

**Buy** (old: Buy)

**Price target: EUR 14.50** (old: EUR 14.50)

**Price:** EUR 9.10      **Next result:** Q2 14 07.08.14  
**Bloomberg:** SHWK GR      **Market cap:** EUR 19.1 m  
**Reuters:** SHSGk.F      **Enterprise Value:** EUR 18.5 m

13-May-14

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## Solid start into the year

SHS VIVEON (SV) reported its Q1 results which were ahead of our estimates. Cost cutting and turnaround in business becomes visible. The company reiterated its 2014 guidance.

	Q1 2014	Q1 2014 est	Q1 2013	yoy	Q4 2013
Sales	5.4	5.5	5.9	-9.3%	6.4
EBITDA	0.1	0.0	-0.7	n.a.	0.6
EBITDA margin	1.0%	-0.6%	-12.1%	n.a.	8.8%
EBIT	-0.1	-0.2	-0.9	n.a.	0.4
EBIT margin	-1.7%	-2.7%	-14.5%	n.a.	6.6%
EPS	-0.06	-0.09	-0.45	n.a.	0.18

Source: Company data; Hauck & Aufhäuser

In Q1, sales declined by 9% yoy to € 5.4m which is the result of the transformation of business towards more license and maintenance revenues and less consulting business. Some 37 employees (30% of total employees) mainly of its consulting unit (Professional Services) left SV which results in a decline of Q1 segment revenues of 14% yoy to € 3.07m. Moreover, Software sales showed a sound 7% yoy growth to € 1.06m which should trigger high margin accretive maintenance revenues in the future.

The new license growth looks also to be attributable to SV's new sales team (5 FTEs) which joined over the course of 2013 from competitors. Thanks to this, SV was able to generate new well-known reference customers like Tennet or CTS Eventim. A sound order pipeline should further help to drive new license sales in the future.

On the back of this successful transformation process, SV was able to significantly reduce the loss in the traditionally weak Q1 to only € 0.1m. Accordingly, the Q1 EPS improved to -€ 0.06 after -€ 0.45 in Q1 2013.

As expected, the company reiterated its 2014 outlook to 'improve the business further' (eH&A: sales of € 30m and an EBIT of € 1.9m).

Seeing the transformation of business not reflected in SV's valuation, the stock remains a **BUY with a PT of € 14.50 based on FCFY14/15E**.

Y/E 31.12 (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Sales	21.4	23.1	27.8	24.5	30.2	35.0	38.5
Sales growth	-15 %	8 %	20 %	-12 %	24 %	16 %	10 %
EBITDA	1.8	1.9	2.2	-0.2	2.6	4.4	5.3
EBIT	1.4	1.4	1.7	-0.8	1.9	3.7	4.5
Net income	0.9	1.2	1.3	-0.9	1.4	2.7	3.3
Net debt	-1.8	-1.8	-2.0	-0.1	-0.7	-2.7	-5.6
Net gearing	-51.8 %	-38.9 %	-36.0 %	-2.5 %	-10.6 %	-30.2 %	-45.9 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.44	0.59	0.61	-0.43	0.65	1.27	1.56
CPS	0.48	0.39	0.12	-0.98	0.19	0.88	1.40
DPS	0.00	0.20	0.25	0.00	0.00	0.00	0.00
Dividend yield	0.0 %	2.2 %	2.7 %	0.0 %	0.0 %	0.0 %	0.0 %
Gross profit margin	92.2 %	91.1 %	92.4 %	95.0 %	96.1 %	96.6 %	96.5 %
EBITDA margin	8.4 %	8.3 %	7.9 %	-0.7 %	8.5 %	12.6 %	13.6 %
EBIT margin	6.3 %	6.2 %	5.9 %	-3.1 %	6.3 %	10.4 %	11.6 %
ROCE	22.0 %	23.8 %	22.5 %	-9.7 %	23.8 %	36.4 %	34.3 %
EV/sales	0.8	0.8	0.6	0.8	0.6	0.5	0.4
EV/EBITDA	9.6	9.1	7.8	-106.8	7.2	3.7	2.6
EV/EBIT	12.8	12.2	10.4	-25.3	9.7	4.5	3.0
PER	20.9	15.5	14.8	-21.2	14.1	7.2	5.8
Adjusted FCF yield	6.7 %	7.6 %	8.2 %	-4.1 %	7.7 %	16.4 %	26.0 %

