



Buy (old: Buy)

Price target: EUR 39.00 (old: EUR 39.00)

Price:	EUR 20.51	Next result:	Q3 06.11.12
Bloomberg:	EUZ GR	Market cap:	EUR 105.3 m
Reuters:	EUZG.DE	Enterprise Value:	EUR 95.1 m

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Value opportunity on low valuation and potential external growth

Eckert & Ziegler strongly underperformed the SDAX by more than 30% in the last 12 months and stands at its lowest level since two years. In our view, the low share price is unwarranted and rather a result of investors' aversion towards smaller stocks in times of economic uncertainty. **The stock should however receive attention again as markets recover & offers attractive value in the mid term.**

Eckert & Ziegler's business is highly resilient with ca. 80% of recurring revenues due to the fact that its products mostly have limited half life times and thus require regular replacements but also because its end markets are hardly volatile. Moreover, **long term contracts with customers, high switching costs and a high level of know-how** in niche applications underscore the company's competitive quality which resulted in an **80% market share in its major segment Isotope Products which accounted for 47% of sales and 76% of EBIT in 2011.**

While organic growth prospects are generally limited given the high market penetration, the **company focuses on external growth and expects a major acquisition still this year.** In our view, acquisitions could occur in the Therapy and Radiopharma segments in order to acquire specific know-how, expand the product offering and enter new geographic markets.

A recent example is a **small strategic acquisition in the field of pharmaceutical testing in order to obtain better access to large and mid-size pharmaceutical producers** in the US and Europe and to complement its product portfolio. The acquired company, Vitalea Science (US) provides bioanalytical contract analysis employing the Accelerator Mass Spectrometry (AMS) which is used to track and analyse the dispersion of radioactively marked molecules in patients.

Vitalea generated an estimated € 1.5m (\$ 2m) in sales in 2011 and should have been profitable. The purchase price was not disclosed, we however assume an EV/sales multiple of 1.0x and hence a purchase price of around € 1.5m. Given the minor magnitude of the acquisition, our estimates remain unchanged.

The stock is a **BUY** for its highly resilient business, excellent competitive quality, low valuation and potential thematic triggers due to external growth. **PT is € 39** based of FCFY 2012E.

Y/E 31.12 (EUR m)	2008	2009	2010	2011	2012E	2013E	2014E
Sales	71.6	101.4	111.1	116.2	118.0	121.2	125.1
Sales growth	32 %	42 %	10 %	5 %	2 %	3 %	3 %
EBITDA	18.7	22.6	26.4	30.4	29.5	30.7	32.7
EBIT	9.6	15.5	16.6	22.9	21.2	22.2	23.9
Net income	4.5	13.3	9.4	10.4	11.0	11.6	14.5
Net debt	10.9	-23.8	-7.6	-14.3	-17.2	-25.5	-37.5
Net gearing	26.6 %	-31.2 %	-11.2 %	-18.9 %	-20.6 %	-27.2 %	-35.9 %
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	1.98	2.09	2.20	2.75
CPS	1.16	3.71	1.01	2.46	1.82	2.57	3.22
DPS	0.30	0.45	0.60	0.60	0.63	0.67	0.91
Dividend yield	1.5 %	2.2 %	2.9 %	2.9 %	3.1 %	3.3 %	4.5 %
Gross profit margin	47.7 %	50.4 %	52.0 %	55.4 %	55.1 %	55.3 %	56.0 %
EBITDA margin	26.2 %	22.2 %	23.8 %	26.2 %	25.0 %	25.3 %	26.1 %
EBIT margin	13.4 %	15.2 %	14.9 %	19.7 %	18.0 %	18.3 %	19.1 %
ROCE	10.4 %	16.2 %	14.3 %	19.9 %	17.0 %	16.3 %	15.9 %
EV/sales	1.0	0.9	0.9	0.8	0.8	0.7	0.6
EV/EBITDA	4.0	3.9	3.9	3.2	3.2	2.8	2.3
EV/EBIT	7.8	5.8	6.3	4.3	4.5	3.9	3.1
PER	14.4	10.4	11.3	10.4	9.8	9.3	7.5
Adjusted FCF yield	13.5 %	14.2 %	11.3 %	13.8 %	15.8 %	18.0 %	20.9 %

