



Buy (old: Buy)

Price target: EUR 32.50 (old: EUR 32.00)

Price: EUR 27.80 **Next result:** Q3 13: 08.11.13
Bloomberg: COK GR **Market cap:** EUR 336.5 m
Reuters: COKG.DE **Enterprise Value:** EUR 298.7 m

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Strong FY '13 guidance and fully in-line prelim. Q3 results; Adj. Est. & PT

Q3 figures are fully in line. While Q3 sales rose by 3% yoy to € 142m, **EBITDA increased strongly disproportionately by 17% yoy to € 8.0m**. This reflects the favourable mix shift towards Cloud Computing. As expected, CANCOM's success in Cloud Computing gradually transforms the P&L structure: While sales growth should be more modest because cloud revenue is allocated over the contract period (usually 60 months), EBITDA is seen to rise dynamically thanks to high EBITDA margins in Cloud Computing of 30%+. Notably, CANCOM achieved a significant yoy increase in EBITDA in Q3 despite up-front costs relating to the implementation of several large Private Cloud solutions.

Most importantly, **the first time FY '13 guidance looks strong**. CANCOM expects sales of € 590m (+6% yoy) and EBITDA of € 33m (+18% yoy) above our expectation of € 32.1m EBITDA. Notably, for Q4, the FY outlook **implies 30% yoy EBITDA growth** to € 10.2m against a strong base and a Q4 EBITDA margin of roughly 6.0% (versus 5.2% in Q4 '12). This reflects the sales mix shift towards high-margin and recurring Cloud Computing sales driven by CANCOM's differentiated AHP cloud software solution, which offers cost and speed advantages in the implementation of a Private Cloud solution.

Q3 results underpin that the **value-accretive transformation into a Cloud provider** is in full swing providing high-margin, recurring revenues. This should be strengthened by the planned, very sensible take-over of Pironet (not included in estimates): By shifting Pironet's top consultants into its Cloud Computing projects, CANCOM should be able to ease its current capacity bottleneck - the only obstacle to even stronger Cloud Computing growth. Hence, Pironet's consultants will immediately work on much more profitable projects. Also, CANCOM is expected to generate total cost savings of € 1.5m relating to synergies in admin and the data centre.

Against this backdrop, the valuation of 6.9x EV/EBITDA '14E looks undemanding: **CANCOM remains a BUY with a new PT of € 32.50** (DCF; old: € 32.00). FCFY '15E would imply a fair value of € 37.0. Estimates are slightly adjusted for lower sales growth (reflecting the guidance), higher gross margins (positive), higher PPA amortisation (negative) and lower interest expenses (positive). – **continued** –

Y/E 31.12 (EUR m)	2009	2010	2011	2012	2013E	2014E	2015E
Sales	348.3	474.6	544.4	558.1	590.0	650.0	687.0
Sales growth	2 %	36 %	15 %	3 %	6 %	10 %	6 %
EBITDA	9.5	19.0	25.0	28.1	33.5	41.6	46.6
EBIT	7.1	15.2	18.5	20.7	24.5	31.7	36.7
Net income	5.1	7.8	11.5	11.5	16.4	21.6	25.2
Net debt	-3.5	-0.9	-18.5	-29.2	-37.9	-49.1	-63.5
Net gearing	-8.0 %	-1.8 %	-30.4 %	-36.3 %	-34.5 %	-38.7 %	-43.3 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.48	0.92	1.14	1.06	1.34	1.77	2.07
CPS	0.80	1.28	2.18	0.89	1.33	1.67	1.98
DPS	0.15	0.15	0.30	0.35	0.40	0.45	0.50
Dividend yield	0.5 %	0.5 %	1.1 %	1.3 %	1.4 %	1.6 %	1.8 %
Gross profit margin	31.0 %	29.3 %	29.1 %	29.5 %	31.7 %	32.3 %	32.6 %
EBITDA margin	2.7 %	4.0 %	4.6 %	5.0 %	5.7 %	6.4 %	6.8 %
EBIT margin	2.0 %	3.2 %	3.4 %	3.7 %	4.1 %	4.9 %	5.3 %
ROCE	10.5 %	19.5 %	20.6 %	21.1 %	21.5 %	23.5 %	24.0 %
EV/sales	0.8	0.6	0.5	0.5	0.5	0.4	0.4
EV/EBITDA	30.0	15.0	10.7	10.2	8.9	6.9	5.9
EV/EBIT	40.1	18.8	14.5	13.9	12.2	9.1	7.4
PER	57.8	30.2	24.3	26.1	20.7	15.7	13.4
Adjusted FCF yield	2.2 %	4.0 %	5.9 %	5.4 %	6.7 %	9.0 %	10.6 %