Source: Company data, Hauck & Aufhäuser Close price as of: 12.05.2014



Source: Company data, Hauck & Aufhäuser

**High/low 52 weeks:** 10.00 / 6.50

**Price/Book Ratio:** 3.1

**Relative performance (SDAX):**

3 months 0.0 %

6 months -14.4 %

12 months -28.3 %

### Changes in estimates

		Sales	EBIT	EPS
2014	old:	30.2	1.9	0.65
	Δ	-	-	-
2015	old:	35.0	3.7	1.27
	Δ	-	-	-
2016	old:	38.5	4.5	1.56
	Δ	-	-	-

### Key share data:

Number of shares: (in m pcs) 2.1  
Authorised capital: (in € m) 2.1  
Book value per share: (in €) 3.0  
Ø trading volume: (12 months) 6,200

### Major shareholders:

Free Float 79.0 %  
Executive Board 8.0 %  
Supervisory Board 6.0 %  
Management 5.0 %  
Own Shares 2.0 %

### Company description:

SHS VIVEON AG is a business and IT consultancy focused on customer management solutions with its own customised software solutions.

## Financials

Profit and loss (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
<b>Net sales</b>	<b>21.4</b>	<b>23.1</b>	<b>27.8</b>	<b>24.5</b>	<b>30.2</b>	<b>35.0</b>	<b>38.5</b>
<i>Sales growth</i>	-15.4 %	7.6 %	20.2 %	-11.9 %	23.5 %	15.9 %	10.0 %
Increase/decrease in finished goods and work-in-process	-0.1	0.1	-0.2	0.0	0.2	0.2	0.2
<b>Total sales</b>	<b>21.3</b>	<b>23.2</b>	<b>27.5</b>	<b>24.4</b>	<b>30.4</b>	<b>35.2</b>	<b>38.7</b>
Other operating income	0.7	0.2	0.4	0.3	0.4	0.4	0.4
Material expenses	1.7	2.1	2.1	1.2	1.2	1.2	1.3
Personnel expenses	13.9	14.3	17.9	18.1	21.0	23.0	24.8
Other operating expenses	4.6	5.1	5.8	5.6	6.0	7.0	7.7
Total operating expenses	19.5	21.3	25.3	24.6	27.8	30.8	33.4
<b>EBITDA</b>	<b>1.8</b>	<b>1.9</b>	<b>2.2</b>	<b>-0.2</b>	<b>2.6</b>	<b>4.4</b>	<b>5.3</b>
Depreciation	0.3	0.2	0.3	0.3	0.4	0.4	0.4
<b>EBITA</b>	<b>1.5</b>	<b>1.7</b>	<b>1.9</b>	<b>-0.5</b>	<b>2.2</b>	<b>4.0</b>	<b>4.8</b>
Amortisation of goodwill	0.0	0.0	0.0	0.2	0.0	0.0	0.0
Amortisation of intangible assets	0.2	0.2	0.3	0.1	0.3	0.4	0.4
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>1.4</b>	<b>1.4</b>	<b>1.7</b>	<b>-0.8</b>	<b>1.9</b>	<b>3.7</b>	<b>4.5</b>
Interest income	0.0	0.0	0.0	0.0	0.0	0.0	0.1
Interest expenses	0.4	0.1	0.1	0.1	0.1	0.1	0.1
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.4	-0.1	-0.1	-0.1	0.0	0.0	0.0
<b>Recurring pretax income from continuing operations</b>	<b>1.0</b>	<b>1.3</b>	<b>1.6</b>	<b>-0.8</b>	<b>1.9</b>	<b>3.6</b>	<b>4.5</b>
Extraordinary income/loss	-0.1	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>0.9</b>	<b>1.3</b>	<b>1.6</b>	<b>-0.8</b>	<b>1.9</b>	<b>3.6</b>	<b>4.5</b>
Taxes	0.0	0.1	0.3	0.0	0.5	1.0	1.2
<b>Net income from continuing operations</b>	<b>0.9</b>	<b>1.2</b>	<b>1.3</b>	<b>-0.9</b>	<b>1.4</b>	<b>2.7</b>	<b>3.3</b>
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>0.9</b>	<b>1.2</b>	<b>1.3</b>	<b>-0.9</b>	<b>1.4</b>	<b>2.7</b>	<b>3.3</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income (net of minority interest)</b>	<b>0.9</b>	<b>1.2</b>	<b>1.3</b>	<b>-0.9</b>	<b>1.4</b>	<b>2.7</b>	<b>3.3</b>
Average number of shares	2.1	2.1	2.1	2.1	2.1	2.1	2.1
<b>EPS reported</b>	<b>0.44</b>	<b>0.59</b>	<b>0.61</b>	<b>-0.43</b>	<b>0.65</b>	<b>1.27</b>	<b>1.56</b>

