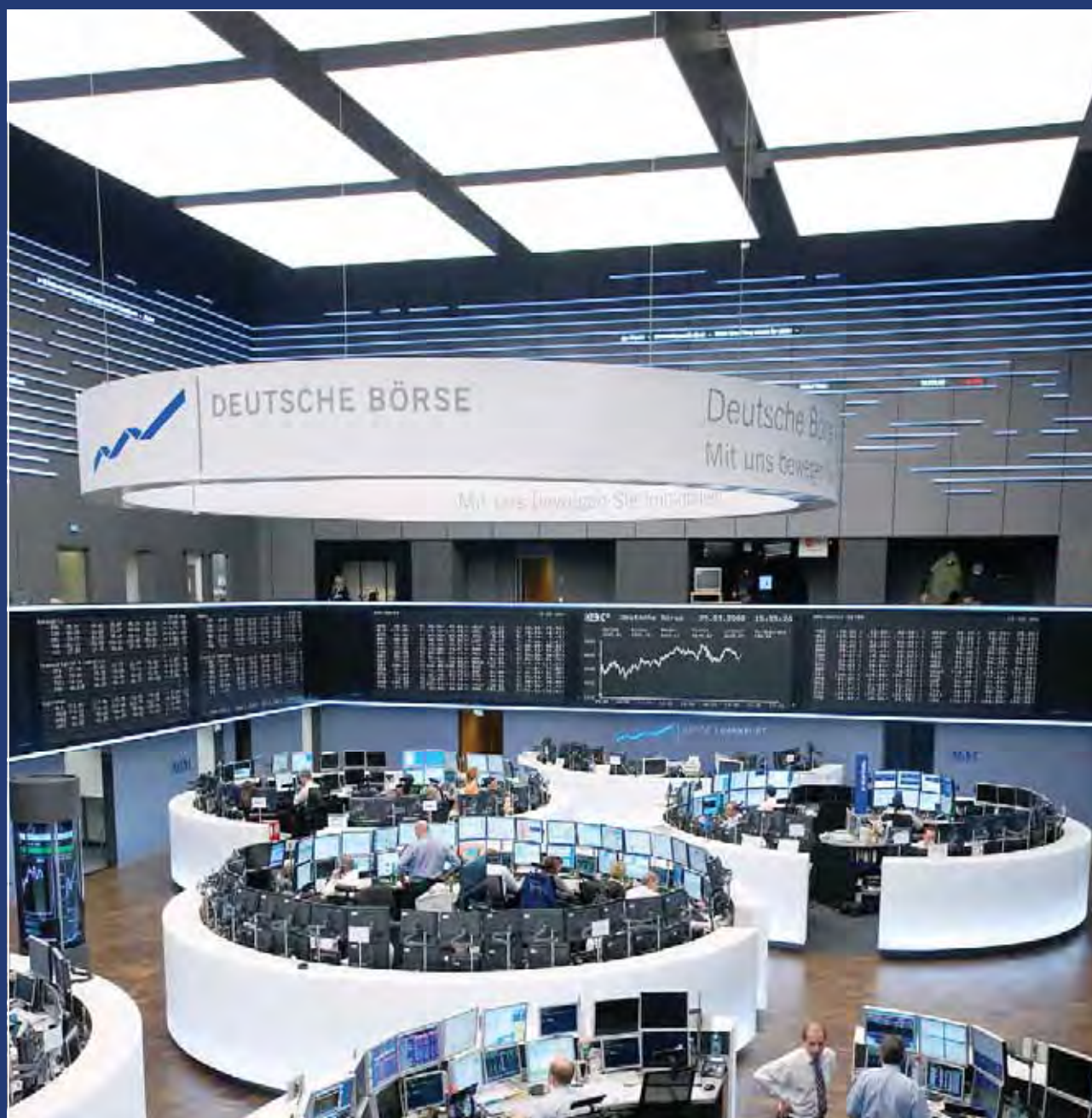


Deutsches Eigenkapitalforum

12-14 November 2012 – Frankfurt



Source: Deutsche Börse AG

Introduction from Edison Investment Research

Welcome to the Edison research guide for the Deutsche Börse Eigenkapitalforum 2012. This book profiles over 180 companies that will be presenting at the Investors Forum.

We open with a strategy piece from Alastair George, who points out that since 2009 equity investors have rationally re-priced equities to reflect the lower growth environment. However, following several rounds of QE, price/book multiples in the US have expanded to levels not seen outside the US stock market bubble of 1995-2000. German non-financials are now trading near the top of the post-2009 trading range and UK equities are at their average for the period. As we cannot exclude the possibility of a growth disappointment by the end of the year, these are challenging levels to be fully invested in to fully-priced equities.

However, there is still plenty of value in the small-cap space where under-researched companies trading at modest multiples (also to growth) can still be found. The perennial issues of risk, transparency, sector mix and insufficient communication account for some of the discount, but probably not all, and not for all companies. According to a recent London Business School study, UK small caps have outperformed larger companies over the last 60 years. However, the wide and top-down view confirms that only half the world's small-cap indices (as listed in the study) have recovered from the turmoil of the last years – Germany, the US, Japan, Canada and Belgium have lagged. Small-cap valuations in Germany do not seem to reflect the quality and capability of many of the Mittelstand companies forging through the challenging economic situation.

Investor perceptions are that low liquidity, the ensuing price volatility and lower transparency increase the risk profile for small caps. However, these are neither endemic nor uniform problems, suggesting that artful stock picking will generously reward the brave and well informed.

Edison is a leading international investment research company. It has won industry recognition, with awards in the UK and internationally. The team of 95 includes over 60 analysts supported by a department of supervisory analysts, editors and assistants. Edison writes on more than 400 companies across every sector and works directly with corporates, fund managers, investment banks, brokers and other advisers. Edison's research is read by institutional investors, alternative funds and wealth managers in more than 100 countries. Edison, founded in 2003, has offices in London, New York and Sydney and is authorised and regulated by the Financial Services Authority.

We welcome any comments/suggestions our readers may have.

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German Equity Forum 2012 – Matching platform for entrepreneurs and investors

From 12 to 14 November 2012, Europe's largest and most important capital market event for corporate financing through the equity markets will take place in Frankfurt. True to the motto "Entrepreneurs meet Investors" this year's platform for information and networking will serve as an ideal meeting point for the entire community – comprising entrepreneurs, investors and analysts alike, not to mention the financial services sector.

Deutsche Börse and kfw Bankengruppe are proud to have hosted this annual event continuously ever since 1996. More than 45 partners and 25 sponsors support the event, contributing with their expert knowledge to fostering the constant growth and success of this conference. On behalf of Deutsche Börse Group, we welcome you to the German Equity Forum 2012 and wish you three informative days in the Congress Center of Messe Frankfurt's trade-fair complex and much pleasure with the following reading.

Yours,

The Equity Forum team

Nicole Koludrovic: Vice President, Issuer Services



Nicole Koludrovic joined Deutsche Börse in 2004. She is responsible for the annual German Equity Forum event and is the contact person for small- and medium-sized companies (SMEs) regarding financing options via the capital market as well as the support of issuers' investor relations. Since December 2006, she has been the account manager of the prime sectors: consumer, retail and food & beverages.

Stefan Leisner: Key Account Manager, Issuer Services



Stefan Leisner joined Deutsche Börse in 2009. Since 2011, he has been responsible for the account management of companies from the Industrial sector. He develops business connections with SMEs interested in the capital market and provides them with advice on the issuance of corporate bonds in Entry Standard. He is also a contact person for the German Equity Forum.