Source: Company data, Hauck & Aufhäuser Close price as of: 11.09.2012



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 26.71 / 20.51
Price/Book Ratio: 1.3
Relative performance (SDAX):
 3 months -9.8 %
 6 months -11.2 %
 12 months -32.8 %

Changes in estimates

		Sales	EBIT	EPS
2012	old:	118.0	21.2	2.09
	Δ	-	-	-
2013	old:	121.2	22.2	2.20
	Δ	-	-	-
2014	old:	125.1	23.9	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 €) 15.9
 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)	2008	2009	2010	2011	2012E	2013E	2014E
Sales	71.6	101.4	111.1	116.2	118.0	121.2	125.1
<i>Sales growth</i>	31.5 %	41.6 %	9.6 %	4.6 %	1.5 %	2.7 %	3.3 %
Cost of sales	37.5	50.3	53.3	51.8	53.0	54.2	55.1
Gross profit	34.2	51.1	57.8	64.4	65.0	67.0	70.1
Sales and marketing	15.1	18.4	18.9	19.5	19.8	20.4	21.0
General and administration	14.6	19.1	18.8	19.2	18.9	19.4	20.0
Research and development	3.1	2.5	2.9	3.0	3.5	3.6	3.8
Other operating income	17.2	9.3	3.9	4.7	3.5	3.6	3.8
Other operating expenses	9.0	5.0	4.5	4.5	5.1	5.1	5.1
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	29.5	30.7	32.7
Depreciation	9.2	7.1	9.8	7.5	8.3	8.5	8.8
EBITA	9.6	15.5	16.6	22.9	21.2	22.2	23.9
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	21.2	22.2	23.9
Interest income	0.1	0.1	0.3	0.2	0.2	0.3	1.3
Interest expenses	1.2	1.3	2.5	2.9	2.9	2.9	0.8
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	0.5
Recurring pretax income from continuing operations	8.3	15.2	14.4	20.2	18.6	19.6	24.4
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	18.6	19.6	24.4
Taxes	5.3	-6.7	3.9	8.8	6.5	6.9	8.5
Net income from continuing operations	3.0	21.9	10.4	11.4	12.1	12.7	15.9
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	12.1	12.7	15.9
Minority interest	-1.5	8.6	1.0	1.0	1.1	1.1	1.4
Net income (net of minority interest)	4.5	13.3	9.4	10.4	11.0	11.6	14.5
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	2.09	2.20	2.75

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 %	44.9 %	44.7 %	44.0 %
Gross profit	47.7 %	50.4 %	52.0 %	55.4 %	55.1 %	55.3 %	56.0 %
Sales and marketing	21.1 %	18.2 %	17.0 %	16.8 %	16.8 %	16.8 %	16.8 %
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 %	3.0 %	3.0 %	3.0 %
Other operating income	24.1 %	9.2 %	3.5 %	4.0 %	3.0 %	3.0 %	3.0 %
Other operating expenses	12.5 %	4.9 %	4.0 %	3.8 %	4.3 %	4.2 %	4.1 %
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 %	25.0 %	25.3 %	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 %	18.0 %	18.3 %	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 %	18.0 %	18.3 %	19.1 %
Interest income	0.1 %	0.1 %	0.3 %	0.2 %	0.2 %	0.2 %	1.0 %
Interest expenses	1.7 %	1.3 %	2.3 %	2.5 %	2.5 %	2.4 %	0.6 %
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 %	-2.1 %	0.4 %
Recurring pretax income from continuing operations	11.6 %	14.9 %	12.9 %	17.4 %	15.7 %	16.2 %	19.5 %
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 %	15.7 %	16.2 %	19.5 %
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 %	10.2 %	10.5 %	12.7 %
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 %	10.2 %	10.5 %	12.7 %
Minority interest	-2.0 %	8.5 %	0.9 %	0.9 %	0.9 %	0.9 %	1.1 %
Net income (net of minority interest)	6.3 %	13.1 %	8.5 %	9.0 %	9.3 %	9.6 %	11.6 %