Source: Company data, Hauck & Aufhäuser Close price as of: 28.10.2013



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 27.80 / 11.02
Price/Book Ratio: 3.1
Relative performance (TecDAX):
3 months 2.4 %
6 months 43.3 %
12 months 111.9 %

Changes in estimates

		Sales	EBIT	EPS
2013	old:	590.0	24.5	1.34
	Δ	-2.6%	3.0%	2.5%
2014	old:	650.0	31.7	1.77
	Δ	-4.7%	1.4%	0.6%
2015	old:	687.0	36.7	2.07
	Δ	-4.2%	1.0%	1.4%

Key share data:

Number of shares: (in m pcs) 12.2
Authorised capital: (in € m) 4.0
Book value per share: (in €) 9.0
Ø trading volume: (12 months) 60,000

Major shareholders:

Free Float 82.9 %
AGI 13.3 %
Stefan Kober 2.3 %
Klaus Weinmann 1.6 %

Company description:

CANCOM is Germany's 3rd largest independent system house operating a scalable eCommerce business.

CANCOM SE

<i>EUR</i>	Q3 13	Q3 13 est	Q3 12	yoy	Q2 13	qoq	9m 13	9m 12	yoy
Sales	142.3	142.0	138.7	3%	140.0	2%	417.5	406.8	3%
EBITDA	8.0	8.0	6.8	17%	7.8	3%	22.8	20.2	13%
EBITDA margin	5.6%	5.6%	4.9%	+ 0.7 pp	5.6%	+ 0.1 pp	5.5%	5.0%	+ 0.5 pp

Source: Company data, Hauck & Aufhäuser.

Financials

Profit and loss (EUR m)	2009	2010	2011	2012	2013E	2014E	2015E
Net sales	348.3	474.6	544.4	558.1	590.0	650.0	687.0
<i>Sales growth</i>	1.6 %	36.2 %	14.7 %	2.5 %	5.7 %	10.2 %	5.7 %
Increase/decrease in finished goods and work-in-process	1.0	1.3	0.9	2.5	1.0	1.0	1.0
Total sales	349.3	475.8	545.3	560.6	591.0	651.0	688.0
Other operating income	2.3	3.3	0.7	0.6	0.7	0.7	0.7
Material expenses	241.1	336.3	386.6	395.1	403.8	440.9	463.6
Personnel expenses	79.2	97.0	108.0	112.4	125.0	137.0	144.0
Other operating expenses	21.8	26.8	26.4	25.8	29.4	32.2	34.5
Total operating expenses	339.8	456.8	520.3	532.5	557.5	609.5	641.5
EBITDA	9.5	19.0	25.0	28.1	33.5	41.6	46.6
Depreciation	2.4	3.8	2.8	4.0	4.8	5.0	5.2
EBITA	7.1	15.2	22.2	24.0	28.7	36.6	41.4
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	3.7	3.4	4.2	4.9	4.6
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	7.1	15.2	18.5	20.7	24.5	31.7	36.7
Interest income	0.2	0.1	0.3	0.4	0.4	0.4	0.5
Interest expenses	1.3	1.9	2.2	2.1	1.2	1.0	1.0
Other financial result	0.0	0.0	0.4	0.0	0.0	0.0	0.0
Financial result	-1.1	-1.8	-1.6	-1.8	-0.8	-0.5	-0.4
Recurring pretax income from continuing operations	5.9	13.3	16.9	18.9	23.7	31.1	36.3
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	5.9	13.3	16.9	18.9	23.7	31.1	36.3
Taxes	0.9	3.7	4.9	6.6	7.1	9.3	10.9
Net income from continuing operations	5.0	9.6	12.0	12.3	16.6	21.8	25.4
Result from discontinued operations (net of tax)	-0.1	1.7	0.3	0.7	0.0	0.0	0.0
Net income	5.1	7.9	11.7	11.6	16.6	21.8	25.4
Minority interest	0.0	0.1	0.2	0.1	0.2	0.2	0.2
Net income (net of minority interest)	5.1	7.8	11.5	11.5	16.4	21.6	25.2
Average number of shares	10.4	10.3	10.4	10.6	12.2	12.2	12.2
EPS reported	0.49	0.76	1.11	1.09	1.34	1.77	2.07

