



**Buy** (old: Buy)

**Price target: EUR 20.00** (old: EUR 21.00)

**Price:** EUR 10.10      **Next result:** Q4 2012 17.04.13  
**Bloomberg:** AEI GR      **Market cap:** EUR 91.6 m  
**Reuters:** AEIG.DE      **Enterprise Value:** EUR 125.3 m

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### Decent business development in a tougher market; chg est. & PT

Following Allgeier's decent Q3 reporting we revisited our model. Despite the **solid performance in the first nine months of 2012** we expect less dynamic earnings growth due to a challenging market environment in IT services which should temporarily burden the pricing.

Allgeier had a **good Q3 with 13.8% sales growth yoy to € 107.7m** (eH&A € 106.3m). However, the sales growth should have been foremost driven by the first time consolidation of the recent acquisition targets Nagarro and TECOPS (1 month each) as well as some smaller acquisitions. Overall, the **organic sales growth should have been in the low single digit range** indicating the tough market environment which was also witnessed at Allgeier's peers.

The **operating EBITA** (which is adjusted for all PPA related effects and hence gives the best picture of Allgeier's operating performance) **increased slightly disproportionately by 15.6% to € 5.2m** (eH&A € 5.4m). The EBIT on the other hand fell by 14.6% to € 3.0m (eH&A € 3.5m) due to **significantly increased PPA amortisation**.

H&A estimates are adjusted for higher PPA amortisation and assuming a slightly higher personnel expense ratio implying temporary price pressure in IT service projects. Consequently, the **EBIT forecast for 2012E and 2013E is trimmed by 7%**. However, this does not change the investment case given that the **EBIT is still expected to grow by 66% in 2013E**. The growth expectation is based on the assumption that the new subsidiaries will be fully integrated and hence, integration costs should be reduced and PPA related amortisation should only slightly increase.

Operating CF is expected to decrease slightly by € 1m in 2012E to € 18.6m assuming that the dynamic growth should tie up more working capital. However, most of the negative development after 9-months (c. € 9m lower operating CF) should reverse in Q4 as the working capital structure should improve towards the end of the year. **Assuming no pay-out for acquisitions, Allgeier should be able to generate c. € 15m FCF (i.e. €1.60 per share)** underpinning the cash generative nature of the business. **Buy. PT of € 20** (old € 21) is based on FCFY 2013E.



Source: Company data, Hauck & Aufhäuser

**High/low 52 weeks:** 12.70 / 9.70  
**Price/Book Ratio:** 1.1  
**Relative performance (TecDAX):**  
 3 months -10.4 %  
 6 months -24.2 %  
 12 months -24.4 %

#### Changes in estimates

		Sales	EBIT	EPS
2012	old:	430.8	10.5	0.54
	Δ	-0.2%	-7.0%	-19.2%
2013	old:	509.4	17.6	1.28
	Δ	-1.6%	-7.1%	-15.4%
2014	old:	542.6	20.6	1.55
	Δ	-0.7%	-4.6%	-12.6%

#### Key share data:

Number of shares: (in m pcs) 9.1  
 Authorised capital: (in € m) 2.3  
 Book value per share: (in €) 9.1  
 Ø trading volume: (12 months) 7,265

#### Major shareholders:

Free Float 50.7 %  
 Lantano Beteiligungen GmbH 27.6 %  
 Detlef Dinsel 10.4 %  
 Treasury stock 7.6 %  
 CS Equity Fund 3.8 %

#### Company description:

Allgeier is one of Germany's leading IT service groups.