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	31.6	34.1	34.4
Financial assets	1.4	1.8	1.3	1.4	1.4	1.4	1.4
FIXED ASSETS	63.9	71.1	69.8	75.3	78.0	80.5	80.8
Inventories	8.6	12.6	12.7	14.2	14.4	14.8	15.3
Accounts receivable	14.0	16.2	17.3	18.1	18.7	19.3	19.5
Other current assets	3.5	6.2	3.1	4.7	7.3	7.5	7.7
Liquid assets	7.6	43.9	29.4	32.3	33.3	39.9	50.5
Deferred taxes	1.2	11.8	12.2	9.5	9.6	9.9	10.2
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	83.4	91.3	103.3
TOTAL ASSETS	98.8	161.9	144.5	154.0	161.4	171.8	184.0
SHAREHOLDERS EQUITY	40.9	76.4	68.3	75.9	83.7	93.4	104.3
MINORITY INTEREST	2.0	10.3	5.3	5.7	6.7	7.9	9.2
Long-term debt	10.8	14.3	16.0	12.9	11.0	9.3	7.9
Provisions for pensions and similar obligations	0.4	5.7	5.9	6.8	7.0	7.1	7.2
Other provisions	16.5	18.3	19.5	21.1	21.6	22.0	22.4
Non-current liabilities	27.7	38.2	41.5	40.8	39.5	38.4	37.6
short-term liabilities to banks	7.8	5.8	5.8	5.1	5.1	5.1	5.1
Accounts payable	4.3	4.4	4.3	5.3	5.4	5.6	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	17.1	16.8	17.2	17.8
Deferred taxes	1.1	2.6	0.0	1.8	1.8	1.9	2.0
Deferred income	1.8	1.8	0.6	1.0	1.0	1.0	1.1
Current liabilities	28.3	37.0	29.4	31.6	31.5	32.1	32.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	98.8	161.9	144.4	154.0	161.4	171.8	184.0

Balance sheet (common size)	2008	2009	2010	2011	2012E	2013E	2014E
Intangible assets	39.2 %	26.0 %	28.3 %	29.2 %	27.9 %	26.2 %	24.5 %
Property, plant and equipment	24.1 %	16.8 %	19.1 %	18.8 %	19.6 %	19.9 %	18.7 %
Financial assets	1.4 %	1.1 %	0.9 %	0.9 %	0.8 %	0.8 %	0.7 %
FIXED ASSETS	64.7 %	43.9 %	48.3 %	48.9 %	48.3 %	46.9 %	43.9 %
Inventories	8.7 %	7.8 %	8.8 %	9.2 %	8.9 %	8.6 %	8.3 %
Accounts receivable	14.2 %	10.0 %	11.9 %	11.7 %	11.6 %	11.2 %	10.6 %
Other current assets	3.5 %	3.9 %	2.1 %	3.0 %	4.5 %	4.3 %	4.2 %
Liquid assets	7.7 %	27.1 %	20.4 %	21.0 %	20.6 %	23.2 %	27.4 %
Deferred taxes	1.2 %	7.3 %	8.5 %	6.2 %	6.0 %	5.8 %	5.6 %
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 %	51.1 %	51.7 %	53.1 %	56.1 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	41.4 %	47.2 %	47.3 %	49.3 %	51.9 %	54.4 %	56.7 %
MINORITY INTEREST	2.0 %	6.3 %	3.7 %	3.7 %	4.2 %	4.6 %	5.0 %
Long-term debt	10.9 %	8.8 %	11.1 %	8.4 %	6.8 %	5.4 %	4.3 %
Provisions for pensions and similar obligations	0.4 %	3.5 %	4.1 %	4.4 %	4.3 %	4.1 %	3.9 %
Other provisions	16.7 %	11.3 %	13.5 %	13.7 %	13.4 %	12.8 %	12.2 %
Non-current liabilities	28.0 %	23.6 %	28.7 %	26.5 %	24.5 %	22.3 %	20.4 %
short-term liabilities to banks	7.8 %	3.6 %	4.0 %	3.3 %	3.2 %	3.0 %	2.8 %
Accounts payable	4.3 %	2.7 %	3.0 %	3.4 %	3.4 %	3.2 %	3.1 %
Advance payments received on orders	1.0 %	4.9 %	2.3 %	0.9 %	0.8 %	0.8 %	0.7 %
Other liabilities (incl. from lease and rental contracts)	12.5 %	8.9 %	10.6 %	11.1 %	10.4 %	10.0 %	9.7 %
Deferred taxes	1.2 %	1.6 %	0.0 %	1.2 %	1.1 %	1.1 %	1.1 %
Deferred income	1.8 %	1.1 %	0.4 %	0.6 %	0.6 %	0.6 %	0.6 %
Current liabilities	28.6 %	22.9 %	20.3 %	20.5 %	19.5 %	18.7 %	17.9 %
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	12.1	12.7	15.9
Depreciation of fixed assets (incl. leases)	9.2	7.0	9.8	7.5	8.3	8.5	8.8
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	2.8	0.1	0.1	0.1
Cash flow from operations before changes in w/c	7.1	26.3	16.9	21.7	20.5	21.4	24.8
Increase/decrease in inventory	-0.8	-4.1	0.0	-1.4	-0.2	-0.4	-0.5
Increase/decrease in accounts receivable	-2.5	-2.2	-1.0	-1.2	-0.7	-0.5	-0.3
Increase/decrease in accounts payable	0.4	0.1	-0.1	1.0	0.1	0.1	0.1
Increase/decrease in other working capital positions	4.4	6.3	-0.6	0.1	-2.9	0.3	0.3
Increase/decrease in working capital	1.5	0.2	-1.8	-1.6	-3.7	-0.5	-0.4
Cash flow from operating activities	8.6	26.5	15.0	20.2	16.8	20.8	24.4
CAPEX	6.0	5.7	7.7	9.2	11.0	11.0	8.5
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	-11.0	-11.0	-8.5
Cash flow before financing	3.1	16.8	-15.4	11.3	3.1	3.3	3.9
Increase/decrease in debt position	0.6	1.9	1.7	-5.5	-1.9	0.0	-1.4
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	3.2	3.1	3.3	3.9
Others	-0.1	-1.6	0.0	0.3	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.1	-0.3	0.4	0.2	0.0	0.0	0.0
Cash flow from financing activities	-0.3	19.5	0.7	-8.4	-5.0	-3.3	-5.3
Increase/decrease in liquid assets	2.9	36.0	-14.2	3.1	n/a	n/a	n/a
Liquid assets at end of period	7.6	43.6	29.4	32.5	33.3	39.9	50.5

