

Buy (old: Buy)

Price target: EUR 43.50 (old: EUR 43.50)

Price:	EUR 36.17	Next result:	Q1 14: 13.05.14
Bloomberg:	COK GR	Market cap:	EUR 528.6 m
Reuters:	COKG.DE	Enterprise Value:	EUR 466.2 m

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Final Q4 figures and take-over of DIDAS; Introducing 2016E

As CANCOM had already reported preliminary figures for sales and EBITDA, final Q4/FY figures offered only limited additional insights.

- **Q4 EBIT of € 6.9m was below our expectations of € 8.2m** given higher-than-expected purchase price amortisation (i.e. a non-cash item) relating to the take-overs of on-line and Pironet. However, no need to change estimates for 2014E: During the conference call, CANCOM indicated that PPA for FY '14 should be around € 8.4m, which is in-line with our expectations.
- **Q4 net income arrived at € 4.1m** versus € 5.6m expected, which is also due to the higher PPA.
- **CANCOM proposes a € 0.40 dividend per share** (vs. € 0.35 for 2012), in line with expectations and yielding 1.1% on the current share price. Evidently, CANCOM will rather use its cash reserve (eH&A: € 77m gross cash at the end of 2014E) to execute further value-accretive acquisitions.

During the conference call, **CANCOM confirmed our expectation of more than € 50m EBITDA for 2014E** (vs. € 33m for 2013). Notably, it expects to grow EBITDA by € 3m (i.e. an incremental improvement) thanks to the strong demand for its AHP cloud solution. The traditional IT Service business is seen to contribute an incremental € 1m to EBITDA. Additional EBITDA growth of >€ 13m should come from the acquisitions of Pironet and on-line Datensysteme.

On top of this, **CANCOM announced the 100% take-over of DIDAS** (pending supervisory board and antitrust approval), a traditional IT Services business with eight offices in Germany. The company re-sells hardware and software (c. 45% of sales), offers IT services (30%), and provides managed services/outsourcing (25%). The target generated € 56m of sales and € 1.8m EBITDA in 2013.

CANCOM expects to be able to raise DIDAS' profitability from c. 3% currently to 5%+ within 2-3 years thanks to economies of scale in procurement and logistics as well as synergies in admin (i.e. cutting out central functions, merging offices) – **it has a strong track record in doing so**. Also, CANCOM plans to use DIDAS' customer base and IT architects to cross-sell its AHP software, hence transforming the business more into the direction of high-margin cloud services. – **continued** –

Y/E 31.12 (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Sales	474.6	544.4	558.1	613.8	734.7	782.2	829.1
Sales growth	36 %	15 %	3 %	10 %	20 %	6 %	6 %
EBITDA	19.0	25.0	28.1	33.4	52.9	62.4	74.3
EBIT	15.2	18.5	20.7	22.6	34.0	43.3	56.1
Net income	7.8	11.5	11.5	14.5	23.1	29.8	39.5
Net debt	-0.9	-18.5	-29.2	-62.5	-65.7	-87.8	-120.0
Net gearing	-1.8 %	-30.4 %	-36.3 %	-38.4 %	-41.1 %	-48.0 %	-55.8 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.92	1.14	1.06	0.99	1.58	2.04	2.70
CPS	1.28	2.18	0.89	0.87	2.11	2.36	3.15
DPS	0.15	0.30	0.35	0.40	0.45	0.50	0.66
Dividend yield	0.4 %	0.8 %	1.0 %	1.1 %	1.2 %	1.4 %	1.8 %
Gross profit margin	29.3 %	29.1 %	29.5 %	30.2 %	35.0 %	35.2 %	35.8 %
EBITDA margin	4.0 %	4.6 %	5.0 %	5.4 %	7.2 %	8.0 %	9.0 %
EBIT margin	3.2 %	3.4 %	3.7 %	3.7 %	4.6 %	5.5 %	6.8 %
ROCE	19.5 %	20.6 %	21.1 %	16.0 %	17.8 %	20.7 %	24.1 %
EV/sales	0.8	0.6	0.7	0.8	0.6	0.6	0.5
EV/EBITDA	19.5	14.1	13.6	14.0	8.7	7.1	5.5
EV/EBIT	24.4	19.1	18.5	20.6	13.6	10.2	7.3
PER	39.2	31.7	34.0	36.4	22.9	17.8	13.4
Adjusted FCF yield	3.1 %	4.4 %	4.1 %	4.6 %	7.3 %	9.4 %	12.5 %

