



Investment Research 11 November 2011

Buy			
Recommendation unch	anged		
Share price: EUF	-	1	8.80
closing price as of 10/11/2011	_	_	
Target price: EU	P	3	1.50
· ·		J	1.50
Target Price unchanged	u		
Reuters/Bloomberg		EUCG.I	DE/EUC GY
Daily avg. no. trad. sh. 12 m	nth		19.877
Daily avg. trad. vol. 12 mth			0.41
Price high 12 mth (EUR)	(111)		23.29
Price low 12 mth (EUR)			17.50
` '			-1.3%
Abs. perf. 1 mth			
Abs. perf. 3 mth			5.9%
Abs. perf. 12 mth			-12.6%
Market capitalisation (EUR	m)		96
Current N° of shares (m)			5
Free float			100%
Key financials (EUR)	12/10	12/11e	12/12e
Sales (m)	204	295	325
EBITDA (m)	25	32	37
EBITDA margin	12.1%	10.8%	11.3%
EBIT (m)	20	25	29
EBIT margin	9.9%	8.4%	8.9%
Net Profit (adj.)(m)	11	14	16
ROCE	9.0%	8.1%	9.0%
Net debt/(cash) (m)	51	82	78
Net Debt Equity	0.6	0.8	0.7
Net Debt/EBITDA	2.0	2.6	2.1
Int. cover(EBITDA/Fin.int)	8.5	8.6	7.6
EV/Sales	0.8	0.7	0.6
EV/EBITDA	6.6	6.3	5.3
EV/EDITO A / !! \			
EV/EBITDA (adj.)	6.6	6.3	5.3
EV/EBIT	6.6 8.2	6.3 8.0	5.3 6.8
EV/EBIT P/E (adj.)	6.6 8.2 9.1	6.3 8.0 6.9	5.3 6.8 6.0
EV/EBIT P/E (adj.) P/BV	6.6 8.2 9.1 1.2	6.3 8.0 6.9 1.0	5.3 6.8 6.0 0.9
EV/EBIT P/E (adj.) P/BV OpFCF yield	6.6 8.2 9.1 1.2 4.6%	6.3 8.0 6.9 1.0	5.3 6.8 6.0 0.9 9.1%
EV/EBIT P/E (adj.) P/BV OpFCF yield Dividend yield	6.6 8.2 9.1 1.2 4.6% 5.9%	6.3 8.0 6.9 1.0 -12.8% 5.9%	5.3 6.8 6.0 0.9 9.1% 6.4%
EV/EBIT P/E (adj.) P/BV OpFCF yield	6.6 8.2 9.1 1.2 4.6%	6.3 8.0 6.9 1.0	5.3 6.8 6.0 0.9 9.1%



For company description please see summary table footnote

# Strong 3Q11 reporting and positive outlook re-affirmed Confirm 'Buy' rating and PT of EUR 31.5

EUCA released a strong set of 3Q11 figures that exceeded our forecast in every aspect. The positive outlook was re-affirmed and our estimates for next year are probably very conservative. We confirm our 'Buy' rating and PT of EUR 31.5.

✓ EUCA reported 3Q11 sales of EUR 92.3m which clearly exceeded our expectation of EUR 81.5m by 13%. EUCA stated that it had strong organic growth of 30% yoy which means that acquired units (mainly telent) contributed c. EUR 25m) to this growth. Thanks to the good top line, the EBIT came in also strong. Here, the company reported an operating profit of EUR 6.3m which corresponds to a margin of 6.8%. Our forecast stood at only EUR 4.1m and 5.1%, respectively, as we expected a higher margin dilution from the acquired entities. The net result was said to be EUR 2.9m which is better than our projection by about EUR 1m. The EPS came in at EUR 0.58 (equinet: EUR 0.37).

#### 3Q11 review

EUR m	9M11a	9M11e	delta	9M10	yoy	3Q11a	3Q11e	delta	3Q10	yoy
Order intake	245.4	241.1	2%	154.0	59%	89.3	85.0	5%	45.5	96%
Sales	220.6	209.8	5%	149.8	47%	92.3	81.5	13%	53.6	72%
EBIT	14.9	12.8	17%	10.3	45%	6.3	4.1	52%	3.2	97%
EBIT margin	6.8%	6.1%	+70bp	6.9%	-10bp	6.8%	5.1%	+170bp	5.9%	+90bp
Net result	7.8	6.8	15%	5.6	40%	3.0	1.9	54%	1.5	94%
EPS [EUR]	1.53	1.32	16%	1.17	31%	0.58	0.37	56%	0.33	77%

Source: company data, equinet estimates

- √ The order intake was strong as well and achieved EUR 245.4m after nine
  months (Book-to-bill of 1.11). Here, our forecast stood at EUR 241.1m. Order
  backlog was at EUR 174m, providing a good 6 months visibility.
- ✓ EUCA repeated the long-term strategic margin outlook of 8-11%. For FY11, the company confirmed the EUR 280-300m range, but stated to clearly target the upper end. As regards the EBIT forecast, EUCA plans for a 7.5-8.5% margin range. The lower end might be reached as probably, some integration cost and PPA will be booked in 4Q11. In the report we found that for the last quarter, EUCA sees order intake stable or slightly increasing.
- ✓ We now speculate that even the EUR 300m for this year's top line could be a bit conservative after the strong organic growth and the good performance telent must have had so far. We consider the FY11 EBIT outlook to be in line with our projection of EUR 24.7m as we did not account for PPA / one-off cost so far. Please consider that management guides conservatively.
- As expected, there were no statements about FY12, but here, please consider that telent was consolidated as of June 7, 2011. This means that the respective revenue recognition for a full year for the first time should lead to additional sales of c. EUR 40m alone. Taking this into account, we note that our FY12 top line forecast of EUR 325m is probably very conservative, which was also underlined by management statements today.

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✓ EUCA has announced a capital increase comprising c. 1.5m new shares. We will include this transaction into our model after it is concluded as well as any changes from an improved outlook. According to our calculations EUCA should at least be able to generate a FY12 EPS of c. EUR 2.5 next year after dilution (P/E'12 of 7.3x). We confirm our DCF/multiple based PT of EUR 31.5 for the time being as well as our 'Buy' recommendation.

## **Discounted Cash Flow model**

		Phase I					Phase II				Phase III
EUR m	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Sales	295.0	325.0	342.5	356.2	368.7	379.7	391.1	402.9	414.9	427.4	435.9
Sales growth	44.9%	10.2%	5.4%	4.0%	3.5%	3.0%	3.0%	3.0%	3.0%	3.0%	2.0%
EBIT	24.7	28.9	32.6	34.7	36.2	33.7	34.7	35.8	36.8	37.9	38.9
EBIT margin	8.4%	8.9%	9.5%	9.7%	9.8%	8.9%	8.9%	8.9%	8.9%	8.9%	8.9%
Tax	(6.3)	(7.2)	(8.3)	(8.9)	(9.4)	(8.6)	(9.0)	(9.3)	(9.7)	(10.0)	(10.0
Taxrate	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	29.5%
NOPAT	18.4	21.7	24.3	25.8	26.8	25.1	25.8	26.4	27.2	27.9	28.8
Depreciation	7.0	7.9	8.4	8.9	9.3	10.1	10.4	10.7	11.0	11.4	11.4
in % of Sales	2.4%	2.4%	2.4%	2.5%	2.5%	2.7%	2.7%	2.7%	2.7%	2.7%	2.6%
Capex	(26.7)	(10.1)	(10.6)	(11.0)	(11.4)	(11.6)	(11.9)	(12.3)	(12.7)	(13.0)	(11.6
in % of Sales	9.0%	3.1%	3.1%	3.1%	3.1%	3.1%	3.1%	3.1%	3.1%	3.1%	2.7%
Provision delta in % of Sales	<b>13.6</b> 4.6%	<b>0.3</b> 0.1%	<b>0.3</b> 0.1%	<b>0.3</b> 0.1%	<b>0.3</b> 0.1%	<b>0.1</b> 0.0%	<b>0.1</b> 0.0%	<b>0.1</b> 0.0%	<b>0.1</b> 0.0%	<b>0.1</b> 0.0%	<b>0.</b> 3
NWC delta	(38.3)	(6.5)	(1.7)	(3.8)	(3.5)	(3.1)	(3.2)	(3.3)	(3.4)	(3.5)	(0.5
in % of Sales	-13.0%	-2.0%	-0.5%	(3.6) -1.1%	-0.9%	-0.8%	-0.8%	-0.8%	-0.8%	-0.8%	-0.1%
Other current assets delt	2.2	-2.0% <b>0.1</b>	0.2	0.1	0.2	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	0.1%
in % of Sales	0.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%
Free Cash Flow	-23.7	13.5	20.9	20.2	21.6	20.5	21.1	21.6	22.2	22.8	28.7
FCF growth	nm	-156.8%	55.2%	-3.3%	7.0%	-5.0%	2.6%	2.6%	2.7%	2.7%	26.1%
Present Value FCF	-23.4	12.1	17.0	14.9	14.5	12.5	11.6	10.8	10.1	9.4	145.7
PV Phase I		35.0		N	1Cap		93.5	т	arg. equity rat	io	83.5%
PV Phase II		54.5			•		4.00%		eta		1.62
					isk premium						
PV Phase III		145.7		R	isk free rate		4.50%	V	VACC		10.15%
Total present value		235.3									
+ capital increase/share b	uy back	0.0									
+ associates & other finar	ncial assets	1.0									
- market value of minoriti	ies	7.2		s	ensitivity			Grow	th rate Phase	Ш	
+ cash and liquid assets		9.9			nalysis		1.0%	1.5%	2.0%	2.5%	3.0%
- interest bearing debt*		62.1		<u></u>	,	9.64%	34.52	36.23	38.18	40.39	42.94
Implied Mcap		176.8				9.89%	32.90	34.49	36.27	38.30	40.62
Number of shares		5.1		v	VACC	10.15%	31.38	32.85	34.49	36.35	38.47
Tamber of Silares		5.1		•		10.13%	29.95	31.31	32.82	34.53	36.47
Implied value per share		34.49				10.65%	28.59	29.85	31.25	32.83	34.6

