



Buy (old: Buy)

Price target: EUR 39.00 (old: EUR 39.00)

Price:	EUR 24.48	Next result:	Q1 03.05.12
Bloomberg:	EUZ GR	Market cap:	EUR 125.7 m
Reuters:	EUZG.DE	Enterprise Value:	EUR 115.5 m

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Final 2011 out, subdued organic growth ahead, est changed

Final numbers are in line with preliminaries released last week with exception of sales that came in 4% higher than expected, meaning the EBIT margin is 30 bps lower than expected at 26.2% (26.9% est.).

FY 2011 sales came in 4% better than expected thanks to a stronger performance in Q4 in **Isotope products** (50% of consolidated sales) and in **Therapy** (26% of group sales). In Isotope Products (Q4 sales € 3.2m better than expected), **industrial measurements** made the difference while raw isotopes and medical sources posted flat growth. Therapy sales in Q4 are € 5m better than expected thanks to the **afterloader business**, rather lumpy but Q4 geared, with the launch of a new equipment generation in 2011.

Q4 EBIT in Isotope Products came in much stronger than expected with the margin gaining approx. 8 points yoy, while the EBIT margin in Therapy was approx. 3 pts lower than expected given a mix carried by the lower margin afterloader business.

The tax rate was up to 44% (27%) due to an increase in deferred taxes, explaining why EPS came in line despite a higher EBIT than our estimates as of preliminaries release.

The net cash balance was € 11m and € 4m below expectations due to a build up in inventory and receivables driven by RadPharm and Therapy. It was however € 3m higher yoy.

The **company is guiding for sales** of € 117m (e €116m, quasi flat yoy) and € 124m (€ 119m) for 2012E & 2013E respectively. Net income of € 10m (e €11m) and €12m for 2012E & 2013E is anticipated. The company sticks to its plan to achieve sales of € 200m at a "constant profitability level" by 2014E. Acquisitions remain on the agenda to achieve this goal but the conservative guidance for 2012E imply a significant deal could take some time to materialise.

The profitability forecast by segment given out confirms our opinion of subdued organic growth mid term. The largely recurring Isotope business, where the company is virtually a global monopoly, should only grow via bolt-on acquisitions. Therapy should grow thanks to afterloaders and the launch of a new generation of implants. The company also intends to enter the competitive US market. In RadPharm, the ramp up of capacities in Poland should burden margins mid term. In sum, Isotope earnings will be invested into growing the less mature businesses in the portfolio.

-Continued-

Y/E 31.12 (EUR m)	2008	2009	2010	2011	2012E	2013E	2014E
Sales	71.6	101.4	111.1	116.2	115.2	118.9	123.0
Sales growth	32 %	42 %	10 %	5 %	-1 %	3 %	3 %
EBITDA	18.7	22.6	26.4	30.4	29.2	30.4	32.1
EBIT	9.6	15.5	16.6	22.9	21.1	22.1	23.5
Net income	4.5	13.3	9.4	10.4	11.0	11.6	15.4
Net debt	10.9	-23.8	-7.6	-11.3	-17.0	-19.4	-38.8
Net gearing	26.6 %	-31.2 %	-11.2 %	-13.9 %	-19.6 %	-15.6 %	-28.6 %
Net Debt/EBITDA	0.6	0.0	0.0	0.0	0.0	0.0	0.0
EPS fully diluted	1.43	3.48	1.81	2.00	2.10	2.22	2.96
CPS	1.16	3.71	1.01	2.01	3.60	2.40	2.86
DPS	0.30	0.45	0.60	0.60	0.63	0.67	0.00
Dividend yield	1.2 %	1.8 %	2.5 %	2.5 %	2.6 %	2.7 %	3.6 %
Gross profit margin	47.7 %	50.4 %	52.0 %	55.4 %	55.4 %	55.4 %	55.4 %
EBITDA margin	26.2 %	22.2 %	23.8 %	26.2 %	25.4 %	25.6 %	26.1 %
EBIT margin	13.4 %	15.2 %	14.9 %	19.7 %	18.4 %	18.6 %	19.1 %
ROCE	10.4 %	14.4 %	16.2 %	19.1 %	15.8 %	15.3 %	14.8 %
EV/sales	1.2	1.1	1.1	1.0	1.0	1.0	0.8
EV/EBITDA	4.7	4.9	4.7	4.0	4.0	3.7	2.9
EV/EBIT	9.1	7.2	7.5	5.3	5.5	5.1	4.0
PER	17.2	12.4	13.5	12.2	11.6	11.0	8.3
Adjusted FCF yield	11.6 %	11.7 %	9.4 %	11.1 %	12.1 %	12.9 %	16.8 %