Source: Company data, Hauck & Aufhäuser Close price as of: 19.03.2014



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 39.07 / 14.15

Price/Book Ratio: 3.2

Relative performance (TecDAX):

3 months 17.1 %

6 months 47.4 %

12 months 100.8 %

Changes in estimates

		Sales	EBIT	EPS
2014	old:	734.7	34.0	1.60
	Δ	-	-	-
2015	old:	782.2	43.3	2.04
	Δ	-	-	-
2016	old:	-	-	-
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 11.8

Authorised capital: (in € m) 4.0

Book value per share: (in €) 11.1

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

The transaction will be paid for in shares. While the purchase price has not been disclosed, CANCOM indicated that even with the dilution **the transaction should be earnings-accretive.**

Our estimates will be adjusted for the take-over of DIDAS only after the final approval and the emergence of further details regarding purchase price and PPA. **CANCOM remains a BUY with a € 43.50 PT based on DCF.**

Financials

Profit and loss (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Net sales	474.6	544.4	558.1	613.8	734.7	782.2	829.1
<i>Sales growth</i>	36.2 %	14.7 %	2.5 %	10.0 %	19.7 %	6.5 %	6.0 %
Increase/decrease in finished goods and work-in-process	1.3	0.9	2.5	0.4	1.0	1.0	1.1
Total sales	475.8	545.3	560.6	614.2	735.7	783.2	830.2
Other operating income	3.3	0.7	0.6	1.1	0.7	0.7	0.7
Material expenses	336.3	386.6	395.1	428.7	478.3	507.8	533.0
Personnel expenses	97.0	108.0	112.4	123.2	163.9	170.2	177.4
Other operating expenses	26.8	26.4	25.8	29.9	41.2	43.5	46.2
Total operating expenses	456.8	520.3	532.5	580.8	682.8	720.9	755.9
EBITDA	19.0	25.0	28.1	33.4	52.9	62.4	74.3
Depreciation	3.8	2.8	4.0	5.5	8.3	8.7	9.5
EBITA	15.2	22.2	24.0	27.9	44.6	53.7	64.8
Amortisation of goodwill	0.0	0.0	0.0	0.3	0.0	0.0	0.0
Amortisation of intangible assets	0.0	3.7	3.4	5.0	10.6	10.4	8.7
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	15.2	18.5	20.7	22.6	34.0	43.3	56.1
Interest income	0.1	0.3	0.4	0.3	0.6	0.7	0.9
Interest expenses	1.9	2.2	2.1	1.4	1.5	1.2	0.8
Other financial result	0.0	0.4	0.0	-0.2	0.0	0.0	0.0
Financial result	-1.8	-1.6	-1.8	-1.2	-0.8	-0.5	0.1
Recurring pretax income from continuing operations	13.3	16.9	18.9	21.4	33.2	42.8	56.2
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	13.3	16.9	18.9	21.4	33.2	42.8	56.2
Taxes	3.7	4.9	6.6	6.9	9.0	11.6	15.3
Net income from continuing operations	9.6	12.0	12.3	14.5	24.2	31.1	40.9
Result from discontinued operations (net of tax)	1.7	0.3	0.7	0.0	0.0	0.0	0.0
Net income	7.9	11.7	11.6	14.5	24.2	31.1	40.9
Minority interest	0.1	0.2	0.1	0.0	1.1	1.4	1.5
Net income (net of minority interest)	7.8	11.5	11.5	14.5	23.1	29.8	39.5
Average number of shares	10.3	10.4	10.6	11.8	14.6	14.6	14.6
EPS reported	0.76	1.11	1.09	1.23	1.58	2.04	2.70

