



Buy (old: Buy)

Price target: EUR 37.00 (old: EUR 37.00)

Price: EUR 23.25 **Next result:** Q1 06.05.14
Bloomberg: EUZ GR **Market cap:** EUR 119.4 m
Reuters: EUZG.DE **Enterprise Value:** EUR 121.3 m

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Final Q4 figures, outlook for 2014E – chg. est.

Eckert & Ziegler reported final Q4 figures today, following its profit warning in January.

Eckert & Ziegler Key Figures (€ m)	Q4 13	Q4 13 est	Q4 12	yoy	Q3 13	qoq	FY 13	FY 13 est	FY 12	yoy
Sales	31.0	30.3	32.3	-3.9%	30.8	0.6%	117.1	116.4	120.0	-2.4%
EBIT	1.8	3.8	5.7	-67.8%	4.5	-59.6%	13.3	15.2	19.7	-32.7%
Margin	5.9%	12.8%	17.7%	-11.7 pp	14.7%	-8.8 pp	11.3%	13.2%	16.4%	-5.1 pp
Net profit	3.6	2.0	3.2	12.9%	2.3	59.9%	9.9	8.3	10.3	-4.3%
Net margin	11.7%	6.7%	9.9%	+1.7 pp	7.3%	+4.3 pp	8.4%	7.1%	8.6%	-0.0 pp
EPS	0.68	0.38	0.61	12.1%	0.43	58.8%	1.86	1.57	1.95	-4.5%

Source: company data, Hauck&Aufhäuser

Q4 sales were down 4.4% yoy to € 31m which was in line with estimates (eH&A: € 30m) and largely reflects a number of order push outs in the Therapy segment (~25% of sales) of several afterloader projects which are however likely to be delivered in Q1 (eH&A: c. € 2m). In addition, a still rather lacklustre business with clients from the oil & gas industries should have limited sales growth.

Q4 EBIT came in at € 1.4m (H&A:€ 3.8m), declining by 75.7% yoy on the back of:

- Lower sales in Isotope Products (~45% of sales) due to **1) negative product mix shifts** related to a weaker business with oil & gas clients, and **2) problems with a newly introduced ERP software** which caused inventory differences and hence much higher material costs.
- Additional provisions in the Environmental segment** (~6% of sales) related to rental payments for facilities where radioactive waste is worked down.

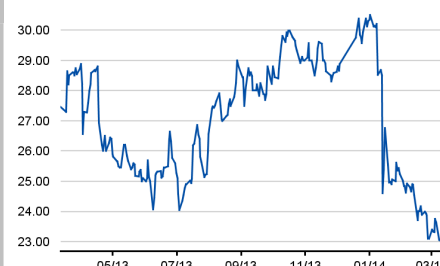
Dividend: Positively, management proposed a dividend of € 0.6 per share (eH&A: € 0.47), reflecting a slightly higher payout ratio of 35% of net income.

Guidance: Management moreover issued a guidance for 2014E, expecting sales to grow by at least 10% yoy (eH&A: 14% yoy) and net income of at least € 10m (eH&A: € 10.5m). This partly reflects consolidation effects of around € 8m as well as moderate organic growth after a rather lacklustre year 2013. Moreover, EBIT margins look set to increase again in 2014E as the underlying market (e.g. with industrial clients) is improving again and extraordinary costs should be limited to 2013.

On the back of an improving outlook for 2014E and trading at 6.1x EV/EBIT & 12.6x PER 2014E, valuation looks undemanding. The stock thus remains a BUY with a PT of € 37 based on FCFY 2014E.