Profit and loss (common size)	2010	2011	2012	2013	2014E	2015E	2016E
<b>Net sales</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
Increase/decrease in finished goods and work-in-process	-0.7 %	0.6 %	-0.9 %	-0.1 %	0.7 %	0.6 %	0.5 %
<b>Total sales</b>	<b>99.3 %</b>	<b>100.6 %</b>	<b>99.1 %</b>	<b>99.9 %</b>	<b>100.7 %</b>	<b>100.6 %</b>	<b>100.5 %</b>
Other operating income	3.2 %	0.8 %	1.5 %	1.1 %	1.3 %	1.1 %	1.0 %
Material expenses	7.8 %	9.0 %	7.5 %	5.0 %	4.0 %	3.4 %	3.5 %
Personnel expenses	64.7 %	62.1 %	64.4 %	74.0 %	69.5 %	65.7 %	64.4 %
Other operating expenses	21.6 %	22.0 %	20.8 %	22.7 %	20.0 %	20.0 %	20.0 %
Total operating expenses	90.9 %	92.3 %	91.2 %	100.6 %	92.2 %	88.0 %	86.9 %
<b>EBITDA</b>	<b>8.4 %</b>	<b>8.3 %</b>	<b>7.9 %</b>	<b>-0.7 %</b>	<b>8.5 %</b>	<b>12.6 %</b>	<b>13.6 %</b>
Depreciation	1.3 %	1.1 %	1.0 %	1.3 %	1.2 %	1.1 %	1.1 %
<b>EBITA</b>	<b>7.1 %</b>	<b>7.2 %</b>	<b>6.9 %</b>	<b>-2.0 %</b>	<b>7.3 %</b>	<b>11.4 %</b>	<b>12.6 %</b>
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.8 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.8 %	1.0 %	1.0 %	0.3 %	1.0 %	1.0 %	1.0 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBIT</b>	<b>6.3 %</b>	<b>6.2 %</b>	<b>5.9 %</b>	<b>-3.1 %</b>	<b>6.3 %</b>	<b>10.4 %</b>	<b>11.6 %</b>
Interest income	0.1 %	0.0 %	0.0 %	0.0 %	0.1 %	0.1 %	0.2 %
Interest expenses	1.7 %	0.4 %	0.3 %	0.4 %	0.2 %	0.2 %	0.1 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-1.6 %	-0.4 %	-0.3 %	-0.3 %	-0.1 %	0.0 %	0.0 %
<b>Recurring pretax income from continuing operations</b>	<b>4.7 %</b>	<b>5.8 %</b>	<b>5.7 %</b>	<b>-3.4 %</b>	<b>6.2 %</b>	<b>10.4 %</b>	<b>11.6 %</b>
Extraordinary income/loss	-0.3 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Earnings before taxes</b>	<b>4.3 %</b>	<b>5.8 %</b>	<b>5.7 %</b>	<b>-3.4 %</b>	<b>6.2 %</b>	<b>10.4 %</b>	<b>11.6 %</b>
Tax rate	1.7 %	7.7 %	18.3 %	18.3 %	18.3 %	18.3 %	18.3 %
<b>Net income from continuing operations</b>	<b>4.3 %</b>	<b>5.3 %</b>	<b>4.6 %</b>	<b>-3.6 %</b>	<b>4.5 %</b>	<b>7.6 %</b>	<b>8.5 %</b>
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net income</b>	<b>4.3 %</b>	<b>5.3 %</b>	<b>4.6 %</b>	<b>-3.6 %</b>	<b>4.5 %</b>	<b>7.6 %</b>	<b>8.5 %</b>
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net income (net of minority interest)</b>	<b>4.3 %</b>	<b>5.3 %</b>	<b>4.6 %</b>	<b>-3.6 %</b>	<b>4.5 %</b>	<b>7.6 %</b>	<b>8.5 %</b>

