

Germany/ Electronic & Electrical Equipment

Investment Research Reason: Company Newsflow 5 December 2013

Buy			
Recommendation uncha	anaed		
Share price: EUR	J	1	4.80
closing price as of 04/12/2013	_		
Target price: EU	R	1	9.00
from Target Price: EUR			4.00
ŭ		-	0
Reuters/Bloomberg		EUCG.[	DE/EUC GY
Daily avg. no. trad. sh. 12 m	th		101,484
Daily avg. trad. vol. 12 mth (	m)		140.39
Price high 12 mth (EUR)	. ,		19.98
Price low 12 mth (EUR)			13.67
Abs. perf. 1 mth			-17.0%
Abs. perf. 3 mth			-12.2%
Abs. perf. 12 mth			-17.3%
7100. point 12 min			11.070
Market capitalisation (EUR	n)		99
Current N° of shares (m)			7
Free float		100%	
Key financials (EUR)	12/12	12/13e	12/14e
Sales (m)	330	320	344
EBITDA (m)	25	16	21
EBITDA margin	7.6%	5.1%	6.1%
EBIT (m)	17	8	12
EBIT margin	5.2%	2.5%	3.6%
Net Profit (adj.)(m)	13	7	7
ROCE	7.7%	4.5%	4.9%
Net debt/(cash) (m)	78	85	80
Net Debt Equity	0.7 3.1	0.7 5.2	0.6 3.8
Net Debt/EBITDA	5.8	3.9	5.1
Int. cover(EBITDA/Fin.int) EV/Sales	0.6	0.6	0.6
EV/SaleS EV/EBITDA	8.4	12.0	9.2
EV/EBITDA (adj.)	7.2	9.4	8.4
EV/EBIT	12.4	25.0	15.7
P/E (adj.)	9.3	14.5	13.3
P/BV	1.0	0.8	0.8
OpFCF yield	5.1%	-6.6%	4.7%
Dividend yield	2.0%	0.3%	1.4%
EPS (adj.)	1.96	1.02	1.11
BVPS	17.79	17.83	18.59

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ione Falet	—— CUROMORION AG ——— Tec Dax (Rabassel)

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For company description please see summary table footnote

# Project postponements induce a revised FY13 outlook PT lowered to EUR 19 (24) – confirm 'Buy' rating

Project postponements and cost overruns urged Euromicron's management yesterday to revise the FY13 outlook for sales by EUR 30m and for the EBITDA by c. EUR 12m. Bookings remained solid so that the backlog achieved a new record at EUR 145m. While one should expect some recovery of the lost revenues early next year, we have nevertheless lowered our model assumptions to be on the safe side. Our adjustments lead to a new DCF based PT of EUR 19 (24). Since we continue to believe in EUCA's solid positioning in infrastructure markets, we keep our 'Buy' rating. The stock remains attractive based on FY15 multiples.

- ✓ Euromicron (EUCA) released yesterday that it will not achieve the previous revenues guidance of c. EUR 350m as the company had to face project postponements while call orders from customers are delayed. EUCA saw no cancellations however. Management now expects a FY13e top line of EUR 320m (down about 3% yoy), but to recover revenue portions in FY14e.
- ✓ Since EUCA expected higher sales and provided respective capacities and material resources, the associated cost structure will not allow for an EBITDA margin of 8% as guided previously. On top of that, EUCA had to face project cost overruns. The company now forecasts a respective profitability level of 5%. In absolute terms this equals an EBITDA of c. EUR 16-17m (previously EUR 28m). In this context, please remember that 2013 continues to be a year of integration as will be 2014.
- ✓ EUCA furthermore released that the order backlog has reached a historical high at EUR 145m thanks to solid bookings. This would be up qoq by c. EUR 4m. Please remember that board member Mr. Hoffmann mentioned at the recent Frankfurt equity forum that the October intake had been solid. Vectoring business has started to gain traction and, although not significant yet, 2014 should ramp up.
- Implicitly, this should mean for 4Q13 that EUCA should achieve a top line of EUR 86-87m (down c 16% yoy) and an EBITDA loss of EUR minus 1.65m as the company cannot adjust the cost structures within one quarter as mentioned before. We have lowered our estimates accordingly as can be seen below. We have also assumed a more cautious stance for the following periods. While we have kept revenue growth rates constant, we forecast EUCA to return to the 8% EBITDA margin not before FY15e after the conclusion of the integration phase. If any at all, we expect EUCA to pay out only a small dividend now for FY13, but to commence with improved shareholder remuneration in later periods.

Moder changes									
EUR m	2013e old	2013e new	change	2014e old	2014e new	change	2015e old	2015e new	change
Group Sales	350.0	320.0	-8.6%	376.0	344.0	-8.5%	399	365.0	-8.5%
Rep. group EBITDA	27.8	16.4	-41.0%	32.6	20.9	-35.8%	37.6	29.4	-21.8%
EBITDA margin*	7.9%	5.1%	-280bp	8.7%	6.1%	-260bp	9.4%	8.1%	-140bp
Daw EDG (EUD)	4 50	0.05	77.00/	0.00	0.04	CO 70/	0.50	4 74	24.00/

Source: equinet estimates; \*) here releative to sales and not total output=B28

We expect the company to comment later on whether the current situation originates also a postponement on the way to achieve the agenda 500. In general, there should be no changes to management aspiration. Nevertheless, the lowered estimates lead to a revised DCF fair value of EUR 19 which we adopt as our new PT. Unsurprisingly, the stock price reacted negatively on today's release. Against the backdrop of our new PT we confirm our 'Buy' rating.