Y/E 31.12 (EUR m)	2009	2010	2011	2012	2013	2014E	2015E
Sales	101.4	111.1	116.2	120.0	117.1	133.3	142.8
Sales growth	42 %	10 %	5 %	3 %	-2 %	14 %	7 %
EBITDA	22.6	26.4	30.4	28.1	18.9	28.6	30.6
EBIT	15.5	16.6	22.9	19.7	13.3	19.3	21.0
Net income	13.3	9.4	10.4	10.3	9.9	9.8	11.4
Net debt	-23.8	-7.6	-14.3	-15.4	-6.8	-11.2	-15.6
Net gearing	-31.2 %	-11.2 %	-18.9 %	-19.1 %	-8.1 %	-12.4 %	-15.7 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	1.97	1.81	1.98	1.95	1.86	1.85	2.16
CPS	3.71	1.01	2.46	1.76	1.34	1.66	1.39
DPS	0.45	0.60	0.60	0.60	0.60	0.62	0.00
Dividend yield	1.9 %	2.6 %	2.6 %	2.6 %	2.6 %	2.7 %	3.1 %
Gross profit margin	50.4 %	52.0 %	55.4 %	54.3 %	48.7 %	55.4 %	55.6 %
EBITDA margin	22.2 %	23.8 %	26.2 %	23.4 %	16.1 %	21.5 %	21.4 %
EBIT margin	15.2 %	14.9 %	19.7 %	16.4 %	11.3 %	14.5 %	14.7 %
ROCE	16.2 %	14.3 %	19.9 %	15.9 %	9.6 %	12.7 %	13.2 %
EV/sales	1.0	1.1	1.0	0.9	1.0	0.9	0.8
EV/EBITDA	4.6	4.5	3.7	4.0	6.4	4.1	3.7
EV/EBIT	6.8	7.1	4.9	5.7	9.1	6.1	5.4
PER	11.8	12.9	11.8	11.9	12.5	12.6	10.7
Adjusted FCF yield	12.4 %	9.9 %	12.0 %	12.4 %	6.7 %	12.9 %	13.4 %

Source: Company data, Hauck & Aufhäuser Close price as of: 26.03.2014



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 30.50 / 23.05
Price/Book Ratio: 1.5
Relative performance (SDAX):
 3 months -
 6 months -27.3 %
 12 months -37.5 %

Changes in estimates

		Sales	EBIT	EPS
2014	old:	132.8	19.2	1.99
	Δ	0.4%	0.8%	-7.3%
2015	old:	142.2	20.9	2.28
	Δ	0.4%	0.8%	-5.0%
2016	old:	144.3	21.1	2.90
	Δ	0.4%	0.8%	-2.5%

Key share data:

Number of shares: (in m pcs) 5.3
 Authorised capital: (in € m) 0.6
 Book value per share: (in €) 15.8
 Ø trading volume: (12 months) 20,453

Major shareholders:

Free float 67.8 %
 Founders 32.2 %
 Eckert & Ziegler AG 0.1 %

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.