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
<b>Intangible assets</b>	<b>1.6</b>	<b>1.5</b>	<b>1.6</b>	<b>1.4</b>	<b>1.2</b>	<b>1.0</b>	<b>0.8</b>
Property, plant and equipment	0.4	0.6	0.6	0.4	0.5	0.5	0.5
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>FIXED ASSETS</b>	<b>2.0</b>	<b>2.1</b>	<b>2.2</b>	<b>1.9</b>	<b>1.7</b>	<b>1.5</b>	<b>1.3</b>
Inventories	0.4	0.5	0.3	0.3	0.3	0.4	0.4
Accounts receivable	2.5	3.2	4.7	4.4	5.4	6.3	6.9
Other current assets	0.9	0.8	0.5	0.8	0.8	0.8	0.8
Liquid assets	2.0	2.0	2.3	1.2	1.7	3.7	6.6
Deferred taxes	0.0	0.1	0.2	0.2	0.2	0.2	0.2
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>CURRENT ASSETS</b>	<b>5.9</b>	<b>6.6</b>	<b>8.0</b>	<b>6.8</b>	<b>8.4</b>	<b>11.4</b>	<b>14.9</b>
<b>TOTAL ASSETS</b>	<b>7.9</b>	<b>8.7</b>	<b>10.2</b>	<b>8.7</b>	<b>10.1</b>	<b>12.9</b>	<b>16.3</b>
SHAREHOLDERS EQUITY	3.5	4.5	5.6	4.9	6.2	8.9	12.2
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	1.7	1.8	2.3	1.4	1.4	1.4	1.4
<b>Non-current liabilities</b>	<b>1.7</b>	<b>1.8</b>	<b>2.3</b>	<b>1.4</b>	<b>1.4</b>	<b>1.4</b>	<b>1.4</b>
short-term liabilities to banks	0.2	0.3	0.3	1.1	1.1	1.1	1.1
Accounts payable	0.5	0.8	0.7	0.5	0.6	0.7	0.8
Advance payments received on orders	0.3	0.3	0.1	0.1	0.1	0.1	0.1
Other liabilities (incl. from lease and rental contracts)	1.5	0.9	1.1	0.6	0.6	0.6	0.6
Deferred taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Current liabilities</b>	<b>2.7</b>	<b>2.4</b>	<b>2.3</b>	<b>2.4</b>	<b>2.5</b>	<b>2.6</b>	<b>2.7</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>7.9</b>	<b>8.7</b>	<b>10.2</b>	<b>8.6</b>	<b>10.1</b>	<b>12.9</b>	<b>16.3</b>