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DPS

Discounted Cash Flow mod	del										
		Phase I					Phase II			Phase III	
EUR m	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Sales	320.0	344.0	365.0	383.2	397.6	409.5	421.8	434.5	447.5	460.9	470.2
Sales growth	-3.0%	7.5%	6.1%	5.0%	3.8%	3.0%	3.0%	3.0%	3.0%	3.0%	2.0%
EBIT	7.9	12.3	20.7	23.8	26.6	24.2	25.1	25.9	26.8	27.7	28.4
EBIT margin*	2.5%	3.6%	5.7%	6.2%	6.7%	5.9%	5.9%	6.0%	6.0%	6.0%	6.0%
Tax	(1.1)	(2.4)	(4.9)	(5.9)	(6.7)	(6.0)	(6.3)	(6.6)	(6.9)	(7.1)	(7.3)
Taxrate	30.0%	29.5%	29.5%	29.5%	29.5%	29.5%	29.5%	29.5%	29.5%	29.5%	29.5%
NOPAT	6.8	9.9	15.8	17.9	19.8	18.2	18.8	19.4	19.9	20.5	21.1
Depreciation	8.5	8.6	8.7	8.8	9.0	9.1	9.3	9.5	9.7	9.9	9.9
in % of Sales	2.7%	2.5%	2.4%	2.3%	2.3%	2.2%	2.2%	2.2%	2.2%	2.1%	2.1%
Capex	(4.8)	(9.3)	(9.1)	(9.6)	(9.9)	(9.6)	(9.9)	(10.2)	(10.5)	(10.8)	(10.1)
in % of Sales	1.5%	2.7%	2.5%	2.5%	2.5%	2.4%	2.4%	2.4%	2.4%	2.4%	2.1%
Provision delta	0.5	0.3	0.3	0.3	0.3	0.2	0.2	0.2	0.2	0.2	(0.0)
in % of Sales	0.2%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.0%	0.0%
NWC delta	(6.0)	(2.2)	(5.2)	(4.6)	(3.6)	(3.0)	(3.1)	(3.2)	(3.3)	(3.4)	(0.3)
in % of Sales	-19%	-0.6%	-14%	-1.2%	-0.9%	-0.7%	-0.7%	-0.7%	-0.7%	-0.7%	-0.1%
Other current assets delt	0.1	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.3
in % of Sales	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%
Free Cash Flow	5.2	7.5	10.6	13.0	15.8	15.0	15.4	15.7	16.1	16.5	20.9
FCF growth	nm	nm	40.3%	23.5%	213%	-5.1%	2.4%	2.3%	2.5%	2.5%	26.6%
Present Value FCF	5.1	6.8	8.8	9.9	11.0	9.6	9.0	8.4	7.9	7.4	127.9
PV Phase I		41.7		N	1Cap		98.6	7	Targ. equity rat	tio	83.5%
PV Phase II		42.1			isk premium		4.00%		Beta .		1.36
PV Phase III		127.9			isk free rate		4.50%		VACC		9.30%
rv riiase iii		121.5			isk ilee late		4.50 /6	•	VACC		3.30 /6
Total present value		211.7									
+ capital increase/share b	buy back	0.0									
+ associates & other fina	ncial assets	0.9									
- market value of minorit	ies	3.5		S	ensitivity			Grow	th rate Phase	III	
+ cash and liquid assets		5.6		A	nalysis		1.0%	1.5%	2.0%	2.5%	3.0%
- interest bearing debt**		87.1		_		8.83%	18.81	20.07	21.53	23.21	25.18
Implied Mcap		127.7				9.07%	17.80	18.97	20.30	21.84	23.63
Number of shares		6.7		v	VACC	9.30%	16.84	17.93	19.16	20.57	22.20
Number of Shares		6.7		v	VACC						
						9.53%	15.95	16.95	18.08	19.38	20.88
Implied value per share		19.16				9.76%	15.10	16.03	17.08	18.27	19.65

\*) relative to sales and not total output; \*\*) including pension provisions

Source: equinet

European	Peer	Group	Valuati	on

European Feer Group Valuati	OII								
COMPANY	P/E 2013	P/E 2014	P/E 2015			EV/EBITDA	EV/EBIT	EV/EBIT	EV/EBIT
Som Airi	172 2010	1/22014	1722010	2013	2014	2015	2013	2014	2015
DATENDI IDO	24.2	42.0	0.0		F.C	4.4		0.0	
BATENBURG	24.2		9.6				nm	9.8	6.8
IMTECH	nm	30.7	11.1	nm	12.0	7.5	nm	22.8	10.7
LEGRAND	19.0	17.5	16.0	11.6	10.6	9.6	13.2	12.1	10.9
NEXANS	nm	nm	14.4	6.6	6.3	nm	14.4	11.8	nm
ADVA OPTICAL	24.5	15.4	10.2	3.9	2.9	2.1	12.6	7.0	4.9
AMEC PLC	13.1	11.6	10.6	9.0	8.2	7.4	10.1	9.1	8.1
BECHTLE	15.4	13.5	12.3	8.1	7.0	6.1	10.2	8.6	7.5
CANCOM	19.2	14.6	12.6	10.5	8.1	6.9	14.3	10.5	8.7
HUBER + SUHNER	21.2	17.9	16.6	8.5	7.6	6.9	13.5	11.6	10.4
MOLEX	26.7	22.2	20.2	10.8	9.3	8.5	17.7	14.2	12.5
MEDIAN	20.2	15.4	12.5	8.5	7.8	6.9	13.3	11.0	8.7
AVERAGE	20.4	17.4	13.4	8.6	7.8	6.6	13.3	11.7	9.0
EUROMICRON	42.7	18.2	8.6	10.6	8.4	5.9	22.0	14.3	8.4
THEOR. VALUATION OF EUCA	7.00	12.54	21.38	9.76	13.11	19.31	4.57	8.84	15.68
THEOR. VALUATION OF EUCA	7.08	14.14	22.89	9.94	12.86	17.86	4.48	10.13	16.49