<sup>\*</sup>Including pension provisions Source: equinet

# Peer Group Valuation

- O Coop valuation	P/E 2011	P/E 2012	P/E 2013	EV/EBITDA 2011	EV/EBITDA 2012	EV/EBITDA 2013	EV/EBIT 2011	EV/EBIT 2012	EV/EBIT 2013
ADVA AG OPTICAL NETWORKING	17.0	14.3	10.4	5.0	4.1	3.2	12.9	8.3	5.9
AMEC PLC	13.2	11.5	10.3	7.7	6.7	6.0	8.7	7.5	6.7
BECHTLE AG	8.9	8.9	7.9	5.1	5.1	4.7	6.2	6.2	5.6
BELDEN INC	13.6	11.5	9.3	7.9	6.9	5.9	10.0	8.8	nm
HUBER+SUHNER AG	16.0	17.5	14.5	6.6	7.1	6.5	9.4	10.7	9.3
IMTECH	9.5	8.3	7.8	6.4	5.3	4.6	7.9	6.4	5.6
KONTRON	10.9	12.7	11.4	5.0	5.1	4.4	7.6	8.3	7.1
LEGRAND SA	12.2	11.8	11.1	7.7	7.5	7.1	9.3	9.0	8.5
MOLEX INC	14.0	12.4	11.6	4.6	4.3	4.0	7.2	6.4	5.9
MEDIAN	13.2	11.8	10.4	6.4	5.3	4.7	8.7	8.3	6.3
EUROMICRON AG	6.9	6.0	5.2	6.1	5.2	4.7	7.8	6.7	5.9
THEOR. VALUATION PER SHARE OF EUROMICRON	36.0	37.0	37.8	21.1	19.5	19.0	23.1	28.2	21.2