Profit and loss (common size)	2009	2010	2011	2012	2013E	2014E	2015E
Net sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Increase/decrease in finished goods and work-in-process	0.3 %	0.3 %	0.2 %	0.5 %	0.2 %	0.2 %	0.1 %
Total sales	100.3 %	100.3 %	100.2 %	100.5 %	100.2 %	100.2 %	100.1 %
Other operating income	0.6 %	0.7 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Material expenses	69.2 %	70.9 %	71.0 %	70.8 %	68.4 %	67.8 %	67.5 %
Personnel expenses	22.7 %	20.4 %	19.8 %	20.1 %	21.2 %	21.1 %	21.0 %
Other operating expenses	6.3 %	5.7 %	4.8 %	4.6 %	5.0 %	5.0 %	5.0 %
Total operating expenses	97.6 %	96.3 %	95.6 %	95.4 %	94.5 %	93.8 %	93.4 %
EBITDA	2.7 %	4.0 %	4.6 %	5.0 %	5.7 %	6.4 %	6.8 %
Depreciation	0.7 %	0.8 %	0.5 %	0.7 %	0.8 %	0.8 %	0.8 %
EBITA	2.0 %	3.2 %	4.1 %	4.3 %	4.9 %	5.6 %	6.0 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.0 %	0.0 %	0.7 %	0.6 %	0.7 %	0.8 %	0.7 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT	2.0 %	3.2 %	3.4 %	3.7 %	4.1 %	4.9 %	5.3 %
Interest income	0.0 %	0.0 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Interest expenses	0.4 %	0.4 %	0.4 %	0.4 %	0.2 %	0.2 %	0.1 %
Other financial result	0.0 %	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-0.3 %	-0.4 %	-0.3 %	-0.3 %	-0.1 %	-0.1 %	-0.1 %
Recurring pretax income from continuing operations	1.7 %	2.8 %	3.1 %	3.4 %	4.0 %	4.8 %	5.3 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	1.7 %	2.8 %	3.1 %	3.4 %	4.0 %	4.8 %	5.3 %
Tax rate	15.6 %	28.1 %	28.8 %	35.0 %	30.0 %	30.0 %	30.0 %
Net income from continuing operations	1.4 %	2.0 %	2.2 %	2.2 %	2.8 %	3.3 %	3.7 %
Income from discontinued operations (net of tax)	0.0 %	0.4 %	0.1 %	0.1 %	0.0 %	0.0 %	0.0 %
Net income	1.5 %	1.7 %	2.1 %	2.1 %	2.8 %	3.3 %	3.7 %
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income (net of minority interest)	1.5 %	1.6 %	2.1 %	2.1 %	2.8 %	3.3 %	3.7 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2009	2010	2011	2012	2013E	2014E	2015E
Intangible assets	31.5	42.5	39.6	41.2	57.0	55.1	53.5
Property, plant and equipment	6.5	9.7	12.9	17.6	19.6	22.6	25.7
Financial assets	0.2	3.2	2.2	5.0	5.0	5.0	5.0
FIXED ASSETS	38.2	55.4	54.6	63.8	81.7	82.8	84.3
Inventories	12.6	13.4	15.0	8.7	11.8	13.5	14.9
Accounts receivable	47.2	68.0	72.2	88.3	92.1	103.3	111.0
Other current assets	5.1	6.4	7.2	0.9	0.9	0.9	0.9
Liquid assets	25.8	31.5	44.4	44.6	48.8	60.0	74.4
Deferred taxes	2.6	0.7	0.6	1.1	1.1	1.1	1.1
Deferred charges and prepaid expenses	3.4	2.0	0.9	1.1	1.1	1.1	1.1
CURRENT ASSETS	96.7	122.0	140.2	144.8	155.9	180.0	203.5
TOTAL ASSETS	134.9	177.4	194.9	208.6	237.6	262.8	287.8
SHAREHOLDERS EQUITY	43.9	50.9	60.7	80.6	110.0	126.7	146.5
MINORITY INTEREST	0.0	0.1	0.2	0.2	0.4	0.6	0.8
Long-term debt	21.6	29.0	16.7	14.1	6.4	6.4	6.4
Provisions for pensions and similar obligations	0.0	0.1	0.1	0.1	0.1	0.1	0.1
Other provisions	4.3	3.2	7.6	5.1	5.1	5.1	5.1
Non-current liabilities	26.0	32.2	24.4	19.3	11.6	11.6	11.6
short-term liabilities to banks	0.7	1.6	9.1	1.3	4.5	4.5	4.5
Accounts payable	47.9	64.4	72.9	76.9	80.8	89.0	94.1
Advance payments received on orders	1.1	1.5	1.9	3.6	3.6	3.6	3.6
Other liabilities (incl. from lease and rental contracts)	10.7	16.3	17.4	18.8	18.8	18.8	18.8
Deferred taxes	2.0	4.3	2.7	2.8	2.8	2.8	2.8
Deferred income	2.7	6.0	5.6	5.1	5.1	5.1	5.1
Current liabilities	65.0	94.2	109.6	108.6	115.6	123.9	128.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	134.9	177.4	194.9	208.6	237.6	262.8	287.8