Financials

Profit and loss (EUR m)	2009	2010	2011	2012	2013	2014E	2015E
Sales	101.4	111.1	116.2	120.0	117.1	133.3	142.8
Sales growth	41.6 %	9.6 %	4.6 %	3.3 %	-2.4 %	13.8 %	7.1 %
Cost of sales	50.3	53.3	51.8	54.8	60.1	59.5	63.4
Gross profit	51.1	57.8	64.4	65.2	57.1	73.9	79.4
Sales and marketing	18.4	18.9	19.5	20.6	21.9	22.7	24.3
General and administration	19.1	18.8	19.2	22.8	23.9	22.4	24.0
Research and development	2.5	2.9	3.0	3.5	4.9	3.5	3.7
Other operating income	9.3	3.9	4.7	9.5	5.7	5.5	5.9
Other operating expenses	5.0	4.5	4.5	8.1	1.3	11.5	12.2
Unusual or infrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	22.6	26.4	30.4	28.1	18.9	28.6	30.6
Depreciation	7.1	9.8	7.5	8.4	8.2	9.3	9.6
EBITA	15.5	16.6	22.9	19.7	10.7	19.3	21.0
Amortisation of goodwill	4.4	0.0	0.0	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	15.5	16.6	22.9	19.7	13.3	19.3	21.0
Interest income	0.1	0.3	0.2	0.5	1.3	0.3	0.3
Interest expenses	1.3	2.5	2.9	2.8	1.2	3.6	2.9
Other financial result	1.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.3	-2.2	-2.7	-2.3	0.1	-3.3	-2.6
Recurring pretax income from continuing operations	15.2	14.4	20.2	17.5	13.4	16.0	18.5
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	15.2	14.4	20.2	17.5	13.4	16.0	18.5
Taxes	-6.7	3.9	8.8	5.7	2.4	5.1	5.9
Net income from continuing operations	21.9	10.4	11.4	11.8	11.0	10.9	12.6
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	21.9	10.4	11.4	11.8	11.0	10.9	12.6
Minority interest	8.6	1.0	1.0	1.5	1.1	1.1	1.1
Net income (net of minority interest)	13.3	9.4	10.4	10.3	9.9	9.8	11.4
Average number of shares	3.8	5.2	5.3	5.3	5.3	5.3	5.3
EPS reported	3.48	1.81	1.98	1.95	1.86	1.85	2.16

Profit and loss (common size)	2009	2010	2011	2012	2013	2014E	2015E
Sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Cost of sales	49.6 %	48.0 %	44.6 %	45.7 %	51.3 %	44.6 %	44.4 %
Gross profit	50.4 %	52.0 %	55.4 %	54.3 %	48.7 %	55.4 %	55.6 %
Sales and marketing	18.2 %	17.0 %	16.8 %	17.2 %	18.7 %	17.0 %	17.0 %
General and administration	18.8 %	16.9 %	16.5 %	19.0 %	20.4 %	16.8 %	16.8 %
Research and development	2.5 %	2.6 %	2.6 %	2.9 %	4.2 %	2.6 %	2.6 %
Other operating income	9.2 %	3.5 %	4.0 %	7.9 %	4.8 %	4.1 %	4.1 %
Other operating expenses	4.9 %	4.0 %	3.8 %	6.8 %	1.1 %	8.6 %	8.6 %
Unusual or infrequent items	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBITDA	22.2 %	23.8 %	26.2 %	23.4 %	16.1 %	21.5 %	21.4 %
Depreciation	7.0 %	8.9 %	6.5 %	7.0 %	7.0 %	7.0 %	6.7 %
EBITA	15.2 %	14.9 %	19.7 %	16.4 %	9.1 %	14.5 %	14.7 %
