

Buy (old: Buy)

Price target: EUR 12.50 (old: EUR 12.50)

Price:	EUR 6.97	Next result:	Q4 2011: tba
Bloomberg:	ADN1 GR	Market cap:	EUR 39.1 m
Reuters:	ADNGk.DE	Enterprise Value:	EUR 27.5 m

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Q3 / 9m '11 better than expected; FY 2011E outlook confirmed

Topic: Release of Q3 / 9m '11 figures which beat expectations on both the top- and bottom-line. No conference call scheduled.

EUR	Q3 11	Q3 11 est	Q3 10	yoy	Q2 11	qoq	9m 11	9m 11 est	9m 10	yoy
Sales	26.1	25.7	23.1	13%	26.0	0%	79.0	78.6	60.9	30%
EBITDA	1.8	1.5	2.1	-15%	2.5	-29%	7.2	6.9	4.0	80%
EBITDA margin	6.9%	5.8%	9.2%	- 2.3 pp	9.8%	- 2.9 pp	9.1%	8.8%	6.6%	+ 2.5 pp
Net profit	1.2	0.7	1.1	14%	0.1	705%	3.1	2.6	1.6	96%
Net margin	4.6%	2.7%	4.6%	+ 0.0 pp	0.6%	+ 4.0 pp	4.0%	3.3%	2.6%	+ 1.4 pp
EPS	0.21	0.12	0.17	24%	0.03	705%	0.55	0.46	0.27	104%

Source: Company data, Hauck & Aufhäuser

Q3 sales growth of 13% y-o-y to € 26.1m was fully organic carried by healthy demand for both adesso's premium IT services (c. 85% of sales) and the company's high-end web content management solution FirstSpirit.

For example, next to several new clients including e.g. Union Investment and LOTTO Thüringen, adesso also won a DAX company as a new customer for FirstSpirit during the quarter. Related license revenues should exceed € 1m making this one of the biggest software projects ever received by adesso. Further, in the service business the proprietary PSLife solution for Life Insurances scored another major customer win.

Despite growth on the top-line, **EBITDA declined by 15% y-o-y and 29% q-o-q to € 1.8m** though performing **better-than-expected**. The drop in profitability can be attributed to a **lower utilisation of consultants** given that (1) adesso hired additional personnel in view of a strong project pipeline and (2) adesso finalised several projects during the summer months while new projects started only in September, leading to a slump in utilisation in July and August.

Outlook: adesso expects a solid Q4 '11 and **confirms its FY 2011E guidance** of more than € 100m sales and EBITDA of € 7.5-8.0m stating it has not seen any substantial reductions in the propensity of customers to invest in IT despite rising macro uncertainty and the European debt crisis. Also, the company expects further growth for 2012E though at a more moderate rate than in 2011E, which is already well reflected in our estimates.

Stock remains a BUY. The price target of € 12.50 is based on DCF.

Y/E 31.12 (EUR m)	2007	2008	2009	2010	2011E	2012E	2013E
Sales	45.6	66.8	71.3	85.7	106.7	112.6	118.2
Sales growth	66 %	46 %	7 %	20 %	25 %	6 %	5 %
EBITDA	5.3	8.1	5.8	5.6	8.9	9.9	10.5
EBIT	3.2	4.5	3.0	2.7	5.3	7.7	9.0
Net income	2.4	4.2	3.5	2.4	4.3	6.6	7.6
Net debt	-7.6	-15.4	-8.8	-9.4	-12.1	-17.8	-23.5
Net gearing	-36.4 %	-60.7 %	-30.4 %	-30.5 %	-35.5 %	-45.0 %	-51.6 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS fully diluted	0.49	0.99	0.61	0.42	1.00	1.15	1.32
CPS	0.92	1.36	0.28	0.45	0.68	1.23	1.30
DPS	0.00	0.00	0.15	0.15	0.20	0.26	0.32
Dividend yield	0.0 %	0.0 %	2.2 %	2.2 %	2.9 %	3.8 %	4.7 %
Gross profit margin	92.0 %	90.4 %	88.8 %	89.0 %	89.2 %	89.4 %	89.4 %
EBITDA margin	11.6 %	12.1 %	8.1 %	6.5 %	8.4 %	8.8 %	8.9 %
EBIT margin	7.0 %	6.7 %	4.2 %	3.1 %	5.0 %	6.9 %	7.6 %
ROCE	12.9 %	12.3 %	7.8 %	6.5 %	12.7 %	17.4 %	18.2 %
EV/sales	0.7	0.4	0.4	0.4	0.3	0.2	0.1
EV/EBITDA	6.0	3.0	5.4	5.4	3.1	2.2	1.5
EV/EBIT	10.0	5.4	10.3	11.4	5.2	2.8	1.8
PER	16.4	9.3	11.1	16.4	9.1	6.0	5.2
Adjusted Free Cash Flow	11.8 %	26.5 %	16.3 %	15.5 %	25.4 %	34.3 %	47.4 %