Balance sheet (common size)	2010	2011	2012	2013	2014E	2015E	2016E
<b>Intangible assets</b>	<b>21.0 %</b>	<b>17.1 %</b>	<b>15.8 %</b>	<b>15.9 %</b>	<b>11.8 %</b>	<b>7.7 %</b>	<b>4.8 %</b>
Property, plant and equipment	4.6 %	6.9 %	5.8 %	5.1 %	4.7 %	3.8 %	3.1 %
Financial assets	0.0 %	0.0 %	0.0 %	0.4 %	0.3 %	0.3 %	0.2 %
<b>FIXED ASSETS</b>	<b>25.6 %</b>	<b>23.9 %</b>	<b>21.6 %</b>	<b>21.4 %</b>	<b>16.8 %</b>	<b>11.8 %</b>	<b>8.1 %</b>
Inventories	5.1 %	6.1 %	2.8 %	2.9 %	3.1 %	2.8 %	2.4 %
Accounts receivable	31.7 %	37.0 %	46.5 %	50.8 %	53.6 %	48.8 %	42.6 %
Other current assets	11.6 %	8.7 %	4.4 %	9.6 %	8.2 %	6.4 %	5.1 %
Liquid assets	25.9 %	23.2 %	22.7 %	13.6 %	16.9 %	29.0 %	40.9 %
Deferred taxes	0.6 %	1.1 %	1.9 %	1.8 %	1.5 %	1.2 %	0.9 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>CURRENT ASSETS</b>	<b>74.8 %</b>	<b>76.0 %</b>	<b>78.4 %</b>	<b>78.6 %</b>	<b>83.2 %</b>	<b>88.2 %</b>	<b>91.9 %</b>
<b>TOTAL ASSETS</b>	<b>100.4 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
SHAREHOLDERS EQUITY	44.0 %	52.0 %	54.9 %	56.4 %	61.6 %	69.0 %	75.0 %
MINORITY INTEREST	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Provisions for pensions and similar obligations	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other provisions	22.0 %	20.2 %	22.3 %	16.2 %	13.8 %	10.9 %	8.6 %
<b>Non-current liabilities</b>	<b>22.0 %</b>	<b>20.2 %</b>	<b>22.3 %</b>	<b>16.2 %</b>	<b>13.8 %</b>	<b>10.9 %</b>	<b>8.6 %</b>
short-term liabilities to banks	3.1 %	3.0 %	2.9 %	12.2 %	10.4 %	8.2 %	6.5 %
Accounts payable	6.5 %	9.1 %	7.0 %	6.0 %	6.3 %	5.7 %	5.0 %
Advance payments received on orders	3.9 %	3.9 %	1.0 %	1.0 %	0.8 %	0.6 %	0.5 %
Other liabilities (incl. from lease and rental contracts)	19.2 %	10.7 %	10.9 %	6.8 %	5.8 %	4.6 %	3.6 %
Deferred taxes	1.3 %	1.1 %	0.9 %	1.5 %	1.3 %	1.0 %	0.8 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Current liabilities</b>	<b>33.9 %</b>	<b>27.8 %</b>	<b>22.8 %</b>	<b>27.4 %</b>	<b>24.6 %</b>	<b>20.1 %</b>	<b>16.4 %</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Net profit/loss	0.9	1.2	1.3	-0.9	1.4	2.7	3.3
Depreciation of fixed assets (incl. leases)	0.6	0.2	0.3	0.3	0.4	0.4	0.4
Amortisation of goodwill	0.0	0.0	0.0	0.2	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.2	0.3	0.1	0.3	0.4	0.4
Others	-0.3	0.0	0.2	-0.9	0.0	0.0	0.0
Cash flow from operations before changes in w/c	1.3	1.8	2.0	-1.2	2.0	3.4	4.1
Increase/decrease in inventory	0.0	0.0	0.0	0.0	-0.1	0.0	0.0
Increase/decrease in accounts receivable	1.8	-0.8	-1.0	0.0	-1.0	-0.9	-0.6
Increase/decrease in accounts payable	-1.5	0.3	-0.2	-0.4	0.1	0.1	0.1
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	0.4	-0.5	-1.2	-0.3	-1.0	-0.8	-0.6
<b>Cash flow from operating activities</b>	<b>1.6</b>	<b>1.3</b>	<b>0.8</b>	<b>-1.5</b>	<b>1.0</b>	<b>2.6</b>	<b>3.5</b>
CAPEX	0.1	0.5	0.3	0.2	0.5	0.6	0.6
Payments for acquisitions	0.1	0.1	0.0	0.0	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	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>-0.2</b>	<b>-0.6</b>	<b>-0.3</b>	<b>-0.2</b>	<b>-0.5</b>	<b>-0.6</b>	<b>-0.6</b>
Cash flow before financing	1.4	0.7	0.5	-1.7	0.5	2.0	2.9
Increase/decrease in debt position	-2.9	-0.6	0.0	0.4	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	-0.4	0.0	0.0	0.0
Capital measures	1.5	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.1	0.3	0.3	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>-1.3</b>	<b>-0.7</b>	<b>-0.2</b>	<b>0.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Increase/decrease in liquid assets	0.1	0.0	0.3	-1.1	0.5	2.0	2.9
<b>Liquid assets at end of period</b>	<b>2.0</b>	<b>2.0</b>	<b>2.3</b>	<b>1.2</b>	<b>1.7</b>	<b>3.7</b>	<b>6.6</b>