Amortisation of goodwill	4.3 %	0.0 %	0.0 %	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	15.2 %	14.9 %	19.7 %	16.4 %	11.3 %	14.5 %	14.7 %
Interest income	0.1 %	0.3 %	0.2 %	0.4 %	1.1 %	0.2 %	0.2 %
Interest expenses	1.3 %	2.3 %	2.5 %	2.3 %	1.0 %	2.7 %	2.0 %
Other financial result	0.9 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-0.3 %	-2.0 %	-2.3 %	-1.9 %	0.1 %	-2.5 %	-1.8 %
Recurring pretax income from continuing operations	14.9 %	12.9 %	17.4 %	14.6 %	11.4 %	12.0 %	12.9 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	14.9 %	12.9 %	17.4 %	14.6 %	11.4 %	12.0 %	12.9 %
Tax rate	-44.5 %	27.4 %	43.6 %	32.6 %	30.0 %	32.0 %	32.0 %
Net income from continuing operations	21.6 %	9.4 %	9.8 %	9.8 %	9.4 %	8.2 %	8.8 %
Result from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	21.6 %	9.4 %	9.8 %	9.8 %	9.4 %	8.2 %	8.8 %
Minority interest	8.5 %	0.9 %	0.9 %	1.2 %	0.9 %	0.8 %	0.8 %
Net income (net of minority interest)	13.1 %	8.5 %	9.0 %	8.6 %	8.4 %	7.3 %	8.0 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2009	2010	2011	2012	2013	2014E	2015E
Intangible assets	42.1	40.9	45.0	45.8	52.7	52.7	52.7
Property, plant and equipment	27.3	27.6	28.9	31.2	33.5	33.2	32.6
Financial assets	1.8	1.3	1.4	4.0	7.3	7.3	7.3
FIXED ASSETS	71.1	69.8	75.3	81.0	93.5	93.1	92.6
Inventories	12.6	12.7	14.2	15.5	17.8	20.2	21.7
Accounts receivable	16.2	17.3	18.1	22.0	23.1	26.3	28.2
Other current assets	6.2	3.1	4.7	6.0	5.2	8.2	8.8
Liquid assets	43.9	29.4	32.3	30.8	29.4	30.3	32.6
Deferred taxes	11.8	12.2	9.5	9.1	9.9	10.9	11.7
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	90.8	74.7	78.8	83.4	85.4	96.0	102.9
TOTAL ASSETS	161.9	144.5	154.0	164.4	178.9	189.1	195.5
SHAREHOLDERS EQUITY	76.4	68.3	75.9	80.7	83.5	90.3	99.6
MINORITY INTEREST	10.3	5.3	5.7	6.2	7.1	8.2	8.2
Long-term debt	14.3	16.0	12.9	9.8	17.6	14.1	11.9
Provisions for pensions and similar obligations	5.7	5.9	6.8	8.9	8.7	8.9	9.0
Other provisions	18.3	19.5	21.1	22.0	28.0	28.6	29.2
Non-current liabilities	38.2	41.5	40.8	40.6	54.3	51.5	50.1
short-term liabilities to banks	5.8	5.8	5.1	5.7	5.1	5.1	5.1
Accounts payable	4.4	4.3	5.3	7.5	7.8	7.5	7.8
Advance payments received on orders	8.0	3.4	1.3	2.3	2.2	2.3	2.3
Other liabilities (incl. from lease and rental contracts)	14.4	15.3	17.1	18.9	15.5	21.0	18.9
Deferred taxes	2.6	0.0	1.8	1.5	3.3	2.1	2.2
Deferred income	1.8	0.6	1.0	1.0	0.1	1.1	1.2
Current liabilities	37.0	29.4	31.6	36.9	34.0	39.1	37.6
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	161.9	144.4	154.0	164.4	178.9	189.1	195.5