Source: Company data, Hauck & Aufhäuser Close price as of: 10.11.2011



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks:	7.87 / 5.05
Price/Book Ratio:	1.2
Relative performance (SDAX):	
3 months	17.0 %
6 months	6.9 %
12 months	36.0 %

Changes in estimates

	Sales	EBIT	EPS
2011	<i>old:</i> 106.7	5.3	0.75
	Δ -	-	-
2012	<i>old:</i> 112.6	7.7	1.15
	Δ -	-	-
2013	<i>old:</i> 118.2	9.0	1.32
	Δ -	-	-

Key share data:

Number of shares: (in m pcs)	5.7
Authorised capital: (in € m)	2.9
Book value per share: (in €)	6.0
Ø trading volume: (12 months)	2,500

Major shareholders:

Free Float	38.1 %
Setanta GmbH	29.9 %
Rainer Rudolf	19.6 %
Ludwig Fresenius	7.2 %
MIH GmbH	5.2 %

Company description:

IT service provider focused on selected sectors where it offers bespoke solutions for industry-specific challenges.

Financials

Profit and loss (EUR m)	2007	2008	2009	2010	2011E	2012E	2013E
Net sales	45.6	66.8	71.3	85.7	106.7	112.6	118.2
<i>Sales growth</i>	66.5 %	46.3 %	6.8 %	20.1 %	24.5 %	5.5 %	5.0 %
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.5	0.0	0.0
Total sales	45.6	66.8	71.3	85.7	107.2	112.6	118.2
Other operating income	2.2	2.3	2.1	3.0	3.2	3.3	3.3
Material expenses	3.7	6.4	8.0	9.4	11.6	11.9	12.5
Personnel expenses	26.7	40.1	45.4	56.2	69.5	73.0	76.5
Other operating expenses	12.2	14.4	14.4	17.4	20.4	21.1	22.0
Total operating expenses	40.3	58.7	65.6	80.1	98.3	102.7	107.7
EBITDA	5.3	8.1	5.8	5.6	8.9	9.9	10.5
Depreciation	0.5	0.6	0.6	0.7	0.8	0.8	0.8
EBITA	4.8	7.5	5.2	4.9	8.2	9.1	9.7
Amortisation of goodwill	0.4	1.4	0.0	0.0	1.4	0.0	0.0
Amortisation of intangible assets	1.2	1.5	2.2	2.3	1.5	1.4	0.8
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	3.2	4.5	3.0	2.7	5.3	7.7	9.0
Interest income	0.3	0.5	0.3	0.2	0.2	0.2	0.3
Interest expenses	0.2	0.4	0.3	0.4	0.4	0.2	0.2
Other financial result	-0.1	0.0	0.3	0.0	0.0	0.0	0.0
Financial result	0.1	0.1	0.3	-0.2	-0.2	0.0	0.1
Recurring pretax income from continuing operations	3.2	4.6	3.3	2.5	5.2	7.7	9.1
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	3.2	4.6	3.3	2.5	5.2	7.7	9.1
Taxes	0.8	0.4	-0.3	0.0	0.6	1.0	1.4
Net income from continuing operations	2.4	4.3	3.6	2.5	4.5	6.7	7.7
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	2.4	4.3	3.6	2.5	4.5	6.7	7.7
Minority interest	0.0	0.1	0.1	0.1	0.2	0.1	0.2
Net income (net of minority interest)	2.4	4.2	3.5	2.4	4.3	6.6	7.6
Average number of shares	5.7	5.7	5.7	5.7	5.7	5.7	5.7
EPS reported	0.42	0.74	0.61	0.42	0.75	1.15	1.32