Y/E 31.12 (EUR m)	2008	2009	2010	2011	2012E	2013E	2014E
Sales	178.7	223.5	308.7	378.8	429.9	501.2	538.8
Sales growth	34 %	25 %	38 %	23 %	13 %	17 %	8 %
EBITDA	12.1	14.4	18.1	22.3	24.4	32.4	36.4
EBIT	3.9	8.0	11.0	12.0	9.8	16.3	19.7
Net income	79.7	5.2	8.3	4.4	3.7	9.1	11.4
Net debt	-40.5	-27.4	-15.8	9.4	39.4	34.8	17.3
Net gearing	-51.0 %	-35.2 %	-19.3 %	11.3 %	47.8 %	38.4 %	17.5 %
Net Debt/EBITDA	0.0	0.0	0.0	0.4	1.6	1.1	0.5
EPS fully diluted	8.79	0.57	0.92	0.49	0.40	1.00	1.26
CPS	-0.53	1.24	0.65	1.94	1.37	1.54	2.61
DPS	0.60	0.50	0.50	0.50	0.23	0.51	0.68
Dividend yield	5.9 %	5.0 %	5.0 %	5.0 %	2.3 %	5.1 %	6.7 %
Gross profit margin	37.8 %	38.5 %	40.9 %	41.9 %	46.0 %	43.5 %	43.4 %
EBITDA margin	6.8 %	6.5 %	5.9 %	5.9 %	5.7 %	6.5 %	6.8 %
EBIT margin	2.2 %	3.6 %	3.6 %	3.2 %	2.3 %	3.3 %	3.7 %
ROCE	4.1 %	6.9 %	8.7 %	8.3 %	5.9 %	8.6 %	9.8 %
EV/sales	0.3	0.3	0.2	0.3	0.3	0.2	0.2
EV/EBITDA	4.1	4.2	3.9	4.3	5.1	3.7	2.8
EV/EBIT	13.0	7.6	6.4	7.9	12.8	7.4	5.2
PER	-24.6	17.7	11.0	21.8	25.1	10.1	8.0
Adjusted FCF yield	8.7 %	19.2 %	20.0 %	14.2 %	11.6 %	15.3 %	24.4 %

Source: Company data, Hauck & Aufhäuser Close price as of: 23.11.2012

## Financials

Profit and loss (EUR m)	2008	2009	2010	2011	2012E	2013E	2014E
<b>Net sales</b>	<b>178.7</b>	<b>223.5</b>	<b>308.7</b>	<b>378.8</b>	<b>429.9</b>	<b>501.2</b>	<b>538.8</b>
<i>Sales growth</i>	34.0 %	25.1 %	38.1 %	22.7 %	13.5 %	16.6 %	7.5 %
Increase/decrease in finished goods and work-in-process	0.0	-0.1	0.1	0.3	1.0	0.8	0.0
<b>Total sales</b>	<b>178.7</b>	<b>223.5</b>	<b>308.8</b>	<b>379.1</b>	<b>430.9</b>	<b>502.0</b>	<b>538.8</b>
Other operating income	2.1	4.0	5.8	6.6	4.6	6.5	6.7
Material expenses	111.2	137.5	182.5	220.2	232.7	283.6	304.9
Personnel expenses	44.3	59.5	88.4	109.0	139.2	152.9	163.8