Balance sheet (common size)	2009	2010	2011	2012	2013	2014E	2015E
Intangible assets	26.0 %	28.3 %	29.2 %	27.9 %	29.4 %	27.8 %	26.9 %
Property, plant and equipment	16.8 %	19.1 %	18.8 %	18.9 %	18.7 %	17.6 %	16.7 %
Financial assets	1.1 %	0.9 %	0.9 %	2.5 %	4.1 %	3.8 %	3.7 %
FIXED ASSETS	43.9 %	48.3 %	48.9 %	49.3 %	52.2 %	49.3 %	47.4 %
Inventories	7.8 %	8.8 %	9.2 %	9.4 %	9.9 %	10.7 %	11.1 %
Accounts receivable	10.0 %	11.9 %	11.7 %	13.4 %	12.9 %	13.9 %	14.4 %
Other current assets	3.9 %	2.1 %	3.0 %	3.7 %	2.9 %	4.3 %	4.5 %
Liquid assets	27.1 %	20.4 %	21.0 %	18.8 %	16.4 %	16.0 %	16.7 %
Deferred taxes	7.3 %	8.5 %	6.2 %	5.5 %	5.6 %	5.8 %	6.0 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	56.1 %	51.7 %	51.1 %	50.7 %	47.7 %	50.7 %	52.6 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	47.2 %	47.3 %	49.3 %	49.1 %	46.7 %	47.8 %	50.9 %
MINORITY INTEREST	6.3 %	3.7 %	3.7 %	3.8 %	4.0 %	4.3 %	4.2 %
Long-term debt	8.8 %	11.1 %	8.4 %	5.9 %	9.8 %	7.4 %	6.1 %
Provisions for pensions and similar obligations	3.5 %	4.1 %	4.4 %	5.4 %	4.9 %	4.7 %	4.6 %
Other provisions	11.3 %	13.5 %	13.7 %	13.4 %	15.7 %	15.1 %	14.9 %
Non-current liabilities	23.6 %	28.7 %	26.5 %	24.7 %	30.3 %	27.2 %	25.6 %
short-term liabilities to banks	3.6 %	4.0 %	3.3 %	3.4 %	2.8 %	2.7 %	2.6 %
Accounts payable	2.7 %	3.0 %	3.4 %	4.5 %	4.3 %	4.0 %	4.0 %
Advance payments received on orders	4.9 %	2.3 %	0.9 %	1.4 %	1.3 %	1.2 %	1.2 %
Other liabilities (incl. from lease and rental contracts)	8.9 %	10.6 %	11.1 %	11.5 %	8.7 %	11.1 %	9.7 %
Deferred taxes	1.6 %	0.0 %	1.2 %	0.9 %	1.8 %	1.1 %	1.1 %
Deferred income	1.1 %	0.4 %	0.6 %	0.6 %	0.1 %	0.6 %	0.6 %
Current liabilities	22.9 %	20.3 %	20.5 %	22.4 %	19.0 %	20.7 %	19.2 %
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)	2009	2010	2011	2012	2013	2014E	2015E
Net profit/loss	15.7	10.4	11.4	11.8	11.0	10.9	12.6
Depreciation of fixed assets (incl. leases)	7.0	9.8	7.5	8.4	2.6	9.3	9.6
Amortisation of goodwill	4.4	0.0	0.0	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	-0.8	1.6	2.8	-2.8	6.8	0.2	0.2
Cash flow from operations before changes in w/c	26.3	16.9	21.7	17.4	20.4	20.4	22.3
Increase/decrease in inventory	-4.1	0.0	-1.4	-1.3	-2.3	-2.5	-1.4
Increase/decrease in accounts receivable	-2.2	-1.0	-1.2	-2.2	-1.1	-3.2	-1.9
Increase/decrease in accounts payable	0.1	-0.1	1.0	5.5	0.3	-0.3	0.3
Increase/decrease in other working capital positions	6.3	-0.6	0.1	-2.8	-2.6	2.5	-2.6
Increase/decrease in working capital	0.2	-1.8	-1.6	-0.8	-5.8	-3.5	-5.6
Cash flow from operating activities	26.5	15.0	20.2	16.6	14.6	16.9	16.7
CAPEX	5.7	7.7	9.2	9.8	10.0	9.0	9.0
Payments for acquisitions	5.3	22.8	0.0	0.0	3.8	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	1.3	0.2	0.3	-1.5	-3.5	0.0	0.0
Cash flow from investing activities	-9.7	-30.4	-8.9	-11.4	-17.3	-9.0	-9.0
Cash flow before financing	16.8	-15.4	11.3	5.2	-2.7	7.9	7.7
Increase/decrease in debt position	1.9	1.7	-5.5	-2.5	7.2	-3.5	-2.1
Purchase of own shares	4.5	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	24.4	1.3	0.0	0.0	0.0	0.0	0.0
Dividends paid	0.6	2.3	3.2	3.1	3.1	3.5	3.3
Others	-1.6	0.0	0.3	-1.0	-2.5	0.0	0.0
Effects of exchange rate changes on cash	-0.3	0.4	0.2	0.0	-0.4	0.0	0.0
Cash flow from financing activities	19.5	0.7	-8.4	-6.6	1.6	-7.0	-5.4
Increase/decrease in liquid assets	36.0	-14.2	3.1	-1.4	-1.4	0.9	2.3
Liquid assets at end of period	43.6	29.4	32.5	30.9	29.4	30.3	32.6

