



Buy (old: Buy)

Price target: EUR 37.00 (old: EUR 37.00)

Price: EUR 24.69 **Next result:** Q2 14.08.14
Bloomberg: EUZ GR **Market cap:** EUR 126.8 m
Reuters: EUZG.DE **Enterprise Value:** EUR 127.9 m

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Torben Teichler
Analyst

torben.teichler@ha-research.de

Tel.: +49 40 414 3885 74

Sound start into the year, EBIT slightly better

Eckert & Ziegler reported sound Q1 figures this morning. A conference call was held at 10:30 CET.

Q1 sales met expectations, growing by 15.8% yoy to €30.7m (H&A: € 30.7m). The growth was primarily driven by the **Radiopharma segment (24% of sales) which grew by 28% yoy** on the back of sound orders for synthesiser modules and the acquisition of the Austrian cyclotron (+€ 0.7m). In addition, the **Therapy segment (24% of sales) increased sales by 19% yoy**, benefiting from a € 1m consolidation gain while organic growth remained flat yoy. Eckert & Ziegler's main segment **Isotope Products (46% of sales) was up by 6% yoy** as the business with industrial clients started to pick up again at the beginning of the year but also due to a small consolidation effect. The segment Others (6% of sales) grew by 46% yoy due to a number of smaller order wins & the general lumpiness of the Environmental business.

Q1 EBIT exceeded expectations and reached € 3.0m (H&A: € 2.8m), implying an EBIT margin of 9.9%. The **disproportionate growth of 25.4% yoy** was primarily carried by the **Therapy segment where EBIT came in better than expected** at € -0.9m, however including c. € 1m in restructuring one-offs. Operating EBIT hence was slightly positive which marks a solid improvement as last year contained a € 1m positive one-off. In **Isotope Products, the EBIT came in slightly lower than anticipated** at € 3.7m on the back of a higher share of merchandise sales from the Vitalea acquisition. In **Radiopharma the EBIT of € 1.2m exceeded expectations** given a sound operating leverage. The losses in the segment Others of € -0.9m were reduced as expected in the absence of unusual cost items this year.

Q1 net income was up 31.7% yoy to € 1.6m (H&A: € 1.4m) as the losses in the Therapy segment are shared with minority shareholders (EZAG owns c. 75%).

Guidance: Management moreover concretised its guidance, now expecting € 134m in sales as well as net income of € 10.5m in 2014E (old: sales at least +10% yoy, net income at least € 10m) which is broadly in line with our estimates (H&A: sales € 133m, net income € 10.0m).

Q1 figures show a sound start into the year while the **ramp up of the Polish cyclotron as well as an improving activity with industrial clients bode well for a sound top- and bottom-line development** going forward. The stock remains a **BUY** with a **PT of € 37** based on FCFY 2015E. - continued -

Y/E 31.12 (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Sales	111.1	116.2	120.0	117.1	133.3	142.8	148.8
Sales growth	10 %	5 %	3 %	-2 %	14 %	7 %	4 %
EBITDA	26.4	30.4	28.1	18.9	28.3	30.4	31.9
EBIT	16.6	22.9	19.7	13.3	19.0	20.8	21.9
Net income	9.4	10.4	10.3	9.9	10.0	11.5	12.6
Net debt	-7.6	-14.3	-15.4	-6.8	-7.7	-15.9	-24.4
Net gearing	-11.2 %	-18.9 %	-19.1 %	-8.2 %	-8.5 %	-15.9 %	-27.7 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	1.81	1.98	1.95	1.86	1.90	2.18	2.38
CPS	1.01	2.46	1.76	1.34	0.98	2.14	2.21
DPS	0.60	0.60	0.60	0.60	0.64	0.00	0.00
Dividend yield	2.4 %	2.4 %	2.4 %	2.4 %	2.6 %	2.9 %	3.2 %
Gross profit margin	52.0 %	55.4 %	54.3 %	48.7 %	55.4 %	55.6 %	55.8 %
EBITDA margin	23.8 %	26.2 %	23.4 %	16.1 %	21.3 %	21.3 %	21.4 %
EBIT margin	14.9 %	19.7 %	16.4 %	11.3 %	14.3 %	14.6 %	14.7 %
ROCE	14.3 %	19.9 %	15.9 %	9.6 %	12.4 %	13.1 %	14.0 %
EV/sales	1.1	1.0	1.0	1.1	1.0	0.8	0.7
EV/EBITDA	4.7	3.9	4.3	6.8	4.5	4.0	3.5
EV/EBIT	7.5	5.2	6.1	9.7	6.7	5.8	5.1
PER	13.7	12.5	12.7	13.3	13.0	11.3	10.4
Adjusted FCF yield	9.3 %	11.3 %	11.6 %	6.3 %	11.4 %	12.3 %	14.1 %