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Global perspectives: Is the eurozone crisis really over?

- **Markets pricing in a crisis-over scenario.** The risk-on trade has continued through October. Both equity and credit markets are now at levels not seen since the start of the European sovereign debt crisis. Since highlighting the value opportunity in both January and May of this year, we continue to believe investors should consider carefully where they could be taking profits.
- **The liquidity fire hose has dampened the flames that threatened to torch the global economy.** We have been surprised how effective the ECB's Outright Monetary Transactions (OMT) policy has been in reducing peripheral sovereign bond yields, especially as it was originally announced in July with very little policy behind it. Spanish and Italian yields have fallen and swap spreads are back to year lows; the Baltic Dry shipping index has risen sharply in October.
- **Survey data and US housing is picking up.** In the short term, the Fed's most recent quantitative easing policy has also had the desired effect. Survey data appears to have turned in China and the US. We note that US housing construction appears to have bottomed, even if the most recent unemployment data is open to interpretation.
- **Longer term – no change to our view.** The disagreements over ECB bank supervision (a pre-condition of using European Stability Mechanism (ESM) funds to recapitalise banks directly) are a reminder that EU policy remains ad hoc and unpredictable. We believe the austerity-without-devaluation policy is likely to cause continued trauma to economies that sign up to conditionality to access bail-out funds.
- **Debt payback is going to be a long-term theme.** Liquidity helps but solvency remains an issue for many households and governments. Even a properly-planned deficit reduction policy implies many years of fiscal drag. The link between fiscal deficits and corporate profits should not be underestimated and muted demand in Europe has been a theme of recent profit warnings.
- **Short-term markets to remain supported, 2013 remains unclear.** The rally in credit markets eases pressure in the financial sector and makes a market relapse in the short term less likely. This will encourage speculative activity, although in our view it is better to retain the discipline that enabled low-risk profits to be made in the darker days of 2012. Our focus remains on quality in terms of business franchises, cash flows and balance sheets.

Is the eurozone crisis really over?

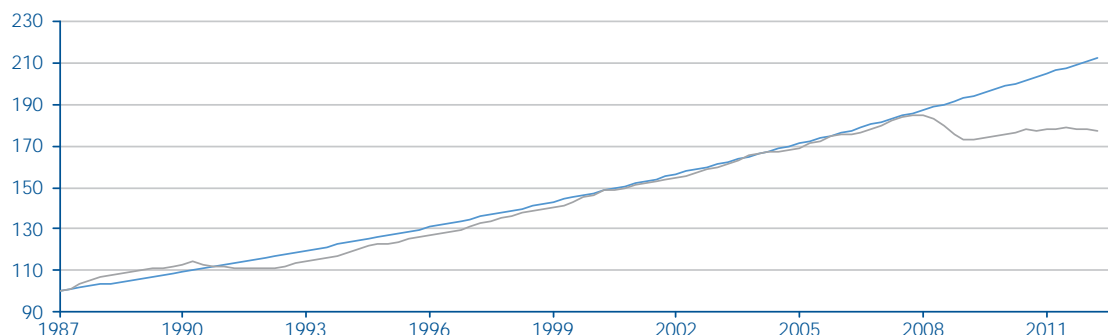
There has been a strong rally in European risk assets since June, which in part has been due to a perception that Europe will do what it takes to solve its problems. We believe this perception is wrong. For as long as national issues dominate European politics, what is good for individual member states will hold sway over what is good for Europe.

While the euro was introduced almost as a convenience for commerce and as a purely monetary concept, the economic ramifications for the need for a common banking and fiscal policy are only now becoming clear to both national politicians and their electorates. Most recently this has been shown by disagreements over the need and timing of an EU bail-out package for Spain, as well as the German veto – for now – on the use of ESM resources for direct bank capitalisations.

To the political difficulties should be added the real concerns about whether the policy prescription of strict austerity for over-indebted European nations will be effective. Although there is a legitimate academic debate on this topic, no one is pretending that austerity is pro-growth – cutting government spending will mechanically reduce activity in the short term. The real question is whether austerity, taking into account the negative effect on activity and in the context of a fixed exchange rate regime, can bring about fiscal sustainability for peripheral nations in the long run. If not, a debt restructuring would seem to be a better structural solution, even if currently a taboo for all but Greece.

For nations with their own central banks such as the UK, the solution for government funding has been to print money to finance government deficits. One benefit of this policy is that no risk premium has been priced into bond markets, thus keeping monetary policy loose at both short and long ends of the yield curve. It is notable that the ECB is now attempting to create the same effect in the European periphery through the Outright Monetary Transactions (OMT) policy.

Exhibit 1: UK deviation of real GDP from long-term trend

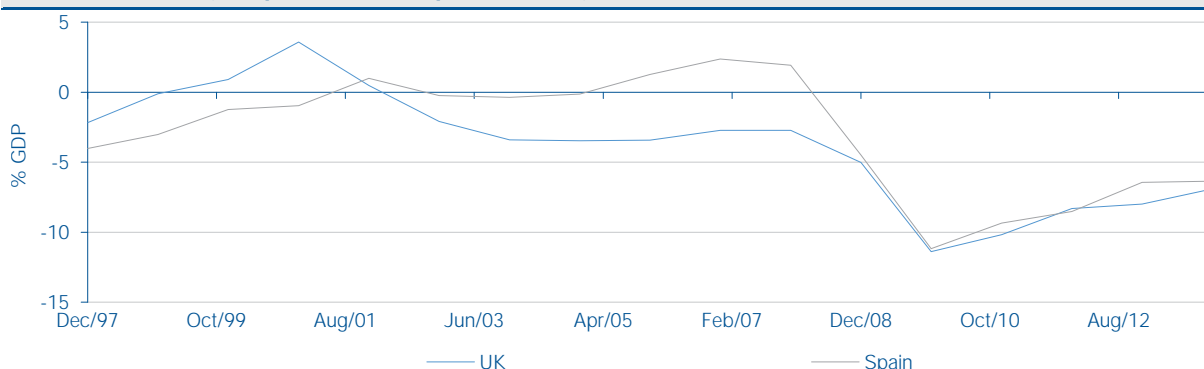


Source: Thomson Reuters Datastream

However, investors should take note that ultra-loose monetary policy in the UK has not been sufficient to close the deviation of real GDP from its long-term trend (see Exhibit 1), even as the UK's budget deficit of 8% supports economic activity. In fact, as Exhibit 2 shows, the trajectory of the budget deficit (and government debt burden) are remarkably similar for both Spain and the UK. As the UK represents a real-time experiment in the effect of an extended period of ultra-loose monetary and fiscal policy, the consequent lack of growth does not bode well for peripheral eurozone nations without those policy levers.

Despite the initial euphoria from the monetary stimulus from the ECB and US Fed, we fear the lack of sustainable growth will become evident again, possibly as early as the first quarter of 2013. Now that equity valuations are 15-20% richer compared to earlier in the year, to buy into this rally investors need to buy the growth story – and we are not so sure.

Exhibit 2: UK and Spain government budget deficits – spot the difference



Source: Thomson Reuters Datastream

Risk on...watch the valuation starting point

Equity markets in Europe rallied by up to 20% over the summer. At the same time, measures of financial stress in the banking system such as two-year swap spreads have fallen dramatically (see Exhibit 3). Corporate credit spreads have also narrowed sharply, with the largest moves in the highest yielding and riskiest securities.

