SHS VIVEON AG
Germany - Software

HAUCK & AUFHÄUSER
INSTITUTIONAL RESEARCH AG

Buy (old: Buy)

Price target: EUR 14.50 (old: EUR 14.50)

Price:	EUR 8.64	**Next result:**	Q3 14 06.11.14
Bloomberg:	SHWK GR	**Market cap:**	EUR 18.2 m
Reuters:	SHSGk.F	**Enterprise Value:**	EUR 17.2 m

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Turnaround materialising / solid H2 expected / est. adj.

SHS VIVEON (SV) released its Q2 results which were slightly below our expectations. The company reported strong increase in down payments. As expected, the company reiterated its 2014 guidance. We have lowered our estimates to reflect a longer than expected process in transforming the business.

SHS VIVEON AG	Q2 2014	Q2 2014 est	Q2 2013	yoy	Q1 2014	qoq	H1 2014	H1 2014 est	H1 2013	yoy
Sales	**5.7**	**6.0**	**6.0**	-4.8%	**5.4**	5.2%	**11.1**	**11.4**	**11.9**	-7.0%
EBITDA	**0.2**	**0.4**	**-0.3**	n.a.	**0.1**	275.7%	**0.3**	**0.4**	**-1.0**	n.a.
EBITDA margin	3.6%	5.8%	n.a.	n.a.	1.0%	*+ 2.6 pp*	2.3%	3.5%	n.a.	n.a.
EBIT	**0.1**	**0.3**	**-0.5**	n.a.	**-0.1**	n.a.	**0.0**	**0.2**	**-1.3**	n.a.
EBIT margin	*1.7%*	*4.2%*	n.a.	n.a.	n.a.	n.a.	*0.0%*	*1.4%*	n.a.	n.a.
EPS	**0.04**	**0.06**	**-0.24**	n.a.	**-0.06**	n.a.	**-0.01**	**0.01**	**-0.66**	n.a.

Source: Company data; Hauck & Aufhäuser estimates

In **Q2, sales declined 5% yoy to € 5.7m** on the back of transforming the business from consulting towards more license and maintenance revenues. This is also visible in the reduction of headcount by some 45 employees (-17% yoy), in our view, mainly from its consulting unit (80% of total sales) that declined by 10% yoy to € 4.4m. In contrast to this, SV's Software sales (20% of total sales) increased by 19% yoy to € 1.3m which is expected to come along with high margin maintenance revenues in the future. We expect SV's business to further pick up in H2 which is already partially visible in the strong growth in down payments that increased 8x yoy to € 0.67m by the end of Q2.

Helped by a significant reduction in headcount, personnel expenses decreased by 14% yoy to € 4.1m and the **EBIT turned positive with € 0.1m in Q2 '14**. On the back of this development, **EPS was positive with € 0.04.** Due to some fixed-price projects of its consultants in H1, EBIT was however hit by c. € 0.75m of extra costs. Importantly, this is not expected to occur again in H2.

The **company reiterated its 2014 outlook** to 'improve the business further'. Despite seeing the company well on track to successfully transform the business, we have lowered our estimates to reflect a longer than expected transformation process. This is due to the fact that the declining consulting business couldn't be compensated as quickly as expected by the growing software license business.

Even on our lowered estimates, valuation remains undemanding for SV and we **reiterate our BUY recommendation with a PT of € 14.50 based on FCFY 15E (old: 14/15E)**.