Sources: FactSet, equinet estimates





Euromicron AG: Summary tables						
PROFIT & LOSS (EURm)	12/2011	12/2012	12/2013e	12/2014e	12/2015e	12/2016e
Sales	305	330	320	344	365	383
Cost of Sales & Operating Costs	-275	-301	-299	-321	-336	-351
Non Recurrent Expenses/Income	0.0	-4.5	-4.5	-2.0	0.0	0.0
EBITDA	30.8	25.0	16.4	20.9	29.4	32.6
EBITDA (adj.)*	30.8	29.5	20.9	22.9	29.4	32.6
Depreciation	-2.9	-3.2	-3.1	-3.3	-3.5	-3.7
EBITA	27.9	21.8	13.3	17.7	25.9	28.9
EBITA (adj)*	27.9	26.3	17.8	19.7	25.9	28.9
Amortisations and Write Downs	0.0	0.0	0.0	0.0	0.0	0.0
of which PPA amortisation	-1.7	-2.0	-2.0	-1.5	-1.2	-1.0
EBIT	24.2	17.1	7.9	12.3	20.7	23.8
EBIT (adj.)*	25.9	23.6	14.4	15.8	21.9	24.8
Net Financial Interest	-5.3	-4.3	-4.2	-4.1	-4.0	-3.8
Other Financials	-1.0	-0.5	0.0	0.0	0.0	0.0
Associates	0.0	0.0	0.0	0.0	0.0	0.0
Other Non Recurrent Items	0.0	0.0	0.0	0.0	0.0	0.0
Earnings Before Tax (EBT)	17.9	12.2	3.7	8.2	16.8	19.9
Tax	-5.0	-3.4	-1.1	-2.4	-4.9	-5.9
Tax rate	27.7%	27.8%	30.0%	29.5%	29.5%	29.5%
Discontinued Operations	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	-0.7	-0.3	-0.3	-0.4	-0.4	-0.5
Net Profit (reported)	12.2	8.6	2.3	5.4	11.4	13.6
Net Profit (adj.)	12.2	13.1	6.8	7.4	11.4	13.6
CASH FLOW (EURm)	12/2011	12/2012	12/2013e	12/2014e	12/2015e	12/2016e
Cash Flow from Operations before change in NWC	21.7	18.1	5.7	16.1	23.3	23.4
Change in Net Working Capital	-28.3	-1.1	-6.0	-2.2	-5.2	-4.6
Cash Flow from Operations	-6.7	17.0	-0.3	13.9	18.0	18.9
Capex	-8.2	-10.8	-6.3	-9.3	-9.1	-9.6
Net Financial Investments	-27.7	-3.2	1.5	0.0	0.0	0.0
Free Cash Flow	-42.6	3.0	-5.0	4.6	8.9	9.3
Dividends	-5.3	-6.0	-2.0	-0.3	-1.3	-3.3
Other (incl. Capital Increase & share buy backs)	38.7	-15.0	-0.1	0.5	0.6	0.6
Change in Net Debt	-9.2	-18.0	-7.1	4.8	8.1	6.6
NOPLAT	18.7	17.0	10.1	11.1	15.4	17.5
BALANCE SHEET & OTHER ITEMS (EURm)	12/2011	12/2012	12/2013e	12/2014e	12/2015e	12/2016e
Net Tangible Assets	15.1	16.3	13.7	14.7	15.8	16.8
Net Intangible Assets (incl.Goodwill)	122	127	126	126	125	125
Net Financial Assets & Other	0.9	0.9	0.8	8.0	0.8	0.8
Total Fixed Assets				444	4.40	440
Inventories	138	145	141	141	142	143
Tue de la calicable a	25.1	27.5	25.6	27.5	29.2	30.7
Trade receivables	25.1 88.1	27.5 96.8	25.6 103	27.5 111	29.2 118	30.7 123
Other current assets	25.1 88.1 5.6	27.5 96.8 9.4	25.6 103 4.9	27.5 111 5.3	29.2 118 5.6	30.7 123 6.0
Other current assets Cash (-)	25.1 88.1 5.6 -8.5	27.5 96.8 9.4 -5.6	25.6 103 4.9 1.9	27.5 111 5.3 -4.6	29.2 118 5.6 -9.4	30.7 123 6.0 -15.9
Other current assets Cash (-) Total Current Assets	25.1 88.1 5.6 -8.5 <b>127</b>	27.5 96.8 9.4 -5.6 <b>139</b>	25.6 103 4.9 1.9 <b>132</b>	27.5 111 5.3 -4.6 <b>148</b>	29.2 118 5.6 -9.4 <b>162</b>	30.7 123 6.0 -15.9 <b>176</b>
Other current assets Cash (-) Total Current Assets Total Assets	25.1 88.1 5.6 -8.5 <b>127</b> <b>266</b>	27.5 96.8 9.4 -5.6 139 284	25.6 103 4.9 1.9 <b>132</b> <b>272</b>	27.5 111 5.3 -4.6 148 289	29.2 118 5.6 -9.4 <b>162</b> <b>303</b>	30.7 123 6.0 -15.9 <b>176</b> <b>318</b>
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity	25.1 88.1 5.6 -8.5 <b>127</b> <b>266</b> 120	27.5 96.8 9.4 -5.6 139 284 119	25.6 103 4.9 1.9 <b>132</b> <b>272</b> 119	27.5 111 5.3 -4.6 148 289	29.2 118 5.6 -9.4 <b>162</b> <b>303</b> 134	30.7 123 6.0 -15.9 176 318
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority	25.1 88.1 5.6 -8.5 <b>127</b> <b>266</b> 120 0.5	27.5 96.8 9.4 -5.6 139 284 119 0.5	25.6 103 4.9 1.9 132 272 119 0.8	27.5 111 5.3 -4.6 148 289 124 1.2	29.2 118 5.6 -9.4 <b>162</b> <b>303</b> 134 1.6	30.7 123 6.0 -15.9 176 318 144 2.0
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity	25.1 88.1 5.6 -8.5 <b>127</b> <b>266</b> 120 0.5 120	27.5 96.8 9.4 -5.6 139 284 119 0.5	25.6 103 4.9 1.9 132 272 119 0.8 120	27.5 111 5.3 -4.6 <b>148</b> <b>289</b> 124 1.2	29.2 118 5.6 -9.4 <b>162</b> <b>303</b> 134 1.6	30.7 123 6.0 -15.9 176 318 144 2.0 146
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt	25.1 88.1 5.6 -8.5 <b>127</b> <b>266</b> 120 0.5 120 35.5	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2	27.5 111 5.3 -4.6 <b>148</b> <b>289</b> 124 1.2 125 46.8	29.2 118 5.6 -9.4 <b>162</b> <b>303</b> 134 1.6 136 43.5	30.7 123 6.0 -15.9 176 318 144 2.0 146 43.5