There has also been a substantial reduction in Spanish and Italian bond yields (see Exhibit 4). Target2 imbalances at the Bundesbank peaked in August 2012 (see Exhibit 5).

Exhibit 3: European swap spreads (bps)



Source: Bloomberg, Markit

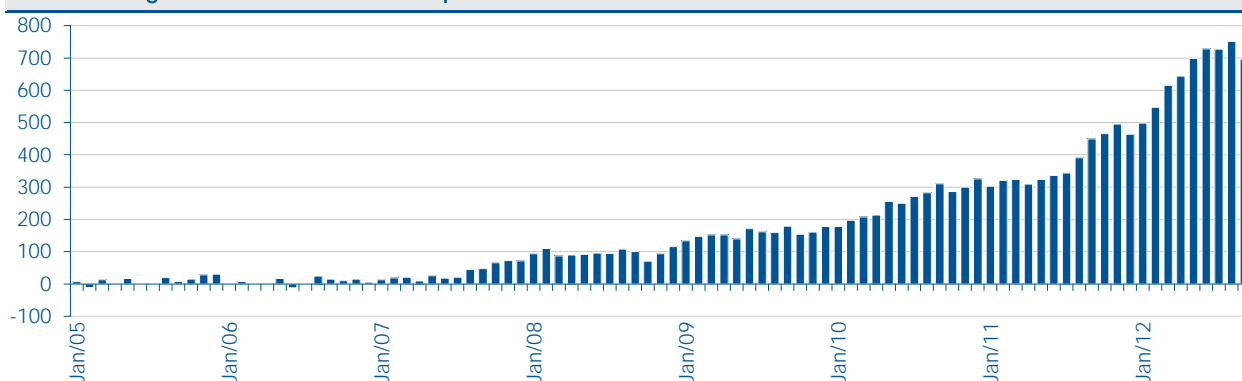
A simultaneous reduction in the price of risk across multiple asset classes is the signature of the risk-on trade. Risk-on trading and monetary stimulus have been closely linked for the last four years and the most recent episode is no different; what is different this time is the valuation starting point for equities, particularly in the US.

Exhibit 4: Government bonds – sharp declines in yield spread to bunds



Source: Bloomberg

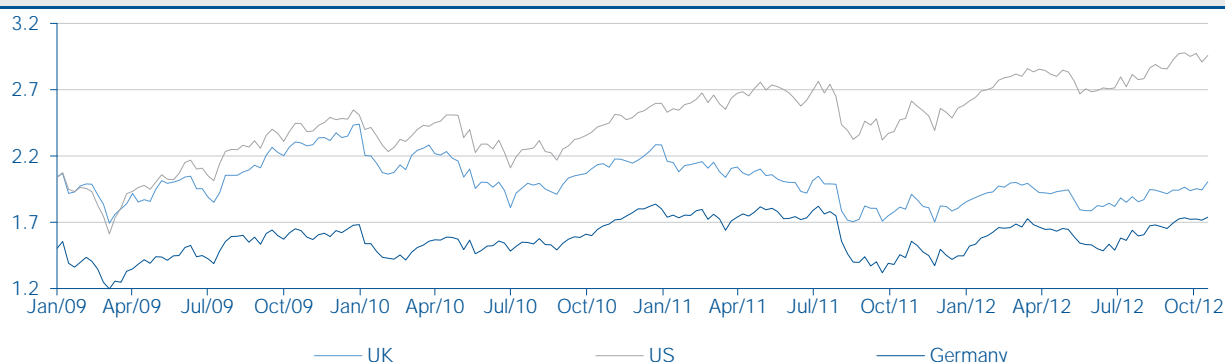
Exhibit 5: Target2 balances declined in September 2012



Source: Bundesbank

Since 2009, we believe that equity investors have rationally re-priced equities to reflect the lower growth environment. Exhibit 6 shows price/book multiples for non-financials in the UK, US and Germany. In the US, following several rounds of QE, price/book multiples have expanded to levels not seen outside the US stock market bubble of 1995-2000. There would appear to be little margin for error here. German non-financials are now trading near the top of the post-2009 trading range and UK equities are at their average for the period. As we cannot exclude the possibility of a growth disappointment by the end of the year, these are not particularly appealing levels to be fully invested.

Exhibit 6: Price/book multiples – US, UK, Germany non-financials

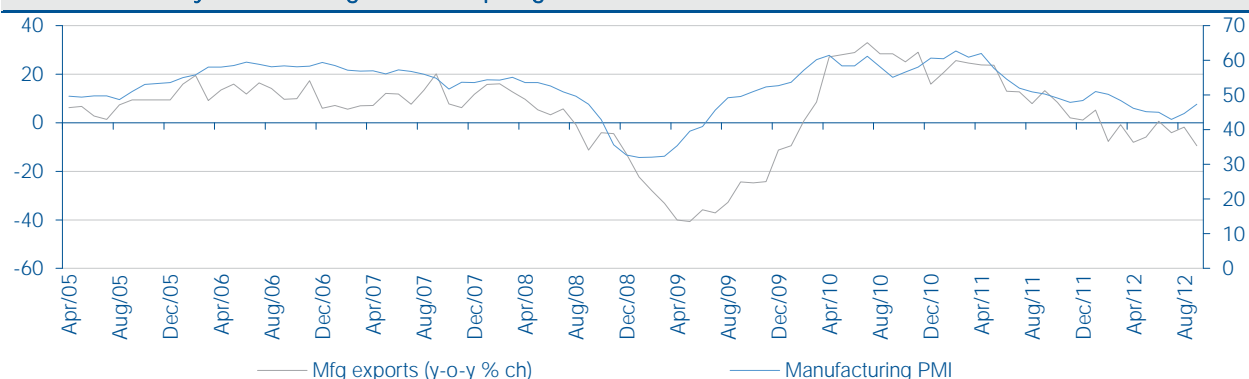


Source: Thomson Reuters Datastream

Short-term economic outlook underwritten by monetary policy

The risk-on rally proves the ECB and Federal Reserve have successfully stabilised financial markets for the short term. In addition, there has been a recovery in survey data indicating an improving level of confidence among purchasing managers. Although German export orders have declined year-on-year, we note the most recent survey data is much more optimistic and in the past, survey data has led export growth (see Exhibit 7). While survey data can be affected by swings in sentiment, hard data from the US residential construction market continues to exceed expectations while unemployment is falling. The Baltic Dry shipping index has surged since mid year.

Exhibit 7: Germany manufacturing PMI and export growth



Source: Bloomberg

Prospects for investors in 2013 still unclear

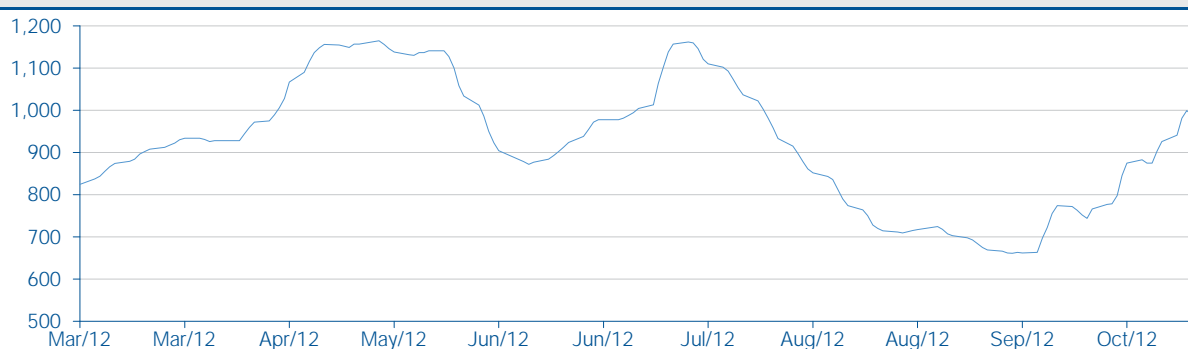
Equity investors no longer have the luxury of a valuation safety net as markets have rallied from the lows of the year. Our primary concern for 2013 is the lack of progress Europe has made towards a real solution to the problems of the periphery. Outside the eurozone, the stubbornly slow growth of nations such as the UK and US, despite aggressive fiscal and monetary policy responses, remains a key concern.