Source: Company data, Hauck & Aufhäuser Close price as of: 02.04.2012



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 31.11 / 20.59

Price/Book Ratio: 1.5

Relative performance (SDAX):

3 months -10.9 %

6 months -26.8 %

12 months -18.7 %

Changes in estimates

		Sales	EBIT	EPS
2012	old:	116.4	21.1	2.24
	Δ	-1.0%	0.2%	-7.2%
2013	old:	118.3	22.0	2.33
	Δ	0.5%	0.5%	-6.1%
2014	old:	121.9	21.3	2.75
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 5.3

Authorised capital: (in € m) 0.6

Book value per share: (in €) 16.6

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.

Eckert & Ziegler AG

All in all, the stock remains extremely cheap with solid earnings quality despite the dilutive nature of growth in Therapy and RadPharm. **Remains a BUY PT € 39 on FCFY 2012E (€ 41 on FCFY 2013E), with limited catalysts mid term.**

Following the revision of the model in light of final 2011 results, sales are slightly decreased in 2012 given lower RadPharm growth, EBIT is slightly increased given a higher gross margin in 2011 not completely offsetting R&D and sales and marketing ramp up (US market entry). EPS is revised down markedly on a higher tax rate. For 2013E, we are slightly increasing sales, on slightly higher Environmental revenues.

EUR	Q4 11	Q4 11p	Q4 11E	Q4 10	YoY	FY 11	FY 11p	FY 11E	FY 10
Sales	32.6	28.0	28.0	30.1	8.3%	116.2	111.6	111.6	111.1
Isotope Products	15.6		12.4	12.2	28.0%	56.6		53.3	50.8
Therapy	11.4		6.2	9.7	17.4%	30.9		25.7	32.1
Radiopharmacy	6.7		7.5	6.7	-0.3%	25.8		26.7	22.6
Environment	2.6		1.6	2.5	2.6%	6.6		5.6	6.6
EBITDA	8.7	8.3	8.8	5.0	74.2%	30.4	30.0	30.5	26.4
Margin	26.7%	29.6%	31.4%	16.6%	+ 10.1 pp	26.2%	26.9%	27.3%	23.8%
EBIT	6.4	6.5	3.3	1.0	556.4%	22.9	23.0	20.6	16.6
Margin	19.6%	23.2%	11.7%	3.2%	+ 16.4 pp	19.7%	20.6%	18.5%	14.9%
Isotope Products	4.4		1.9	2.5	76.2%	17.4		14.9	13.7
Margin	28.2%		15.4%	20.5%	+ 7.7 pp	30.8%		27.9%	27.0%
Therapy	2.5		1.6	1.4	82.0%	4.5		3.5	5.0
Margin	22.4%		25.1%	14.4%	+ 8.0 pp	14.5%		13.6%	15.6%
Radiopharmacy	-0.2		-0.4	-0.1	68.0%	3.1		2.8	2.2
Margin	-2.5%		-5.8%	-1.5%	- 1.0 pp	11.9%		10.5%	9.7%
Environment	-0.2		-0.9	-0.3	-50.0%	0.2		-0.6	-0.4
Margin	-5.8%		-57.7%	-11.9%	+ 6.1 pp	2.3%		-10.7%	-6.0%
Net profit	1.7	1.7	1.7	1.5	9.6%	10.4	10.4	10.4	9.4
Net margin	5.1%	6.1%	5.9%	5.0%	6.1%	9.0%	9.3%	9.3%	8.5%
EPS	0.30	0.32	0.38	0.30	+ 0.0 pp	1.98	2.00	2.06	1.81
DPS	n.m.	n.m.	n.m.	n.m.	n.m.	0.60	0.60	0.68	0.60