Profit and loss (common size)	2007	2008	2009	2010	2011E	2012E	2013E
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	0.0 %	0.0 %	0.0 %	0.0 %	0.5 %	0.0 %	0.0 %
Total sales	100.0 %	100.0 %	100.0 %	100.0 %	100.5 %	100.0 %	100.0 %
Other operating income	4.9 %	3.5 %	3.0 %	3.5 %	3.0 %	2.9 %	2.8 %
Material expenses	8.0 %	9.6 %	11.2 %	11.0 %	10.9 %	10.6 %	10.6 %
Personnel expenses	58.5 %	60.1 %	63.6 %	65.6 %	65.1 %	64.8 %	64.7 %
Other operating expenses	26.8 %	21.6 %	20.1 %	20.3 %	19.1 %	18.7 %	18.6 %
Total operating expenses	88.4 %	87.9 %	91.9 %	93.5 %	92.1 %	91.2 %	91.1 %
EBITDA	11.6 %	12.1 %	8.1 %	6.5 %	8.4 %	8.8 %	8.9 %
Depreciation	1.1 %	0.9 %	0.8 %	0.8 %	0.7 %	0.7 %	0.7 %
EBITA	10.5 %	11.2 %	7.3 %	5.8 %	7.7 %	8.1 %	8.2 %
Amortisation of goodwill	0.9 %	2.2 %	0.0 %	0.0 %	1.3 %	0.0 %	0.0 %
Amortisation of intangible assets	2.6 %	2.3 %	3.1 %	2.7 %	1.4 %	1.2 %	0.6 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT	7.0 %	6.7 %	4.2 %	3.1 %	5.0 %	6.9 %	7.6 %
Interest income	0.7 %	0.8 %	0.5 %	0.2 %	0.2 %	0.2 %	0.2 %
Interest expenses	0.4 %	0.6 %	0.5 %	0.5 %	0.3 %	0.2 %	0.1 %
Other financial result	-0.1 %	0.0 %	0.4 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	0.1 %	0.2 %	0.4 %	-0.2 %	-0.2 %	0.0 %	0.1 %
Recurring pretax income from continuing operations	7.1 %	6.9 %	4.6 %	2.9 %	4.8 %	6.8 %	7.7 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	7.1 %	6.9 %	4.6 %	2.9 %	4.8 %	6.8 %	7.7 %
Tax rate	25.3 %	7.6 %	-8.9 %	-1.4 %	12.1 %	13.0 %	15.1 %
Net income from continuing operations	5.3 %	6.4 %	5.0 %	2.9 %	4.2 %	6.0 %	6.5 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	5.3 %	6.4 %	5.0 %	2.9 %	4.2 %	6.0 %	6.5 %
Minority interest	0.1 %	0.1 %	0.1 %	0.1 %	0.2 %	0.1 %	0.1 %
Net income (net of minority interest)	5.2 %	6.3 %	4.9 %	2.8 %	4.0 %	5.8 %	6.4 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2007	2008	2009	2010	2011E	2012E	2013E
Intangible assets	13.6	10.7	16.2	15.6	12.8	11.5	10.9
Property, plant and equipment	1.1	0.9	1.0	1.2	1.1	1.2	1.2
Financial assets	0.1	0.5	0.5	0.6	0.6	0.6	0.6
FIXED ASSETS	14.7	12.2	17.8	17.4	14.6	13.3	12.7
Inventories	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	11.7	14.3	16.4	20.3	25.1	26.5	27.8
Other current assets	1.3	1.5	1.6	1.7	1.7	1.7	1.7
Liquid assets	15.9	22.8	17.3	17.0	17.9	21.6	27.3
Deferred taxes	4.6	5.1	5.7	5.9	5.9	5.9	5.9
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	33.5	43.7	41.1	44.9	50.6	55.8	62.8
TOTAL ASSETS	48.2	55.8	58.9	62.3	65.2	69.1	75.5
SHAREHOLDERS EQUITY	20.9	25.3	28.8	30.7	34.1	39.5	45.5
MINORITY INTEREST	0.1	0.1	0.1	0.2	0.2	0.2	0.2
Long-term debt	7.4	2.1	5.6	5.5	3.6	1.7	1.7
Provisions for pensions and similar obligations	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Other provisions	7.4	3.0	2.6	2.2	2.2	2.2	2.2
Non-current liabilities	15.2	5.6	8.7	8.2	6.3	4.4	4.4
short-term liabilities to banks	0.9	5.3	3.0	2.2	2.2	2.2	2.2
Accounts payable	5.0	4.4	3.8	3.5	4.4	4.6	4.9
Advance payments received on orders	1.5	2.9	2.1	2.2	2.8	2.9	3.1
Other liabilities (incl. from lease and rental contracts)	2.8	10.5	10.9	14.1	14.1	14.1	14.1
Deferred taxes	1.9	1.7	1.4	1.2	1.2	1.2	1.2
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	12.0	24.9	21.3	23.2	24.6	25.0	25.4
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	48.2	55.8	58.9	62.3	65.2	69.1	75.5