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions	25.1 88.1 5.6 -8.5 <b>127</b> <b>266</b> 120 0.5 120 35.5	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8	27.5 111 5.3 -4.6 <b>148</b> <b>289</b> 124 1.2 125 46.8 8.8	29.2 118 5.6 -9.4 <b>162</b> <b>303</b> 134 1.6 136 43.5	30.7 123 6.0 -15.9 <b>176</b> <b>318</b> 144 2.0 146 43.5 13.0
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities	25.1 88.1 5.6 -8.5 <b>127</b> <b>266</b> 120 0.5 120 35.5 10.4 1.5	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9 5.7	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8 4.5	27.5 111 5.3 -4.6 <b>148</b> <b>289</b> 124 1.2 125 46.8 8.8 4.6	29.2 118 5.6 -9.4 <b>162</b> <b>303</b> 134 1.6 136 43.5 12.0 4.7	30.7 123 6.0 -15.9 176 318 144 2.0 146 43.5 13.0 4.8
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities	25.1 88.1 5.6 -8.5 <b>127</b> <b>266</b> 120 0.5 120 35.5 10.4 1.5 <b>47.3</b>	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9 5.7 63.2	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8 4.5	27.5 111 5.3 -4.6 148 289 124 1.2 125 46.8 8.8 4.6 <b>60.3</b>	29.2 118 5.6 -9.4 <b>162</b> <b>303</b> 134 1.6 136 43.5 12.0 4.7 <b>60.2</b>	30.7 123 6.0 -15.9 176 318 144 2.0 146 43.5 13.0 4.8
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt	25.1 88.1 5.6 -8.5 <b>127</b> <b>266</b> 120 0.5 120 35.5 10.4 1.5 <b>47.3</b> 32.7	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9 5.7 63.2 37.8	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8 4.5 56.5	27.5 111 5.3 -4.6 148 289 124 1.2 125 46.8 8.8 4.6 <b>60.3</b> 37.8	29.2 118 5.6 -9.4 <b>162</b> <b>303</b> 134 1.6 136 43.5 12.0 4.7 <b>60.2</b> 37.8	30.7 123 6.0 -15.9 <b>176</b> <b>318</b> 144 2.0 146 43.5 13.0 4.8 <b>61.3</b> 37.8
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt Trade payables	25.1 88.1 5.6 -8.5 <b>127</b> <b>266</b> 120 0.5 120 35.5 10.4 1.5 <b>47.3</b> 32.7 31.6	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9 5.7 63.2 37.8 42.9	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8 4.5 56.5 37.8 41.6	27.5 111 5.3 -4.6 148 289 124 1.2 125 46.8 8.8 4.6 <b>60.3</b> 37.8 48.8	29.2 118 5.6 -9.4 <b>162</b> <b>303</b> 134 1.6 136 43.5 12.0 4.7 <b>60.2</b> 37.8 51.8	30.7 123 6.0 -15.9 <b>176</b> <b>318</b> 144 2.0 146 43.5 13.0 4.8 <b>61.3</b> 37.8 54.4
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt Trade payables Other current liabilities	25.1 88.1 5.6 -8.5 <b>127</b> <b>266</b> 120 0.5 120 35.5 10.4 1.5 <b>47.3</b> 32.7 31.6 33.9	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9 5.7 63.2 37.8 42.9 21.0	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8 4.5 56.5 37.8 41.6 16.9	27.5 111 5.3 -4.6 148 289 124 1.2 125 46.8 8.8 4.6 60.3 37.8 48.8 17.5	29.2 118 5.6 -9.4 <b>162</b> <b>303</b> 134 1.6 136 43.5 12.0 4.7 <b>60.2</b> 37.8 51.8	30.7 123 6.0 -15.9 176 318 144 2.0 146 43.5 13.0 4.8 61.3 37.8 54.4
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt Trade payables Other current liabilities Total Current Liabilities	25.1 88.1 5.6 -8.5 127 266 120 0.5 120 35.5 10.4 1.5 47.3 32.7 31.6 33.9 98.3	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9 5.7 63.2 37.8 42.9 21.0	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8 4.5 56.5 37.8 41.6 16.9 96.3	27.5 111 5.3 -4.6 148 289 124 1.2 125 46.8 8.8 4.6 60.3 37.8 48.8 17.5	29.2 118 5.6 -9.4 <b>162</b> <b>303</b> 134 1.6 136 43.5 12.0 4.7 <b>60.2</b> 37.8 51.8 18.1 <b>108</b>	30.7 123 6.0 -15.9 <b>176</b> <b>318</b> 144 2.0 146 43.5 13.0 4.8 <b>61.3</b> 37.8 54.4 18.7
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt Trade payables Other current liabilities Total Current Liabilities Total Current Liabilities Total Current Liabilities	25.1 88.1 5.6 -8.5 127 266 120 0.5 120 35.5 10.4 1.5 47.3 32.7 31.6 33.9 98.3 266	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9 5.7 63.2 37.8 42.9 21.0 102 284	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8 4.5 56.5 37.8 41.6 16.9 96.3 272	27.5 111 5.3 -4.6 148 289 124 1.2 125 46.8 8.8 4.6 60.3 37.8 48.8 17.5 104 289	29.2 118 5.6 -9.4 <b>162</b> <b>303</b> 134 1.6 136 43.5 12.0 4.7 <b>60.2</b> 37.8 51.8 18.1 <b>108</b> <b>303</b>	30.7 123 6.0 -15.9 176 318 144 2.0 146 43.5 13.0 4.8 61.3 37.8 54.4 18.7 111 318
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt Trade payables Other current liabilities Total Current Liabilities	25.1 88.1 5.6 -8.5 127 266 120 0.5 120 35.5 10.4 1.5 47.3 32.7 31.6 33.9 98.3	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9 5.7 63.2 37.8 42.9 21.0	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8 4.5 56.5 37.8 41.6 16.9 96.3	27.5 111 5.3 -4.6 148 289 124 1.2 125 46.8 8.8 4.6 60.3 37.8 48.8 17.5	29.2 118 5.6 -9.4 <b>162</b> <b>303</b> 134 1.6 136 43.5 12.0 4.7 <b>60.2</b> 37.8 51.8 18.1 <b>108</b>	30.7 123 6.0 -15.9 <b>176</b> <b>318</b> 144 2.0 146 43.5 13.0 4.8 <b>61.3</b> 37.8 54.4 18.7