Profit and loss (common size)	2010	2011	2012	2013	2014E	2015E	2016E
Net sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Increase/decrease in finished goods and work-in-process	0.3 %	0.2 %	0.5 %	0.1 %	0.1 %	0.1 %	0.1 %
Total sales	100.3 %	100.2 %	100.5 %	100.1 %	100.1 %	100.1 %	100.1 %
Other operating income	0.7 %	0.1 %	0.1 %	0.2 %	0.1 %	0.1 %	0.1 %
Material expenses	70.9 %	71.0 %	70.8 %	69.8 %	65.1 %	64.9 %	64.3 %
Personnel expenses	20.4 %	19.8 %	20.1 %	20.1 %	22.3 %	21.8 %	21.4 %
Other operating expenses	5.7 %	4.8 %	4.6 %	4.9 %	5.6 %	5.6 %	5.6 %
Total operating expenses	96.3 %	95.6 %	95.4 %	94.6 %	92.9 %	92.2 %	91.2 %
EBITDA	4.0 %	4.6 %	5.0 %	5.4 %	7.2 %	8.0 %	9.0 %
Depreciation	0.8 %	0.5 %	0.7 %	0.9 %	1.1 %	1.1 %	1.1 %
EBITA	3.2 %	4.1 %	4.3 %	4.5 %	6.1 %	6.9 %	7.8 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.0 %	0.7 %	0.6 %	0.8 %	1.4 %	1.3 %	1.0 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT	3.2 %	3.4 %	3.7 %	3.7 %	4.6 %	5.5 %	6.8 %
Interest income	0.0 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Interest expenses	0.4 %	0.4 %	0.4 %	0.2 %	0.2 %	0.2 %	0.1 %
Other financial result	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-0.4 %	-0.3 %	-0.3 %	-0.2 %	-0.1 %	-0.1 %	0.0 %
Recurring pretax income from continuing operations	2.8 %	3.1 %	3.4 %	3.5 %	4.5 %	5.5 %	6.8 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	2.8 %	3.1 %	3.4 %	3.5 %	4.5 %	5.5 %	6.8 %
Tax rate	28.1 %	28.8 %	35.0 %	32.4 %	27.2 %	27.2 %	27.2 %
Net income from continuing operations	2.0 %	2.2 %	2.2 %	2.4 %	3.3 %	4.0 %	4.9 %
Income from discontinued operations (net of tax)	0.4 %	0.1 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	1.7 %	2.1 %	2.1 %	2.4 %	3.3 %	4.0 %	4.9 %
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.1 %	0.2 %	0.2 %
Net income (net of minority interest)	1.6 %	2.1 %	2.1 %	2.4 %	3.1 %	3.8 %	4.8 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Intangible assets	42.5	39.6	41.2	55.3	63.7	59.1	56.4
Property, plant and equipment	9.7	12.9	17.6	20.5	23.9	26.2	28.3
Financial assets	3.2	2.2	5.0	35.0	35.0	35.0	35.0
FIXED ASSETS	55.4	54.6	63.8	110.8	122.5	120.3	119.7
Inventories	13.4	15.0	8.7	15.5	14.1	15.6	16.6
Accounts receivable	68.0	72.2	88.3	112.9	110.7	120.0	127.2
Other current assets	6.4	7.2	0.9	1.1	1.1	1.1	1.1
Liquid assets	31.5	44.4	44.6	77.7	83.5	96.8	127.9
Deferred taxes	0.7	0.6	1.1	1.8	1.8	1.8	1.8
Deferred charges and prepaid expenses	2.0	0.9	1.1	1.7	1.7	1.7	1.7
CURRENT ASSETS	122.0	140.2	144.8	210.7	212.9	236.9	276.2
TOTAL ASSETS	177.4	194.9	208.6	321.5	335.4	357.2	395.9
SHAREHOLDERS EQUITY	50.9	60.7	80.6	162.8	159.8	182.9	215.1
MINORITY INTEREST	0.1	0.2	0.2	0.1	18.8	20.2	21.7
Long-term debt	29.0	16.7	14.1	14.4	17.0	8.2	7.2
Provisions for pensions and similar obligations	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other provisions	3.2	7.6	5.1	4.4	4.4	4.4	4.4
Non-current liabilities	32.2	24.4	19.3	18.9	21.5	12.7	11.7
short-term liabilities to banks	1.6	9.1	1.3	0.8	0.8	0.8	0.8
Accounts payable	64.4	72.9	76.9	99.0	94.6	100.7	106.8
Advance payments received on orders	1.5	1.9	3.6	6.6	6.6	6.6	6.6
Other liabilities (incl. from lease and rental contracts)	16.3	17.4	18.8	23.5	23.5	23.5	23.5
Deferred taxes	4.3	2.7	2.8	5.2	5.2	5.2	5.2
Deferred income	6.0	5.6	5.1	4.6	4.6	4.6	4.6
Current liabilities	94.2	109.6	108.6	139.7	135.3	141.4	147.4
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	177.4	194.9	208.6	321.5	335.4	357.2	395.9