Although in the short term the ECB's announcement of the OMT policy has successfully reduced funding pressures, Spanish and Italian politicians are unlikely to apply for conditionality (ie further austerity) until forced to do so. And until conditionality packages have been agreed, the ECB will be unable to intervene in government bond markets.

While for now the mere potential for ECB intervention substantially reduced funding costs, we have been here before. Monetary policy is a temporary fix that will fade if structural solutions cannot be found. The recent disagreements over bank supervision have made the actual German position on the funding of the periphery of Europe painfully obvious.

Furthermore, logical arguments suggest that austerity without devaluation or debt restructuring will further depress economic activity in the periphery and ultimately be self-defeating. Citizens' much stronger sense of national, rather than European, identity leaves national politicians with little incentive to consider the merits of fixing the European project over more pressing national agendas.

Exhibit 8: Baltic Dry Index

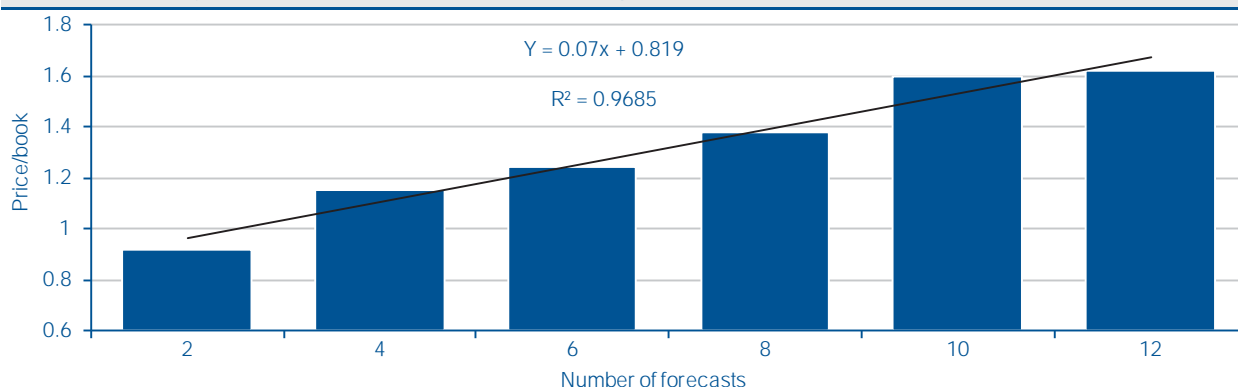


Source: Bloomberg

Good research pays for itself

In addition to our usual commentary on economic developments and market prospects we have also studied the impact of equity research on company valuations. Using the Institutional Brokers Estimates System (I/B/E/S) database we have found that better researched companies systematically trade at higher valuations and also have significantly greater trading volumes than their less well-researched peers. These two factors represent a substantial advantage for companies who make the effort to communicate regularly with investors, both in terms of the cost and availability of equity capital.

Exhibit 9: Germany – relationship between research coverage and price/book valuation

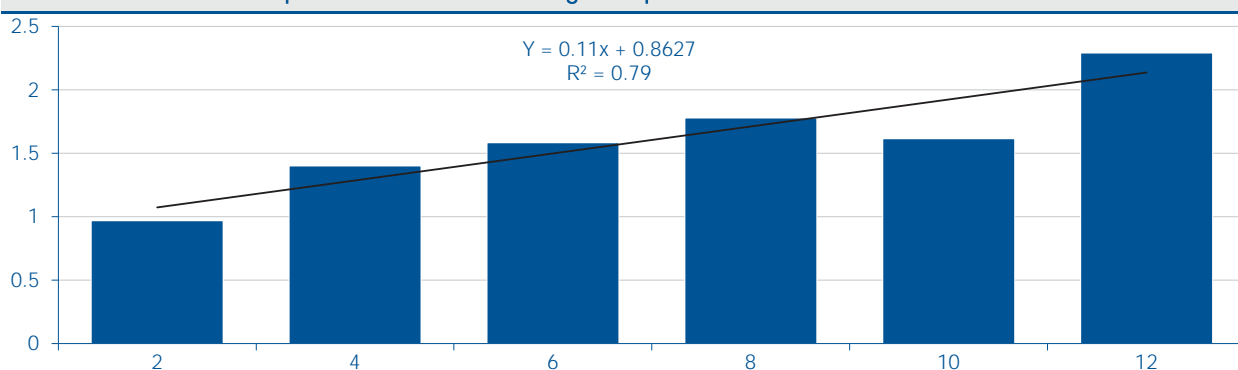


Source: I/B/E/S, Edison Investment Research calculations

We have examined I/B/E/S data for companies in the US, UK and Germany with a market value of up to €1.5bn. In each of these markets, the data point to a considerable benefit to widely disseminated research and meaningful consensus forecasts. This is reflected through consistently better price-to-book valuations with increasing analyst coverage. For German stocks the results are shown in Exhibit 9. This positive return to increased research coverage persists over time, although as would be expected diminishes at times of market stress.

According to the regression, on average each additional earnings forecast improves company valuation by 0.07 price/book multiple points. This may not sound significant but represents a 5% uplift in market value for a typical German mid-cap per forecast. The effect appears to be linear up to at least 12 forecasts. P/E based valuations, although not shown, tell the same story.

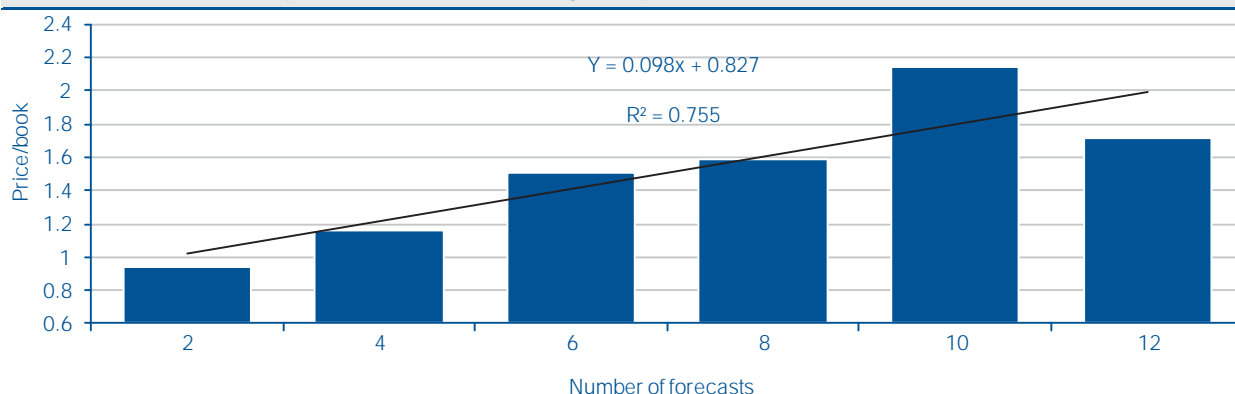
Exhibit 10: US – relationship between research coverage and price/book valuation



Source: I/B/E/S, Edison Investment Research calculations

The results for the US and the UK are similar and are shown in Exhibits 10 and 11. From these results it would appear that there is a consistent benefit to having a proper consensus in the market based on a broad range of independent forecasts.