Y/E 31.12 (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Sales	21.4	23.1	27.8	24.5	25.2	28.7	31.5
Sales growth	-15 %	8 %	20 %	-12 %	3 %	14 %	10 %
EBITDA	1.8	1.9	2.2	-0.2	1.6	3.7	5.0
EBIT	1.4	1.4	1.7	-0.8	0.9	2.9	4.2
Net income	0.9	1.2	1.3	-0.9	0.8	2.1	3.1
Net debt	-1.8	-1.8	-2.0	-0.1	-0.9	-2.7	-5.5
Net gearing	-51.8 %	-38.9 %	-36.0 %	-2.5 %	-16.7 %	-34.1 %	-50.4 %
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	0.38	1.01	1.48
CPS	0.48	0.39	0.12	-0.98	0.32	0.73	1.37
DPS	0.00	0.20	0.25	0.00	0.00	0.00	0.00
Dividend yield	0.0 %	2.3 %	2.9 %	0.0 %	0.0 %	0.0 %	0.0 %
Gross profit margin	92.2 %	91.1 %	92.4 %	95.0 %	92.9 %	94.1 %	94.5 %
EBITDA margin	8.4 %	8.3 %	7.9 %	-0.7 %	6.2 %	12.8 %	15.9 %
EBIT margin	6.3 %	6.2 %	5.9 %	-3.1 %	3.6 %	10.2 %	13.4 %
ROCE	22.0 %	23.8 %	22.5 %	-9.7 %	11.7 %	31.8 %	35.7 %
EV/sales	0.8	0.7	0.6	0.7	0.7	0.5	0.4
EV/EBITDA	9.0	8.6	7.4	-101.3	11.1	4.2	2.5
EV/EBIT	12.0	11.5	9.8	-24.0	19.0	5.3	3.0
PER	19.8	14.7	14.1	-20.1	22.6	8.5	5.8
Adjusted FCF yield	7.1 %	8.1 %	8.7 %	-4.3 %	5.0 %	13.9 %	26.4 %

Source: Company data, Hauck & Aufhäuser Close price as of: 07.08.2014

Source: Company data, Hauck & Aufhäuser

High/low 52 weeks:	10.00 / 6.50
Price/Book Ratio:	3.2
Relative performance (SDAX):	
3 months	-4.3 %
6 months	5.1 %
12 months	1.9 %

Changes in estimates

		Sales	EBIT	EPS
2014	***old:***	30.2	1.9	0.65
	Δ	-16.6%	-52.6%	-41.0%
2015	***old:***	35.0	3.7	1.27
	Δ	-18.0%	-19.9%	-20.2%
2016	***old:***	38.5	4.5	1.56
	Δ	-18.2%	-5.4%	-5.5%

Key share data:

Number of shares: (in m pcs)	2.1
Authorised capital: (in € m)	2.1
Book value per share: (in €)	2.7
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
Net sales	**21.4**	**23.1**	**27.8**	**24.5**	**25.2**	**28.7**	**31.5**
Sales growth	*-15.4 %*	*7.6 %*	*20.2 %*	*-11.9 %*	*3.1 %*	*13.9 %*	*9.8 %*
Increase/decrease in finished goods and work-in-process	-0.1	0.1	-0.2	0.0	0.2	0.2	0.2
Total sales	**21.3**	**23.2**	**27.5**	**24.4**	**25.4**	**28.9**	**31.7**
Other operating income	0.7	0.2	0.4	0.3	0.5	0.5	0.5
Material expenses	1.7	2.1	2.1	1.2	1.8	1.7	1.7
Personnel expenses	13.9	14.3	17.9	18.1	17.0	18.0	19.0
Other operating expenses	4.6	5.1	5.8	5.6	5.5	6.0	6.5
Total operating expenses	19.5	21.3	25.3	24.6	23.8	25.2	26.7
EBITDA	**1.8**	**1.9**	**2.2**	**-0.2**	**1.6**	**3.7**	**5.0**
Depreciation	0.3	0.2	0.3	0.3	0.4	0.4	0.4
EBITA	**1.5**	**1.7**	**1.9**	**-0.5**	**1.2**	**3.3**	**4.6**
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
EBIT	**1.4**	**1.4**	**1.7**	**-0.8**	**0.9**	**2.9**	**4.2**
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
Recurring pretax income from continuing operations	**1.0**	**1.3**	**1.6**	**-0.8**	**0.9**	**2.9**	**4.2**
Extraordinary income/loss	-0.1	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	**0.9**	**1.3**	**1.6**	**-0.8**	**0.9**	**2.9**	**4.2**
Taxes	0.0	0.1	0.3	0.0	0.1	0.8	1.1
Net income from continuing operations	**0.9**	**1.2**	**1.3**	**-0.9**	**0.8**	**2.1**	**3.1**
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	**0.9**	**1.2**	**1.3**	**-0.9**	**0.8**	**2.1**	**3.1**
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income (net of minority interest)	**0.9**	**1.2**	**1.3**	**-0.9**	**0.8**	**2.1**	**3.1**
Average number of shares	2.1	2.1	2.1	2.1	2.1	2.1	2.1
EPS reported	**0.44**	**0.59**	**0.61**	**-0.43**	**0.38**	**1.01**	**1.48**