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	67.9	69.0	72.0	73.9	0.0
yoy change	42.5 %	40.9 %	9.8 %	1.6 %	4.3 %	2.7 %	n/a
NAFTA	20.3	27.4	30.5	30.9	35.4	36.4	0.0
yoy change	6.8 %	34.9 %	11.4 %	1.3 %	14.5 %	2.7 %	n/a
Asia Pacific	6.2	10.1	11.1	12.1	9.4	9.7	0.0
yoy change	138.5 %	63.5 %	9.5 %	9.0 %	-22.0 %	2.7 %	n/a
Rest of world	1.2	2.0	1.6	4.2	1.2	1.2	0.0
yoy change	-40.0 %	69.0 %	-21.1 %	162.5 %	-71.9 %	2.7 %	n/a
TTL	71.6	101.4	111.1	116.2	118.0	121.2	0.0
yoy change	31.6 %	41.6 %	9.6 %	4.6 %	1.5 %	2.7 %	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 %	1.5 %	2.7 %	3.3 %
EBITDA growth	93.1 %	20.4 %	17.1 %	15.1 %	-3.1 %	4.0 %	6.6 %
EBIT growth	60.6 %	61.3 %	7.2 %	38.2 %	-7.3 %	4.5 %	7.9 %
EPS growth	131.0 %	143.0 %	-48.0 %	9.1 %	5.7 %	5.6 %	24.6 %
Efficiency							
Total operating costs / sales	34.3 %	35.2 %	37.1 %	35.7 %	37.1 %	37.0 %	36.9 %
Sales per employee	181.3	202.8	218.3	212.4	214.5	n/a	n/a
EBITDA per employee	47.4	45.1	51.9	55.6	53.6	n/a	n/a
Balance sheet analysis							
Avg. working capital / sales	22.5 %	16.6 %	17.4 %	20.6 %	22.1 %	22.1 %	22.0 %
Inventory turnover (sales/inventory)	8.4	8.0	8.8	8.2	8.2	8.2	8.2
Trade debtors in days of sales	71.3	58.3	56.7	56.8	58.0	58.0	57.0
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	120.0	n/a	n/a
Cash flow analysis							
Free cash flow	2.6	20.8	7.3	11.0	5.8	9.8	15.9
Free cash flow/sales	3.6 %	20.5 %	6.6 %	9.4 %	4.9 %	8.1 %	12.7 %
FCF / net profit	57.9 %	156.9 %	77.6 %	105.4 %	52.7 %	84.6 %	109.9 %
FCF yield	4.1 %	19.7 %	6.9 %	10.4 %	5.5 %	9.3 %	15.1 %
Capex / depn	59.7 %	49.8 %	78.5 %	122.2 %	133.2 %	129.7 %	97.1 %
Capex / maintenance capex	0.0 %	0.0 %	78.5 %	122.2 %	148.0 %	144.1 %	114.2 %
Capex / sales	7.6 %	5.6 %	7.0 %	7.9 %	9.3 %	9.1 %	6.8 %
Security							
Net debt	10.9	-23.8	-7.6	-14.3	-17.2	-25.5	-37.5
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	-0.2	-0.2	-0.3	-0.4
Interest cover	7.7	11.6	6.6	7.9	7.3	7.7	30.6
Dividend payout ratio	14.1 %	17.4 %	32.7 %	29.6 %	29.6 %	33.3 %	33.3 %
Asset utilisation							
Capital employed turnover	0.9	0.8	1.0	1.0	0.9	0.8	0.8
Operating assets turnover	1.7	2.3	2.2	2.1	2.0	2.0	2.0
Plant turnover	3.0	3.7	4.0	4.0	3.7	3.5	3.6
Inventory turnover (sales/inventory)	8.4	8.0	8.8	8.2	8.2	8.2	8.2
Returns							
ROCE	10.4 %	16.2 %	14.3 %	19.9 %	17.0 %	16.3 %	15.9 %
ROE	11.0 %	17.3 %	13.8 %	13.7 %	13.2 %	12.4 %	13.9 %
Other							
Interest paid / avg. debt	8.1 %	6.9 %	12.0 %	14.5 %	17.0 %	19.0 %	5.7 %
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	0.9
EPS reported	1.43	3.48	1.81	1.98	2.09	2.20	2.75
Valuation ratios							
P/BV	1.6	1.0	1.6	1.4	1.3	1.2	1.0
EV/sales	1.0	0.9	0.9	0.8	0.8	0.7	0.6
EV/EBITDA	4.0	3.9	3.9	3.2	3.2	2.8	2.3
EV/EBITA	7.8	3.9	6.3	4.3	4.5	3.9	3.1
EV/EBIT	7.8	5.8	6.3	4.3	4.5	3.9	3.1
EV/FCF	28.7	4.2	14.2	8.9	16.4	8.8	4.7
Dividend yield	1.5 %	2.2 %	2.9 %	2.9 %	3.1 %	3.3 %	4.5 %