Financials

Profit and loss (EUR m)	2008	2009	2010	2011	2012E	2013E	2014E
Sales	71.6	101.4	111.1	116.2	115.2	118.9	123.0
<i>Sales growth</i>	31.5 %	41.6 %	9.6 %	4.6 %	-0.9 %	3.2 %	3.4 %
Cost of sales	37.5	50.3	53.3	51.8	51.3	53.0	54.8
Gross profit	34.2	51.1	57.8	64.4	63.9	65.9	68.2
Sales and marketing	15.1	18.4	18.9	19.4	19.2	19.8	20.5
General and administration	14.6	19.1	18.8	19.2	18.4	19.0	19.7
Research and development	3.1	2.5	2.9	3.0	0.0	0.0	0.0
Other operating income	17.2	9.3	2.9	3.8	0.0	0.0	0.0
Other operating expenses	9.0	5.0	3.5	3.7	5.1	5.0	4.5
Unusual or infrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	18.7	22.6	26.4	30.4	29.2	30.4	32.1
Depreciation	9.2	7.1	9.8	7.5	8.1	8.3	8.6
EBITA	9.6	15.5	16.6	22.9	21.1	22.1	23.5
Amortisation of goodwill	0.0	4.4	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	9.6	15.5	16.6	22.9	21.1	22.1	23.5
Interest income	0.1	0.1	0.3	0.2	0.2	0.3	1.5
Interest expenses	1.2	1.3	2.5	2.9	2.9	2.9	1.3
Other financial result	-0.1	1.0	0.0	0.0	0.0	0.0	0.0
Financial result	-1.3	-0.3	-2.2	-2.7	-2.7	-2.6	0.2
Recurring pretax income from continuing operations	8.3	15.2	14.4	20.2	18.5	19.5	23.7
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	8.3	15.2	14.4	20.2	18.5	19.5	23.7
Taxes	5.3	-6.7	3.9	8.8	6.5	6.8	8.3
Net income from continuing operations	3.0	21.9	10.4	11.4	12.0	12.7	15.4
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	3.0	21.9	10.4	11.4	12.0	12.7	15.4
Minority interest	-1.5	8.6	1.0	1.0	1.0	1.1	0.0
Net income (net of minority interest)	4.5	13.3	9.4	10.4	11.0	11.6	15.4
Average number of shares	3.1	3.8	5.2	5.3	5.3	5.3	5.3
EPS reported	1.43	3.48	1.81	1.98	2.08	2.19	2.92