Source: Company data, Hauck & Aufhäuser Close price as of: 05.05.2014



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 30.50 / 23.05

Price/Book Ratio: 1.4

Relative performance (SDAX):

3 months -3.4 %

6 months -22.6 %

12 months -27.5 %

Changes in estimates

		Sales	EBIT	EPS
2014	old:	133.3	19.0	1.90
	Δ	-	-	-
2015	old:	142.8	20.8	2.18
	Δ	-	-	-
2016	old:	148.8	21.9	2.38
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 5.3

Authorised capital: (in € m) 0.6

Book value per share: (in €) 17.1

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.

Eckert & Ziegler AG

Eckert & Ziegler Key Figures (€ m)	Q1 14	Q1 14 est	Q1 13	yoy	Q4 13	qoq
Sales	30.7	30.7	26.5	15.8%	31.0	-1.0%
Isotope Products	14.5	14.5	13.6	6.7%	12.4	17.1%
Therapy	6.5	7.0	5.5	19.1%	8.9	-26.7%
Radiopharma	8.1	8.0	6.3	27.6%	7.1	13.2%
Others	1.6	1.2	1.1	45.7%	2.6	-38.7%
EBIT	3.0	2.8	2.4	25.4%	1.4	118.7%
Margin	9.9%	9.1%	9.1%	+ 0.7 pp	4.5%	+ 5.4 pp
Isotope Products	3.7	3.9	4.1	-10.7%	1.3	180.0%
Margin	25.4%	26.9%	30.3%	- 4.9 pp	10.6%	+ 14.8 pp
Therapy	-0.9	-1.3	0.9	-205.2%	-0.4	157.8%
Margin	-14.3%	-18.6%	16.2%	- 30 pp	-4.1%	- 10 pp
Radiopharma	1.2	1.0	0.1	1550.7%	1.2	-5.8%
Margin	14.5%	12.5%	1.1%	+ 13.4 pp	17.4%	- 3 pp
Others/Elimination	-0.9	-0.8	-2.7	-66.0%	-0.8	10.9%
Net profit	1.6	1.4	1.2	31.7%	3.2	-49.4%
Net margin	5.2%	4.6%	4.6%	+ 0.6 pp	10.2%	- 5.0 pp