Other operating expenses	13.1	16.1	25.5	34.2	39.2	39.7	40.4
Total operating expenses	166.5	209.0	290.7	356.8	406.5	469.6	502.4
<b>EBITDA</b>	<b>12.1</b>	<b>14.4</b>	<b>18.1</b>	<b>22.3</b>	<b>24.4</b>	<b>32.4</b>	<b>36.4</b>
Depreciation	1.0	1.1	1.7	3.3	3.4	4.0	4.3
<b>EBITA</b>	<b>11.1</b>	<b>13.3</b>	<b>16.3</b>	<b>19.0</b>	<b>21.0</b>	<b>28.4</b>	<b>32.1</b>
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	7.2	5.3	5.3	7.2	11.2	12.0	12.4
Impairment charges	0.0	0.0	0.0	-0.2	0.0	0.0	0.0
<b>EBIT</b>	<b>3.9</b>	<b>8.0</b>	<b>11.0</b>	<b>12.0</b>	<b>9.8</b>	<b>16.3</b>	<b>19.7</b>
Interest income	3.1	0.8	0.7	0.4	0.7	0.8	1.0
Interest expenses	2.2	1.8	1.6	2.9	4.4	2.9	2.9
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	1.0	-1.0	-0.9	-2.5	-3.7	-2.1	-2.0
<b>Recurring pretax income from continuing operations</b>	<b>4.8</b>	<b>7.0</b>	<b>10.2</b>	<b>9.5</b>	<b>6.1</b>	<b>14.2</b>	<b>17.7</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>4.8</b>	<b>7.0</b>	<b>10.2</b>	<b>9.5</b>	<b>6.1</b>	<b>14.2</b>	<b>17.7</b>
Taxes	7.9	2.1	1.5	4.2	1.8	4.3	5.3
<b>Net income from continuing operations</b>	<b>-3.1</b>	<b>5.0</b>	<b>8.7</b>	<b>5.3</b>	<b>4.3</b>	<b>10.0</b>	<b>12.4</b>
Result from discontinued operations (net of tax)	-83.5	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>80.4</b>	<b>5.0</b>	<b>8.7</b>	<b>5.3</b>	<b>4.3</b>	<b>10.0</b>	<b>12.4</b>
Minority interest	0.6	-0.2	0.4	0.9	0.6	0.9	1.0
<b>Net income (net of minority interest)</b>	<b>79.7</b>	<b>5.2</b>	<b>8.3</b>	<b>4.4</b>	<b>3.7</b>	<b>9.1</b>	<b>11.4</b>
Average number of shares	8.9	8.7	8.4	8.4	8.4	8.4	8.4
<b>EPS reported</b>	<b>8.93</b>	<b>0.60</b>	<b>0.99</b>	<b>0.52</b>	<b>0.43</b>	<b>1.08</b>	<b>1.36</b>