 $Sources: Thomson\,Financial, Bloomberg, ESN\, and\, equinet\, estimates$ 





PROPITE LCSS (EURN)	Euromicron AG: Summary tables						
Cost of Sales & Operating Costs   1-46   1-60   0.00   0	<u> </u>	12/2008	12/2009	12/2010	12/2011e	12/2012e	12/2013e
Non Recurrent Expenses/Income   0.0   0.	Sales	165	180	204	295	325	343
EBITDA (adl)¹         18.8         19.9         24.7         31.7         36.8         41.0           Depreziation         -1.2         -1.6         -2.2         -5.5         5.9         -6.2           EBITA (adl)¹         17.8         18.3         22.6         26.2         30.9         34.8           EBITA (adl)¹         17.6         18.3         22.6         26.2         30.9         34.8           Amortisations and Write Downs         -1.6         20.0         -2.4         -1.5         20.0         -2.2           EBIT (adl)¹         16.0         16.4         20.1         -24.7         28.9         32.6           Net Financial Interest         -0         -0         0.0	Cost of Sales & Operating Costs	-146	-160	-179	-263	-288	-302
BBTDA (adj)	Non Recurrent Expenses/Income	0.0	0.0	0.0	0.0	0.0	0.0
Depreciation	EBITDA	18.8	19.9	24.7	31.7	36.8	41.0
EBITA (edi)*         17.6         18.3         22.6         26.2         30.9         34.8           Amortisations and Write Downs         -1.6         -2.0         -2.4         -1.5         -2.0         -2.2           EBIT (adi)*         16.0         16.4         20.1         24.7         28.9         32.6           EBIT (adi)*         16.0         16.4         20.1         24.7         28.9         32.6           EBIT (adi)*         16.0         16.0         20.0         2.23         3.7         -4.9         -5.0           Other Innacial Interest         0.0         0.0         0.0         0.0         0.0         0.0           Associates         0.0         0.0         0.0         0.0         0.0         0.0           Other Nort Recurrent Items         0.0         13.4         17.2         21.0         24.0         27.7           Tax rale         2.2         23.4%         17.2         2.0         2.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0         <	EBITDA (adj.)*	18.8	19.9	24.7	31.7	36.8	41.0
BEIT (adj)'	Depreciation	-1.2	-1.6	-2.2	-5.5	-5.9	-6.2
Part	EBITA	17.6	18.3	22.6	26.2	30.9	34.8
EBIT (ad.)*         16.0         16.4         20.1         22.7         28.9         32.6           Net Financial Interest         4.0         -3.0         -2.9         -3.7         -4.9         -5.0           Other Financials         0.0         0.0         0.0         0.0         0.0         0.0           Associates         0.0         0.0         0.0         0.0         0.0         0.0           Other Financial Reserved         0.0         0.0         0.0         0.0         0.0           Earnings Before Tax (EBT)         2.3         3.3         1.5         5.1         6.3         -7.2         24.0           Tax rate         2.3         3.3         1.5         5.1         6.3         -7.2         -8.0           Discontinued Operations         0.0	EBITA (adj)*	17.6	18.3	22.6	26.2	30.9	34.8
BEIT   Capital   Capital	Amortisations and Write Downs	-1.6	-2.0	-2.4	-1.5	-2.0	-2.2
Net Financial Interest	EBIT	16.0	16.4	20.1	24.7	28.9	32.6
Other Financials         0.0	EBIT (adj.)*	16.0	16.4	20.1	24.7	28.9	32.6
Osboralizates         0.0         2.77.7         7.2         2.77.7         7.2         2.77.2         2.77.3         3.3         3.1         5.1         6.3         7.2         2.8         3.0         3.0         5.0         3.0 <td>Net Financial Interest</td> <td>-4.0</td> <td>-3.0</td> <td>-2.9</td> <td>-3.7</td> <td>-4.9</td> <td>-5.0</td>	Net Financial Interest	-4.0	-3.0	-2.9	-3.7	-4.9	-5.0
Deba   Policy   Pol	Other Financials	0.0	0.0	0.0	0.0	0.0	0.0
Earnings Before Tax (EBT)         12.0         13.4         17.2         2.1.0         24.0         27.7           Tax rate         27.5%         23.4%         29.5%         30.0%         30.0%         30.0%           Discontinued Operations         0.0         1.0	Associates	0.0	0.0	0.0	0.0	0.0	0.0
Tax         3.3         3.1         5.1         6.3         7.2         8.3           Tax rate         27.5%         23.4%         29.5%         30.0%         30.0%         30.0%           Discorninued Operations         0.0         0.0         0.0         0.0         0.0         0.0           Microfit (reported)         8         10         111         14         16         18           Net Profit (reported)         8         10         111         14         16         19           Net Profit (adj.)         12/2008         12/2009         12/2010         12/2010         12/2010           Cash Flow from Operations before change in NWC         12.8         13.4         16.1         36.3         6.5         1.7         7.0           Cash Flow from Operations         3.5         16.6         9.3         38.3         6.5         1.7         2.0         2.0         2.8         1.0	Other Non Recurrent Items	0.0	0.0	0.0	0.0	0.0	0.0
Discontinued Operations	Earnings Before Tax (EBT)	12.0	13.4	17.2	21.0	24.0	27.7
Discontinued Operations   0.0   0.	Tax	-3.3	-3.1	-5.1	-6.3	-7.2	-8.3
Note Profit (reported)   8	Tax rate	27.5%	23.4%	29.5%	30.0%	30.0%	30.0%
Net Profit (rieported)   8	Discontinued Operations	0.0	0.0	0.0	0.0	0.0	0.0
Net Profit (adj.)   1	Minorities	-0.7	-0.5	-0.7	-0.7	-0.8	-0.8
CASH FLOW (EURm)         12/2008         12/2009         12/2010         12/2011e         12/2012e         12/2013e           Cash Flow from Operations before change in NWC         12.8         13.4         16.1         36.0         25.4         28.6           Change in NW Working Capital         9.3         3.2         -6.8         38.3         -6.5         -1.7           Capex         -4.5         -6.5         -4.6         1.0.0         -10.1         -10.6           Net Financial Investments         -9.1         -6.6         -6.3         -16.7         0.0         0.0           Free Cash Flow         -10.1         3.5         -1.6         -29.0         8.8         16.4           Dividends         -3.7         -4.5         -4.5         -5.3         -5.6         -6.2           Other (incl. Capital Increase & share buy backs)         -13.7         0.1         13.7         2.8         0.9         1.0           Change in Net Debt         -27         -1         8         -31         4         11           NOPLAT         12         13         14         17         20         23           BALANCE SHEET & OTHER ITEMS (EURm)         12/2008         12/2009         12/2010         <	Net Profit (reported)	8	10	11	14	16	19
Cash Flow from Operations before change in NWC         12.8         13.4         16.1         36.0         25.4         28.6           Change in Net Working Capital         -9.3         3.2         -6.8         -38.3         -6.5         -1.7           Cash Flow from Operations         3.5         16.6         -9.3         -2.3         18.9         27.0           Capex         -4.5         -6.5         -4.6         -10.0         -10.1         -10.6           Net Financial Investments         -9.1         -6.6         -6.3         -16.7         0.0         0.0           Free Cash Flow         -10.1         3.5         -1.6         -29.0         8.8         16.4           Dividends         -3.7         -4.5         -4.5         -5.3         -5.6         -6.2           Other (incl. Capital Increase & share buy backs)         -13.7         -4.5         -4.5         -5.3         -5.6         -6.2           Other (incl. Capital Increase & share buy backs)         -13.7         -1.0         1.3         1.1         1.7         2.0         2.0           Change in Net Debt         -1.0         -1.0         1.1         1.1         1.0         1.0         1.1         1.1         1.1         1.1 <th>Net Profit (adj.)</th> <th>8</th> <th>10</th> <th>11</th> <th>14</th> <th>16</th> <th>19</th>	Net Profit (adj.)	8	10	11	14	16	19
Cash Flow from Operations before change in NWC         12.8         13.4         16.1         36.0         25.4         28.6           Change in Net Working Capital         -9.3         3.2         -6.8         -38.3         -6.5         -1.7           Cash Flow from Operations         3.5         16.6         -9.3         -2.3         18.9         27.0           Capex         -4.5         -6.5         -4.6         -10.0         -10.1         -10.6           Net Financial Investments         -9.1         -6.6         -6.3         -16.7         0.0         0.0           Free Cash Flow         -10.1         3.5         -1.6         -29.0         8.8         16.4           Dividends         -3.7         -4.5         -4.5         -5.3         -5.6         -6.2           Other (incl. Capital Increase & share buy backs)         -13.7         -4.5         -4.5         -5.3         -5.6         -6.2           Other (incl. Capital Increase & share buy backs)         -13.7         -1.0         1.3         1.1         1.7         2.0         2.0           Change in Net Debt         -1.0         -1.0         1.1         1.1         1.0         1.0         1.1         1.1         1.1         1.1 <th>CASH FLOW (EURm)</th> <th>12/2008</th> <th>12/2009</th> <th>12/2010</th> <th>12/2011e</th> <th>12/2012e</th> <th>12/2013e</th>	CASH FLOW (EURm)	12/2008	12/2009	12/2010	12/2011e	12/2012e	12/2013e
Change in Net Working Capital         9.9.3         3.2         6.8         -38.3         -6.5         -1.7           Cash Flow from Operations         3.5         16.6         9.3         -2.3         18.9         27.0           Capex         4.5         -6.5         4.6         -10.0         -10.1         10.0           Net Financial Investments         9.1         -6.6         -6.3         -16.7         0.0         0.0           Pree Cash Flow         -10.1         3.5         -1.6         -6.3         -16.7         0.0         0.0           Dividends         -3.7         -4.5         -5.5         -5.6         -6.2           Other (incl. Capital Increase & share buy backs)         -13.7         0.1         13.7         2.8         0.9         1.0           Change in Net Debt         -27         -1         8         -31         4         11           MOPLAT         12         200         12/2008         12/2009         12/2010         12/2011         12/2012         12/2012           BALANCE SHEET & OTHER ITEMS (EURm)         12/2008         12/2009         11.6         15.1         16.0         17.0           Net Intangible Assets (incl.Goodwill)         82.5 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>							