Profit and loss (common size)	2010	2011	2012	2013	2014E	2015E	2016E
Net sales	**100.0 %**	**100.0 %**	**100.0 %**	**100.0 %**	**100.0 %**	**100.0 %**	**100.0 %**
Increase/decrease in finished goods and work-in-process	-0.7 %	0.6 %	-0.9 %	-0.1 %	0.8 %	0.7 %	0.6 %
Total sales	**99.3 %**	**100.6 %**	**99.1 %**	**99.9 %**	**100.8 %**	**100.7 %**	**100.6 %**
Other operating income	3.2 %	0.8 %	1.5 %	1.1 %	2.0 %	1.7 %	1.6 %
Material expenses	7.8 %	9.0 %	7.5 %	5.0 %	7.1 %	5.9 %	5.5 %
Personnel expenses	64.7 %	62.1 %	64.4 %	74.0 %	67.5 %	62.7 %	60.3 %
Other operating expenses	21.6 %	22.0 %	20.8 %	22.7 %	22.0 %	21.0 %	20.5 %
Total operating expenses	90.9 %	92.3 %	91.2 %	100.6 %	94.6 %	87.9 %	84.7 %
EBITDA	**8.4 %**	**8.3 %**	**7.9 %**	**-0.7 %**	**6.2 %**	**12.8 %**	**15.9 %**
Depreciation	1.3 %	1.1 %	1.0 %	1.3 %	1.4 %	1.4 %	1.3 %
EBITA	**7.1 %**	**7.2 %**	**6.9 %**	**-2.0 %**	**4.8 %**	**11.4 %**	**14.6 %**
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 %	1.2 %	1.2 %	1.2 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT	**6.3 %**	**6.2 %**	**5.9 %**	**-3.1 %**	**3.6 %**	**10.2 %**	**13.4 %**
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 %	0.2 %
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 %	-0.1 %	0.0 %
Recurring pretax income from continuing operations	**4.7 %**	**5.8 %**	**5.7 %**	**-3.4 %**	**3.5 %**	**10.1 %**	**13.4 %**
Extraordinary income/loss	-0.3 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	**4.3 %**	**5.8 %**	**5.7 %**	**-3.4 %**	**3.5 %**	**10.1 %**	**13.4 %**
Tax rate	1.7 %	7.7 %	18.3 %	18.3 %	18.3 %	18.3 %	18.3 %
Net income from continuing operations	**4.3 %**	**5.3 %**	**4.6 %**	**-3.6 %**	**3.2 %**	**7.4 %**	**9.9 %**
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	**4.3 %**	**5.3 %**	**4.6 %**	**-3.6 %**	**3.2 %**	**7.4 %**	**9.9 %**
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income (net of minority interest)	**4.3 %**	**5.3 %**	**4.6 %**	**-3.6 %**	**3.2 %**	**7.4 %**	**9.9 %**

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Intangible assets	**1.6**	**1.5**	**1.6**	**1.4**	**1.2**	**1.0**	**0.8**
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
FIXED ASSETS	**2.0**	**2.1**	**2.2**	**1.9**	**1.7**	**1.5**	**1.3**
Inventories	0.4	0.5	0.3	0.3	0.3	0.3	0.3
Accounts receivable	2.5	3.2	4.7	4.4	4.5	5.2	5.7
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	2.0	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
CURRENT ASSETS	5.9	6.6	8.0	6.8	7.8	10.1	13.5
TOTAL ASSETS	**7.9**	**8.7**	**10.2**	**8.7**	**9.5**	**11.7**	**14.8**
SHAREHOLDERS EQUITY	3.5	4.5	5.6	4.9	5.7	7.8	10.9
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
Non-current liabilities	**1.7**	**1.8**	**2.3**	**1.4**	**1.4**	**1.4**	**1.4**
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	0.5	0.6	0.7
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
Current liabilities	**2.7**	**2.4**	**2.3**	**2.4**	**2.4**	**2.5**	**2.5**
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	**7.9**	**8.7**	**10.2**	**8.6**	**9.5**	**11.7**	**14.8**