Source: Company data, Hauck & Aufhäuser

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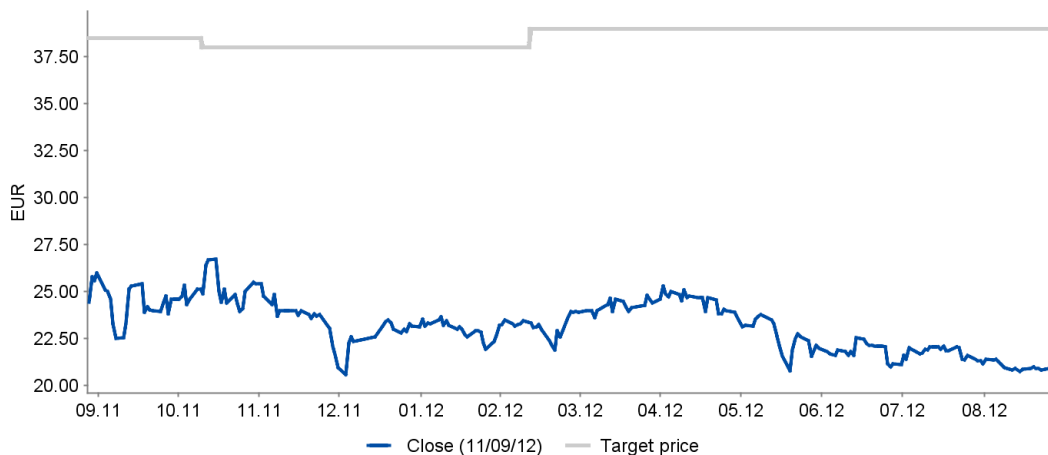
Company	Disclosure
Eckert & Ziegler AG	2, 5

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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 12/09/12

Initiation coverage
08-April-10



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