Balance sheet (common size)	2009	2010	2011	2012	2013E	2014E	2015E
Intangible assets	23.4 %	24.0 %	20.3 %	19.8 %	24.0 %	21.0 %	18.6 %
Property, plant and equipment	4.8 %	5.5 %	6.6 %	8.4 %	8.3 %	8.6 %	8.9 %
Financial assets	0.1 %	1.8 %	1.1 %	2.4 %	2.1 %	1.9 %	1.7 %
FIXED ASSETS	28.3 %	31.2 %	28.0 %	30.6 %	34.4 %	31.5 %	29.3 %
Inventories	9.3 %	7.5 %	7.7 %	4.2 %	5.0 %	5.2 %	5.2 %
Accounts receivable	35.0 %	38.3 %	37.1 %	42.3 %	38.8 %	39.3 %	38.6 %
Other current assets	3.8 %	3.6 %	3.7 %	0.4 %	0.4 %	0.3 %	0.3 %
Liquid assets	19.2 %	17.7 %	22.8 %	21.4 %	20.5 %	22.8 %	25.8 %
Deferred taxes	1.9 %	0.4 %	0.3 %	0.5 %	0.5 %	0.4 %	0.4 %
Deferred charges and prepaid expenses	2.5 %	1.1 %	0.4 %	0.5 %	0.5 %	0.4 %	0.4 %
CURRENT ASSETS	71.7 %	68.8 %	72.0 %	69.4 %	65.6 %	68.5 %	70.7 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	32.5 %	28.7 %	31.2 %	38.6 %	46.3 %	48.2 %	50.9 %
MINORITY INTEREST	0.0 %	0.0 %	0.1 %	0.1 %	0.2 %	0.2 %	0.3 %
Long-term debt	16.0 %	16.3 %	8.6 %	6.8 %	2.7 %	2.4 %	2.2 %
Provisions for pensions and similar obligations	0.0 %	0.0 %	0.0 %	0.1 %	0.1 %	0.0 %	0.0 %
Other provisions	3.2 %	1.8 %	3.9 %	2.4 %	2.1 %	1.9 %	1.8 %
Non-current liabilities	19.3 %	18.2 %	12.5 %	9.3 %	4.9 %	4.4 %	4.0 %
short-term liabilities to banks	0.5 %	0.9 %	4.7 %	0.6 %	1.9 %	1.7 %	1.6 %
Accounts payable	35.5 %	36.3 %	37.4 %	36.9 %	34.0 %	33.9 %	32.7 %
Advance payments received on orders	0.8 %	0.9 %	1.0 %	1.7 %	1.5 %	1.4 %	1.3 %
Other liabilities (incl. from lease and rental contracts)	7.9 %	9.2 %	9.0 %	9.0 %	7.9 %	7.1 %	6.5 %
Deferred taxes	1.5 %	2.4 %	1.4 %	1.4 %	1.2 %	1.1 %	1.0 %
Deferred income	2.0 %	3.4 %	2.9 %	2.4 %	2.1 %	1.9 %	1.8 %
Current liabilities	48.2 %	53.1 %	56.2 %	52.0 %	48.7 %	47.1 %	44.8 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2009	2010	2011	2012	2013E	2014E	2015E
Net profit/loss	5.1	7.9	11.7	11.6	16.6	21.8	25.4
Depreciation of fixed assets (incl. leases)	2.4	3.8	2.8	4.0	4.8	5.0	5.2
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	3.7	3.4	4.2	4.9	4.6
Others	-0.6	3.0	4.7	2.9	0.0	0.0	0.0
Cash flow from operations before changes in w/c	6.9	14.7	22.9	21.9	25.6	31.7	35.2
Increase/decrease in inventory	-0.9	0.3	-6.3	6.2	-3.1	-1.7	-1.4
Increase/decrease in accounts receivable	0.8	-15.2	-5.2	-16.1	-3.9	-11.2	-7.8
Increase/decrease in accounts payable	2.7	17.1	15.3	4.0	3.9	8.2	5.1
Increase/decrease in other working capital positions	1.1	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	3.8	2.2	3.8	-5.8	-3.0	-4.7	-4.1
Cash flow from operating activities	10.7	16.9	26.7	16.1	22.6	27.0	31.1
CAPEX	4.7	8.1	9.4	12.5	9.9	11.0	11.3
Payments for acquisitions	0.4	10.5	3.6	0.1	0.0	0.0	0.0
Financial investments	-0.2	-0.1	-0.3	0.0	0.0	0.0	0.0
Income from asset disposals	2.3	1.1	4.8	2.0	0.0	0.0	0.0
Cash flow from investing activities	-2.6	-17.3	-7.9	-10.6	-9.9	-11.0	-11.3
Cash flow before financing	8.0	-0.4	18.8	5.5	12.7	16.0	19.8
Increase/decrease in debt position	0.1	8.1	-2.6	-11.9	-4.5	0.0	0.0
Purchase of own shares	0.2	-0.6	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	11.2	0.0	0.0	0.0
Dividends paid	0.0	1.5	1.6	3.3	4.0	4.8	5.4
Others	-1.0	-1.3	-1.6	-1.4	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.1	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	-1.1	5.9	-5.8	-5.3	-8.5	-4.8	-5.4
Increase/decrease in liquid assets	7.0	5.6	13.0	0.2	4.2	11.2	14.4
Liquid assets at end of period	25.8	31.5	44.5	44.6	48.8	60.0	74.4