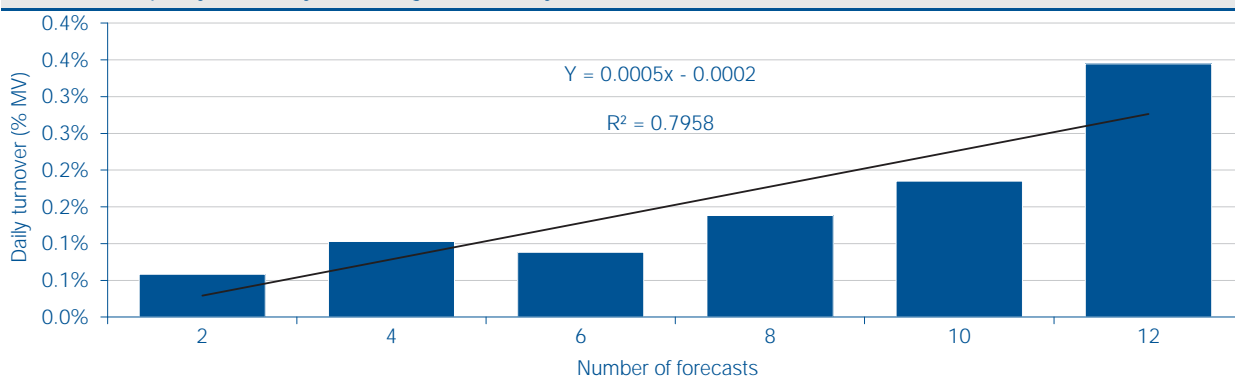
Exhibit 11: UK – relationship between research coverage and price/book valuation



Source: I/B/E/S, Edison calculations

Our data indicates that investors do not seem to reward merely communicating company guidance to a select few analysts. An improvement in market valuation appears linked to a stronger ecosystem of analysts, brokers and their clients. We can also set aside the suggestion that larger companies in the sample, which tend to have more analyst coverage, have skewed the results. During the analysis we did not discover any consistent relationship between market cap and price/book multiples.

Exhibit 12: Liquidity and analyst coverage – Germany

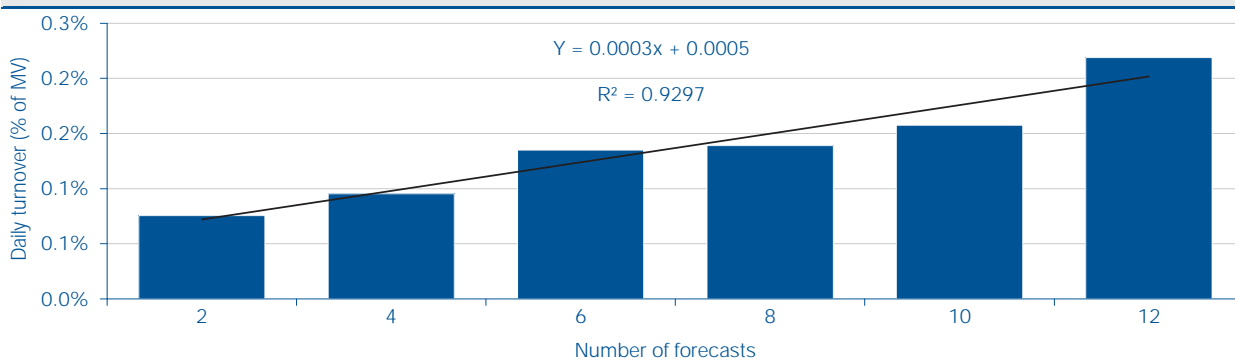


Source: I/B/E/S, Edison calculations

In terms of trading activity we have found that increased analyst coverage is associated with improved liquidity in each of the markets that we looked at. Improved liquidity is especially important in today's equity markets where overall market volumes have declined substantially from levels prevailing before 2008.

Our analysis shows that the impact of research on liquidity is substantial. Companies with the strongest research coverage turned over at least twice the volume of less well covered peers both in the UK and Germany, Exhibits 12 and 13.

Exhibit 13: Liquidity and analyst coverage – UK



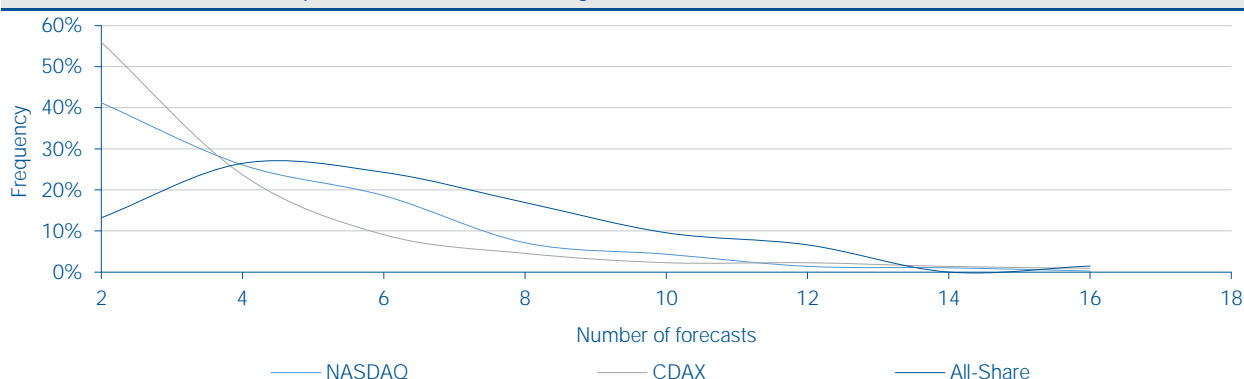
Source: I/B/E/S, Edison calculations

In terms of a cross-border comparison between the CDAX, FTSE All-Share and NASDAQ, the German-listed sector has a larger proportion of companies covered by a relatively small number of analysts, as shown in Exhibit 13. For companies in the CDAX that have analyst coverage, 55% have only one or two forward earnings estimates available for investors. This is hardly sufficient to form a meaningful consensus.

Furthermore, only 20% of the covered stocks in the CDAX have more than five forward estimates. Given the striking correlation between research coverage and market value and liquidity it would appear that a stronger focus on investor communications would be of particular benefit to German listed companies.

In comparison, the UK market would appear well covered with 60% of the covered stocks having more than five forward estimates and only 13% with two or fewer published analyst forecasts. While not quite as well covered as the UK, more than a third of NASDAQ stocks feature more than five analysts.