Profit and loss (common size)	2008	2009	2010	2011	2012E	2013E	2014E
<b>Net sales</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
Increase/decrease in finished goods and work-in-process	0.0 %	0.0 %	0.0 %	0.1 %	0.2 %	0.2 %	0.0 %
<b>Total sales</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.1 %</b>	<b>100.2 %</b>	<b>100.2 %</b>	<b>100.0 %</b>
Other operating income	1.2 %	1.8 %	1.9 %	1.7 %	1.1 %	1.3 %	1.3 %
Material expenses	62.2 %	61.5 %	59.1 %	58.1 %	54.1 %	56.6 %	56.6 %
Personnel expenses	24.8 %	26.6 %	28.7 %	28.8 %	32.4 %	30.5 %	30.4 %
Other operating expenses	7.3 %	7.2 %	8.3 %	9.0 %	9.1 %	7.9 %	7.5 %
Total operating expenses	93.2 %	93.5 %	94.2 %	94.2 %	94.6 %	93.7 %	93.3 %
<b>EBITDA</b>	<b>6.8 %</b>	<b>6.5 %</b>	<b>5.9 %</b>	<b>5.9 %</b>	<b>5.7 %</b>	<b>6.5 %</b>	<b>6.8 %</b>
Depreciation	0.6 %	0.5 %	0.6 %	0.9 %	0.8 %	0.8 %	0.8 %
<b>EBITA</b>	<b>6.2 %</b>	<b>6.0 %</b>	<b>5.3 %</b>	<b>5.0 %</b>	<b>4.9 %</b>	<b>5.7 %</b>	<b>6.0 %</b>
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	4.0 %	2.4 %	1.7 %	1.9 %	2.6 %	2.4 %	2.3 %
Impairment charges	0.0 %	0.0 %	0.0 %	-0.1 %	0.0 %	0.0 %	0.0 %
<b>EBIT</b>	<b>2.2 %</b>	<b>3.6 %</b>	<b>3.6 %</b>	<b>3.2 %</b>	<b>2.3 %</b>	<b>3.3 %</b>	<b>3.7 %</b>
Interest income	1.7 %	0.4 %	0.2 %	0.1 %	0.2 %	0.2 %	0.2 %
Interest expenses	1.2 %	0.8 %	0.5 %	0.8 %	1.0 %	0.6 %	0.5 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	0.5 %	-0.4 %	-0.3 %	-0.7 %	-0.9 %	-0.4 %	-0.4 %
<b>Recurring pretax income from continuing operations</b>	<b>2.7 %</b>	<b>3.2 %</b>	<b>3.3 %</b>	<b>2.5 %</b>	<b>1.4 %</b>	<b>2.8 %</b>	<b>3.3 %</b>
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Earnings before taxes</b>	<b>2.7 %</b>	<b>3.2 %</b>	<b>3.3 %</b>	<b>2.5 %</b>	<b>1.4 %</b>	<b>2.8 %</b>	<b>3.3 %</b>
Tax rate	164.7 %	29.6 %	14.4 %	43.9 %	30.0 %	30.0 %	30.0 %
<b>Net income from continuing operations</b>	<b>-1.7 %</b>	<b>2.2 %</b>	<b>2.8 %</b>	<b>1.4 %</b>	<b>1.0 %</b>	<b>2.0 %</b>	<b>2.3 %</b>
Income from discontinued operations (net of tax)	-46.7 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net income</b>	<b>45.0 %</b>	<b>2.2 %</b>	<b>2.8 %</b>	<b>1.4 %</b>	<b>1.0 %</b>	<b>2.0 %</b>	<b>2.3 %</b>
Minority interest	0.3 %	-0.1 %	0.1 %	0.2 %	0.1 %	0.2 %	0.2 %
<b>Net income (net of minority interest)</b>	<b>44.6 %</b>	<b>2.3 %</b>	<b>2.7 %</b>	<b>1.2 %</b>	<b>0.8 %</b>	<b>1.8 %</b>	<b>2.1 %</b>