Capex         3.5         16.6         9.3         2.3         18.9         27.0           Capex         -4.5         -6.5         -4.6         1-0.0         -10.1         -10.0           Net Financial Investments         -9.1         -6.6         -6.3         -16.7         0.0         0.0           Free Cash Flow         -10.1         3.5         -1.6         -29.0         8.8         16.4           Dividends         -3.7         -4.5         -4.5         -5.3         -5.6         -6.2           Other (incl. Capital Increase & share buy backs)         -13.7         -4.5         -4.5         -5.3         -5.6         -6.2           Change in Net Debt         -27         -1         8         -31         4         11           NPLAT         12/2008         12/2008         12/2009         12/2010         12/2011         12/2012           PALANCE SHEET & OTHER ITEMS (EURm)         12/2008         12/2009         11.6         15.1         10.0         1.0           Net Tangible Assets (incl.Goodwill)         82.5         90.1         95.8         112         113         11.4           Net Financial Assets & Other         0.1         1.3         1.0         1.0		-9.3	3.2	-6.8	-38.3	-6.5	-1.7
Net Financial Investments         9.1         -6.6         -6.3         -16.7         0.0         0.0           Free Cash Flow         -10.1         3.5         -1.6         -29.0         8.8         16.6           Dividends         -3.7         -4.5         -5.3         -5.6         -6.2           Other (incl. Capital Increase & share buy backs)         -13.7         0.1         13.7         2.8         0.9         1.0           Change in Net Debt         -27         -1         8         -31         4         111           NOPLAT         12/2008         12/2009         12/2010         12/2011e         12/2012         12/2013e           BALANCE SHEET & OTHER ITEMS (EURm)         12/2008         12/2009         11.6         15.1         16.0         17.0           Net Tangible Assets Stelfincl. Goodwill)         82.5         90.1         95.8         112         113         114         113         114         113         114         113         114         110         17.0           Net Tangible Assets Other         91.5         102         91.8         112         113         112         113         114         11.0         10.1           Total Fixed Assets         30.1		3.5	16.6	9.3	-2.3	18.9	27.0
Free Cash Flow         -10.1         3.5         -1.6         -29.0         8.8         16.4           Dividended         -3.7         -4.5         -4.5         -5.3         -5.6         -6.2           Other (incl. Capital Increase & share buy backs)         -13.7         -0.1         13.7         2.8         0.9         1.0           Change in Net Debt         -27         -1         8         -31         4         11           NCPLAT         12         13         14         17         20         23           BALANCE SHEET & OTHER ITEMS (EURm)         12/2008         12/2009         11.00         11.6         15.1         16.0         17.0           Net Tangible Assets         9.0         10.9         11.6         15.1         16.0         17.0           Net Tangible Assets (incl.Goodwill)         82.5         90.1         95.8         112         113         114           Net Financial Assets & Other         0.1         1.3         1.0         1.0         1.0         1.0           Total Fixed Assets         Other Net Sets         7         16         49.4         87.8         94.3         95.9           Group Shareholders Equity         66.0         71.4	•	-4.5	-6.5	-4.6	-10.0	-10.1	-10.6
Dividends         -3.7         -4.5         -4.5         -5.3         -5.6         -6.2           Other (incl. Capital Increase & share buy backs)         -13.7         0.1         13.7         2.8         0.9         1.0           Change in Net Debt         -27         -1         8         -31         4         111           NOPLAT         12         13         14         17         20         23           BALANCE SHEET & OTHER ITEMS (EURm)         12/2008         12/2009         12/2010         12/2011e         12/2012e         12/2013e           Net Intangible Assets (incl. Goodwill)         82.5         90.1         95.8         112         113         114           Net Intangible Assets & Other         0.1         1.3         1.0         1.0         1.0         1.0           Net Working Capital         45.9         42.6         49.4         87.8         94.3         95.9           Group Shareholders Equity         65.8         71.1         88.8         97.5         108         122           Net Debt         57.2         58.2         50.6         82.0         77.9         66.8           Provision         7         7         7         22         24	Net Financial Investments	-9.1	-6.6	-6.3	-16.7	0.0	0.0
Other (incl. Capital Increase & share buy backs)         -13.7         0.1         13.7         2.8         0.9         1.0           Change in Net Debt         -27         -1         8         -31         4         11           NOPLAT         12         13         14         17         20         23           BALANCE SHEET & OTHER ITEMS (EURm)         12/2008         12/2009         12/2000         11.6         15.1         16.0         17.0           Net Inangible Assets         9.0         1.9         1.6         15.1         16.0         17.0           Net Inangible Assets (incl. Goodwill)         82.5         90.1         95.8         112         113         114           Net Financial Assets & Other         0.1         1.3         1.0         1.0         1.0         1.0           Total Fixed Assets         91.5         102         108         128         130         132           Net Working Capital         45.9         42.6         49.4         87.8         94.3         95.9           Group Shareholders Equity         66.0         71.4         89.3         98.7         110         123           Net Debt         57.2         58.2         50.6         82.	Free Cash Flow	-10.1	3.5	-1.6	-29.0	8.8	16.4
Change in Net Debt         -27         -1         8         -31         4         11           NOPLAT         12         13         14         17         20         23           BALANCE SHEET & OTHER ITEMS (EURm)         12/2008         12/2009         12/2010         12/2010         12/2011         12/2012         12/2013           Net Tangible Assets         9.0         10.9         11.6         15.1         16.0         17.0           Net Intangible Assets (incl.Goodwill)         82.5         90.1         95.8         112         113         114           Net Intangible Assets & Other         0.1         1.3         1.0         1.0         1.0         1.0           Net Working Capital         45.9         42.6         49.4         87.8         94.3         95.9           Group Shareholders Equity         66.0         71.4         89.3         98.7         110         122           Net Debt         57.2         58.2         50.6         82.0         77.9         66.8           Provisions         7         7         7         2         2         2         2           Other Net Liabilities or Assets         1         12/2008         12/2009         12	Dividends	-3.7	-4.5	-4.5	-5.3	-5.6	-6.2
Change in Net Debt         -27         -1         8         -31         4         11           NOPLAT         12         13         14         17         20         23           BALANCE SHEET & OTHER ITEMS (EURm)         12/2008         12/2009         12/2010         12/2010         12/2011         12/2012         12/2013           Net Tangible Assets         9.0         10.9         11.6         15.1         16.0         17.0           Net Intangible Assets (incl.Goodwill)         82.5         90.1         95.8         112         113         114           Net Intangible Assets & Other         0.1         1.3         1.0         1.0         1.0         1.0           Net Working Capital         45.9         42.6         49.4         87.8         94.3         95.9           Group Shareholders Equity         66.0         71.4         89.3         98.7         110         122           Net Debt         57.2         58.2         50.6         82.0         77.9         66.8           Provisions         7         7         7         2         2         2         2           Other Net Liabilities or Assets         1         12/2008         12/2009         12	Other (incl. Capital Increase & share buy backs)	-13.7	0.1	13.7	2.8	0.9	1.0
NOPLAT         12         13         14         17         20         23           BALANCE SHEET & OTHER ITEMS (EURm)         12/2008         12/2009         12/2010         12/201te         12/2012e         12/2013e           Net Tangible Assets         9.0         10.9         11.6         15.1         16.0         17.0           Net Intangible Assets (incl.Goodwill)         82.5         90.1         95.8         112         113         114           Net Intangible Assets Other         0.1         1.3         1.0<		-27	-1	8	-31	4	11
Net Tangible Assets         9.0         10.9         11.6         15.1         16.0         17.0           Net Intangible Assets (incl.Goodwill)         82.5         90.1         95.8         112         113         114           Net Financial Assets & Other         0.1         1.3         1.0         1.0         1.0         1.0           Total Fixed Assets         91.5         102         108         128         130         132           Net Working Capital         45.9         42.6         49.4         87.8         94.3         95.9           Group Shareholders Equity         66.0         71.4         89.3         98.7         110         123           Ow own Shareholders Equity         65.8         71.1         88.8         97.5         108         120           Net Debt         57.2         58.2         50.6         82.0         77.9         66.8           Provisions         7         7         7         22         24         26           Other Net Liabilities or Assets         1         12/2008         12/2009         12/2010         12/201te         12/2012e         12/2013e           Sales growth         20.6%         9.1 %         13.4%         44.9 <td></td> <td>12</td> <td>13</td> <td>14</td> <td>17</td> <td>20</td> <td>23</td>		12	13	14	17	20	23