Profit and loss (common size)	2008	2009	2010	2011	2012E	2013E	2014E
Sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Cost of sales	52.3 %	49.6 %	48.0 %	44.6 %	44.6 %	44.6 %	44.6 %
Gross profit	47.7 %	50.4 %	52.0 %	55.4 %	55.4 %	55.4 %	55.4 %
Sales and marketing	21.1 %	18.2 %	17.0 %	16.7 %	16.7 %	16.7 %	16.7 %
General and administration	20.4 %	18.8 %	16.9 %	16.5 %	16.0 %	16.0 %	16.0 %
Research and development	4.3 %	2.5 %	2.6 %	2.6 %	0.0 %	0.0 %	0.0 %
Other operating income	24.1 %	9.2 %	2.6 %	3.2 %	0.0 %	0.0 %	0.0 %
Other operating expenses	12.5 %	4.9 %	3.1 %	3.2 %	4.4 %	4.2 %	3.7 %
Unusual or infrequent items	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBITDA	26.2 %	22.2 %	23.8 %	26.2 %	25.4 %	25.6 %	26.1 %
Depreciation	12.8 %	7.0 %	8.9 %	6.5 %	7.0 %	7.0 %	7.0 %
EBITA	13.4 %	15.2 %	14.9 %	19.7 %	18.4 %	18.6 %	19.1 %
Amortisation of goodwill	0.0 %	4.3 %	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	13.4 %	15.2 %	14.9 %	19.7 %	18.4 %	18.6 %	19.1 %
Interest income	0.1 %	0.1 %	0.3 %	0.2 %	0.2 %	0.3 %	1.2 %
Interest expenses	1.7 %	1.3 %	2.3 %	2.5 %	2.5 %	2.4 %	1.0 %
Other financial result	-0.2 %	0.9 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-1.8 %	-0.3 %	-2.0 %	-2.3 %	-2.3 %	-2.2 %	0.2 %
Recurring pretax income from continuing operations	11.6 %	14.9 %	12.9 %	17.4 %	16.0 %	16.4 %	19.3 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	11.6 %	14.9 %	12.9 %	17.4 %	16.0 %	16.4 %	19.3 %
Tax rate	63.4 %	-44.5 %	27.4 %	43.6 %	35.0 %	35.0 %	35.0 %
Net income from continuing operations	4.2 %	21.6 %	9.4 %	9.8 %	10.4 %	10.7 %	12.5 %
Result from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	4.2 %	21.6 %	9.4 %	9.8 %	10.4 %	10.7 %	12.5 %
Minority interest	-2.0 %	8.5 %	0.9 %	0.9 %	0.9 %	0.9 %	0.0 %
Net income (net of minority interest)	6.3 %	13.1 %	8.5 %	9.0 %	9.5 %	9.7 %	12.5 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2008	2009	2010	2011	2012E	2013E	2014E
Intangible assets	38.7	42.1	40.9	45.0	45.0	45.0	45.0
Property, plant and equipment	23.8	27.3	27.6	28.9	35.8	42.5	33.9
Financial assets	1.4	1.8	1.3	1.3	1.3	1.3	1.3
FIXED ASSETS	63.9	71.1	69.8	75.2	82.1	88.8	80.2
Inventories	8.6	12.6	12.7	14.2	14.1	14.5	15.4
Accounts receivable	14.0	16.2	17.3	18.1	18.3	18.9	19.5
Other current assets	3.5	6.2	3.1	4.7	7.1	7.3	7.6
Liquid assets	7.6	43.9	29.4	32.3	38.0	40.4	59.8
Deferred taxes	1.2	11.8	12.2	9.5	9.4	9.7	10.1
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	34.9	90.8	74.7	78.8	86.9	90.9	112.4
TOTAL ASSETS	98.8	161.9	144.5	154.0	169.0	179.7	192.6
SHAREHOLDERS EQUITY	40.9	76.4	68.3	81.6	86.6	124.1	135.9
MINORITY INTEREST	2.0	10.3	5.3	5.7	6.7	0.0	0.0
Long-term debt	10.8	14.3	16.0	12.9	12.9	12.9	12.9
Provisions for pensions and similar obligations	0.4	5.7	5.9	6.8	6.8	7.0	7.2
Other provisions	16.5	18.3	19.5	21.1	21.1	0.0	0.0
Non-current liabilities	27.7	38.2	41.5	40.8	40.8	19.9	20.1
short-term liabilities to banks	7.8	5.8	5.8	8.1	8.1	8.1	8.1
Accounts payable	4.3	4.4	4.3	5.3	5.3	5.4	5.6
Advance payments received on orders	1.0	8.0	3.4	1.3	1.3	1.3	1.3
Other liabilities (incl. from lease and rental contracts)	12.3	14.4	15.3	7.3	16.4	16.9	17.5
Deferred taxes	1.1	2.6	0.0	1.8	1.8	1.9	1.9
Deferred income	1.8	1.8	0.6	2.0	2.0	2.1	2.2
Current liabilities	28.3	37.0	29.4	25.9	34.9	35.7	36.6
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	98.8	161.9	144.4	154.0	169.0	179.7	192.6