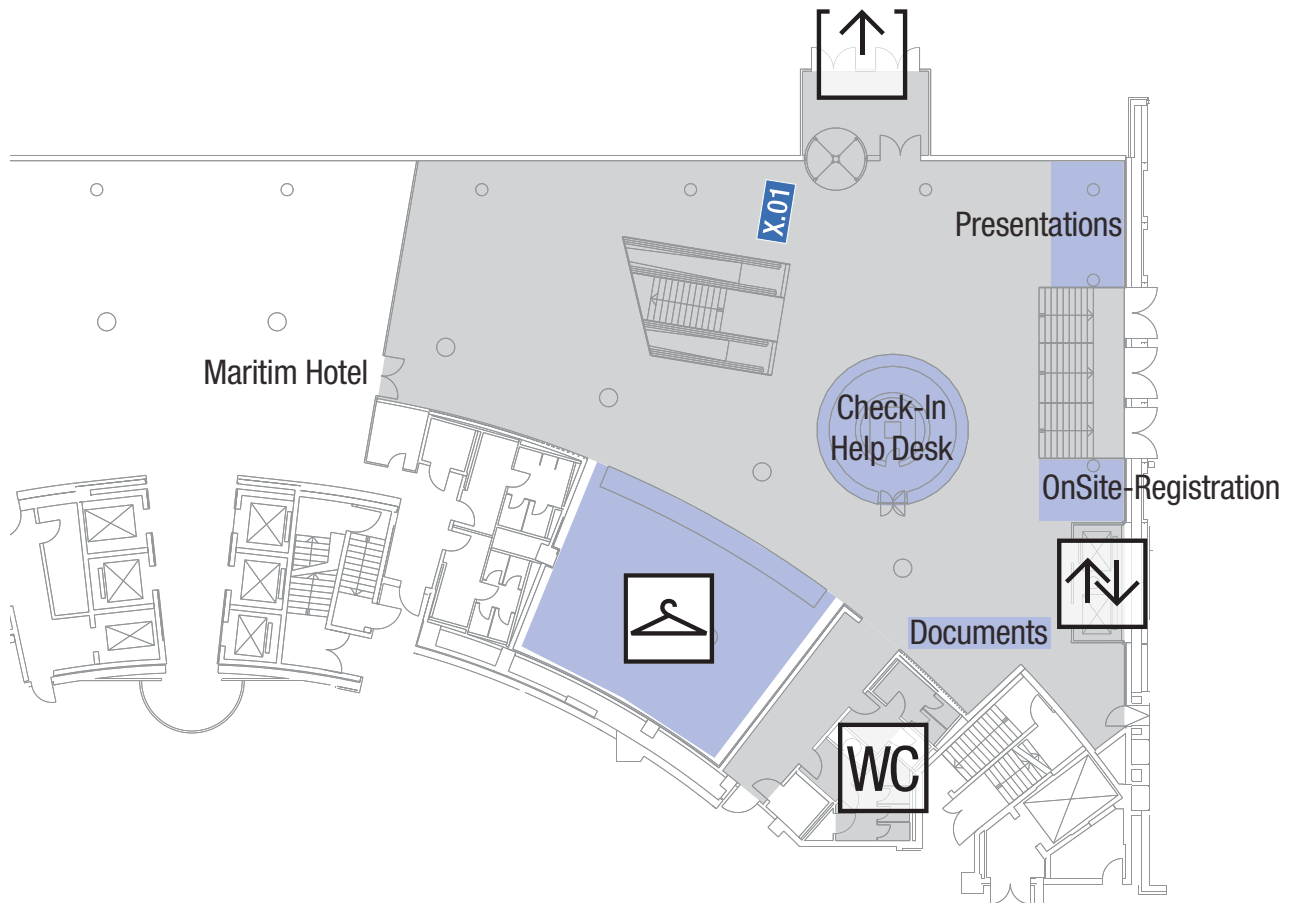
Exhibit 14: International comparison of research coverage



Source: I/B/E/S, Edison calculations

The empirical evidence suggests that establishing a network of brokers and investors who understand the equity story is an important factor in obtaining an efficient stock market quote. There will be a small number of listed companies for whom the share price may be deemed to be an irrelevance but for the majority the reputational advantages of a strong stock price will be clear. A good working relationship with shareholders and their advisers will also facilitate raising equity capital at an attractive price. And finally a well understood equity story is the best defence of all against an unsolicited takeover approach even if, for now, European M&A volumes remain muted.

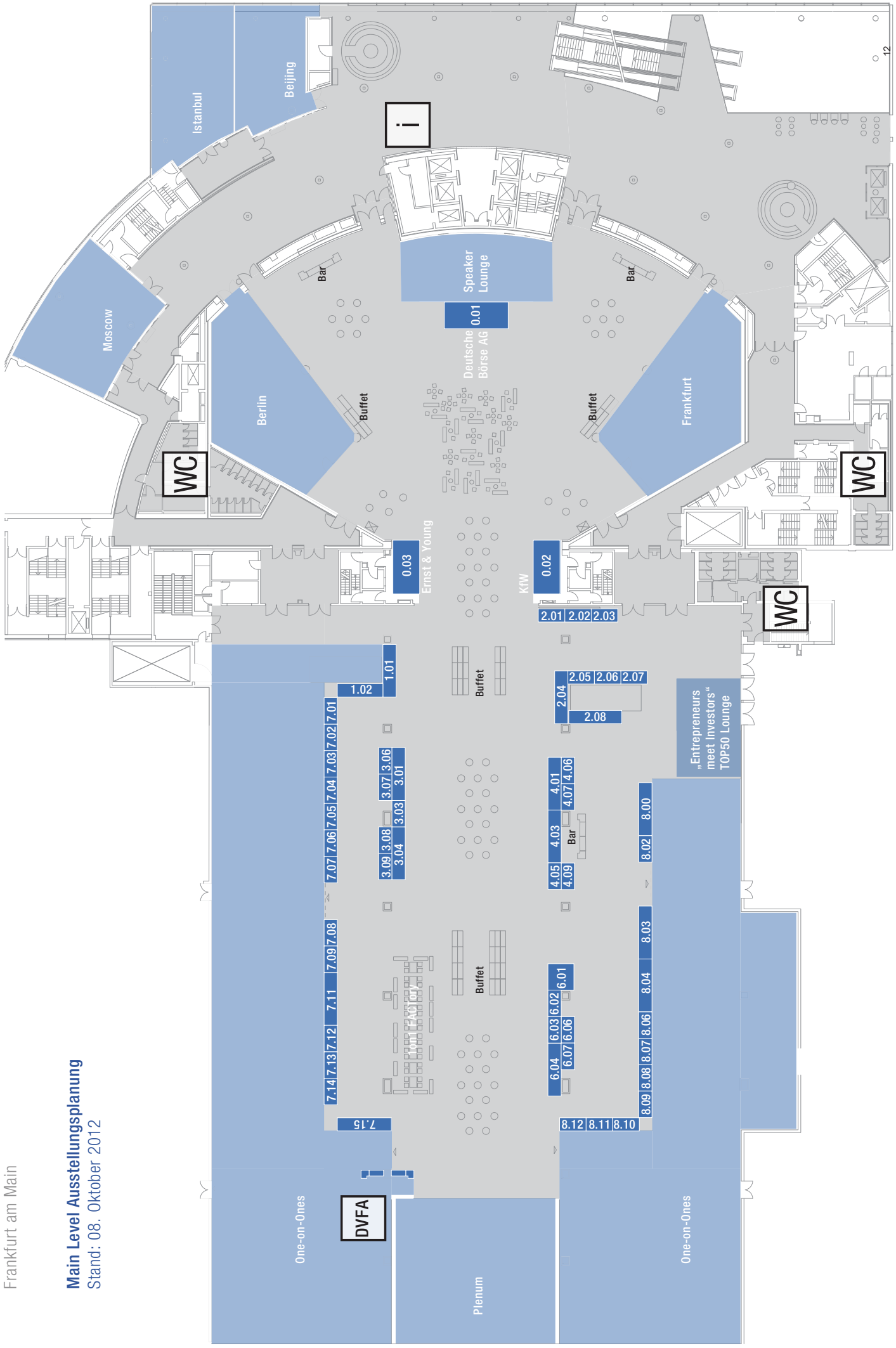
Service Level (C0)
Ausstellungsplanung
Stand: 3. September 2012