Source: company data, Hauck&Aufhäuser

Financials

Profit and loss (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Sales	111.1	116.2	120.0	117.1	133.3	142.8	148.8
Sales growth	9.6 %	4.6 %	3.3 %	-2.4 %	13.8 %	7.1 %	4.3 %
Cost of sales	53.3	51.8	54.8	60.1	59.5	63.4	65.8
Gross profit	57.8	64.4	65.2	57.1	73.9	79.4	83.0
Sales and marketing	18.9	19.5	20.6	21.9	22.7	24.3	25.3
General and administration	18.8	19.2	22.8	23.9	22.4	24.0	25.0
Research and development	2.9	3.0	3.5	4.9	3.5	3.7	3.9
Other operating income	3.9	4.7	9.5	5.7	5.5	5.9	6.1
Other operating expenses	4.5	4.5	8.1	1.3	11.8	12.5	13.1
Unusual or infrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	26.4	30.4	28.1	18.9	28.3	30.4	31.9
Depreciation	9.8	7.5	8.4	8.2	9.3	9.6	10.0
EBITA	16.6	22.9	19.7	10.7	19.0	20.8	21.9
Amortisation of goodwill	0.0	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	16.6	22.9	19.7	13.3	19.0	20.8	21.9
Interest income	0.3	0.2	0.5	1.3	0.3	0.3	0.4
Interest expenses	2.5	2.9	2.8	1.2	2.9	2.6	2.3
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-2.2	-2.7	-2.3	0.1	-2.6	-2.2	-1.9
Recurring pretax income from continuing operations	14.4	20.2	17.5	13.4	16.4	18.6	20.0
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	14.4	20.2	17.5	13.4	16.4	18.6	20.0
Taxes	3.9	8.8	5.7	2.4	5.2	5.9	6.4
Net income from continuing operations	10.4	11.4	11.8	11.0	11.2	12.6	13.6
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	10.4	11.4	11.8	11.0	11.2	12.6	13.6
Minority interest	1.0	1.0	1.5	1.1	1.1	1.1	1.1
Net income (net of minority interest)	9.4	10.4	10.3	9.9	10.0	11.5	12.6
Average number of shares	5.2	5.3	5.3	5.3	5.3	5.3	5.3
EPS reported	1.81	1.98	1.95	1.86	1.90	2.18	2.38