Balance sheet (common size)	2008	2009	2010	2011	2012E	2013E	2014E
Intangible assets	39.2 %	26.0 %	28.3 %	29.2 %	26.6 %	25.1 %	23.4 %
Property, plant and equipment	24.1 %	16.8 %	19.1 %	18.8 %	21.2 %	23.7 %	17.6 %
Financial assets	1.4 %	1.1 %	0.9 %	0.8 %	0.8 %	0.7 %	0.7 %
FIXED ASSETS	64.7 %	43.9 %	48.3 %	48.8 %	48.6 %	49.4 %	41.6 %
Inventories	8.7 %	7.8 %	8.8 %	9.2 %	8.3 %	8.1 %	8.0 %
Accounts receivable	14.2 %	10.0 %	11.9 %	11.7 %	10.8 %	10.5 %	10.1 %
Other current assets	3.5 %	3.9 %	2.1 %	3.0 %	4.2 %	4.1 %	3.9 %
Liquid assets	7.7 %	27.1 %	20.4 %	21.0 %	22.5 %	22.5 %	31.1 %
Deferred taxes	1.2 %	7.3 %	8.5 %	6.2 %	5.6 %	5.4 %	5.2 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	35.3 %	56.1 %	51.7 %	51.2 %	51.4 %	50.6 %	58.4 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	41.4 %	47.2 %	47.3 %	53.0 %	51.3 %	69.1 %	70.6 %
MINORITY INTEREST	2.0 %	6.3 %	3.7 %	3.7 %	4.0 %	0.0 %	0.0 %
Long-term debt	10.9 %	8.8 %	11.1 %	8.4 %	7.6 %	7.2 %	6.7 %
Provisions for pensions and similar obligations	0.4 %	3.5 %	4.1 %	4.4 %	4.0 %	3.9 %	3.7 %
Other provisions	16.7 %	11.3 %	13.5 %	13.7 %	12.5 %	0.0 %	0.0 %
Non-current liabilities	28.0 %	23.6 %	28.7 %	26.5 %	24.1 %	11.1 %	10.4 %
short-term liabilities to banks	7.8 %	3.6 %	4.0 %	5.3 %	4.8 %	4.5 %	4.2 %
Accounts payable	4.3 %	2.7 %	3.0 %	3.4 %	3.1 %	3.0 %	2.9 %
Advance payments received on orders	1.0 %	4.9 %	2.3 %	0.9 %	0.8 %	0.7 %	0.7 %
Other liabilities (incl. from lease and rental contracts)	12.5 %	8.9 %	10.6 %	4.7 %	9.7 %	9.4 %	9.1 %
Deferred taxes	1.2 %	1.6 %	0.0 %	1.2 %	1.1 %	1.0 %	1.0 %
Deferred income	1.8 %	1.1 %	0.4 %	1.3 %	1.2 %	1.2 %	1.1 %
Current liabilities	28.6 %	22.9 %	20.3 %	16.8 %	20.6 %	19.9 %	19.0 %
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)	2008	2009	2010	2011	2012E	2013E	2014E
Net profit/loss	3.0	15.7	10.4	11.4	12.0	12.7	15.4
Depreciation of fixed assets (incl. leases)	9.2	7.0	9.8	7.5	8.1	8.3	8.6
Amortisation of goodwill	0.0	4.4	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	-5.0	-0.8	1.6	11.9	-0.1	0.2	0.2
Cash flow from operations before changes in w/c	7.1	26.3	16.9	30.8	20.0	21.2	24.3
Increase/decrease in inventory	-0.8	-4.1	0.0	-1.5	0.1	-0.5	-0.8
Increase/decrease in accounts receivable	-2.5	-2.2	-1.0	-0.8	-0.2	-0.6	-0.6
Increase/decrease in accounts payable	0.4	0.1	-0.1	1.0	0.0	0.2	0.2
Increase/decrease in other working capital positions	4.4	6.3	-0.6	-11.6	6.7	0.3	0.3
Increase/decrease in working capital	1.5	0.2	-1.8	-13.0	6.5	-0.6	-1.0
Cash flow from operating activities	8.6	26.5	15.0	17.8	26.6	20.6	23.3
CAPEX	6.0	5.7	7.7	9.2	15.0	15.0	0.0
Payments for acquisitions	0.2	5.3	22.8	0.0	0.0	0.0	0.0
Financial investments	-0.5	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.2	1.3	0.2	0.3	0.0	0.0	0.0
Cash flow from investing activities	-5.5	-9.7	-30.4	-8.9	-15.0	-15.0	0.0
Cash flow before financing	3.1	16.8	-15.4	9.0	3.1	3.2	3.8
Increase/decrease in debt position	0.6	1.9	1.7	-5.5	0.0	0.0	0.0
Purchase of own shares	0.0	4.5	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	24.4	1.3	0.0	0.0	0.0	0.0
Dividends paid	0.8	0.6	2.3	3.1	3.1	3.2	3.8
Others	-0.1	-1.6	0.0	-1.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.1	-0.3	0.4	0.8	0.0	0.0	0.0
Cash flow from financing activities	-0.3	19.5	0.7	-9.7	-3.1	-3.2	-3.8
Increase/decrease in liquid assets	2.9	36.0	-14.2	0.1	n/a	n/a	n/a
Liquid assets at end of period	7.6	43.6	29.4	29.5	38.0	40.4	59.8