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	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
NAFTA	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
Asia Pacific	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 world	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
<b>TTL</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
<b>P&amp;L growth analysis</b>							
Sales growth	-15.4 %	7.6 %	20.2 %	-11.9 %	23.5 %	15.9 %	10.0 %
EBITDA growth	104.0 %	5.6 %	14.9 %	-108.1 %	-1538.1	71.9 %	19.4 %
EBIT growth	226.4 %	4.8 %	15.9 %	-145.5 %	-354.5 %	91.1 %	22.3 %
EPS growth	-135.1 %	34.5 %	4.5 %	-170.1 %	-250.6 %	95.7 %	23.4 %
<b>Efficiency</b>							
Total operating costs / sales	90.9 %	92.3 %	91.2 %	100.6 %	92.2 %	88.0 %	86.9 %
Sales per employee	110.3	123.1	127.3	202.9	n/a	n/a	n/a
EBITDA per employee	9.3	10.2	10.1	-1.5	n/a	n/a	n/a
<b>Balance sheet analysis</b>							
Avg. working capital / sales	13.5 %	10.2 %	12.3 %	16.9 %	15.0 %	15.5 %	15.9 %
Inventory turnover (sales/inventory)	53.6	43.1	96.9	97.2	97.2	97.2	97.2
Trade debtors in days of sales	42.3	51.0	62.1	65.6	65.6	65.6	65.6
A/P turnover [(A/P*365)/sales]	8.6	12.6	9.4	7.7	7.7	7.7	7.7
Cash conversion cycle (days)	19.0	5.0	-12.8	-13.3	-33.7	-49.5	-47.1
<b>Cash flow analysis</b>							
Free cash flow	1.5	0.8	0.5	-1.7	0.5	2.0	2.9
Free cash flow/sales	7.1 %	3.6 %	1.9 %	-7.1 %	1.8 %	5.8 %	7.5 %
FCF / net profit	166.1 %	66.7 %	41.6 %	199.1 %	39.7 %	76.3 %	88.3 %
Capex / depre	19.5 %	100.5 %	49.1 %	42.2 %	76.9 %	76.0 %	73.8 %
Capex / maintenance capex	19.5 %	100.5 %	49.1 %	32.4 %	58.5 %	56.0 %	77.7 %
Capex / sales	0.6 %	2.1 %	1.0 %	1.0 %	1.7 %	1.6 %	1.5 %
<b>Security</b>							
Net debt	-1.8	-1.8	-2.0	-0.1	-0.7	-2.7	-5.6
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	-0.5	-0.4	-0.4	0.0	-0.1	-0.3	-0.5
Interest cover	3.7	14.5	21.1	0.0	36.3	69.4	84.9
Dividend payout ratio	0.0 %	34.1 %	40.8 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Asset utilisation</b>							
Capital employed turnover	4.0	3.5	3.4	3.3	3.5	3.1	2.6
Operating assets turnover	8.8	7.2	5.8	5.4	5.5	5.5	5.6
Plant turnover	59.8	38.4	47.4	55.0	63.6	70.7	76.5
Inventory turnover (sales/inventory)	53.6	43.1	96.9	97.2	97.2	97.2	97.2
<b>Returns</b>							
ROCE	22.0 %	23.8 %	22.5 %	-9.7 %	23.8 %	36.4 %	34.3 %
ROE	26.5 %	27.2 %	23.1 %	-17.9 %	21.8 %	29.9 %	27.0 %
<b>Other</b>							
Interest paid / avg. debt	17.5 %	39.5 %	28.0 %	13.2 %	5.0 %	5.0 %	5.0 %
No. employees (average)	195	188	218	121	0	0	0
Number of shares	2.1	2.1	2.1	2.1	2.1	2.1	2.1
DPS	0.0	0.2	0.3	0.0	0.0	0.0	0.0
EPS reported	0.44	0.59	0.61	-0.43	0.65	1.27	1.56
<b>Valuation ratios</b>							
P/BV	5.5	4.2	3.4	3.9	3.1	2.1	1.6
EV/sales	0.8	0.8	0.6	0.8	0.6	0.5	0.4
EV/EBITDA	9.6	9.1	7.8	-106.8	7.2	3.7	2.6
EV/EBITA	11.3	10.4	8.9	-38.5	8.4	4.1	2.8
EV/EBIT	12.8	12.2	10.4	-25.3	9.7	4.5	3.0
EV/FCF	11.4	21.1	32.0	-10.9	34.2	8.1	4.7
Adjusted FCF yield	6.7 %	7.6 %	8.2 %	-4.1 %	7.7 %	16.4 %	26.0 %
Dividend yield	0.0 %	2.2 %	2.7 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Company data, Hauck & Aufhäuser