Balance sheet (common size)	2007	2008	2009	2010	2011E	2012E	2013E
Intangible assets	28.2 %	19.2 %	27.6 %	25.0 %	19.7 %	16.7 %	14.4 %
Property, plant and equipment	2.2 %	1.7 %	1.7 %	1.9 %	1.7 %	1.7 %	1.6 %
Financial assets	0.2 %	0.9 %	0.9 %	1.0 %	0.9 %	0.9 %	0.8 %
FIXED ASSETS	30.5 %	21.8 %	30.3 %	27.9 %	22.3 %	19.3 %	16.8 %
Inventories	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts receivable	24.2 %	25.6 %	27.9 %	32.5 %	38.6 %	38.4 %	36.9 %
Other current assets	2.7 %	2.7 %	2.6 %	2.7 %	2.6 %	2.4 %	2.2 %
Liquid assets	33.0 %	40.8 %	29.4 %	27.3 %	27.4 %	31.3 %	36.2 %
Deferred taxes	9.6 %	9.2 %	9.7 %	9.5 %	9.1 %	8.6 %	7.9 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	69.5 %	78.2 %	69.7 %	72.1 %	77.7 %	80.7 %	83.2 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	43.4 %	45.3 %	48.9 %	49.3 %	52.3 %	57.1 %	60.3 %
MINORITY INTEREST	0.1 %	0.1 %	0.1 %	0.3 %	0.3 %	0.3 %	0.3 %
Long-term debt	15.3 %	3.8 %	9.5 %	8.8 %	5.5 %	2.5 %	2.3 %
Provisions for pensions and similar obligations	1.0 %	0.9 %	0.8 %	0.8 %	0.8 %	0.8 %	0.7 %
Other provisions	15.3 %	5.3 %	4.5 %	3.5 %	3.3 %	3.2 %	2.9 %
Non-current liabilities	31.6 %	10.0 %	14.8 %	13.2 %	9.7 %	6.4 %	5.8 %
short-term liabilities to banks	1.9 %	9.5 %	5.1 %	3.5 %	3.3 %	3.1 %	2.9 %
Accounts payable	10.3 %	7.9 %	6.5 %	5.7 %	6.7 %	6.7 %	6.4 %
Advance payments received on orders	3.1 %	5.2 %	3.6 %	3.6 %	4.2 %	4.2 %	4.1 %
Other liabilities (incl. from lease and rental contracts)	5.8 %	18.9 %	18.6 %	22.6 %	21.6 %	20.4 %	18.7 %
Deferred taxes	3.9 %	3.1 %	2.5 %	1.9 %	1.8 %	1.7 %	1.5 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	24.9 %	44.6 %	36.2 %	37.3 %	37.7 %	36.2 %	33.6 %
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)	2007	2008	2009	2010	2011E	2012E	2013E
Net profit/loss	2.4	4.3	3.6	2.5	4.5	6.7	7.7
Depreciation of fixed assets (incl. leases)	0.5	0.6	0.6	0.7	0.8	0.8	0.8
Amortisation of goodwill	0.4	1.4	0.0	0.0	1.4	0.0	0.0
Amortisation of intangible assets	1.2	1.5	2.2	2.3	1.5	1.4	0.8
Others	0.3	5.4	-1.3	2.0	0.5	0.2	0.1
Cash flow from operations before changes in w/c	4.8	13.3	5.1	7.4	8.7	9.0	9.4
Increase/decrease in inventory	2.3	-4.9	-0.1	0.0	0.0	0.0	0.0
Increase/decrease in accounts receivable	-2.1	-4.4	-0.3	-3.8	-4.9	-1.4	-1.3
Increase/decrease in accounts payable	0.9	4.4	-2.3	-0.3	0.8	0.2	0.2
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	1.1	-4.9	-2.8	-4.1	-4.0	-1.1	-1.1
Cash flow from operating activities	5.9	8.4	2.3	3.3	4.7	7.9	8.3
CAPEX	0.6	0.6	0.7	0.7	0.8	0.9	0.9
Payments for acquisitions	1.7	0.1	4.3	-0.1	0.0	0.0	0.0
Financial investments	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.2	0.0	-0.3	0.0	0.0	0.0	0.0
Cash flow from investing activities	-2.2	-0.7	-5.3	-0.6	-0.8	-0.9	-0.9
Cash flow before financing	3.7	7.7	-2.9	2.7	3.9	7.0	7.4
Increase/decrease in debt position	3.4	-0.9	1.6	-2.9	-1.9	-1.9	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	0.9	0.0	0.1	0.9	0.9	1.2	1.5
Others	0.1	0.2	0.1	-0.2	-0.2	-0.1	-0.2
Effects of exchange rate changes on cash	0.0	0.1	0.0	0.1	0.0	0.0	0.0
Cash flow from financing activities	2.7	-0.8	1.6	-4.0	-3.0	-3.2	-1.7
Increase/decrease in liquid assets	6.4	7.1	-1.4	-1.3	0.9	3.7	5.7
Liquid assets at end of period	11.6	18.7	17.3	17.0	17.9	21.6	27.3