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2009	2010	2011	2012	2013E	2014E	2015E
Domestic	386.1	441.7	502.0	529.1	560.5	618.2	654.0
yoy change	19.8 %	14.4 %	13.7 %	5.4 %	5.9 %	10.3 %	5.8 %
Rest of Europe	36.4	32.9	42.4	29.0	29.5	31.9	33.0
yoy change	n/a	-9.6 %	28.9 %	-31.7 %	1.9 %	8.0 %	3.5 %
NAFTA	0.0	n/a	n/a	n/a	n/a	n/a	n/a
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Asia Pacific	0.0	n/a	n/a	n/a	n/a	n/a	n/a
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of world	0.0	n/a	n/a	n/a	n/a	n/a	n/a
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
TTL	422.5	474.6	544.4	558.1	590.0	650.0	687.0
yoy change	31.1 %	12.3 %	14.7 %	2.5 %	5.7 %	10.2 %	5.7 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2009	2010	2011	2012	2013E	2014E	2015E
P&L growth analysis							
Sales growth	1.6 %	36.2 %	14.7 %	2.5 %	5.7 %	10.2 %	5.7 %
EBITDA growth	21.3 %	100.7 %	31.6 %	12.2 %	19.4 %	24.0 %	12.0 %
EBIT growth	26.0 %	114.0 %	21.7 %	12.0 %	18.5 %	29.3 %	16.1 %
EPS growth	87.8 %	55.5 %	46.4 %	-2.1 %	23.8 %	31.7 %	16.8 %
Efficiency							
Total operating costs / sales	97.6 %	96.3 %	95.6 %	95.4 %	94.5 %	93.8 %	93.4 %
Sales per employee	196.0	257.7	273.1	270.9	277.9	292.8	296.8
EBITDA per employee	5.3	10.3	12.5	13.6	15.8	18.7	20.1
Balance sheet analysis							
Avg. working capital / sales	3.4 %	2.8 %	2.6 %	2.6 %	3.0 %	3.4 %	3.8 %
Inventory turnover (sales/inventory)	27.7	35.5	36.3	63.8	50.0	48.0	46.0
Trade debtors in days of sales	49.5	52.3	48.4	57.7	57.0	58.0	59.0
A/P turnover [(A/P*365)/sales]	50.1	49.6	48.9	50.3	50.0	50.0	50.0
Cash conversion cycle (days)	-3.9	-3.1	-6.3	-5.3	-5.4	-4.5	-3.3
Cash flow analysis							