Balance sheet (common size)	2010	2011	2012	2013	2014E	2015E	2016E
Intangible assets	**21.0 %**	**17.1 %**	**15.8 %**	**15.9 %**	**12.6 %**	**8.5 %**	**5.2 %**
Property, plant and equipment	4.6 %	6.9 %	5.8 %	5.1 %	5.0 %	4.2 %	3.4 %
Financial assets	0.0 %	0.0 %	0.0 %	0.4 %	0.4 %	0.3 %	0.2 %
FIXED ASSETS	**25.6 %**	**23.9 %**	**21.6 %**	**21.4 %**	**18.0 %**	**13.0 %**	**8.9 %**
Inventories	5.1 %	6.1 %	2.8 %	2.9 %	2.7 %	2.5 %	2.2 %
Accounts receivable	31.7 %	37.0 %	46.5 %	50.8 %	47.8 %	44.2 %	38.2 %
Other current assets	11.6 %	8.7 %	4.4 %	9.6 %	8.7 %	7.1 %	5.6 %
Liquid assets	25.9 %	23.2 %	22.7 %	13.6 %	21.1 %	31.8 %	44.2 %
Deferred taxes	0.6 %	1.1 %	1.9 %	1.8 %	1.6 %	1.3 %	1.0 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	74.8 %	76.0 %	78.4 %	78.6 %	82.0 %	87.0 %	91.1 %
TOTAL ASSETS	**100.4 %**	**100.0 %**	**100.0 %**	**100.0 %**	**100.0 %**	**100.0 %**	**100.0 %**
SHAREHOLDERS EQUITY	44.0 %	52.0 %	54.9 %	56.4 %	60.0 %	66.9 %	73.6 %
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 %	14.8 %	12.0 %	9.4 %
Non-current liabilities	**22.0 %**	**20.2 %**	**22.3 %**	**16.2 %**	**14.8 %**	**12.0 %**	**9.4 %**
short-term liabilities to banks	3.1 %	3.0 %	2.9 %	12.2 %	11.1 %	9.0 %	7.1 %
Accounts payable	6.5 %	9.1 %	7.0 %	6.0 %	5.6 %	5.2 %	4.5 %
Advance payments received on orders	3.9 %	3.9 %	1.0 %	1.0 %	0.9 %	0.7 %	0.6 %
Other liabilities (incl. from lease and rental contracts)	19.2 %	10.7 %	10.9 %	6.8 %	6.2 %	5.0 %	4.0 %
Deferred taxes	1.3 %	1.1 %	0.9 %	1.5 %	1.4 %	1.1 %	0.9 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	**33.9 %**	**27.8 %**	**22.8 %**	**27.4 %**	**25.2 %**	**21.1 %**	**17.0 %**
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)	2010	2011	2012	2013	2014E	2015E	2016E
Net profit/loss	0.9	1.2	1.3	-0.9	0.8	2.1	3.1
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	1.5	2.9	3.9
Increase/decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in accounts receivable	1.8	-0.8	-1.0	0.0	-0.1	-0.6	-0.5
Increase/decrease in accounts payable	-1.5	0.3	-0.2	-0.4	0.0	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	-0.1	-0.6	-0.5
Cash flow from operating activities	**1.6**	**1.3**	**0.8**	**-1.5**	**1.3**	**2.3**	**3.4**
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
Cash flow from investing activities	**-0.2**	**-0.6**	**-0.3**	**-0.2**	**-0.5**	**-0.6**	**-0.6**
Cash flow before financing	1.4	0.7	0.5	-1.7	0.8	1.7	2.8
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
Cash flow from financing activities	**-1.3**	**-0.7**	**-0.2**	**0.6**	**0.0**	**0.0**	**0.0**
Increase/decrease in liquid assets	0.1	0.0	0.3	-1.1	0.8	1.7	2.8
Liquid assets at end of period	**2.0**	**2.0**	**2.3**	**1.2**	**2.0**	**3.7**	**6.6**

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	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
TTL	**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