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2009	2010	2011	2012	2013	2014E	2015E
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	61.9	67.9	69.0	69.6	71.5	0.0	0.0
yoy change	40.9 %	9.8 %	1.6 %	0.9 %	2.7 %	n/a	n/a
NAFTA	27.4	30.5	30.9	33.1	35.1	0.0	0.0
yoy change	34.9 %	11.4 %	1.3 %	7.1 %	6.2 %	n/a	n/a
Asia Pacific	10.1	11.1	12.1	13.1	9.4	0.0	0.0
yoy change	63.5 %	9.5 %	9.0 %	8.3 %	-28.5 %	n/a	n/a
Rest of world	2.0	1.6	4.2	4.2	1.2	0.0	0.0
yoy change	69.0 %	-21.1 %	162.5 %	0.0 %	-72.1 %	n/a	n/a
TTL	101.4	111.1	116.2	120.0	117.1	0.0	0.0
yoy change	41.6 %	9.6 %	4.6 %	3.3 %	-2.4 %	n/a	n/a

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2009	2010	2011	2012	2013	2014E	2015E
P&L growth analysis							
Sales growth	41.6 %	9.6 %	4.6 %	3.3 %	-2.4 %	13.8 %	7.1 %
EBITDA growth	20.4 %	17.1 %	15.1 %	-7.5 %	-32.8 %	51.6 %	6.8 %
EBIT growth	61.3 %	7.2 %	38.2 %	-13.9 %	-32.7 %	45.6 %	8.9 %
EPS growth	143.0 %	-48.0 %	9.1 %	-1.2 %	-4.5 %	-0.8 %	17.0 %
Efficiency							
Total operating costs / sales	35.2 %	37.1 %	35.7 %	37.9 %	39.6 %	40.9 %	40.9 %
Sales per employee	202.8	218.3	212.4	218.2	n/a	n/a	n/a
EBITDA per employee	45.1	51.9	55.6	51.1	n/a	n/a	n/a
Balance sheet analysis							
Avg. working capital / sales	16.6 %	17.4 %	20.6 %	22.2 %	25.0 %	25.4 %	26.8 %
Inventory turnover (sales/inventory)	8.0	8.8	8.2	7.8	6.6	6.6	6.6
Trade debtors in days of sales	58.3	56.7	56.8	66.9	72.1	72.1	72.1
A/P turnover [(A/P*365)/sales]	32.1	29.6	37.4	49.6	47.3	46.0	45.0
Cash conversion cycle (days)	117.9	113.9	119.6	120.3	n/a	n/a	n/a
Cash flow analysis							
Free cash flow	20.8	7.3	11.0	6.7	4.6	7.9	7.7
Free cash flow/sales	20.5 %	6.6 %	9.4 %	5.6 %	4.0 %	5.9 %	5.4 %
FCF / net profit	156.9 %	77.6 %	105.4 %	65.5 %	47.2 %	81.0 %	67.3 %
Capex / depre	49.8 %	78.5 %	122.2 %	117.1 %	378.2 %	96.4 %	94.1 %
Capex / maintenance capex	0.0 %	78.5 %	122.2 %	130.1 %	128.4 %	107.1 %	94.1 %
Capex / sales	5.6 %	7.0 %	7.9 %	8.2 %	8.5 %	6.7 %	6.3 %
Security							
Net debt	-23.8	-7.6	-14.3	-15.4	-6.8	-11.2	-15.6
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	-0.3	-0.1	-0.2	-0.2	-0.1	-0.1	-0.2
Interest cover	11.6	6.6	7.9	7.1	11.2	5.3	7.3
Dividend payout ratio	17.4 %	32.7 %	29.6 %	29.9 %	35.8 %	33.6 %	33.1 %
Asset utilisation							
Capital employed turnover	0.8	1.0	1.0	0.9	0.8	0.9	0.9
Operating assets turnover	2.3	2.2	2.1	2.0	1.8	1.9	2.0
Plant turnover	3.7	4.0	4.0	3.9	3.5	4.0	4.4
Inventory turnover (sales/inventory)	8.0	8.8	8.2	7.8	6.6	6.6	6.6
Returns							
ROCE	16.2 %	14.3 %	19.9 %	15.9 %	9.6 %	12.7 %	13.2 %
ROE	17.3 %	13.8 %	13.7 %	12.8 %	11.8 %	10.8 %	11.5 %
Other							
Interest paid / avg. debt	6.9 %	12.0 %	14.5 %	16.7 %	6.2 %	17.4 %	16.0 %
No. employees (average)	500	509	547	550	0	0	0
Number of shares	3.8	5.2	5.3	5.3	5.3	5.3	5.3
DPS	0.5	0.6	0.6	0.6	0.6	0.6	0.0
EPS reported	3.48	1.81	1.98	1.95	1.86	1.85	2.16
Valuation ratios							
P/BV	1.2	1.8	1.6	1.5	1.5	1.4	1.2
EV/sales	1.0	1.1	1.0	0.9	1.0	0.9	0.8
EV/EBITDA	4.6	4.5	3.7	4.0	6.4	4.1	3.7
EV/EBITA	4.6	7.1	4.9	5.7	11.3	6.1	5.4
EV/EBIT	6.8	7.1	4.9	5.7	9.1	6.1	5.4
EV/FCF	4.9	16.1	10.2	16.7	26.1	14.8	14.6
Adjusted FCF yield	12.4 %	9.9 %	12.0 %	12.4 %	6.7 %	12.9 %	13.4 %
Dividend yield	1.9 %	2.6 %	2.6 %	2.6 %	2.6 %	2.7 %	3.1 %

