 0.7 pp
EPS	0.42	0.57	0.52	-19.2%	1.68	1.83	1.51	11.3%

Source: Company data, H&A Research estimates

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
Sales growth	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	3.2 %	3.4 %	16.2 %	5.7 %	7.8 %	9.9 %	11.7 %
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	0.0
EPS reported	0.62	1.43	3.48	1.81	2.06	2.47	3.08
Valuation ratios							
P/BV	2.2	1.9	1.2	1.9	1.8	1.6	1.0
EV/sales	1.6	1.2	1.1	1.1	1.1	0.9	0.8
EV/EBITDA	8.7	4.7	5.0	4.8	3.9	3.3	2.5
EV/EBITA	14.1	9.3	5.0	7.6	5.8	4.8	3.5
EV/EBIT	14.1	9.3	7.4	7.6	5.8	4.8	3.5
EV/FCF	34.2	34.1	5.3	17.3	11.9	8.8	6.7
Dividend yield	1.0 %	1.2 %	1.8 %	2.4 %	2.7 %	3.3 %	4.1 %

Source: Company data, Hauck & Aufhäuser

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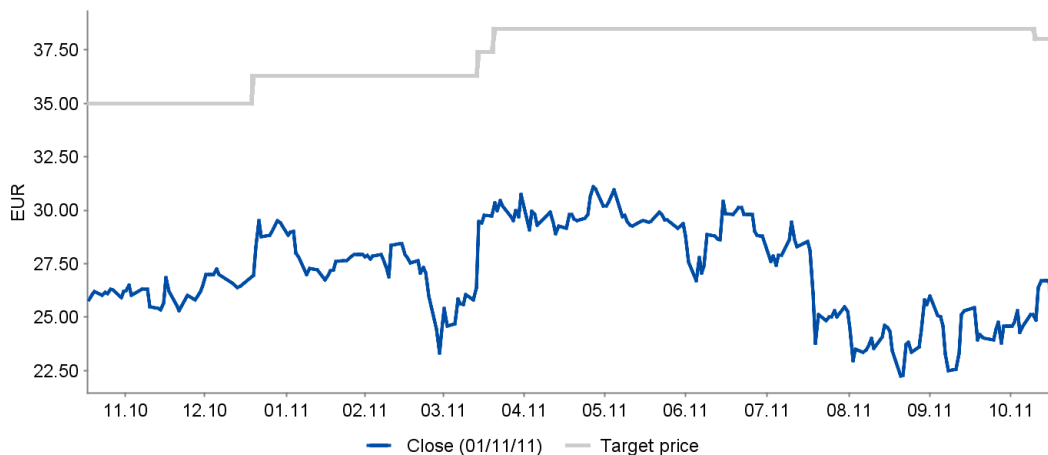
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Eckert & Ziegler AG	2

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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 02/11/11**

Initiation coverage
08-April-10



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