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt Trade payables Other current liabilities Total Current Liabilities Total Current Liabilities Total Liabilities and Shareholders' Equity Net Capital Employed Net Working Capital	25.1 88.1 5.6 -8.5 127 266 120 0.5 120 35.5 10.4 1.5 47.3 32.7 31.6 33.9 98.3 266 192 76.8	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9 5.7 63.2 37.8 42.9 21.0 102 284 214 77.9	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8 4.5 56.5 37.8 41.6 16.9 96.3 272 216 83.8	27.5 111 5.3 -4.6 148 289 124 1.2 125 46.8 8.8 4.6 60.3 37.8 48.8 17.5 104 289 219 86.0	29.2 118 5.6 -9.4 162 303 134 1.6 136 43.5 12.0 4.7 60.2 37.8 51.8 18.1 108 303 224 91.2	30.7 123 6.0 -15.9 176 318 144 2.0 146 43.5 13.0 4.8 61.3 37.8 54.4 18.7 111 318 229 95.8
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt Trade payables Other current liabilities Total Current Liabilities Total Current Liabilities Total Liabilities and Shareholders' Equity Net Capital Employed Net Working Capital GROWTH & MARGINS	25.1 88.1 5.6 -8.5 127 266 120 0.5 120 35.5 10.4 1.5 47.3 32.7 31.6 33.9 98.3 266 192 76.8	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9 5.7 63.2 37.8 42.9 21.0 102 284 214 77.9	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8 4.5 56.5 37.8 41.6 16.9 96.3 272 216 83.8	27.5 111 5.3 -4.6 148 289 124 1.2 125 46.8 8.8 4.6 60.3 37.8 48.8 17.5 104 289 219 86.0	29.2 118 5.6 -9.4 162 303 134 1.6 136 43.5 12.0 4.7 60.2 37.8 51.8 18.1 108 303 224 91.2	30.7 123 6.0 -15.9 176 318 144 2.0 146 43.5 13.0 4.8 61.3 37.8 54.4 18.7 111 318 229 95.8
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt Trade payables Other current liabilities Total Current Liabilities Total Current Liabilities Total Liabilities and Shareholders' Equity Net Capital Employed Net Working Capital  GROWTH & MARGINS Sales growth	25.1 88.1 5.6 -8.5 127 266 120 0.5 120 35.5 10.4 1.5 47.3 32.7 31.6 33.9 98.3 266 192 76.8	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9 5.7 63.2 37.8 42.9 21.0 102 284 214 77.9	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8 4.5 56.5 37.8 41.6 16.9 96.3 272 216 83.8	27.5 111 5.3 -4.6 148 289 124 1.2 125 46.8 8.8 4.6 60.3 37.8 48.8 17.5 104 289 219 86.0	29.2 118 5.6 -9.4 162 303 134 1.6 136 43.5 12.0 4.7 60.2 37.8 51.8 18.1 108 303 224 91.2	30.7 123 6.0 -15.9 176 318 144 2.0 146 43.5 13.0 4.8 61.3 37.8 54.4 18.7 111 318 229 95.8
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt Trade payables Other current liabilities Total Current Liabilities Total Current Liabilities Total Liabilities and Shareholders' Equity Net Capital Employed Net Working Capital  GROWTH & MARGINS Sales growth EBITDA (adj.)* growth	25.1 88.1 5.6 -8.5 127 266 120 0.5 120 35.5 10.4 1.5 47.3 32.7 31.6 33.9 98.3 266 192 76.8	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9 5.7 63.2 37.8 42.9 21.0 102 284 214 77.9 12/2012 8.1% -4.1%	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8 4.5 56.5 37.8 41.6 16.9 96.3 272 216 83.8	27.5 111 5.3 -4.6 148 289 124 1.2 125 46.8 8.8 4.6 60.3 37.8 48.8 17.5 104 289 219 86.0	29.2 118 5.6 -9.4 162 303 134 1.6 136 43.5 12.0 4.7 60.2 37.8 51.8 18.1 108 303 224 91.2 12/2015e 6.1% 28.2%	30.7 123 6.0 -15.9 176 318 144 2.0 146 43.5 13.0 4.8 61.3 37.8 54.4 18.7 111 318 229 95.8
Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt Trade payables Other current liabilities Total Current Liabilities Total Current Liabilities Total Liabilities and Shareholders' Equity Net Capital Employed Net Working Capital  GROWTH & MARGINS Sales growth	25.1 88.1 5.6 -8.5 127 266 120 0.5 120 35.5 10.4 1.5 47.3 32.7 31.6 33.9 98.3 266 192 76.8	27.5 96.8 9.4 -5.6 139 284 119 0.5 119 45.6 11.9 5.7 63.2 37.8 42.9 21.0 102 284 214 77.9	25.6 103 4.9 1.9 132 272 119 0.8 120 45.2 6.8 4.5 56.5 37.8 41.6 16.9 96.3 272 216 83.8	27.5 111 5.3 -4.6 148 289 124 1.2 125 46.8 8.8 4.6 60.3 37.8 48.8 17.5 104 289 219 86.0	29.2 118 5.6 -9.4 162 303 134 1.6 136 43.5 12.0 4.7 60.2 37.8 51.8 18.1 108 303 224 91.2	30.7 123 6.0 -15.9 176 318 144 2.0 146 43.5 13.0 4.8 61.3 37.8 54.4 18.7 111 318 229 95.8