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2008	2009	2010	2011	2012E	2013E	2014E
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	43.9	61.9	67.8	70.9	70.3	72.6	0.0
yoy change	42.5 %	40.9 %	9.6 %	4.6 %	-0.9 %	3.2 %	n/a
NAFTA	20.3	27.4	31.1	33.7	34.6	35.7	0.0
yoy change	6.8 %	34.9 %	13.6 %	8.3 %	2.6 %	3.2 %	n/a
Asia Pacific	6.2	10.1	11.1	10.5	9.2	9.5	0.0
yoy change	138.5 %	63.5 %	9.6 %	-5.9 %	-11.9 %	3.2 %	n/a
Rest of world	1.2	2.0	1.1	1.2	1.2	1.2	0.0
yoy change	-40.0 %	69.0 %	-45.2 %	4.6 %	-0.9 %	3.2 %	n/a
TTL	71.6	101.4	111.1	116.2	115.2	118.9	0.0
yoy change	31.6 %	41.6 %	9.6 %	4.6 %	-0.9 %	3.2 %	n/a

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2008	2009	2010	2011	2012E	2013E	2014E
P&L growth analysis							
Sales growth	31.5 %	41.6 %	9.6 %	4.6 %	-0.9 %	3.2 %	3.4 %
EBITDA growth	93.1 %	20.4 %	17.1 %	15.1 %	-3.9 %	4.1 %	5.5 %
EBIT growth	60.6 %	61.3 %	7.2 %	38.1 %	-7.6 %	4.4 %	6.3 %
EPS growth	131.0 %	143.0 %	-48.0 %	9.1 %	5.2 %	5.5 %	33.2 %
Efficiency							
Total operating costs / sales	34.3 %	35.2 %	37.1 %	35.7 %	37.1 %	36.9 %	36.4 %
Sales per employee	181.3	202.8	218.3	212.4	209.5	n/a	n/a
EBITDA per employee	47.4	45.1	51.9	55.6	53.1	n/a	n/a
Balance sheet analysis							
Avg. working capital / sales	22.5 %	16.6 %	17.4 %	20.6 %	22.3 %	22.1 %	22.2 %
Inventory turnover (sales/inventory)	8.4	8.0	8.8	8.2	8.2	8.2	8.0
Trade debtors in days of sales	71.3	58.3	56.7	58.0	58.0	58.0	58.0
A/P turnover [(A/P*365)/sales]	41.8	32.1	29.6	37.4	37.4	37.4	37.4
Cash conversion cycle (days)	112.9	117.9	113.9	119.6	120.8	n/a	n/a
Cash flow analysis							
Free cash flow	2.6	20.8	7.3	8.6	11.6	5.6	23.3
Free cash flow/sales	3.6 %	20.5 %	6.6 %	7.4 %	10.0 %	4.7 %	18.9 %
FCF / net profit	57.9 %	156.9 %	77.5 %	82.9 %	105.4 %	48.8 %	151.2 %
FCF yield	3.4 %	16.5 %	5.8 %	6.9 %	9.2 %	4.5 %	18.5 %