Profit and loss (common size)	2010	2011	2012	2013	2014E	2015E	2016E
Sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Cost of sales	48.0 %	44.6 %	45.7 %	51.3 %	44.6 %	44.4 %	44.2 %
Gross profit	52.0 %	55.4 %	54.3 %	48.7 %	55.4 %	55.6 %	55.8 %
Sales and marketing	17.0 %	16.8 %	17.2 %	18.7 %	17.0 %	17.0 %	17.0 %
General and administration	16.9 %	16.5 %	19.0 %	20.4 %	16.8 %	16.8 %	16.8 %
Research and development	2.6 %	2.6 %	2.9 %	4.2 %	2.6 %	2.6 %	2.6 %
Other operating income	3.5 %	4.0 %	7.9 %	4.8 %	4.1 %	4.1 %	4.1 %
Other operating expenses	4.0 %	3.8 %	6.8 %	1.1 %	8.8 %	8.7 %	8.8 %
Unusual or infrequent items	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBITDA	23.8 %	26.2 %	23.4 %	16.1 %	21.3 %	21.3 %	21.4 %
Depreciation	8.9 %	6.5 %	7.0 %	7.0 %	7.0 %	6.7 %	6.7 %
EBITA	14.9 %	19.7 %	16.4 %	9.1 %	14.3 %	14.6 %	14.7 %
Amortisation of goodwill	0.0 %	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	14.9 %	19.7 %	16.4 %	11.3 %	14.3 %	14.6 %	14.7 %
Interest income	0.3 %	0.2 %	0.4 %	1.1 %	0.2 %	0.2 %	0.3 %
Interest expenses	2.3 %	2.5 %	2.3 %	1.0 %	2.2 %	1.8 %	1.5 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-2.0 %	-2.3 %	-1.9 %	0.1 %	-1.9 %	-1.6 %	-1.3 %
Recurring pretax income from continuing operations	12.9 %	17.4 %	14.6 %	11.4 %	12.3 %	13.0 %	13.5 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	12.9 %	17.4 %	14.6 %	11.4 %	12.3 %	13.0 %	13.5 %
Tax rate	27.4 %	43.6 %	32.6 %	18.2 %	32.0 %	32.0 %	32.0 %
Net income from continuing operations	9.4 %	9.8 %	9.8 %	9.4 %	8.4 %	8.8 %	9.2 %
Result from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	9.4 %	9.8 %	9.8 %	9.4 %	8.4 %	8.8 %	9.2 %
Minority interest	0.9 %	0.9 %	1.2 %	0.9 %	0.8 %	0.8 %	0.7 %
Net income (net of minority interest)	8.5 %	9.0 %	8.6 %	8.4 %	7.5 %	8.1 %	8.4 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Intangible assets	40.9	45.0	45.8	52.7	52.7	52.7	52.7
Property, plant and equipment	27.6	28.9	31.2	33.5	33.2	32.6	22.7
Financial assets	1.3	1.4	4.0	7.3	7.3	7.3	7.3
FIXED ASSETS	69.8	75.3	81.0	93.5	93.1	92.6	82.6
Inventories	12.7	14.2	15.5	17.8	20.2	21.7	22.6
Accounts receivable	17.3	18.1	22.0	23.1	26.3	28.2	30.6
Other current assets	3.1	4.7	6.0	5.2	8.2	8.8	9.2
Liquid assets	29.4	32.3	30.8	29.4	26.8	32.9	39.6
Deferred taxes	12.2	9.5	9.1	9.9	10.9	11.7	0.0
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	74.7	78.8	83.4	85.4	92.5	103.2	101.9
TOTAL ASSETS	144.5	154.0	164.4	178.9	185.6	195.8	184.6
SHAREHOLDERS EQUITY	68.3	75.9	80.7	83.5	90.6	99.8	88.2
MINORITY INTEREST	5.3	5.7	6.2	7.1	8.2	8.2	8.2
Long-term debt	16.0	12.9	9.8	17.6	14.1	11.9	10.2
Provisions for pensions and similar obligations	5.9	6.8	8.9	8.7	8.9	9.0	9.2
Other provisions	19.5	21.1	22.0	28.0	28.6	29.2	29.7
Non-current liabilities	41.5	40.8	40.6	54.3	51.5	50.1	49.1
short-term liabilities to banks	5.8	5.1	5.7	5.1	5.1	5.1	5.1
Accounts payable	4.3	5.3	7.5	7.8	7.5	7.8	8.1
Advance payments received on orders	3.4	1.3	2.3	2.2	2.3	2.3	2.3
Other liabilities (incl. from lease and rental contracts)	15.3	17.1	18.9	15.5	17.3	18.9	19.9
Deferred taxes	0.0	1.8	1.5	3.3	2.1	2.2	2.3
Deferred income	0.6	1.0	1.0	0.1	1.1	1.2	1.3
Current liabilities	29.4	31.6	36.9	34.0	35.3	37.6	39.0
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	144.4	154.0	164.4	178.9	185.6	195.8	184.6