Euromieven AC: Summeru tehlee						
Euromicron AG: Summary tables GROWTH & MARGINS	12/2011	12/2012	12/2013e	12/2014e	12/2015e	12/2016e
Net Profit growth	6.7%	6.9%	-47.9%	8.8%	53.9%	19.3%
EPS adj. growth	-2.0%	-15.8%	-47.9%	8.8%	53.9%	19.3%
DPS adj. growth	-2.0% 4.5%	-73.0% -73.9%	-47.9% -83.3%	300.0%	150.0%	70.0%
EBITDA (adj)* margin	10.1%	8.9%	6.5%	6.7%	8.1%	8.5%
EBITA (adj)* margin	9.1%	8.0%	5.6%	5.7%	7.1%	7.5%
EBIT (adj)* margin	8.5%	7.1%	4.5%	4.6%	6.0%	6.5%
EBH (adj) Margin	0.070	7.170		4.070	0.078	
RATIOS	12/2011	12/2012	12/2013e	12/2014e	12/2015e	12/2016e
Net Debt/Equity	0.5	0.7	0.7	0.6	0.5	0.4
Net Debt/EBITDA	1.9	3.1	5.2	3.8	2.4	2.0
Interest cover (EBITDA/Fin.interest)	5.8	5.8	3.9	5.1	7.4	8.6
Capex/D&A	125.6%	136.4%	73.5%	107.7%	104.9%	108.3%
Capex/Sales	2.7%	3.3%	2.0%	2.7%	2.5%	2.5%
NWC/Sales	25.2%	23.6%	26.2%	25.0%	25.0%	25.0%
ROE (average)	11.7%	11.0%	5.7%	6.1%	8.9%	9.8%
ROCE (adj.)	8.7%	7.7%	4.5%	4.9%	6.7%	7.3%
WACC	9.4%	9.4%	9.4%	9.4%	9.4%	9.4%
ROCE (adj.)/WACC	0.9	0.8	0.5	0.5	0.7	0.8
PER SHARE DATA (EUR)***	12/2011	12/2012	12/2013e	12/2014e	12/2015e	12/2016e
Average diluted number of shares	5.2	6.7	6.7	6.7	6.7	6.7
EPS (reported)	2.33	1.29	0.35	0.81	1.71	2.04
EPS (adj.)	2.33	1.96	1.02	1.11	1.71	2.04
BVPS	22.81	17.79	17.83	18.59	20.11	21.65
DPS	1.15	0.30	0.05	0.20	0.50	0.85
VALUATION	12/2011	12/2012	12/2013e	12/2014e	12/2015e	12/2016e
EV/Sales	0.5	0.6	0.6	0.6	0.5	0.5
EV/EBITDA	5.2	8.4	12.0	9.2	6.3	5.5
EV/EBITDA (adj.)*	5.2	7.2	9.4	8.4	6.3	5.5
EV/EBITA	5.7	9.7	14.7	10.9	7.1	6.2
EV/EBITA (adj.)*	5.7	8.0	11.0	9.8	7.1	6.2
EV/EBIT	6.6	12.4	25.0	15.7	8.9	7.5
EV/EBIT (adj.)*	6.2	9.0	13.7	12.2	8.4	7.2
P/E (adj.)	6.8	9.3	14.5	13.3	8.6	7.2
P/BV	0.7	1.0	0.8	0.8	0.7	0.7
Total Yield Ratio	7.2%	2.0%	0.3%	1.4%	3.4%	5.7%
EV/CE	0.7	1.0	0.9	0.8	0.8	0.8
OpFCF yield	-17.8%	5.1%	-6.6%	4.7%	9.0%	9.4%
OpFCF/EV	-9.3%	2.9%	-3.3%	2.4%	4.8%	5.2%
Payout ratio	49.4%	23.3%	14.4%	24.6%	29.2%	41.6%
Dividend yield (gross)	7.2%	2.0%	0.3%	1.4%	3.4%	5.7%
EV AND MKT CAP (EURm)	12/2011	12/2012	12/2013e	12/2014e	12/2015e	12/2016e
Price** (EUR)	15.93	18.14	14.80	14.80	14.80	14.80
Outstanding number of shares for main stock	5.2	6.7	6.7	6.7	6.7	6.7
Total Market Cap	84	121	99	99	99	99
Net Debt	60	78	85	80	72	65
o/w Cash & Marketable Securities (-)	-8	-6	2	-5	-9	-16