Balance sheet (common size)	2010	2011	2012	2013	2014E	2015E	2016E
Intangible assets	24.0 %	20.3 %	19.8 %	17.2 %	19.0 %	16.6 %	14.2 %
Property, plant and equipment	5.5 %	6.6 %	8.4 %	6.4 %	7.1 %	7.3 %	7.1 %
Financial assets	1.8 %	1.1 %	2.4 %	10.9 %	10.4 %	9.8 %	8.8 %
FIXED ASSETS	31.2 %	28.0 %	30.6 %	34.5 %	36.5 %	33.7 %	30.2 %
Inventories	7.5 %	7.7 %	4.2 %	4.8 %	4.2 %	4.4 %	4.2 %
Accounts receivable	38.3 %	37.1 %	42.3 %	35.1 %	33.0 %	33.6 %	32.1 %
Other current assets	3.6 %	3.7 %	0.4 %	0.3 %	0.3 %	0.3 %	0.3 %
Liquid assets	17.7 %	22.8 %	21.4 %	24.2 %	24.9 %	27.1 %	32.3 %
Deferred taxes	0.4 %	0.3 %	0.5 %	0.5 %	0.5 %	0.5 %	0.4 %
Deferred charges and prepaid expenses	1.1 %	0.4 %	0.5 %	0.5 %	0.5 %	0.5 %	0.4 %
CURRENT ASSETS	68.8 %	72.0 %	69.4 %	65.5 %	63.5 %	66.3 %	69.8 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	28.7 %	31.2 %	38.6 %	50.6 %	47.6 %	51.2 %	54.3 %
MINORITY INTEREST	0.0 %	0.1 %	0.1 %	0.0 %	5.6 %	5.7 %	5.5 %
Long-term debt	16.3 %	8.6 %	6.8 %	4.5 %	5.1 %	2.3 %	1.8 %
Provisions for pensions and similar obligations	0.0 %	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
Other provisions	1.8 %	3.9 %	2.4 %	1.4 %	1.3 %	1.2 %	1.1 %
Non-current liabilities	18.2 %	12.5 %	9.3 %	5.9 %	6.4 %	3.5 %	3.0 %
short-term liabilities to banks	0.9 %	4.7 %	0.6 %	0.2 %	0.2 %	0.2 %	0.2 %
Accounts payable	36.3 %	37.4 %	36.9 %	30.8 %	28.2 %	28.2 %	27.0 %
Advance payments received on orders	0.9 %	1.0 %	1.7 %	2.0 %	2.0 %	1.8 %	1.7 %
Other liabilities (incl. from lease and rental contracts)	9.2 %	9.0 %	9.0 %	7.3 %	7.0 %	6.6 %	5.9 %
Deferred taxes	2.4 %	1.4 %	1.4 %	1.6 %	1.6 %	1.5 %	1.3 %
Deferred income	3.4 %	2.9 %	2.4 %	1.4 %	1.4 %	1.3 %	1.2 %
Current liabilities	53.1 %	56.2 %	52.0 %	43.4 %	40.3 %	39.6 %	37.2 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Net profit/loss	7.9	11.7	11.6	14.5	24.2	31.1	40.9
Depreciation of fixed assets (incl. leases)	3.8	2.8	4.0	5.5	8.3	8.7	9.5
Amortisation of goodwill	0.0	0.0	0.0	0.3	0.0	0.0	0.0
Amortisation of intangible assets	0.0	3.7	3.4	5.0	10.6	10.4	8.7
Others	3.0	4.7	2.9	3.3	0.0	0.0	0.0
Cash flow from operations before changes in w/c	14.7	22.9	21.9	28.5	43.1	50.2	59.1
Increase/decrease in inventory	0.3	-6.3	6.2	-6.7	1.4	-1.5	-0.9
Increase/decrease in accounts receivable	-15.2	-5.2	-16.1	-24.7	2.2	-9.3	-7.2
Increase/decrease in accounts payable	17.1	15.3	4.0	22.1	-4.4	6.1	6.0
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	2.2	3.8	-5.8	-9.3	-0.8	-4.7	-2.1
Cash flow from operating activities	16.9	26.7	16.1	19.2	42.3	45.5	57.0
CAPEX	8.1	9.4	12.5	8.1	16.1	15.2	15.9
Payments for acquisitions	10.5	3.6	0.1	1.4	14.6	1.7	1.7
Financial investments	-0.1	-0.3	0.0	26.0	0.0	0.0	0.0
Income from asset disposals	1.1	4.8	2.0	0.5	0.0	0.0	0.0
Cash flow from investing activities	-17.3	-7.9	-10.6	-35.2	-30.7	-16.9	-17.6
Cash flow before financing	-0.4	18.8	5.5	-16.0	11.6	28.7	39.5
Increase/decrease in debt position	8.1	-2.6	-11.9	-1.1	0.0	-8.8	-1.0
Purchase of own shares	-0.6	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	11.2	54.6	0.0	0.0	0.0
Dividends paid	1.5	1.6	3.3	4.0	5.8	6.6	7.3
Others	-1.3	-1.6	-1.4	-0.3	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	5.9	-5.8	-5.3	49.1	-5.8	-15.4	-8.3
Increase/decrease in liquid assets	5.6	13.0	0.2	33.1	5.8	13.3	31.2
Liquid assets at end of period	31.5	44.5	44.6	77.7	83.5	96.8	127.9