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2007	2008	2009	2010	2011E	2012E	2013E
Domestic	37.4	59.4	59.9	68.5	73.7	76.9	78.8
yoy change	39.3 %	58.8 %	0.8 %	14.4 %	7.5 %	4.3 %	2.5 %
Rest of Europe	8.2	7.3	11.4	17.1	33.0	35.7	39.4
yoy change	1399.3 %	-10.6 %	55.4 %	50.1 %	92.6 %	8.2 %	10.4 %
NAFTA	n/a	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	n/a	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	n/a	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	45.6	66.8	71.3	85.7	106.7	112.6	118.2
yoy change	66.5 %	46.3 %	6.8 %	20.1 %	24.5 %	5.5 %	5.0 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2007	2008	2009	2010	2011E	2012E	2013E
P&L growth analysis							
Sales growth	66.5 %	46.3 %	6.8 %	20.1 %	24.5 %	5.5 %	5.0 %
EBITDA growth	84.6 %	52.3 %	-28.8 %	-2.8 %	59.9 %	10.7 %	6.1 %
EBIT growth	27.7 %	40.9 %	-33.5 %	-11.2 %	100.2 %	45.1 %	16.0 %
EPS growth	54.5 %	77.1 %	-16.9 %	-32.3 %	80.5 %	53.0 %	15.1 %
Efficiency							
Total operating costs / sales	88.4 %	87.9 %	91.9 %	93.5 %	92.1 %	91.2 %	91.1 %
Sales per employee	109.3	122.4	115.6	118.9	131.9	133.9	136.8
EBITDA per employee	12.7	14.8	9.3	7.8	11.1	11.8	12.2
Balance sheet analysis							
Avg. working capital / sales	9.4 %	9.1 %	12.2 %	14.6 %	15.2 %	16.4 %	16.5 %
Inventory turnover (sales/inventory)	11,411.5	0.0	0.0	0.0	0.0	0.0	0.0
Trade debtors in days of sales	93.3	78.1	84.1	86.4	86.0	86.0	86.0
A/P turnover [(A/P*365)/sales]	39.7	24.2	19.6	15.1	15.0	15.0	15.0
Cash conversion cycle (days)	-402.1	-174.1	-91.3	-51.0	-52.0	-55.9	-55.8
Cash flow analysis							
Free cash flow	5.3	7.8	1.6	2.5	3.9	7.0	7.4
Free cash flow/sales	11.5 %	11.6 %	2.3 %	3.0 %	3.7 %	6.2 %	6.3 %
FCF / net profit	220.8 %	184.1 %	46.2 %	107.2 %	90.8 %	106.3 %	98.0 %
FCF yield	13.5 %	19.9 %	4.1 %	6.5 %	10.0 %	17.9 %	18.9 %
Capex / depre	31.8 %	17.4 %	25.0 %	24.6 %	21.6 %	41.5 %	58.8 %
Capex / maintenance capex	108.2 %	82.5 %	91.0 %	92.9 %	89.7 %	92.0 %	90.9 %
Capex / sales	1.5 %	0.9 %	1.0 %	0.8 %	0.7 %	n/a	n/a
Security							
Net debt	-7.6	-15.4	-8.8	-9.4	-12.1	-17.8	-23.5
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	-0.4	-0.6	-0.3	-0.3	-0.4	-0.4	-0.5
Interest cover	16.1	10.8	8.8	6.5	14.7	32.1	57.9
Dividend payout ratio	0.0 %	0.0 %	24.9 %	37.8 %	28.1 %	23.1 %	24.7 %
Asset utilisation							
Capital employed turnover	1.2	1.8	1.8	2.1	2.5	2.4	2.3
Operating assets turnover	7.3	8.5	6.2	5.5	5.6	5.6	5.6
Plant turnover	43.3	70.6	69.5	72.1	93.8	96.4	99.5
Inventory turnover (sales/inventory)	11,411.5	0.0	0.0	0.0	0.0	0.0	0.0
Returns							
ROCE	12.9 %	12.3 %	7.8 %	6.5 %	12.7 %	17.4 %	18.2 %
ROE	11.4 %	16.7 %	12.2 %	7.7 %	12.6 %	16.6 %	16.6 %
Other							
Interest paid / avg. debt	3.4 %	5.3 %	4.2 %	5.0 %	5.4 %	5.0 %	4.0 %
No. employees (average)	418	546	617	721	809	841	864
Number of shares	5.7	5.7	5.7	5.7	5.7	5.7	5.7
DPS	0.0	0.0	0.2	0.2	0.2	0.3	0.3
EPS reported	0.42	0.74	0.61	0.42	0.75	1.15	1.32
Valuation ratios							
P/BV	1.9	1.5	1.4	1.3	1.1	1.0	0.9
EV/sales	0.7	0.4	0.4	0.4	0.3	0.2	0.1
EV/EBITDA	6.0	3.0	5.4	5.4	3.1	2.2	1.5
EV/EBITA	6.7	3.2	6.0	6.1	3.4	2.4	1.7
EV/EBIT	10.0	5.4	10.3	11.4	5.2	2.8	1.8
EV/FCF	6.1	3.1	19.0	11.9	7.1	3.1	2.2
Dividend yield	0.0 %	0.0 %	2.2 %	2.2 %	2.9 %	3.8 %	4.7 %