Source: Company data, Hauck & Aufhäuser

# Allgeier Holding SE

Balance sheet (EUR m)	2008	2009	2010	2011	2012E	2013E	2014E
<b>Intangible assets</b>	<b>41.9</b>	<b>42.3</b>	<b>57.4</b>	<b>102.8</b>	<b>92.6</b>	<b>81.8</b>	<b>70.6</b>
Property, plant and equipment	3.4	4.6	5.4	8.8	13.3	12.5	11.5
Financial assets	0.0	0.4	0.0	0.0	0.0	0.0	0.0
<b>FIXED ASSETS</b>	<b>45.3</b>	<b>47.4</b>	<b>62.7</b>	<b>111.6</b>	<b>106.0</b>	<b>94.3</b>	<b>82.1</b>
Inventories	1.0	2.7	3.1	3.0	3.4	4.0	4.3
Accounts receivable	49.6	52.9	66.5	81.8	92.8	108.2	116.3
Other current assets	28.1	7.4	9.5	12.4	12.4	12.4	12.4
Liquid assets	69.1	49.2	61.3	31.9	33.2	37.8	55.3
Deferred taxes	0.3	0.5	1.0	1.4	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>CURRENT ASSETS</b>	<b>148.1</b>	<b>112.7</b>	<b>141.4</b>	<b>130.6</b>	<b>141.9</b>	<b>162.4</b>	<b>188.3</b>
<b>TOTAL ASSETS</b>	<b>193.4</b>	<b>160.1</b>	<b>204.1</b>	<b>242.1</b>	<b>247.8</b>	<b>256.8</b>	<b>270.5</b>
SHAREHOLDERS EQUITY	79.5	77.8	81.8	83.7	82.4	90.7	98.9
MINORITY INTEREST	2.0	1.8	3.7	4.5	4.5	4.5	4.5
Long-term debt	28.6	21.8	45.1	8.6	72.6	72.6	72.6
Provisions for pensions and similar obligations	0.3	1.0	0.9	1.0	1.0	1.0	1.0
Other provisions	13.1	7.8	10.8	16.1	22.6	26.6	28.6
<b>Non-current liabilities</b>	<b>42.0</b>	<b>30.5</b>	<b>56.8</b>	<b>25.6</b>	<b>96.1</b>	<b>100.1</b>	<b>102.1</b>
short-term liabilities to banks	0.0	0.0	0.5	32.7	0.0	0.0	0.0
Accounts payable	22.6	23.3	29.8	36.5	41.2	48.1	51.7
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	41.9	21.0	25.8	49.9	14.4	4.3	4.1
Deferred taxes	5.5	5.8	5.7	9.2	9.2	9.2	9.2
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Current liabilities</b>	<b>70.0</b>	<b>50.1</b>	<b>61.9</b>	<b>128.3</b>	<b>64.8</b>	<b>61.5</b>	<b>64.9</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>193.4</b>	<b>160.1</b>	<b>204.1</b>	<b>242.1</b>	<b>247.8</b>	<b>256.8</b>	<b>270.5</b>