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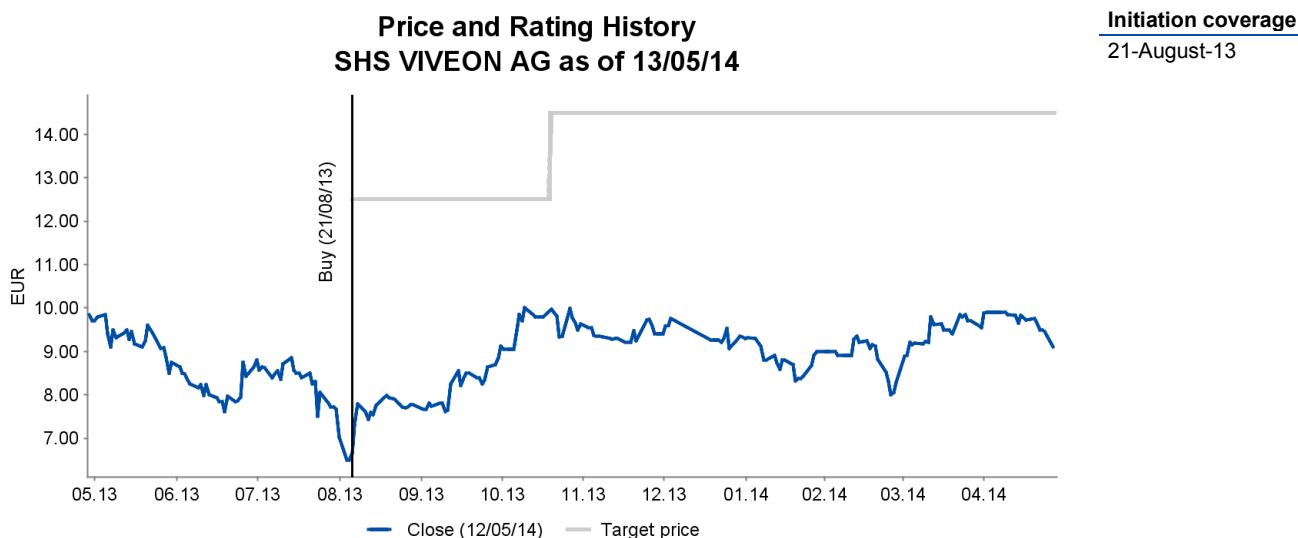
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Company	Disclosure
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### Historical target price and rating changes for SHS VIVEON AG in the last 12 months



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