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
P&L growth analysis							
Sales growth	-15.4 %	7.6 %	20.2 %	-11.9 %	3.1 %	13.9 %	9.8 %
EBITDA growth	104.0 %	5.6 %	14.9 %	-108.1 %	-974.1 %	136.1 %	36.4 %
EBIT growth	226.4 %	4.8 %	15.9 %	-145.5 %	-220.7 %	222.6 %	44.5 %
EPS growth	-135.1 %	34.5 %	4.5 %	-170.1 %	-188.9 %	164.5 %	46.2 %
Efficiency							
Total operating costs / sales	90.9 %	92.3 %	91.2 %	100.6 %	94.6 %	87.9 %	84.7 %
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
Balance sheet analysis							
Avg. working capital / sales	13.5 %	10.2 %	12.3 %	16.9 %	16.3 %	15.6 %	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	10.4	-1.0	-6.1
Cash flow analysis							
Free cash flow	1.5	0.8	0.5	-1.7	0.8	1.7	2.8
Free cash flow/sales	7.1 %	3.6 %	1.9 %	-7.1 %	3.3 %	6.0 %	9.0 %
FCF / net profit	166.1 %	66.7 %	41.6 %	199.1 %	102.9 %	80.6 %	91.4 %
Capex / depn	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 %	2.0 %	2.0 %	1.8 %
Security							
Net debt	-1.8	-1.8	-2.0	-0.1	-0.9	-2.7	-5.5
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	-0.2	-0.3	-0.5
Interest cover	3.7	14.5	21.1	0.0	17.2	55.6	80.3
Dividend payout ratio	0.0 %	34.1 %	40.8 %	0.0 %	0.0 %	0.0 %	0.0 %
Asset utilisation							
Capital employed turnover	4.0	3.5	3.4	3.3	3.1	2.8	2.4
Operating assets turnover	8.8	7.2	5.8	5.4	5.4	5.5	5.5
Plant turnover	59.8	38.4	47.4	55.0	53.1	58.0	62.6
Inventory turnover (sales/inventory)	53.6	43.1	96.9	97.2	97.2	97.2	97.2
Returns							
ROCE	22.0 %	23.8 %	22.5 %	-9.7 %	11.7 %	31.8 %	35.7 %
ROE	26.5 %	27.2 %	23.1 %	-17.9 %	14.1 %	27.2 %	28.5 %
Other							
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	0.38	1.01	1.48
Valuation ratios							
P/BV	5.3	4.0	3.3	3.7	3.2	2.3	1.7
EV/sales	0.8	0.7	0.6	0.7	0.7	0.5	0.4
EV/EBITDA	9.0	8.6	7.4	-101.3	11.1	4.2	2.5
EV/EBITA	10.7	9.8	8.4	-36.6	14.3	4.7	2.8
EV/EBIT	12.0	11.5	9.8	-24.0	19.0	5.3	3.0
EV/FCF	10.8	20.0	30.1	-10.4	20.8	9.0	4.5
Adjusted FCF yield	7.1 %	8.1 %	8.7 %	-4.3 %	5.0 %	13.9 %	26.4 %
Dividend yield	0.0 %	2.3 %	2.9 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Company data, Hauck & Aufhäuser

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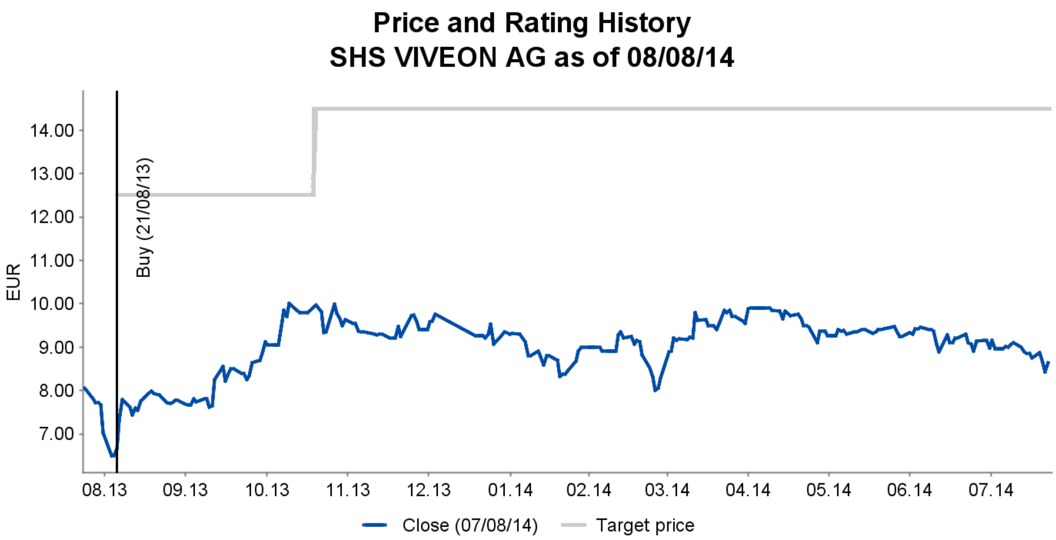

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