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Domestic	441.7	502.0	529.1	583.1	698.7	744.7	0.0
yoy change	14.4 %	13.7 %	5.4 %	10.2 %	19.8 %	6.6 %	n/a
Rest of Europe	32.9	42.4	29.0	30.7	36.0	37.5	0.0
yoy change	-9.6 %	28.9 %	-31.7 %	6.0 %	17.3 %	4.3 %	n/a
NAFTA	n/a	n/a	n/a	n/a	n/a	n/a	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Asia Pacific	n/a	n/a	n/a	n/a	n/a	n/a	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of world	n/a	n/a	n/a	n/a	n/a	n/a	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
TTL	474.6	544.4	558.1	613.8	734.7	782.2	0.0
yoy change	12.3 %	14.7 %	2.5 %	10.0 %	19.7 %	6.5 %	n/a

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
P&L growth analysis							
Sales growth	36.2 %	14.7 %	2.5 %	10.0 %	19.7 %	6.5 %	6.0 %
EBITDA growth	100.7 %	31.6 %	12.2 %	18.9 %	58.6 %	17.8 %	19.2 %
EBIT growth	114.0 %	21.7 %	12.0 %	9.6 %	50.3 %	27.0 %	29.7 %
EPS growth	55.5 %	46.4 %	-2.1 %	13.7 %	27.9 %	29.0 %	32.7 %
Efficiency							
Total operating costs / sales	96.3 %	95.6 %	95.4 %	94.6 %	92.9 %	92.2 %	91.2 %
Sales per employee	257.7	273.1	270.9	289.1	330.9	337.9	702.6
EBITDA per employee	10.3	12.5	13.6	15.7	23.9	26.9	63.0
Balance sheet analysis							
Avg. working capital / sales	2.8 %	2.6 %	2.6 %	3.2 %	3.2 %	3.3 %	3.5 %
Inventory turnover (sales/inventory)	35.5	36.3	63.8	39.6	52.0	50.0	50.0
Trade debtors in days of sales	52.3	48.4	57.7	67.2	55.0	56.0	56.0
A/P turnover [(A/P*365)/sales]	49.6	48.9	50.3	58.9	47.0	47.0	47.0
Cash conversion cycle (days)	-3.1	-6.3	-5.3	-3.9	-6.4	-5.2	-5.8
Cash flow analysis							
Free cash flow	8.8	17.3	3.6	11.1	26.2	30.3	41.1
Free cash flow/sales	1.9 %	3.2 %	0.6 %	1.8 %	3.6 %	3.9 %	5.0 %
FCF / net profit	113.1 %	150.3 %	31.4 %	76.2 %	113.5 %	101.9 %	104.1 %
Capex / depre	206.6 %	139.0 %	169.0 %	318.6 %	85.2 %	79.6 %	87.5 %