Free cash flow	6.0	8.8	17.3	3.6	12.7	16.0	19.8
Free cash flow/sales	1.7 %	1.9 %	3.2 %	0.6 %	2.1 %	2.5 %	2.9 %
FCF / net profit	118.4 %	113.1 %	150.3 %	31.4 %	77.4 %	74.2 %	78.7 %
FCF yield	2.1 %	3.1 %	6.1 %	1.1 %	3.8 %	4.8 %	5.9 %
Capex / depre	188.4 %	206.6 %	139.0 %	169.0 %	109.7 %	111.1 %	115.3 %
Capex / maintenance capex	137.6 %	133.1 %	151.6 %	n/a	106.2 %	117.6 %	116.9 %
Capex / sales	1.3 %	1.7 %	1.7 %	n/a	n/a	n/a	n/a
Security							
Net debt	-3.5	-0.9	-18.5	-29.2	-37.9	-49.1	-63.5
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	-0.1	0.0	-0.3	-0.4	-0.3	-0.4	-0.4
Interest cover	5.4	8.0	8.3	9.7	20.7	32.3	37.5
Dividend payout ratio	30.7 %	19.7 %	26.7 %	34.7 %	29.6 %	25.3 %	24.0 %
Asset utilisation							
Capital employed turnover	4.9	5.6	5.8	5.5	4.7	4.5	4.2
Operating assets turnover	20.1	18.9	21.5	16.4	15.1	13.9	12.7
Plant turnover	53.4	49.0	42.2	31.8	30.1	28.7	26.7
Inventory turnover (sales/inventory)	27.7	35.5	36.3	63.8	50.0	48.0	46.0
Returns							
ROCE	10.5 %	19.5 %	20.6 %	21.1 %	21.5 %	23.5 %	24.0 %
ROE	11.5 %	15.4 %	19.0 %	14.2 %	14.9 %	17.0 %	17.2 %
Other							
Interest paid / avg. debt	5.9 %	7.2 %	7.9 %	10.3 %	9.0 %	9.0 %	9.0 %
No. employees (average)	1777	1842	1994	2060	2123	2220	2315
Number of shares	10.4	10.3	10.4	10.6	12.2	12.2	12.2
DPS	0.2	0.2	0.3	0.4	0.4	0.5	0.5
EPS reported	0.49	0.76	1.11	1.09	1.34	1.77	2.07
Valuation ratios							
P/BV	6.6	5.6	4.8	3.9	3.1	2.7	2.3
EV/sales	0.8	0.6	0.5	0.5	0.5	0.4	0.4
EV/EBITDA	30.0	15.0	10.7	10.2	8.9	6.9	5.9
EV/EBITA	40.1	18.8	12.0	11.9	10.4	7.9	6.6
EV/EBIT	40.1	18.8	14.5	13.9	12.2	9.1	7.4
EV/FCF	47.4	32.2	15.4	79.6	23.6	18.0	13.8
Dividend yield	0.5 %	0.5 %	1.1 %	1.3 %	1.4 %	1.6 %	1.8 %