Balance sheet (common size)	2010	2011	2012	2013	2014E	2015E	2016E
Intangible assets	28.3 %	29.2 %	27.9 %	29.4 %	28.4 %	26.9 %	28.5 %
Property, plant and equipment	19.1 %	18.8 %	18.9 %	18.7 %	17.9 %	16.7 %	12.3 %
Financial assets	0.9 %	0.9 %	2.5 %	4.1 %	3.9 %	3.7 %	3.9 %
FIXED ASSETS	48.3 %	48.9 %	49.3 %	52.2 %	50.2 %	47.3 %	44.8 %
Inventories	8.8 %	9.2 %	9.4 %	9.9 %	10.9 %	11.1 %	12.2 %
Accounts receivable	11.9 %	11.7 %	13.4 %	12.9 %	14.2 %	14.4 %	16.6 %
Other current assets	2.1 %	3.0 %	3.7 %	2.9 %	4.4 %	4.5 %	5.0 %
Liquid assets	20.4 %	21.0 %	18.8 %	16.5 %	14.5 %	16.8 %	21.5 %
Deferred taxes	8.5 %	6.2 %	5.5 %	5.6 %	5.9 %	6.0 %	0.0 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	51.7 %	51.1 %	50.7 %	47.8 %	49.8 %	52.7 %	55.2 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	47.3 %	49.3 %	49.1 %	46.7 %	48.8 %	51.0 %	47.8 %
MINORITY INTEREST	3.7 %	3.7 %	3.8 %	4.0 %	4.4 %	4.2 %	4.4 %
Long-term debt	11.1 %	8.4 %	5.9 %	9.8 %	7.6 %	6.1 %	5.5 %
Provisions for pensions and similar obligations	4.1 %	4.4 %	5.4 %	4.9 %	4.8 %	4.6 %	5.0 %
Other provisions	13.5 %	13.7 %	13.4 %	15.7 %	15.4 %	14.9 %	16.1 %
Non-current liabilities	28.7 %	26.5 %	24.7 %	30.3 %	27.7 %	25.6 %	26.6 %
short-term liabilities to banks	4.0 %	3.3 %	3.4 %	2.8 %	2.7 %	2.6 %	2.7 %
Accounts payable	3.0 %	3.4 %	4.5 %	4.3 %	4.0 %	4.0 %	4.4 %
Advance payments received on orders	2.3 %	0.9 %	1.4 %	1.3 %	1.2 %	1.2 %	1.3 %
Other liabilities (incl. from lease and rental contracts)	10.6 %	11.1 %	11.5 %	8.7 %	9.3 %	9.7 %	10.8 %
Deferred taxes	0.0 %	1.2 %	0.9 %	1.8 %	1.1 %	1.1 %	1.3 %
Deferred income	0.4 %	0.6 %	0.6 %	0.1 %	0.6 %	0.6 %	0.7 %
Current liabilities	20.3 %	20.5 %	22.4 %	19.0 %	19.0 %	19.2 %	21.1 %
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)	2010	2011	2012	2013	2014E	2015E	2016E
Net profit/loss	10.4	11.4	11.8	11.0	11.2	12.6	13.6
Depreciation of fixed assets (incl. leases)	9.8	7.5	8.4	2.6	9.3	9.6	10.0
Amortisation of goodwill	0.0	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	1.6	2.8	-2.8	6.8	0.2	0.2	0.2
Cash flow from operations before changes in w/c	16.9	21.7	17.4	20.4	20.7	22.4	23.8
Increase/decrease in inventory	0.0	-1.4	-1.3	-2.3	-2.5	-1.4	-0.9
Increase/decrease in accounts receivable	-1.0	-1.2	-2.2	-1.1	-3.2	-1.9	-2.4
Increase/decrease in accounts payable	-0.1	1.0	5.5	0.3	-0.3	0.3	0.3
Increase/decrease in other working capital positions	-0.6	0.1	-2.8	-2.6	-1.3	1.1	0.6
Increase/decrease in working capital	-1.8	-1.6	-0.8	-5.8	-7.2	-1.8	-2.4
Cash flow from operating activities	15.0	20.2	16.6	14.6	13.5	20.5	21.3
CAPEX	7.7	9.2	9.8	10.0	9.0	9.0	9.0
Payments for acquisitions	22.8	0.0	0.0	3.8	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.2	0.3	-1.5	-3.5	0.0	0.0	0.0
Cash flow from investing activities	-30.4	-8.9	-11.4	-17.3	-9.0	-9.0	-9.0
Cash flow before financing	-15.4	11.3	5.2	-2.7	4.5	11.5	12.3
Increase/decrease in debt position	1.7	-5.5	-2.5	7.2	-3.5	-2.1	-1.8
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	1.3	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	2.3	3.2	3.1	3.1	3.5	3.4	3.8
Others	0.0	0.3	-1.0	-2.5	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.4	0.2	0.0	-0.4	0.0	0.0	0.0
Cash flow from financing activities	0.7	-8.4	-6.6	1.6	-7.0	-5.5	-5.6
Increase/decrease in liquid assets	-14.2	3.1	-1.4	-1.4	-2.6	6.1	6.7
Liquid assets at end of period	29.4	32.5	30.9	29.4	26.8	32.9	39.6