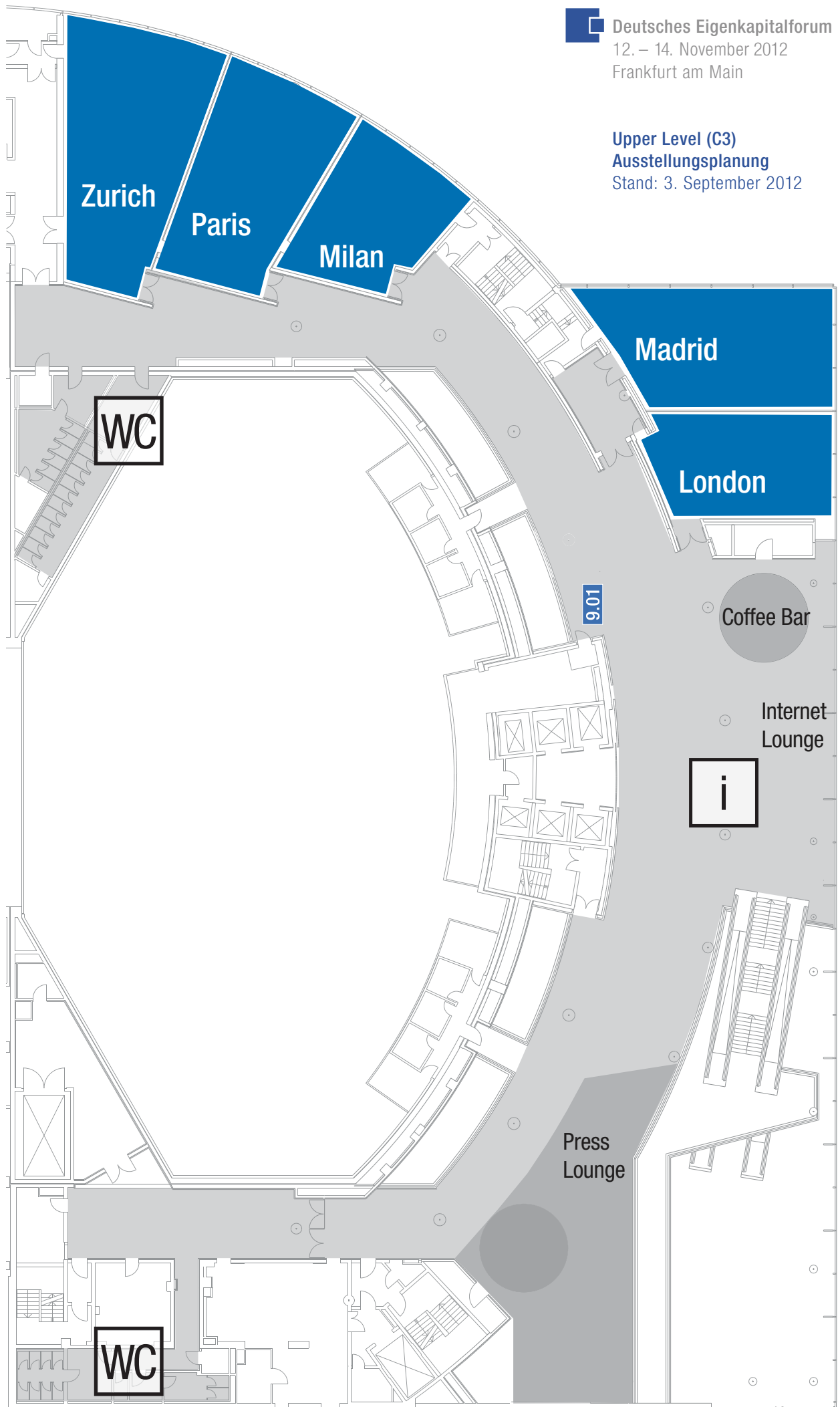


Main Level Ausstellungsplanung

Stand: 08. Oktober 2012



Upper Level (C3)
Ausstellungsplanung
Stand: 3. September 2012



Automobile & transportation

Sector focus: Automobile & transportation



Sector head: Roger Johnston

The production, distribution and sales of passenger vehicles (cars and light trucks), light commercial vehicles, trucks, buses, trailers, automotive parts, tyres and the provision of financial services, etc, are very large and important global industries, in which Germany-based and German-owned companies play a very significant role worldwide.

In the EU it is estimated that around 10% of manufacturing employment is related to the auto sector, of which around 0.8m to 1m people are directly employed by manufacturers and part/service suppliers in Germany.

In 2011, global light vehicle production was estimated at around 75m (up from about 55m in 2001). Heavy trucks and buses add around another 3m to 4m worldwide. For Q312, total worldwide production of light vehicles was around 19.3m, an increase of about 2% compared to Q311, with declines in Europe (-8%) and India (-5%) being offset by increases in North America (+12%), China (+8%) and Japan (+5%).

In Germany, for the first nine months of 2012 new passenger car registrations declined by 2% to 2.36m, car production was down 2% to 4.11m, but exports declined by just 1% to 3.15m.

In 2010, the German manufacturers' share of global car production (produced in Germany and abroad) was estimated at about 18%. Over the past 20 years the export of cars from Germany has more than doubled, but production abroad has increased threefold.

The increase in sales and production of German premium brands has been particularly pronounced, both in Germany and abroad. This has been crucial for the German auto sector. Satisfying premium vehicle demand in China and North America, through export and local production, has been a notable driver of revenue and profit growth. Between 2000 and 2010 German premium vehicle production increased 180% (three times the growth of non-premium). The ability to follow this international expansion and to be able to deliver parts globally to their OEM customers has been a key success factor for parts suppliers. Regulations (toxic emissions, CO₂ and safety), the development of technology, segment trends, vehicle size (the current VW Polo is the same size as the Golf Mk1), body styles, transmission type (ie gasoline, diesel, electric, hybrid etc) and the proliferation of models and brands continue to influence supplier investment requirements and success.

R&D spending by OEMs is increasing and so is the burden outsourced to suppliers, as the industry competes to meet regulations, find new areas of growth (regional and model segment) and differentiate their brands and vehicle models. It is estimated that in Europe the auto sector spends over €26bn on R&D and the VDA reckons that the German auto sector accounts for about a third of all R&D expenditure by all industries in Germany. Strategic/market positioning to capture growth and the long-term profit potential from these trends will be crucial. Regulated mandatory fitment of components and systems (eg airbags, ESP, tyre pressure monitoring, daytime running lights etc) can lead to growth, but can also reduce product differentiation and accelerate part/system commoditisation. Electric vehicles, smaller engines and lightweight structures (eg aluminium, plastics and carbon fibre etc) offer future opportunities, but also threaten obsolescence for existing products and technologies.

The German auto industry is leading the way in many directions.