Source: Company data, Hauck & Aufhäuser

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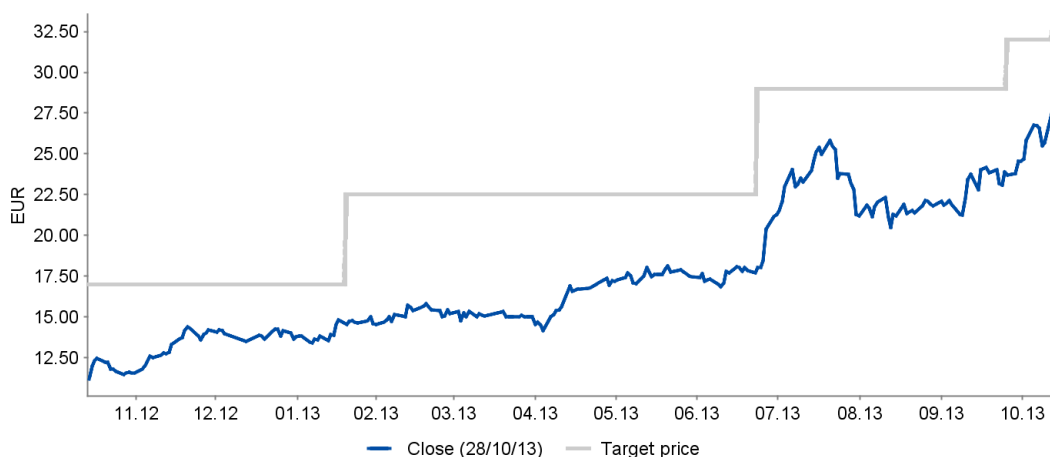
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Company	Disclosure
CANCOM SE	2, 3, 5, 7

Historical target price and rating changes for CANCOM SE in the last 12 months

**Price and Rating History
CANCOM SE as of 29/10/13**

Initiation coverage
06-July-10



Hauck & Aufhäuser distribution of ratings and in proportion to investment banking services

Buy	60.58 %	100.00 %
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