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
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	67.9	69.0	69.6	68.9	78.5	83.7	86.6
yoy change	9.8 %	1.6 %	0.9 %	-1.0 %	14.0 %	6.5 %	3.5 %
NAFTA	30.5	30.9	33.1	32.8	37.7	40.4	41.8
yoy change	11.4 %	1.3 %	7.1 %	-0.9 %	15.0 %	7.0 %	3.5 %
Asia Pacific	11.1	12.1	13.1	11.3	12.8	14.0	15.2
yoy change	9.5 %	9.0 %	8.3 %	-13.7 %	13.0 %	10.0 %	8.0 %
Rest of world	1.6	4.2	4.2	4.1	4.3	4.7	5.3
yoy change	-21.1 %	162.5 %	0.0 %	-2.4 %	4.5 %	9.6 %	13.2 %
TTL	111.1	116.2	120.0	117.1	133.3	142.8	148.8
yoy change	9.6 %	4.6 %	3.3 %	-2.4 %	13.8 %	7.1 %	4.3 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
P&L growth analysis							
Sales growth	9.6 %	4.6 %	3.3 %	-2.4 %	13.8 %	7.1 %	4.3 %
EBITDA growth	17.1 %	15.1 %	-7.5 %	-32.8 %	49.9 %	7.1 %	5.0 %
EBIT growth	7.2 %	38.2 %	-13.9 %	-32.7 %	43.2 %	9.4 %	5.4 %
EPS growth	-48.0 %	9.1 %	-1.2 %	-4.5 %	1.8 %	14.7 %	9.2 %
Efficiency							
Total operating costs / sales	37.1 %	35.7 %	37.9 %	39.6 %	41.1 %	41.0 %	41.1 %
Sales per employee	218.3	212.4	218.2	n/a	n/a	n/a	n/a
EBITDA per employee	51.9	55.6	51.1	n/a	n/a	n/a	n/a
Balance sheet analysis							
Avg. working capital / sales	17.4 %	20.6 %	22.2 %	25.0 %	25.4 %	26.8 %	27.7 %
Inventory turnover (sales/inventory)	8.8	8.2	7.8	6.6	6.6	6.6	6.6
Trade debtors in days of sales	56.7	56.8	66.9	72.1	72.1	72.1	75.0
A/P turnover [(A/P*365)/sales]	29.6	37.4	49.6	47.3	46.0	45.0	45.0
Cash conversion cycle (days)	113.9	119.6	120.3	n/a	n/a	n/a	n/a
Cash flow analysis							
Free cash flow	7.3	11.0	6.7	4.6	4.5	11.5	12.3
Free cash flow/sales	6.6 %	9.4 %	5.6 %	4.0 %	3.3 %	8.1 %	8.3 %
FCF / net profit	77.6 %	105.4 %	65.5 %	47.2 %	44.4 %	100.2 %	98.1 %
Capex / depre	78.5 %	122.2 %	117.1 %	378.2 %	96.4 %	94.1 %	90.3 %
Capex / maintenance capex	78.5 %	122.2 %	130.1 %	128.4 %	107.2 %	94.1 %	0.0 %
Capex / sales	7.0 %	7.9 %	8.2 %	8.5 %	6.8 %	6.3 %	6.0 %
Security							
Net debt	-7.6	-14.3	-15.4	-6.8	-7.7	-15.9	-24.4
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	-0.1	-0.2	-0.2	-0.1	-0.1	-0.2	-0.3
Interest cover	6.6	7.9	7.1	11.2	6.6	8.2	9.6
Dividend payout ratio	32.7 %	29.6 %	29.9 %	35.8 %	33.6 %	33.1 %	32.7 %
Asset utilisation							
Capital employed turnover	1.0	1.0	0.9	0.8	0.9	0.9	1.0
Operating assets turnover	2.2	2.1	2.0	1.8	1.9	2.0	2.3
Plant turnover	4.0	4.0	3.9	3.5	4.0	4.4	6.6
Inventory turnover (sales/inventory)	8.8	8.2	7.8	6.6	6.6	6.6	6.6
Returns							
ROCE	14.3 %	19.9 %	15.9 %	9.6 %	12.4 %	13.1 %	14.0 %
ROE	13.8 %	13.7 %	12.8 %	11.8 %	11.1 %	11.5 %	14.2 %
Other							
Interest paid / avg. debt	12.0 %	14.5 %	16.7 %	6.2 %	13.7 %	14.1 %	14.2 %
No. employees (average)	509	547	550	0	0	0	0
Number of shares	5.2	5.3	5.3	5.3	5.3	5.3	5.3
DPS	0.6	0.6	0.6	0.6	0.6	0.0	0.0
EPS reported	1.81	1.98	1.95	1.86	1.90	2.18	2.38
Valuation ratios							
P/BV	1.9	1.7	1.6	1.6	1.4	1.3	1.5
EV/sales	1.1	1.0	1.0	1.1	1.0	0.8	0.7
EV/EBITDA	4.7	3.9	4.3	6.8	4.5	4.0	3.5
EV/EBITA	7.5	5.2	6.1	12.0	6.7	5.8	5.1
EV/EBIT	7.5	5.2	6.1	9.7	6.7	5.8	5.1
EV/FCF	17.1	10.9	17.8	27.7	28.7	10.4	9.1
Adjusted FCF yield	9.3 %	11.3 %	11.6 %	6.3 %	11.4 %	12.3 %	14.1 %
Dividend yield	2.4 %	2.4 %	2.4 %	2.4 %	2.6 %	2.9 %	3.2 %