Net Tangible Assets         9.0         10.9         11.6         15.1         16.0         17.0           Net Intangible Assets (incl.Goodwill)         82.5         90.1         95.8         112         113         114           Net Financial Assets & Other         0.1         1.3         1.0         1.0         1.0         1.0           Total Fixed Assets         91.5         102         108         128         130         132           Net Working Capital         45.9         42.6         49.4         87.8         94.3         95.9           Group Shareholders Equity         66.0         71.4         89.3         98.7         110         123           Ow own Shareholders Equity         65.8         71.1         88.8         97.5         108         120           Net Debt         57.2         58.2         50.6         82.0         77.9         66.8           Provisions         7         7         7         22         24         26           Other Net Liabilities or Assets         1         12/2008         12/2009         12/2010         12/201te         12/2012e         12/2013e           Sales growth         20.6%         9.1 %         13.4%         44.9 <td>BALANCE SHEET &amp; OTHER ITEMS (EURm)</td> <td>12/2008</td> <td>12/2009</td> <td>12/2010</td> <td>12/2011e</td> <td>12/2012e</td> <td>12/2013e</td>	BALANCE SHEET & OTHER ITEMS (EURm)	12/2008	12/2009	12/2010	12/2011e	12/2012e	12/2013e
Net Financial Assets & Other         0.1         1.3         1.0         1.0         1.0         1.0           Total Fixed Assets         91.5         102         108         128         130         132           Net Working Capital         45.9         44.6         49.4         87.8         94.3         95.9           Group Shareholders Equity         66.0         71.4         89.3         98.7         110         123           o/w own Shareholders Equity         65.8         71.1         88.8         97.5         108         120           Net Debt         57.2         58.2         50.6         82.0         77.9         66.8           Provisions         7         7         7         22         24         26           Other Net Liabilities or Assets         7         7         7         7         22         24         26           Growth & MARGINS         12/2008         12/2009         12/2010         12/2011         12/2012         12/2012         12/2012         12/2012         12/2012         12/2012         12/2012         12/2013e         12/2013e         12/2014         12/2014         12/2012         12/2012         12/2013e         12/2014         12/2014	Net Tangible Assets	9.0	10.9	11.6	15.1	16.0	17.0
Total Fixed Assets         91.5         102         108         128         130         132           Net Working Capital         45.9         42.6         49.4         87.8         94.3         95.9           Group Shareholders Equity         66.0         71.4         89.3         98.7         110         123           o/w own Shareholders Equity         65.8         71.1         88.8         97.5         108         120           Net Debt         57.2         55.2         50.6         82.0         77.9         66.8           Provisions         7         7         7         22         24         26           Other Net Liabilities or Assets         7         8         10         13         13         13           GROWTH & MARGINS         12/2008         12/2009         12/2010         12/2011e         12/2012e         12/2013e           Sales growth         20.6%         9.1%         13.4%         44.9%         10.2%         5.4%           EBITDA (adj.)* growth         23.8%         5.6%         24.3%         28.4%         15.8%         11.5%           EBIT (adj).* growth         28.3%         23.0%         23.0%         23.0%         16.7%         12	Net Intangible Assets (incl.Goodwill)	82.5	90.1	95.8	112	113	114
Net Working Capital         45.9         42.6         49.4         87.8         94.3         95.9           Group Shareholders Equity         66.0         71.4         89.3         98.7         110         123           o/w own Shareholders Equity         65.8         71.1         88.8         97.5         108         120           Net Debt         57.2         58.2         50.6         82.0         77.9         66.8           Provisions         7         7         7         22         24         26           Other Net Liabilities or Assets         7         8         10         13         13         13           GROWTH & MARGINS         12/2008         12/2008         12/2009         12/2010         12/2011e         12/2012e         12/2013e           Sales growth         20.6%         9.1%         13.4%         44.9%         10.2%         5.4%           Sales growth         20.6%         9.1%         13.4%         44.9%         10.2%         5.4%           EBITDA (adj.)* growth         23.8%         5.6%         24.3%         28.4%         15.8%         11.5%           EBIT (adj.)* growth         33.2%         23.3%         23.0%         23.0%         <	Net Financial Assets & Other	0.1	1.3	1.0	1.0	1.0	1.0
Group Shareholders Equity         66.0         71.4         89.3         98.7         110         123           o/w own Shareholders Equity         65.8         71.1         88.8         97.5         108         120           Net Debt         57.2         58.2         50.6         82.0         77.9         66.8           Provisions         7         7         7         22         24         26           Other Net Liabilities or Assets         7         8         10         13         13         13           GROWTH & MARGINS         12/2008         12/2008         12/2009         12/2010         12/2011e         12/2012e         12/2013e           Sales growth         20.6%         9.1%         13.4%         44.9%         10.2%         5.4%           EBITDA (adj.)* growth         23.8%         5.6%         24.3%         28.4%         15.8%         11.5%           EBIT (adj.)* growth         28.3%         3.9%         23.2%         16.3%         17.8%         12.5%           EBIT (adj.)* growth         33.2%         2.3%         23.0%         23.0%         16.7%         12.9%           Net Profit growth         15.2%         21.2%         17.2%         22.2% <td>Total Fixed Assets</td> <td>91.5</td> <td>102</td> <td>108</td> <td>128</td> <td>130</td> <td>132</td>	Total Fixed Assets	91.5	102	108	128	130	132
o/w own Shareholders Equity         65.8         71.1         88.8         97.5         108         120           Net Debt         57.2         58.2         50.6         82.0         77.9         66.8           Provisions         7         7         7         22         24         26           Other Net Liabilities or Assets         7         8         10         13         13         13           GROWTH & MARGINS         12/2008         12/2009         12/2010         12/2011e         12/2012e         12/2013e           Sales growth         20.6%         9.1%         13.4%         44.9%         10.2%         5.4%           EBITDA (adj.)* growth         23.8%         5.6%         24.3%         28.4%         15.8%         11.5%           EBIT (adj.)* growth         28.3%         3.9%         23.2%         16.3%         17.8%         12.5%           EBIT (adj.)* growth         33.2%         2.3%         23.0%         23.0%         16.7%         12.9%           EBIT (adj.)* growth         15.2%         21.2%         17.2%         22.2%         14.6%         15.6%           EPS adj. growth         15.2%         21.2%         9.4%         15.0%         14.6%	Net Working Capital	45.9	42.6	49.4	87.8	94.3	95.9
Net Debt         57.2         58.2         50.6         82.0         77.9         66.8           Provisions         7         7         7         22         24         26           Other Net Liabilities or Assets         7         8         10         13         13         13           GROWTH & MARGINS         12/2008         12/2009         12/2010         12/2011e         12/2012e         12/2013e           Sales growth         20.6%         9.1%         13.4%         44.9%         10.2%         5.4%           EBITDA (adj.)* growth         23.8%         5.6%         24.3%         28.4%         15.8%         11.5%           EBIT (adj.)* growth         28.3%         3.9%         23.2%         16.3%         17.8%         12.5%           EBIT (adj.)* growth         33.2%         2.3%         23.0%         23.0%         16.7%         12.9%           Net Profit growth         15.2%         21.2%         17.2%         22.2%         14.6%         15.6%           EPS adj. growth         16.8%         22.1%         9.4%         15.0%         14.6%         15.6%           EPS adj. growth         25.3%         0.0%         10.0         0.0%         9.1% <td< td=""><td>Group Shareholders Equity</td><td>66.0</td><td>71.4</td><td>89.3</td><td>98.7</td><td>110</td><td>123</td></td<>	Group Shareholders Equity	66.0	71.4	89.3	98.7	110	123
Provisions         7         7         7         22         24         26           Other Net Liabilities or Assets         7         8         10         13         13         13           GROWTH & MARGINS         12/2008         12/2008         12/2009         12/2010         12/2011e         12/2012e         12/2013e           Sales growth         20.6%         9.1%         13.4%         44.9%         10.2%         5.4%           EBITDA (adj.)* growth         23.8%         5.6%         24.3%         28.4%         15.8%         11.5%           EBIT (adj)* growth         28.3%         3.9%         23.2%         16.3%         17.8%         12.5%           EBIT (adj)* growth         33.2%         2.3%         23.0%         23.0%         16.7%         12.9%           Net Profit growth         15.2%         21.2%         17.2%         22.2%         14.6%         15.6%           EPS adj. growth         16.8%         22.1%         9.4%         15.0%         14.6%         15.6%           EPS adj. growth         25.3%         0.0%         10.0%         0.0%         9.1%         8.3%           EBITDA (adj)* margin         11.4%         11.1%         12.1%         10.8	o/w own Shareholders Equity	65.8	71.1	88.8	97.5	108	120