Capex / depre	59.7 %	49.8 %	78.5 %	122.2 %	186.0 %	180.2 %	0.0 %
Capex / maintenance capex	0.0 %	0.0 %	78.5 %	122.2 %	186.0 %	180.2 %	0.0 %
Capex / sales	7.6 %	5.6 %	7.0 %	7.9 %	13.0 %	12.6 %	0.0 %
Security							
Net debt	10.9	-23.8	-7.6	-11.3	-17.0	-19.4	-38.8
Net Debt/EBITDA	0.6	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	0.3	-0.3	-0.1	-0.1	-0.2	-0.2	-0.3
Interest cover	7.7	11.6	6.6	7.9	7.3	7.6	18.6
Dividend payout ratio	14.1 %	17.4 %	32.7 %	29.6 %	29.6 %	33.3 %	30.4 %
Asset utilisation							
Capital employed turnover	0.9	0.8	1.0	0.9	0.8	0.8	0.7
Operating assets turnover	1.7	2.3	2.2	2.1	1.9	1.7	2.0
Plant turnover	3.0	3.7	4.0	4.0	3.2	2.8	3.6
Inventory turnover (sales/inventory)	8.4	8.0	8.8	8.2	8.2	8.2	8.0
Returns							
ROCE	10.4 %	14.4 %	16.2 %	19.1 %	15.8 %	15.3 %	14.8 %
ROE	11.0 %	17.3 %	13.8 %	12.8 %	12.7 %	9.3 %	11.3 %
Other							
Interest paid / avg. debt	8.1 %	6.9 %	12.0 %	13.5 %	13.8 %	13.8 %	6.0 %
No. employees (average)	395	500	509	547	550	0	0
Number of shares	3.1	3.8	5.2	5.3	5.3	5.3	5.3
DPS	0.3	0.5	0.6	0.6	0.6	0.7	0.0
EPS reported	1.43	3.48	1.81	1.98	2.08	2.19	2.92
Valuation ratios							
P/BV	1.9	1.2	1.9	1.6	1.5	1.0	0.9
EV/sales	1.2	1.1	1.1	1.0	1.0	1.0	0.8
EV/EBITDA	4.7	4.9	4.7	4.0	4.0	3.7	2.9
EV/EBITA	9.1	4.9	7.5	5.3	5.5	5.1	4.0
EV/EBIT	9.1	7.2	7.5	5.3	5.5	5.1	4.0
EV/FCF	33.4	5.2	17.0	14.0	10.0	20.1	4.0
Dividend yield	1.2 %	1.8 %	2.5 %	2.5 %	2.6 %	2.7 %	3.6 %

Source: Company data, Hauck & Aufhäuser

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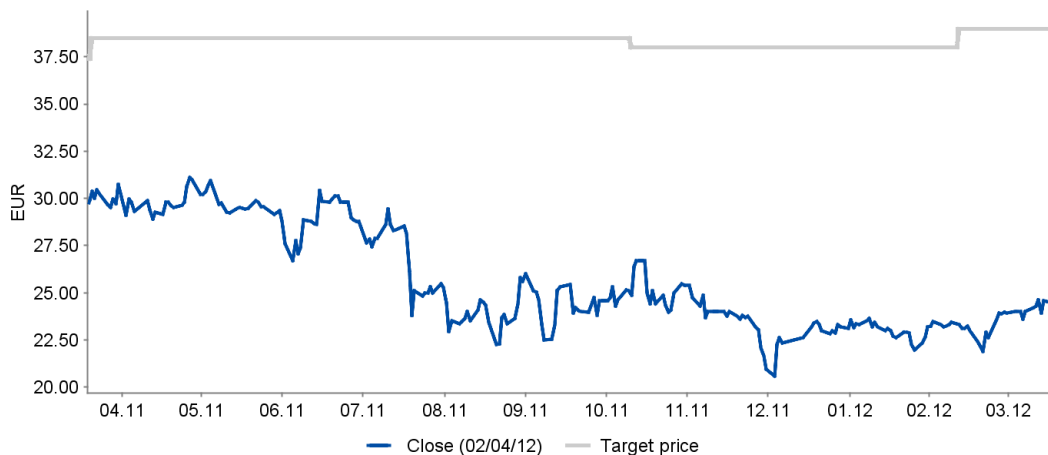
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Eckert & Ziegler AG	2, 5

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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 03/04/12

Initiation coverage
08-April-10



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