Source: Company data, Hauck & Aufhäuser

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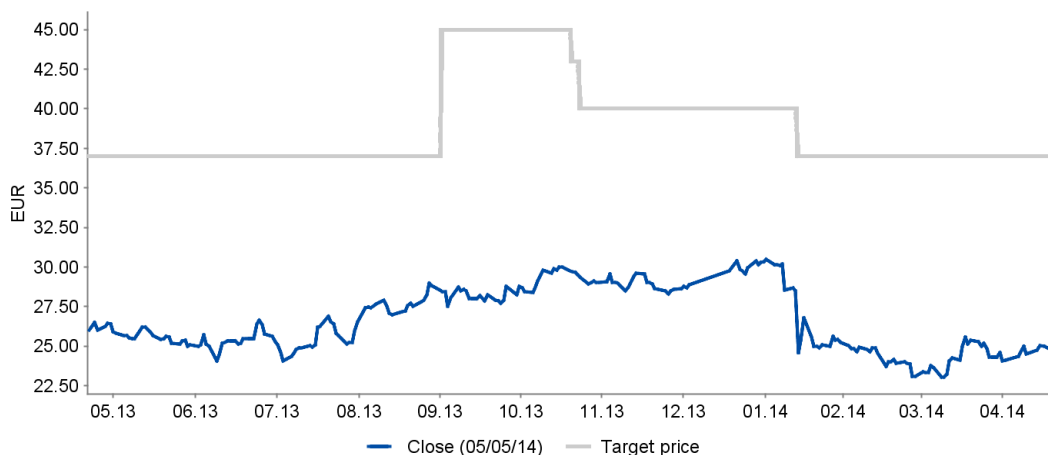
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Company	Disclosure
Eckert & Ziegler AG	2, 5