Balance sheet (common size)	2008	2009	2010	2011	2012E	2013E	2014E
<b>Intangible assets</b>	<b>21.7 %</b>	<b>26.5 %</b>	<b>28.1 %</b>	<b>42.4 %</b>	<b>37.4 %</b>	<b>31.8 %</b>	<b>26.1 %</b>
Property, plant and equipment	1.8 %	2.9 %	2.6 %	3.6 %	5.4 %	4.9 %	4.3 %
Financial assets	0.0 %	0.3 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>FIXED ASSETS</b>	<b>23.4 %</b>	<b>29.6 %</b>	<b>30.7 %</b>	<b>46.1 %</b>	<b>42.8 %</b>	<b>36.7 %</b>	<b>30.4 %</b>
Inventories	0.5 %	1.7 %	1.5 %	1.2 %	1.4 %	1.5 %	1.6 %
Accounts receivable	25.6 %	33.1 %	32.6 %	33.8 %	37.5 %	42.1 %	43.0 %
Other current assets	14.5 %	4.6 %	4.7 %	5.1 %	5.0 %	4.8 %	4.6 %
Liquid assets	35.7 %	30.7 %	30.0 %	13.2 %	13.4 %	14.7 %	20.4 %
Deferred taxes	0.2 %	0.3 %	0.5 %	0.6 %	0.0 %	0.0 %	0.0 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>CURRENT ASSETS</b>	<b>76.5 %</b>	<b>70.4 %</b>	<b>69.3 %</b>	<b>53.9 %</b>	<b>57.3 %</b>	<b>63.3 %</b>	<b>69.6 %</b>
<b>TOTAL ASSETS</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
SHAREHOLDERS EQUITY	41.1 %	48.6 %	40.1 %	34.6 %	33.3 %	35.3 %	36.6 %
MINORITY INTEREST	1.0 %	1.1 %	1.8 %	1.8 %	1.8 %	1.7 %	1.7 %
Long-term debt	14.8 %	13.6 %	22.1 %	3.6 %	29.3 %	28.3 %	26.9 %
Provisions for pensions and similar obligations	0.1 %	0.6 %	0.5 %	0.4 %	0.4 %	0.4 %	0.4 %
Other provisions	6.8 %	4.8 %	5.3 %	6.6 %	9.1 %	10.3 %	10.6 %
<b>Non-current liabilities</b>	<b>21.7 %</b>	<b>19.0 %</b>	<b>27.8 %</b>	<b>10.6 %</b>	<b>38.8 %</b>	<b>39.0 %</b>	<b>37.8 %</b>
short-term liabilities to banks	0.0 %	0.0 %	0.2 %	13.5 %	0.0 %	0.0 %	0.0 %
Accounts payable	11.7 %	14.5 %	14.6 %	15.1 %	16.6 %	18.7 %	19.1 %
Advance payments received on orders	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	21.7 %	13.1 %	12.7 %	20.6 %	5.8 %	1.7 %	1.5 %
Deferred taxes	2.8 %	3.6 %	2.8 %	3.8 %	3.7 %	3.6 %	3.4 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Current liabilities</b>	<b>36.2 %</b>	<b>31.3 %</b>	<b>30.3 %</b>	<b>53.0 %</b>	<b>26.1 %</b>	<b>23.9 %</b>	<b>24.0 %</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2008	2009	2010	2011	2012E	2013E	2014E
Net profit/loss	80.4	5.0	8.7	5.3	4.3	10.0	12.4
Depreciation of fixed assets (incl. leases)	1.0	1.1	1.7	3.3	3.4	4.0	4.3
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	7.2	5.3	5.3	7.2	11.2	12.0	12.4
Others	-79.1	2.7	5.9	12.6	6.5	4.0	2.0
Cash flow from operations before changes in w/c	9.6	14.1	21.6	28.4	25.4	30.0	31.1
Increase/decrease in inventory	0.0	0.0	0.0	0.1	-0.4	-0.6	-0.3
Increase/decrease in accounts receivable	0.0	0.0	0.0	-15.3	-11.0	-15.4	-8.1
Increase/decrease in accounts payable	0.0	0.0	0.0	6.7	4.7	6.8	3.6
Increase/decrease in other working capital positions	-13.3	-2.2	-14.4	-0.2	0.0	0.0	0.0
Increase/decrease in working capital	-13.3	-2.2	-14.4	-8.8	-6.7	-9.1	-4.8
<b>Cash flow from operating activities</b>	<b>-3.7</b>	<b>11.8</b>	<b>7.2</b>	<b>19.6</b>	<b>18.6</b>	<b>20.9</b>	<b>26.3</b>
CAPEX	2.0	3.3	2.7	4.3	4.0	4.4	4.5
Payments for acquisitions	17.0	2.7	8.7	29.4	40.0	10.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	103.7	-10.2	-0.6	0.0	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>84.7</b>	<b>-16.3</b>	<b>-12.0</b>	<b>-33.7</b>	<b>-44.0</b>	<b>-14.4</b>	<b>-4.5</b>
Cash flow before financing	81.0	-4.4	-4.7	-14.0	-25.4	6.5	21.8
Increase/decrease in debt position	-6.1	-4.1	17.4	-7.6	31.3	0.0	0.0
Purchase of own shares	1.2	1.9	1.0	1.1	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	22.3	5.2	4.2	4.2	4.2	1.9	4.3
Others	4.8	-3.7	4.1	-2.3	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.3	-0.2	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>-24.9</b>	<b>-14.9</b>	<b>16.4</b>	<b>-15.3</b>	<b>27.1</b>	<b>-1.9</b>	<b>-4.3</b>
Increase/decrease in liquid assets	56.1	-19.3	12.0	-29.5	1.7	4.6	17.5
<b>Liquid assets at end of period</b>	<b>68.6</b>	<b>49.2</b>	<b>61.2</b>	<b>31.6</b>	<b>33.3</b>	<b>37.8</b>	<b>55.3</b>