Source: Company data, Hauck & Aufhäuser

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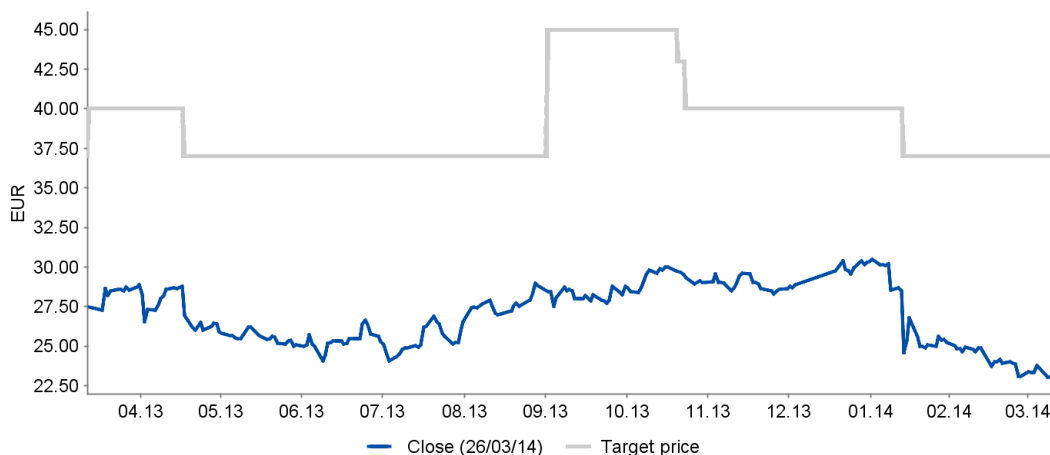
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Company	Disclosure
Eckert & Ziegler AG	2, 5

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

Price and Rating History Eckert & Ziegler AG as of 27/03/14

Initiation coverage
08-April-10



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