Other Net Liabilities or Assets         7         8         10         13         13         13           GROWTH & MARGINS         12/2008         12/2009         12/2010         12/2011e         12/2012e         12/2013e           Sales growth         20.6%         9.1%         13.4%         44.9%         10.2%         5.4%           EBITDA (adj.)* growth         23.8%         5.6%         24.3%         28.4%         15.8%         11.5%           EBIT (adj.)* growth         28.3%         3.9%         23.2%         16.3%         17.8%         12.5%           EBIT (adj.)* growth         33.2%         2.3%         23.0%         23.0%         16.7%         12.9%           Net Profit growth         15.2%         21.2%         17.2%         22.2%         14.6%         15.6%           EPS adj. growth         16.8%         22.1%         9.4%         15.0%         14.6%         15.6%           EPS adj. growth         25.3%         0.0%         10.0%         0.0%         9.1%         8.3%           EBITDA margin         11.4%         11.1%         12.1%         10.8%         11.3%         12.0%           EBITA (adj)* margin         10.7%         10.2%         11.1%         8.9%	Net Debt	57.2	58.2	50.6	82.0	77.9	66.8
GROWTH & MARGINS         12/2008         12/2009         12/2010         12/2011e         12/2012e         12/2013e           Sales growth         20.6%         9.1%         13.4%         44.9%         10.2%         5.4%           EBITDA (adj.)* growth         23.8%         5.6%         24.3%         28.4%         15.8%         11.5%           EBIT (adj)* growth         28.3%         3.9%         23.2%         16.3%         17.8%         12.5%           EBIT (adj)* growth         33.2%         2.3%         23.0%         23.0%         16.7%         12.9%           Net Profit growth         15.2%         21.2%         17.2%         22.2%         14.6%         15.6%           EPS adj. growth         16.8%         22.1%         9.4%         15.0%         14.6%         15.6%           DPS adj. growth         25.3%         0.0%         10.0%         0.0%         9.1%         8.3%           EBITDA margin         11.4%         11.1%         12.1%         10.8%         11.3%         12.0%           EBITA (adj)* margin         10.7%         10.2%         11.1%         8.9%         9.5%         10.2%           EBIT margin         10.7%         10.2%         11.1%         8.9% <td>Provisions</td> <td>7</td> <td>7</td> <td>7</td> <td>22</td> <td>24</td> <td>26</td>	Provisions	7	7	7	22	24	26
Sales growth       20.6%       9.1%       13.4%       44.9%       10.2%       5.4%         EBITDA (adj.)* growth       23.8%       5.6%       24.3%       28.4%       15.8%       11.5%         EBITA (adj.)* growth       28.3%       3.9%       23.2%       16.3%       17.8%       12.5%         EBIT (adj)* growth       33.2%       2.3%       23.0%       23.0%       16.7%       12.9%         Net Profit growth       15.2%       21.2%       17.2%       22.2%       14.6%       15.6%         EPS adj. growth       16.8%       22.1%       9.4%       15.0%       14.6%       15.6%         EPS adj. growth       25.3%       0.0%       10.0%       0.0%       9.1%       8.3%         EBITDA margin       11.4%       11.1%       12.1%       10.8%       11.3%       12.0%         EBITA margin       10.7%       10.2%       11.1%       8.9%       9.5%       10.2%         EBIT margin       9.7%       9.1%       9.9%       8.4%       8.9%       9.5%         EBIT margin       9.7%       9.1%       9.9%       8.4%       8.9%       9.5%	Other Net Liabilities or Assets	7	8	10	13	13	13
Sales growth       20.6%       9.1%       13.4%       44.9%       10.2%       5.4%         EBITDA (adj.)* growth       23.8%       5.6%       24.3%       28.4%       15.8%       11.5%         EBITA (adj.)* growth       28.3%       3.9%       23.2%       16.3%       17.8%       12.5%         EBIT (adj)* growth       33.2%       2.3%       23.0%       23.0%       16.7%       12.9%         Net Profit growth       15.2%       21.2%       17.2%       22.2%       14.6%       15.6%         EPS adj. growth       16.8%       22.1%       9.4%       15.0%       14.6%       15.6%         EPS adj. growth       25.3%       0.0%       10.0%       0.0%       9.1%       8.3%         EBITDA margin       11.4%       11.1%       12.1%       10.8%       11.3%       12.0%         EBITA margin       10.7%       10.2%       11.1%       8.9%       9.5%       10.2%         EBIT margin       9.7%       9.1%       9.9%       8.4%       8.9%       9.5%         EBIT margin       9.7%       9.1%       9.9%       8.4%       8.9%       9.5%	GROWTH & MARGINS	12/2008	12/2009	12/2010	12/2011e	12/2012e	12/2013e
EBITA (adj.)* growth         28.3%         3.9%         23.2%         16.3%         17.8%         12.5%           EBIT (adj)*growth         33.2%         2.3%         23.0%         23.0%         16.7%         12.9%           Net Profit growth         15.2%         21.2%         17.2%         22.2%         14.6%         15.6%           EPS adj. growth         16.8%         22.1%         9.4%         15.0%         14.6%         15.6%           DPS adj. growth         25.3%         0.0%         10.0%         0.0%         9.1%         8.3%           EBITDA margin         11.4%         11.1%         12.1%         10.8%         11.3%         12.0%           EBITA margin         10.7%         10.2%         11.1%         8.9%         9.5%         10.2%           EBIT margin         10.7%         10.2%         11.1%         8.9%         9.5%         10.2%           EBIT margin         9.7%         9.1%         9.9%         8.4%         8.9%         9.5%							
EBIT (adj)*growth         33.2%         2.3%         23.0%         23.0%         16.7%         12.9%           Net Profit growth         15.2%         21.2%         17.2%         22.2%         14.6%         15.6%           EPS adj. growth         16.8%         22.1%         9.4%         15.0%         14.6%         15.6%           DPS adj. growth         25.3%         0.0%         10.0%         0.0%         9.1%         8.3%           EBITDA margin         11.4%         11.1%         12.1%         10.8%         11.3%         12.0%           EBITA margin         10.7%         10.2%         11.1%         8.9%         9.5%         10.2%           EBIT (adj)* margin         10.7%         10.2%         11.1%         8.9%         9.5%         10.2%           EBIT margin         9.7%         9.1%         9.9%         8.4%         8.9%         9.5%		23.8%	5.6%	24.3%	28.4%	15.8%	11.5%
Net Profit growth         15.2%         21.2%         17.2%         22.2%         14.6%         15.6%           EPS adj. growth         16.8%         22.1%         9.4%         15.0%         14.6%         15.6%           DPS adj. growth         25.3%         0.0%         10.0%         0.0%         9.1%         8.3%           EBITDA margin         11.4%         11.1%         12.1%         10.8%         11.3%         12.0%           EBITA margin         10.7%         10.2%         11.1%         8.9%         9.5%         10.2%           EBIT (adj)* margin         10.7%         10.2%         11.1%         8.9%         9.5%         10.2%           EBIT margin         9.7%         9.1%         9.9%         8.4%         8.9%         9.5%	EBITA (adj.)* growth	28.3%	3.9%	23.2%	16.3%	17.8%	12.5%
EPS adj. growth         16.8%         22.1%         9.4%         15.0%         14.6%         15.6%           DPS adj. growth         25.3%         0.0%         10.0%         0.0%         9.1%         8.3%           EBITDA margin         11.4%         11.1%         12.1%         10.8%         11.3%         12.0%           EBITA margin         10.7%         10.2%         11.1%         8.9%         9.5%         10.2%           EBITA (adj)* margin         10.7%         10.2%         11.1%         8.9%         9.5%         10.2%           EBIT margin         9.7%         9.1%         9.9%         8.4%         8.9%         9.5%	EBIT (adj)*growth	33.2%	2.3%	23.0%	23.0%	16.7%	12.9%
DPS adj. growth         25.3%         0.0%         10.0%         0.0%         9.1%         8.3%           EBITDA margin         11.4%         11.1%         12.1%         10.8%         11.3%         12.0%           EBITDA (adj)* margin         11.4%         11.1%         12.1%         10.8%         11.3%         12.0%           EBITA margin         10.7%         10.2%         11.1%         8.9%         9.5%         10.2%           EBIT margin         10.7%         10.2%         11.1%         8.9%         9.5%         10.2%           EBIT margin         9.7%         9.1%         9.9%         8.4%         8.9%         9.5%	Net Profit growth	15.2%	21.2%	17.2%	22.2%	14.6%	15.6%
EBITDA margin         11.4%         11.1%         12.1%         10.8%         11.3%         12.0%           EBITDA (adj)* margin         11.4%         11.1%         12.1%         10.8%         11.3%         12.0%           EBITA margin         10.7%         10.2%         11.1%         8.9%         9.5%         10.2%           EBITA (adj)* margin         10.7%         10.2%         11.1%         8.9%         9.5%         10.2%           EBIT margin         9.7%         9.1%         9.9%         8.4%         8.9%         9.5%	EPS adj. growth	16.8%	22.1%	9.4%	15.0%	14.6%	15.6%
EBITDA (adj)* margin       11.4%       11.1%       12.1%       10.8%       11.3%       12.0%         EBITA margin       10.7%       10.2%       11.1%       8.9%       9.5%       10.2%         EBITA (adj)* margin       10.7%       10.2%       11.1%       8.9%       9.5%       10.2%         EBIT margin       9.7%       9.1%       9.9%       8.4%       8.9%       9.5%	DPS adj. growth	25.3%	0.0%	10.0%	0.0%	9.1%	8.3%
EBITA margin       10.7%       10.2%       11.1%       8.9%       9.5%       10.2%         EBITA (adj)* margin       10.7%       10.2%       11.1%       8.9%       9.5%       10.2%         EBIT margin       9.7%       9.1%       9.9%       8.4%       8.9%       9.5%		11.4%	11.1%	12.1%		11.3%	12.0%
EBITA (adj)* margin       10.7%       10.2%       11.1%       8.9%       9.5%       10.2%         EBIT margin       9.7%       9.1%       9.9%       8.4%       8.9%       9.5%	EBITDA (adj)* margin	11.4%	11.1%	12.1%	10.8%	11.3%	12.0%
EBIT margin 9.7% 9.1% 9.9% 8.4% 8.9% 9.5%	EBITA margin	10.7%	10.2%	11.1%	8.9%	9.5%	10.2%
EBIT margin 9.7% 9.1% 9.9% 8.4% 8.9% 9.5%	EBITA (adj)* margin	10.7%	10.2%	11.1%	8.9%	9.5%	10.2%
EBIT (adj)* margin 9.7% 9.1% 9.9% 8.4% 8.9% 9.5%			9.1%	9.9%		8.9%	
	EBIT (adj)* margin	9.7%	9.1%	9.9%	8.4%	8.9%	9.5%