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

Price and Rating History
Eckert & Ziegler AG as of 06/05/14

Initiation coverage
08-April-10



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Contacts: Hauck&Aufhäuser Investment Banking

Hauck & Aufhäuser Research

Hauck & Aufhäuser
Institutional Research AG
Mittelweg 16/17

20148 Hamburg
Germany

Tel.: +49 (0) 40 414 3885 - 70
Fax: +49 (0) 40 414 3885 - 71
Email: info@ha-research.de
www.ha-research.de

Leonhard Bayer
Analyst

Tel.: +49 (0)40 414 3885 - 79
E-Mail: leonhard.bayer@ha-research.de

Sascha Berresch, CFA
Head of Research

Tel.: +49 (0)40 414 3885 - 85
E-Mail: sascha.berresch@ha-research.de

Henning Breiter
Analyst

Tel.: +49 (0)40 414 3885 - 73
E-Mail: henning.breiter@ha-research.de

Lars Dannenberg
Analyst

Tel.: +49 (0)40 414 3885 - 92
E-Mail: lars.dannenberg@ha-research.de

Nils-Peter Fitzl
Analyst

Tel.: +49 (0)40 414 3885 - 86
E-Mail: nils-peter.fitzl@ha-research.de

Philippe Lorrain
Analyst

Tel.: +49 (0)40 414 3885 - 83
E-Mail: philippe.lorrain@ha-research.de

Christian Schwenkenbecher
Analyst

Tel.: +49 (0)40 414 3885 - 76
E-Mail: christian.schwenkenbecher@ha-research.de

Torben Teichler
Analyst

Tel.: +49 (0)40 414 3885 - 74
E-Mail: torben.teichler@ha-research.de

Tim Wunderlich, CFA
Analyst

Tel.: +49 (0)40 414 3885 - 81
E-Mail: tim.wunderlich@ha-research.de

Hauck & Aufhäuser Sales

Vincent Bischoff
Sales

Tel.: +49 (0)40 414 3885 - 88
E-Mail: vincent.bischoff@ha-research.de

James Bonsor, CFA
Sales

Tel.: +44 207 125 0987
E-Mail: james.bonsor@ha-research.de

Hamish Edsell
Sales

Tel.: +44 207 125 0988
E-Mail: hamish.edsell@ha-research.de

Hugues Madelin
Sales

Tel.: +33 1 78 41 40 62
E-Mail: hugues.madelin@ha-research.de

Markus Weiss
Sales

Tel.: +49 (0)40 414 3885 - 89
E-Mail: markus.weiss@ha-research.de

Toby Woods
Sales

Tel.: +44 207 125 0989
E-Mail: toby.woods@ha-research.de

Supervisory Board

Graeme Davies
Chairman

Tel.: +49 (0)40 414 3885 - 70
E-Mail: graeme.davies@ha-research.de

Michael Bentlage

Tel.: +49 (0)69 2161 - 1863
E-Mail: michael.bentlage@hauck-aufhaeuser.de

Jeronimo Bremer

Tel.: +49 (0)40 414 3885 - 70
E-Mail: jeronimo.bremer@ha-research.de

Hauck & Aufhäuser Sales Trading

Hauck & Aufhäuser
Privatbankiers KGaA
Kaiserstraße 24

60311 Frankfurt am Main
Germany

Tel.: +49 (0) 69 2161- 0
Fax: +49 (0) 69 2161- 1340
Email: info@hauck-aufhaeuser.de
www.hauck-aufhaeuser.de

Mirko Brueggemann
Trading

Tel.: +49 (0)40 414 3885 75
E-Mail: mirko.brueggemann@hauck-aufhaeuser.de

Christian von Schuler
Trading

Tel.: +49 (0)40 414 3885 77
E-Mail: christian.schuler@hauck-aufhaeuser.de

Carolin Weber
Middle-Office

Tel.: +49 (0)40 414 3885 87
E-Mail: carolin.weber@hauck-aufhaeuser.de