Source: Company data, Hauck & Aufhäuser

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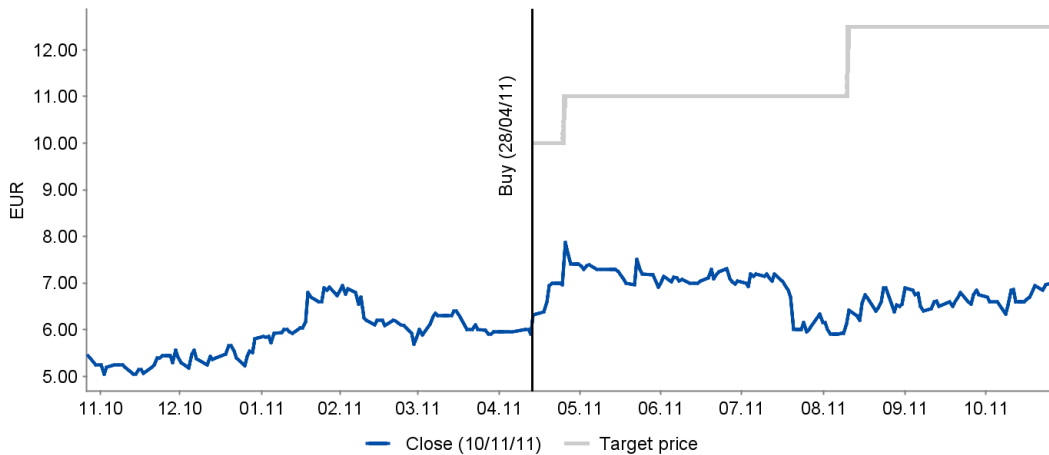
Company	Disclosure
adesso AG	2

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Historical target price and rating changes for adesso AG in the last 12 months

**Price and Rating History
adesso AG as of 11/11/11**

Initiation coverage
28-April-11



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