Euromicron	AG:	<b>Summary</b>	tables
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RATIOS	12/2008	12/2009	12/2010	12/2011e	12/2012e	12/2013e
Net Debt/Equity	0.9	8.0	0.6	0.8	0.7	0.5
Net Debt/EBITDA	3.0	2.9	2.0	2.6	2.1	1.6
Interest cover (EBITDA/Fin.interest)	4.8	6.7	8.5	8.6	7.6	8.3
Capex/D&A	156.5%	185.5%	99.4%	142.9%	127.7%	126.7%
Capex/Sales	2.7%	3.6%	2.2%	3.4%	3.1%	3.1%
NWC/Sales	27.9%	23.7%	24.3%	29.8%	29.0%	28.0%
ROE (average)	11.9%	14.3%	14.3%	15.0%	15.6%	16.3%
ROCE (adj.)	8.5%	8.7%	9.0%	8.1%	9.0%	10.0%
WACC	10.4%	10.4%	10.4%	10.4%	10.4%	10.4%
ROCE (adj.)/WACC	0.8	0.8	0.9	0.8	0.9	1.0
PER SHARE DATA (EUR)***	12/2008	12/2009	12/2010	12/2011e	12/2012e	12/2013e
Average diluted number of shares	4.5	4.5	4.8	5.1	5.1	5.1
EPS (reported)	1.78	2.17	2.38	2.73	3.13	3.62
EPS (adj.)	1.78	2.17	2.38	2.73	3.13	3.62
BVPS	14.51	15.78	18.42	19.03	21.06	23.48
DPS	1.00	1.00	1.10	1.10	1.20	1.30
VALUATION	12/2008	12/2009	12/2010	12/2011e	12/2012e	12/2013e
EV/Sales	0.7	8.0	0.8	0.7	0.6	0.5
EV/EBITDA	6.1	6.8	6.6	6.3	5.3	4.5
EV/EBITDA (adj.)*	6.1	6.8	6.6	6.3	5.3	4.5
EV/EBITA	6.5	7.4	7.3	7.6	6.3	5.3
EV/EBITA (adj.)*	6.5	7.4	7.3	7.6	6.3	5.3
EV/EBIT	7.2	8.3	8.2	8.0	6.8	5.7
EV/EBIT (adj.)*	7.2	8.3	8.2	8.0	6.8	5.7
P/E (adj.)	5.9	7.2	9.1	6.9	6.0	5.2
P/BV	0.7	1.0	1.2	1.0	0.9	0.8
Total Yield Ratio	12.2%	6.4%	2.3%	5.9%	6.4%	6.9%
EV/CE	0.8	0.9	1.0	0.9	0.9	0.8
OpFCF yield	-2.0%	14.3%	4.6%	-12.8%	9.1%	17.0%
OpFCF/EV	-0.8%	7.4%	2.9%	-6.2%	4.5%	8.9%
Payout ratio	56.2%	46.1%	46.3%	40.3%	38.3%	35.9%
Dividend yield (gross)	9.6%	6.4%	5.9%	5.9%	6.4%	6.9%
EV AND MKT CAP (EURm)	12/2008	12/2009	12/2010	12/2011e	12/2012e	12/2013e
Price** (EUR)	10.5	15.6	21.6	18.8	18.8	18.8
Outstanding number of shares for main stock	4.5	4.5	4.8	5.1	5.1	5.1
Total Market Cap	47.4	70.2	104	96.4	96.4	96.4
Net Debt	57.2	58.2	50.6	82.0	77.9	66.8
o/w Cash & Marketable Securities (-)	-11.2	-9.8	-9.9	-21.5	-25.6	-33.4
o/w Gross Debt (+)	68.5	68.0	60.5	104	104	100
Other EV components	10	7	10	20	21	22
Enterprise Value (EV adj.)	115	136	164	199	195	185