Capex / maintenance capex	133.1 %	151.6 %	n/a	112.8 %	102.6 %	100.0 %	105.5 %
Capex / sales	1.7 %	1.7 %	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	-0.9	-18.5	-29.2	-62.5	-65.7	-87.8	-120.0
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	0.0	-0.3	-0.4	-0.4	-0.4	-0.5	-0.6
Interest cover	8.0	8.3	9.7	16.5	22.9	35.9	73.7
Dividend payout ratio	19.7 %	26.7 %	34.7 %	40.2 %	28.5 %	24.6 %	24.6 %
Asset utilisation							
Capital employed turnover	5.6	5.8	5.5	3.4	3.7	3.6	3.3
Operating assets turnover	18.9	21.5	16.4	14.2	15.4	14.3	14.1
Plant turnover	49.0	42.2	31.8	30.0	30.7	29.9	29.3
Inventory turnover (sales/inventory)	35.5	36.3	63.8	39.6	52.0	50.0	50.0
Returns							
ROCE	19.5 %	20.6 %	21.1 %	16.0 %	17.8 %	20.7 %	24.1 %
ROE	15.4 %	19.0 %	14.2 %	8.9 %	14.4 %	16.3 %	18.4 %
Other							
Interest paid / avg. debt	7.2 %	7.9 %	10.3 %	9.0 %	9.0 %	9.0 %	9.0 %
No. employees (average)	1842	1994	2060	2123	2220	2315	1180
Number of shares	10.3	10.4	10.6	11.8	14.6	14.6	14.6
DPS	0.2	0.3	0.4	0.4	0.5	0.5	0.7
EPS reported	0.76	1.11	1.09	1.23	1.58	2.04	2.70
Valuation ratios							
P/BV	7.3	6.2	5.1	3.2	3.3	2.9	2.5
EV/sales	0.8	0.6	0.7	0.8	0.6	0.6	0.5
EV/EBITDA	19.5	14.1	13.6	14.0	8.7	7.1	5.5
EV/EBITA	24.4	15.9	15.9	16.7	10.4	8.2	6.3
EV/EBIT	24.4	19.1	18.5	20.6	13.6	10.2	7.3
EV/FCF	41.9	20.4	106.0	42.1	17.7	14.5	9.9
Adjusted FCF yield	3.1 %	4.4 %	4.1 %	4.6 %	7.3 %	9.4 %	12.5 %
Dividend yield	0.4 %	0.8 %	1.0 %	1.1 %	1.2 %	1.4 %	1.8 %

Source: Company data, Hauck & Aufhäuser

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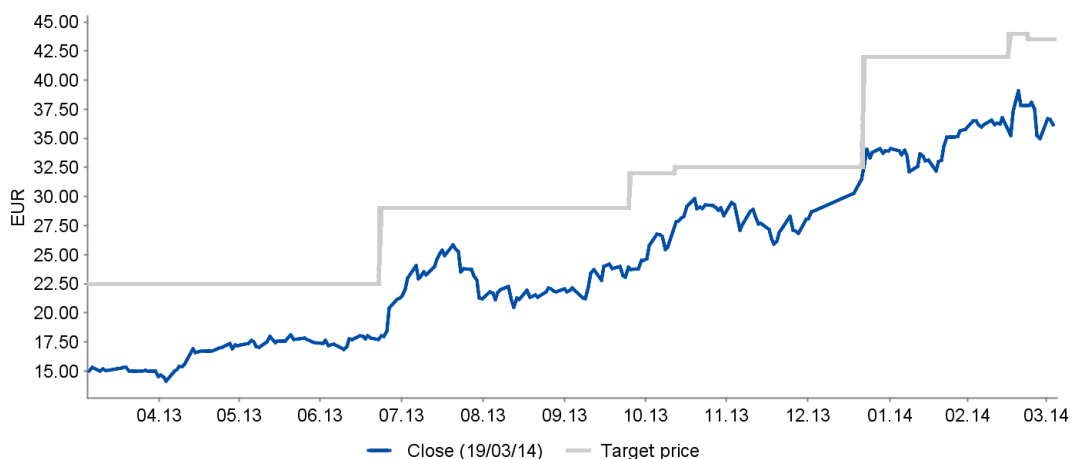
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Company	Disclosure
CANCOM SE	2, 3, 5, 7

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

**Price and Rating History
CANCOM SE as of 20/03/14**

Initiation coverage
06-July-10



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