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2008	2009	2010	2011	2012E	2013E	2014E
Domestic	168.7	210.8	265.5	0.0	0.0	0.0	0.0
yoy change	-41.7 %	24.9 %	26.0 %	n/a	n/a	n/a	n/a
Rest of Europe	8.8	10.9	40.2	0.0	0.0	0.0	0.0
yoy change	4.1 %	24.8 %	268.3 %	n/a	n/a	n/a	n/a
NAFTA	0.1	0.8	0.0	0.0	0.0	0.0	0.0
yoy change	-85.5 %	1310.3 %	n/a	n/a	n/a	n/a	n/a
Asia Pacific	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of world	1.2	1.0	2.9	0.0	0.0	0.0	0.0
yoy change	5204.5 %	-17.4 %	205.2 %	n/a	n/a	n/a	n/a
<b>TTL</b>	<b>178.7</b>	<b>223.5</b>	<b>308.7</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
yoy change	-40.1 %	25.1 %	38.1 %	n/a	n/a	n/a	n/a

Source: Company data, Hauck & Aufhäuser

# Allgeier Holding SE

Key ratios (EUR m)	2008	2009	2010	2011	2012E	2013E	2014E
<b>P&amp;L growth analysis</b>							
Sales growth	34.0 %	25.1 %	38.1 %	22.7 %	13.5 %	16.6 %	7.5 %
EBITDA growth	36.0 %	19.0 %	25.4 %	23.3 %	9.4 %	32.7 %	12.3 %
EBIT growth	-19.9 %	107.7 %	37.8 %	8.7 %	-18.5 %	67.0 %	20.4 %
EPS growth	-31997.7 %	-93.3 %	66.2 %	-47.0 %	-17.2 %	148.4 %	25.7 %
<b>Efficiency</b>							
Total operating costs / sales	93.2 %	93.5 %	94.2 %	94.2 %	94.6 %	93.7 %	93.3 %
Sales per employee	215.1	213.7	237.5	201.0	173.7	197.7	208.1
EBITDA per employee	14.6	13.8	13.9	11.8	9.9	12.8	14.0
<b>Balance sheet analysis</b>							
Avg. working capital / sales	12.9 %	13.5 %	11.7 %	11.6 %	12.0 %	11.9 %	12.4 %
Inventory turnover (sales/inventory)	179.8	83.4	101.0	126.2	126.2	126.2	126.2
Trade debtors in days of sales	101.3	86.4	78.6	78.8	78.8	78.8	78.8
A/P turnover [(A/P*365)/sales]	46.1	38.0	35.3	35.2	35.0	35.0	35.0
Cash conversion cycle (days)	30.4	31.8	25.1	23.3	19.5	22.1	22.1
<b>Cash flow analysis</b>							
Free cash flow	-5.7	8.5	4.6	15.3	14.6	16.5	21.8
Free cash flow/sales	-3.2 %	3.8 %	1.5 %	4.1 %	3.4 %	3.3 %	4.0 %
FCF / net profit	-7.2 %	164.8 %	54.9 %	347.9 %	400.6 %	181.8 %	191.2 %
FCF yield	-6.2 %	9.3 %	5.0 %	16.7 %	16.0 %	18.0 %	23.8 %
Capex / depre	23.9 %	51.8 %	37.8 %	40.8 %	27.4 %	27.4 %	26.9 %
Capex / maintenance capex	189.3 %	151.1 %	153.4 %	66.7 %	42.1 %	40.1 %	76.6 %
Capex / sales	1.1 %	1.5 %	0.9 %	1.1 %	n/a	n/a	n/a
<b>Security</b>							
Net debt	-40.5	-27.4	-15.8	9.4	39.4	34.8	17.3
Net Debt/EBITDA	0.0	0.0	0.0	0.4	1.6	1.1	0.5
Net debt / equity	-0.5	-0.4	-0.2	0.1	0.5	0.4	0.2
Interest cover	1.8	4.5	7.1	4.1	2.2	5.6	6.8
Dividend payout ratio	6.7 %	83.9 %	50.5 %	95.3 %	53.0 %	47.5 %	50.0 %
<b>Asset utilisation</b>							
Capital employed turnover	1.4	2.0	2.2	2.6	2.3	2.6	2.6
Operating assets turnover	5.7	6.1	6.9	6.6	6.3	6.5	6.7
Plant turnover	52.0	48.7	57.7	43.1	32.2	40.0	46.7
Inventory turnover (sales/inventory)	179.8	83.4	101.0	126.2	126.2	126.2	126.2
<b>Returns</b>							
ROCE	4.1 %	6.9 %	8.7 %	8.3 %	5.9 %	8.6 %	9.8 %
ROE	100.3 %	6.6 %	10.2 %	5.3 %	4.4 %	10.0 %	11.5 %
<b>Other</b>							
Interest paid / avg. debt	7.3 %	7.1 %	4.6 %	6.7 %	7.7 %	4.0 %	4.0 %
No. employees (average)	831	1046	1300	1885	2475	2536	2589
Number of shares	9.1	9.1	9.1	9.1	9.1	9.1	9.1
DPS	0.6	0.5	0.5	0.5	0.2	0.5	0.7
EPS reported	8.93	0.60	0.99	0.52	0.43	1.08	1.36
<b>Valuation ratios</b>							
P/BV	1.2	1.2	1.1	1.1	1.1	1.0	0.9
EV/sales	0.3	0.3	0.2	0.3	0.3	0.2	0.2
EV/EBITDA	4.1	4.2	3.9	4.3	5.1	3.7	2.8
EV/EBITA	4.5	4.6	4.3	5.0	6.0	4.3	3.2
EV/EBIT	13.0	7.6	6.4	7.9	12.8	7.4	5.2
EV/FCF	-8.8	7.2	15.3	6.2	8.6	7.3	4.7
Dividend yield	5.9 %	5.0 %	5.0 %	5.0 %	2.3 %	5.1 %	6.7 %