Source: Company, Equinet Bank estimates.

#### Notes

Sector: Electronic & Electrical Equipment/Electrical Components & Equipment

Company Description: The euromicron Group with its extensive network of branch offices in Germany is a system house that is active in the future market of network and fiber optics technology. euromicron develops, produces and distributes network components based on copper, glass fiber and wireless technology and plans, implements and maintains communications, information and security networks for all applications.



<sup>\*</sup> Where EBITDA (adj.) or EBITA (adj) or EBIT (adj.)= EBITDA (or EBITA or EBIT) +/- Non Recurrent Expenses/Income \*\*Price (in local currency): Fiscal year end price for Historical Years and Current Price for current and forecasted years

<sup>\*\*\*</sup>EPS (adj.) diluted= Net Profit (adj.)/Avg DIL. Ord. (+ Ord. equivalent) Shs. EPS (reported) = Net Profit reported/Avg DIL. Ord. (+ Ord. equivalent) Shs.



# **Recommendations and Disclosures**

Coverage	Analyst	Target	Rating	Disc.	Coverage	Analyst	Target	Rating	Disc.
4SCAG	Aubéry	3.60	Buy	2/3	IntegralisAG	Schäfer	6.75	Hold	2/3
AarealBank	Häßler	20.00	Buy		Interseroh	Schäfer	50.00	Buy	2/3
Adpepper	Pehl	1.80	Buy	2/3	Itelligence	Demidova	8.80	Buy	2/3/5
adidas	Faust	64.00	Buy	2/2	IVG Immobilien AG	Rothenbacher	4.00	Buy	
Advanced Vision Technology	Aubéry	5.00	Buy	2/3	K+SAG	Schäfer	57.00	Buy	
Aixtron	Pehl	9.00	Reduce	2/3	KHD HUMBOLDT WEDAGINTERNA		7.60	Buy	
Allianz	Häßler	82.00	Accumulate	-	Kontron	Pehl	7.00	Buy	
Analytik Jena	Demidova	9.50	Accumulate	7 7	KronesAG	Schmidt	35.00	Reduce	0/0/5
Augusta Technologie BASF	Pehl Demidova	25.00 72.00	Buy	,	KTGAgrar KUKA	Schäfer Schäfer	16.00	Accumulate Hold	2/3/5
BAUER AG	Schmidt	24.00	Buy Accumulate		LANXESS	Demidova	18.00 59.00	Buy	
Bayer	Possienke	50.00	Accumulate		Leoni	Schuldt	41.00	Вuy	
BayWa	Schäfer	33.00	Accumulate	5	Linde	Demidova	130.00	Accumulate	
BB Biotech	Aubéry	62.00	Buy	2/7	Loewe	Faust	6.00	Hold	2
Beiersdorf	Aubéry	42.00	Hold	2/1	Logwin	Rothenbacher	1.60	Buy	2/3/5
Berentzen	Faust	7.00	Buy	2/3	LPKFLASER & ELECTRONICS	Schuldt	14.00	Hold	2/0/0
Beta Systems Software	Schuldt	2.10	Hold	2/3	Lufthansa	Rothenbacher	12.00	Accumulate	
Bilfinger Berger	Faust	83.00	Buy	2/0	MAN	Schuldt	76.00	Buy	
Biopetrol Industries	Schäfer	0.60	Sell	2/3	MAXAutomation AG	Schmidt	4.20	Accumulate	2/3/5
Biotest	Possienke	49.00	Buy	2/3	Medion	Faust	13.00	Hold	2/0/0
BMW	Schuldt	63.00	Accumulate	2, 3	Merck	Possienke	63.00	Hold	
Carl Zeiss Medit ec	Aubéry	16.00	Accumulate		MLP	Häßler	6.00	Accumulate	
Celesio	Possienke	15.00	Buy		Mobotix AG	Pehl	71.00	Buy	2/3
Cenit	Pehl	7.00	Buy	2/3	Morphosys	Aubéry	35.00	Buy	2,0
comdirect	Häßler	8.50	Accumulate	2/0	MTU	Pehl	60.00	Buy	2
Commerzbank	Häßler	2.20	Buy		Munich Re	Häßler	100.00	Hold	_
Continental	Schuldt	57.00	Hold		Nanogat e AG	Demidova	22.00	Buy	2/3/5
DAB Bank	Häßler	3.40	Hold		Pfeiffer Vacuum	Pehl	76.00	Accumulate	2, 0, 0
Daimler AG	Schuldt	49.00	Buy		Phoenix Solar	Freudenreich	6.00	Hold	
Daldrup & Soehne	Schäfer	23.00	-	2/3/5	Porsche	Schuldt	38.00	Reduce	
Demag Cranes	Schmidt	45.50	Hold	2	Postbank	Häßler	20.00	Hold	
Derby Cycle	Faust	28.00	Buy	2/3/4/5	PSI	Schäfer	18.00	Hold	2
Deut sche Bank	Häßler	40.00	Buy		Puma	Faust	220.00	Hold	
Deut sche Biogas	Schäfer	14.00	Buy	2/3/4/5	Rheinmetall	Pehl	45.00	Hold	
Deut sche Boerse	Häßler	48.00	Accumulate		Rhoen-Klinikum	Possienke	19.00	Buy	
Deut sche EuroShop	Rothenbacher	27.50	Hold		RWE	Schäfer	38.00	Hold	
Deut sche Forfait	Häßler	5.50	Buy	2/3	RIB Soft ware	Rothenbacher	8.50	Buy	2/3/4
Deut sche Post	Rothenbacher	15.00	Buy		SAF-HOLLAND	Schuldt	5.60	Buy	7
Deut sche Telekom	Pehl	11.00	Accumulate		Salzgitter	Freudenreich	53.00	Accumulate	
DNICK Holding plc	Freudenreich	13.00	Buy	2/3	Schuler AG	Schuldt	11.60	Buy	2/3
DouglasHolding	Faust	35.00	Buy		Seven Principles AG	Pehl	11.00	Buy	2/3/5
Drägerwerk	Aubéry	80.00	Hold		SingulusTechnologies	Freudenreich	3.20	Hold	4/5
E.ON	Schäfer	20.00	Accumulate		SKWStahl	Possienke	23.00	Buy	
ElringKlinger	Schuldt	21.00	Accumulate		SMA Solar Technology	Freudenreich	50.00	Hold	
EpigenomicsAG	Aubéry	13.00	Buy	2/3	SMTSCHARFAG	Schmidt	22.00	Buy	2/3
Euromicron AG	Pehl	31.50	Buy	2/3/5	Solar-Fabrik	Freudenreich	3.60	Buy	2/3
Fielmann	Possienke	75.00	Hold		SolarWorld	Freudenreich	4.10	Hold	
Fraport	Rothenbacher		Accumulate		Solutronic	Freudenreich	Under review	Not rated	2/3/4/5
Freenet	Pehl	11.00	Buy	2	Stada	Possienke	20.00	Hold	
Fresenius	Aubéry	76.00	Hold		SuessMicroTec	Pehl	10.50	Buy	2/3/5
Fresenius Medical Care	Aubéry	56.00	Accumulate		Sunways	Freudenreich	2.10	Hold	2/3/5
FuchsPetrolub	Demidova	38.00	Hold		Symrise AG	Demidova	21.00	Accumulate	
GEA Group	Schmidt	26.00	Buy		ThyssenKrupp	Freudenreich	32.00	Hold	
Gerresheimer AG	Aubéry	36.00	Buy		Tognum	Schmidt	26.00	Hold	2
Gesco	Schmidt	75.00	Buy	2/3	TUI	Rothenbacher	5.00	Hold	
GFTTechnologies	Schuldt	4.60	Buy	2/3	Unit ed Internet	Pehl	14.00	Accumulate	
Gildemeister	Schmidt	16.00	Buy		VBH Holding	Faust	4.00	Hold	2/3
Grenkeleasing AG	Häßler	40.00	Hold		VIB Vermoegen	Rothenbacher	11.00	Buy	
Hannover Re	Häßler	36.00	Hold		Volkswagen	Schuldt	145.00	Accumulate	
Heidelberger Druck	Schmidt	1.05	Sell		Vossloh	Schmidt	60.00	Sell	
Henkel	Demidova	46.00	Hold		Washtec	Schuldt	14.00	Buy	
HHLA	Rothenbacher	27.00	Buy		Wacker Chemie	Freudenreich	82.00	Hold	
Hochtief	Faust	70.00	Buy		Wilex	Aubery	7.00	Buy	2/3/5
Hoomito			-		Wincor Nixdorf	Pehl	39.00	Hold	2
Hornbach Holding	Possienke	124.00	Buy		WITICOT INIXUOTT	r em	33.00	riora	_
	Possienke Faust	124.00 75.00	Hold		WITCOI NIXGOIT	r em	33.00	Tiolu	_
Hornbach Holding					WINCOLNIXUOTI	reili	33.00	rioid	_

Source: equinet Recommendations





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# Remarks

#### **Recommendation System**

Buy - The stock is expected to generate a total return of over 20% during the next 12 months time horizon.

Accumulate - The stock is expected to generate a total return of 10% to 20% during the next 12 months time horizon.

Hold - The stock is expected to generate a total return of 0% to 10% during the next 12 months time horizon.

Reduce - The stock is expected to generate a total return of 0 to -10% during the next 12 months time horizon.

Sell - The stock is expected to generate a total return below -10% during the next 12 months time horizon.

#### **Basis of Valuation**

Equinet Bank uses for valuation purposes primarily DCF-Valuations and Sum-Of-The-Parts-Valuations as well as peer group comparisons.

#### Share prices

Share prices in this analysis are the German closing prices of the last trading day before the publication.

#### Sources

Equinet Bank has made any effort to carefully research all information contained in the analysis. The information on which the analysis is based has been obtained from sources which we believe to be reliable such as, for example, Reuters, Bloomberg and the relevant press as well as the company which is the subject of the analysis. Only that part of the research note is made available to the issuer, who is the subject of the analysis, which is necessary to properly reconcile with the facts. Should this result in considerable changes a reference is made in the research note.

#### Actualizations

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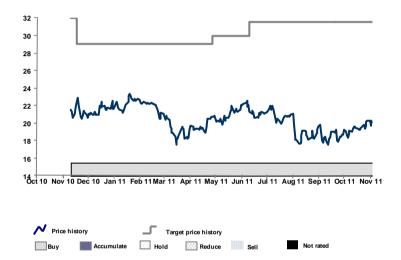




# **Recommendation history for EUROMICRON AG**

Date	Recommendation	Target price	Price at change date
15-Aug-11	Buy	31.50	19.12
27-Apr-11	Buy	30.00	20.76
30-Mar-11	Buy	29.00	18.36
09-Nov-10	Buy	32.00	21.80
12-May-10	Buy	31.00	18.32

Source: Factset & ESN, price data adjusted for stock splits.
This chart shows Equinet Bank continuing coverage of this stock; the current analyst may or may not have covered it over the entire period. Current analyst: Adrian Pehl, CFA (since 28/04/2010)







# **ESN Recommendation System**

The ESN Recommendation System is **Absolute**. It means that each stock is rated on the basis of a **total return**, measured by the upside potential (including dividends and capital reimbursement) over a **12 month time horizon**.

The ESN spectrum of recommendations (or ratings) for each stock comprises 5 categories: Buy, Accumulate (or Add), Hold, Reduce and Sell (in short: B, A, H, R, S).

Furthermore, in specific cases and for a limited period of time, the analysts are allowed to rate the stocks as **Rating Suspended (RS)** or **Not Rated (NR)**, as explained below.

## Meaning of each recommendation or rating:

- Buy: the stock is expected to generate total return of over 20% during the next 12 months time horizon
- Accumulate: the stock is expected to generate total return of 10% to 20% during the next 12 months time horizon
- Hold: the stock is expected to generate total return of 0% to 10% during the next 12 months time horizon.
- Reduce: the stock is expected to generate total return of 0% to -10% during the next 12 months time horizon
- Sell: the stock is expected to generate total return under -10% during the next 12 months time horizon
- Rating Suspended: the rating is suspended due to a capital operation (takeover bid, SPO, ...) where the issuer of the document (a partner of ESN) or a related party of the issuer is or could be involved or to a change of analyst covering the stock
- Not Rated: there is no rating for a company being floated (IPO) by the issuer of the document (a partner of ESN) or a related party of the issuer

### **Equinet Bank Ratings Breakdown**

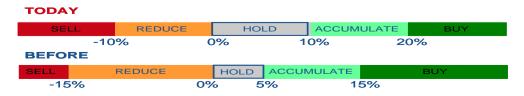


# **History of ESN Recommendation System**

**Since 18 October 2004**, the Members of ESN are using an Absolute Recommendation System (before was a Relative Rec. System) to rate any single stock under coverage.

Since 4 August 2008, the ESN Rec. System has been amended as follow.

- Time horizon changed to 12 months (it was 6 months)
- Recommendations Total Return Range changed as below:





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