Source: Company, Equinet Bank estimates.

## Notes

o/w Gross Debt (+)

Other EV components

Enterprise Value (EV adj.)

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

Sector: Electronic & Electrical Equipment/Electrical Components & Equipment



# **Recommendations and Disclosures**

Coverage	Analyst	Target	Rating	Disc.	Coverage	Analyst	Target	Rating	Disc.
2GENERGY	Freudenreich	34.50	Buy	2/3	K+SAG	Schäfer	25.00	Buy	
4SC	Miemietz	3.60	Buy	7	KHD HUMBOLDT WEDAG INTER	NA1 Schmidt / Schul	7.60	Buy	
Aareal Bank	Häßler	26.00	Hold		Kontron	Pehl	5.00	Hold	
Adler Modemaerkte	Rigters/Faust	11.60	Buy	3/5	KronesAG	Schmidt	66.00	Hold	
Adpepper	Rigters/ Pehl	1.50	Buy	2/3	KTGAgrar	Schäfer	16.00		2/3/5
adidas	Faust / Rigters	85.00	Accumulate		KUKA	Schmidt	38.00	Hold	
Advanced Vision Technology	Schmidt Schäfer	7.00 1.25	Buy	2/3/5	LANXESS Leoni	Demidova Schuldt	52.00 56.00	Hold	
AgrariusAG Aixtron	Pehl	7.00	Buy Sell	2/3/3	Linde	Demidova	160.00	Accumulate Accumulate	
Allianz	Häßler	130.00	Hold	2/3	Loewe	Faust / Rigters	Suspended	Suspended	2/5
Analytik Jena	Demidova	14.00	Hold	7	Logwin	Rothenbacher	1.60	Buy	2/3/5
BASF	Demidova	78.00	Hold		Lufthansa	Rothenbacher	15.00	Hold	
BAUERAG	Schmidt	16.50	Reduce		MAN	Schuldt	85.00	Hold	
Bayer	Miemietz	94.00	Accumulate		MAXAutomation AG	Schmidt	7.00	Buy	2/3
BayWa	Schäf er	45.00	Buy	5	Medion	Faust / Rigters	13.00	Hold	
BB Biotech	Miemietz	121.00	Buy	7	Merck	Miemietz	133.00		
Beiersdorf	Demidova	56.00	Sell		MIFA	Rigters/Faust	9.00	Buy	2/3/4/5
Berentzen	Faust / Rigters	5.60	Hold	2/3	MLP	Häßler	5.30		2/3
Beta Systems Software	Schuldt	2.60	Buy	2/3/5	Mobotix AG	Pehl	19.00	Accumulate	2/3
BILFINGER SE	Faust	100.00	Buy	2/2/5	MTU Munich Bo	Pehl	71.00	Hold	2
Biot est BMW	Miemietz Schuldt	70.00 83.00	Buy Hold	2/3/5	Munich Re Nanogate AG	Häßler Demidova	150.00 29.00	Hold Buy	2/3/5
Celesio	Lieder	23.00	Hold		PATRIZIA AG	Häßler	9.10	Buy	2/3/3
Cenit	Pehl	12.75	Buy	2/3	Pfeiffer Vacuum	Pehl	84.00	Reduce	
comdirect	Häßler	8.00	Hold	2/0	Phoenix Solar	Freudenreich	Suspended	Suspended	
Commerzbank	Häßler	10.00	Hold		Porsche	Schuldt	64.00	Hold	
Continental	Schuldt	105.00	Reduce		Postbank	Häßler	32.00	Accumulate	
Daimler AG	Schuldt	55.00	Reduce		PSI	Schäfer	12.00	Hold	2/3
Daldrup & Soehne	Schäf er	15.00	Accumulate	2/3/5	Puma	Faust / Rigters	285.00	Buy	
Deut sche Bank	Häßler	34.00	Hold		Rheinmetall	Pehl	45.00	Hold	
Deut sche Biogas	Schäfer	6.00	Buy	2/3/5	Rhoen-Klinikum	Lieder	23.60	Buy	
Deut sche Boerse	Häßler	48.00	Sell		RIB Software	Rothenbacher	8.00	Buy	2/3
Deut sche Euro Shop	Rothenbacher	33.00	Hold		RWE	Schäfer	25.00	Hold	_
Deut sche Forfait	Häßler	5.60	Buy	2/3/4/5	SAF-HOLLAND	Schuldt	13.00	Buy	7
Deut sche Post	Rothenbacher Pehl	24.00 12.25	Hold Hold		Salzgitter Seven Principles AG	Freudenreich Pehl	36.00 6.00	Buy	2/3/5
Deut sche Telekom Deut z AG	Schmidt	8.20	Buy		SingulusTechnologies	Freudenreich	2.30	Buy Hold	2/3/5 4/5
DMGMORISEIKIAG	Schmidt	26.00	Accumulate		SKWStahl	Freudenreich	23.00	Buy	4/ 5