Source: Company data, Hauck & Aufhäuser

## Disclosure in respect of section 34b of the German Securities Trading Act (Wertpapierhandelsgesetz – WpHG)

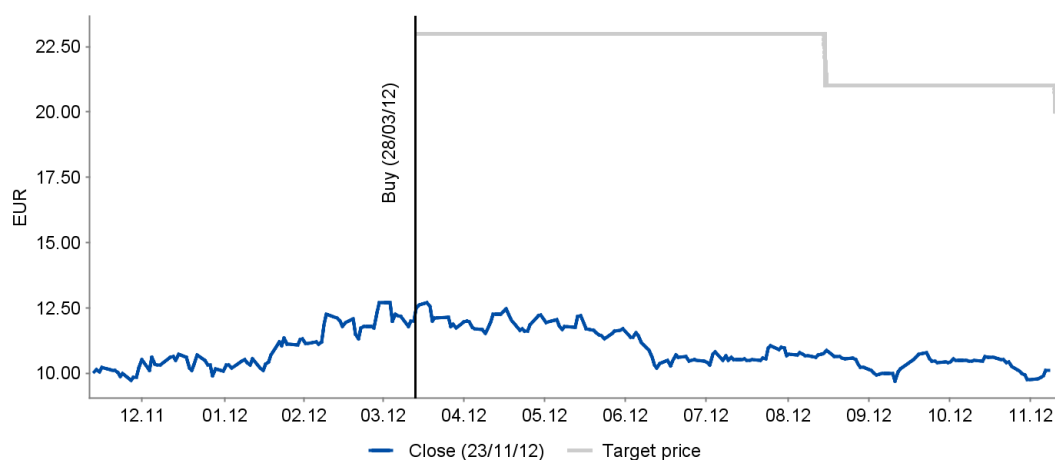
Company	Disclosure
Allgeier Holding SE	2, 5

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### Historical target price and rating changes for Allgeier Holding SE in the last 12 months

#### Price and Rating History Allgeier Holding SE as of 26/11/12

**Initiation coverage**  
28-March-12



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<b>Buy</b>	70.45 %	100.00 %
<b>Sell</b>	7.95 %	0.00 %
<b>Hold</b>	21.59 %	0.00 %

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**Buy:** Sustainable upside potential of more than 10% within 12 months.

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