DouglasHolding	Faust / Rigters	38.00	Hold		SMA Solar Technology	Freudenreich	23.00	Sell	
Dragerwerk	Lieder	100.00	Hold		SMTSCHARFAG	Schmidt		Accumulate	2/3
Drillisch	Pehl	24.00	Accumulate		SolarWorld	Freudenreich	0.05	Sell	
E.ON	Schäfer	14.00	Hold		SuessMicroTec	Pehl	Underreview	Under review	2/3
ElringKlinger	Schuldt	20.00	Reduce		SURTECO	Lieder	23.50	Buy	2/3
EpigenomicsAG	Miemietz	8.00	Buy	2/3/5	Symrise AG	Demidova	32.00	Hold	
Euromicron AG	Pehl	19.00	Buy	2/3/5	SYZYGYAG	Rigters/Pehl	5.40	Buy	2/3
Fielmann	Lieder	84.00	Accumulate		Talanx Group	Häßler	27.00		
Fraport	Rothenbacher	61.00	Accumulate		ThyssenKrupp	Freudenreich	16.00	Sell	
Freenet	Pehl	22.00	Accumulate	2	TUI	Rothenbacher	12.00	Buy	
Fresenius Fresenius Medical Care	Lieder Lieder	104.00 61.00	Accumulate		United Internet Uzin Utz	Pehl Faust / Lieder	28.00 26.00	Hold	2/3
FuchsPetrolub	Demidova	54.00	Buy Reduce		VBH Holding	Faust	28.00	Buy Hold	2/3
GEA Group	Schmidt	38.00	Accumulate		VIB Vermoegen	Rothenbacher		Accumulate	2/3
Gerresheimer AG	Lieder	45.00	Hold		Volkswagen	Schuldt	205.00	Buy	
GERRYWEBER	Rigters/ Faust	34.00	Accumulate		Vossloh	Schmidt	66.00	Reduce	
Gesco	Schmidt	78.00	Accumulate	2/3	Wacker Chemie	Freudenreich	58.00	Sell	
GFTTechnologies	Schuldt	7.50	Buy	2/3	Wilex	Miemietz	3.00	Buy	2/3
Gigaset	Rigters/ Pehl	1.00	Hold	2/3/5	Wincor Nixdorf	Pehl	53.00	Hold	2
Grenkeleasing AG	Häßler	50.00	Sell						
Hannover Re	Häßler	70.00	Buy						
Heidelberger Druck	Schmidt	3.00	Buy						
Henkel	Demidova	62.00	Sell						
HHLA	Rothenbacher	18.00	Hold						
Hochtief	Faust	69.00	Hold						
Hugo Boss	Faust / Rigters	88.00	Reduce	0/0					
i:FAOAG JoyouAG	Rothenbacher Lieder	16.50 21.90	Buy	2/3 2					
IVGImmobilien AG	Rothenbacher	0.05	Buy Sell	2					
1.OmmobileHAG	Notherbacher	0.05	Sell		•				

Source: equinet Recommendations





## Notice according to § 34 b (German) Securities Trading Act ("Wertpapierhandelsgesetz")

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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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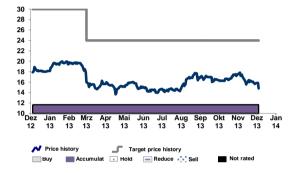


# Recommendation history for EUROMICRON AG

Date	Recommendation	Target price	Price at change date
05. Dez 13	Buy	19.00	14.80
12. Nov 13	Buy	24.00	16.27
07. Sep 12	Buy	30.00	19.90
29. Mrz 12	Buy	31.50	22.16
15. Aug 11	Buy	30.26	18.36
27. Apr 11	Buy	28.82	19.94
30. Mrz 11	Buy	27.86	17.63

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**.

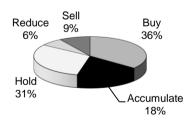
The ESN spectrum of recommendations (or ratings) for each stock comprises 5 categories: Buy, Accumulate (or Add), Hold, Reduce and Sell (in short: B, A, H, R, S).

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**

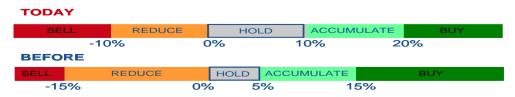


# **History of ESN Recommendation System**

**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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