Vehicle finance and leasing

Overview

AutoBank AG was set up in 1990 and is licensed in Austria and Germany. The focus of the company is entirely automobile-related finance for retail customers, companies and dealers. AutoBank offers loans and leasing finance packages. It also takes in customer deposits and sells receivables, backed by vehicle leases, as part of its own refinancing needs. The company is independent from vehicle manufacturers and importers. AutoBank employs 57 people and generated €9.7m of operating income in 2011. AutoBank had an IPO in November 2010 at €2.5 per share.

Key assets and operations: Finance solutions for autos

AutoBanks sees itself as an independent partner to the automobile trade. It offers finance solutions for dealers and their customers. Its business is concentrated in Austria and Germany. AutoBank currently finances approximately 120 dealers, financing new cars, demonstration cars and used cars. It has 12,600 customer lease and loan agreements with retail customers, passed to it through its dealer network relationships. It has 43,500 deposit customer accounts. Customer deposits amounted to €258.3m at the end of 2011. Dealer finance assets amounted to €66.5m in 2011 and retail customer lease receivables €76.2m. Total loans to customers at the end of 2011 were €187.7m. The 2011 balance sheet total was €305m and solvency ratio 8.5%.

Key management

Member of the executive board: Markus Beuchert is responsible for risk management and finance.

Member of the executive board: Gerhard Dangel is responsible for sales, marketing and dealer financing.

Member of the executive board: Gerhard Fischer is responsible for strategy and corporate development.

Key financial indicators

Year end	Operating income (€m)	Operating result (€m)	Net assets (€m)	Total assets (€m)
12/10	10.8	0.8	19.4	272.6
12/11	9.7	0.9	19.9	305.1

Source: Thomson Datastream

Automob & transport

Price €0.99*

Market cap €6m

*as at 19 October 2012

Free float 14%

Code AW2

Primary exchange Frankfurt
(Entry Standard)

Share price performance



Principal shareholders

DSK Leasing GmbH	49.2%
P31 Management GmbH	13.8%
Lease Beteiligung GmbH	13.6%
Nörenberg BVmbH	10.1%

Next events

Q3 results 30 November 2012

Analyst

John Buckland

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German auto parts supplier

Overview

Grammer AG is a specialist supplier of passenger vehicle interior parts and seating for commercial vehicles and railway trains. It aims to be the global leader in off-road operator seating for agricultural and construction equipment. Grammer's expertise and history in this segment can be traced back to 1880, when Willibald Grammer established a saddlery in Amberg. Grammer is a trendsetter in passenger and operator ergonomics, safety and comfort. It has 30 production and distribution sites in 18 countries, employing over 9,000 people worldwide. In 2011, it generated €1.1bn in revenue. In May 2012, Grammer paid its first dividend since 2008 and in July 2012 it appointed Volker Walprecht as the new CFO and member of the executive board.

Key assets and operations: Automotive & seating systems

Grammer operates under two divisions. **Automotive** (60% of group sales) supplies passenger vehicle headrests, armrests and centre consoles. The Automotive division was set up in 1985 and entered the consoles segment in 2004. Grammer specialises in supplying the premium car segment, primarily in Europe, and therefore remains a relatively small player (1.7% share) in global interiors and seating business, which together are estimated to be worth around €40bn. The **Seating Systems** division (40% of sales) concentrates on complete seats for the operators and drivers of trucks, buses, off-road equipment (eg tractors, construction equipment and fork lifts) and seats for train drivers and passengers. Complete seats for these applications are technologically advanced, where operator ergonomics, safety and comfort are crucial. The recent acquisition of Eia electronics strengthened Grammer's leadership in the integration of electronics, controls, communication and displays into its seats. The European operations contribute 66% of total group revenue (although Germany accounts for 40% of group sales), Americas 20% and Asia/Row 14%.

Key management

CEO and chairman of executive board: Hartmut Müller became CEO in 2010 and is responsible for marketing, communication, investor relations, corporate development, legal and internal control.

Member of executive board: Manfred Pretscher joined the board in 2010 and is responsible for HR, operations, quality, R&D, strategic product planning and projects.

CFO and member of management board: Volker Walprecht became CFO in July 2012 and is responsible for controlling, accounting, finance, purchasing, IT and sales. Prior to this he was CFO of Siemens Oil & Gas Division and has worked for Siemens VDO.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	929.7	32.9	173.1	113.8
12/11	1,093.5	49.4	211.2	92.1

Source: Thomson Datastream

Automob & transport

Price €15.90*

Market cap €184m

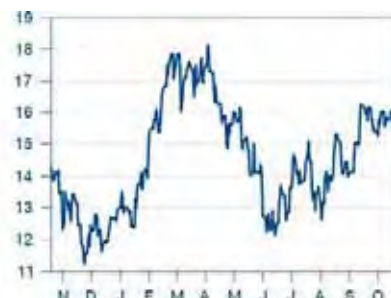
*as at 19 October 2012

Free float 72%

Code GMM

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Electra QMC	9.3%
DWS Investment	5.2%
Wynnefield Partners	5.2%
Sparinvest	3.0%
Dimensional	3.0%
Own shares	2.9%

Next events

Annual report	March 2013
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Analyst

John Buckland

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German auto parts supplier

Overview

Founded in 1919 PWO delivered the first auto parts to Daimler in 1928. PWO is one of the leading producers of formed metal parts (steel and aluminium) and subsystems for the auto sector. Its mechanical, safety and structural components can be found in many areas of a vehicle. PWO prides itself on being the only fully integrated company worldwide in its segment to offer R&D, tooling and series production. It employs over 2,800 people in five countries and generated revenue of €331m in 2011. In May 2012 PWO raised €23m through a capital increase to fund future growth. This also resulted in dilution for Dr Hengstberger and increased the share free float.

Key assets and operations: A solid base

PWO has established three strategic product areas: Structural components and subsystems for vehicle bodies and running gear (39% of group sales); Safety components for airbags, seats and steering (33%); and Mechanical components electrical and electronic applications (28%). Sales and profitability are reported by geographical location. Germany contributes 70% of group sales (€229m), but about €80m of this goes for export (24% of group sales). The rest of Europe accounts for 12% of sales, NAFTA 17% and Asia 1.5%. Asia (China) reported a loss in 2011, due to its new factory still being in the ramp-up phase. PWO supplies many global carmakers, as well as tier 1 and tier 2 part suppliers. However, while the biggest customer (Daimler) represents just 12% of the total the top seven customers account for two-thirds of group sales and are predominantly German (Daimler, BMW, Bosch, Conti, VW Group and ZF). This provides PWO with a solid base for future expansion.

Key management

CEO and chairman of the management board: Karl M Schmidhuber became CEO in 2006 and is responsible for markets and technology. He joined PWO in 1993 from Rockwell Golde where he was managing director.

COO and member of management board: Dr Winfried Blümel is responsible for production and materials. He held various management positions at the VW Group before joining PWO in 2004.

CFO and member of management board: Bernd Bartmann joined PWO 2005. He has been director of finance and controlling at Beru, as well as managing director of its French subsidiaries in the past.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	264.2	16.0	69.0	79.9
12/11	331.1	19.2	74.8	90.3

Source: Thomson Datastream

Automob & transport

Price €28.11*

Market cap €88m

*as at 19 October 2012

Free float 53%

Code PWO

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Consult Invest* 46.6%

Delta Lloyd 16.5%

Sparkasse Offenburg 5.9%

*Deputy chairman of the supervisory board, Dr Klaus-Georg Hengstberger

Next events

Annual report March 2013

Analyst

John Buckland

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German auto parts supplier

Overview

SAF-HOLLAND S.A. is one of the leading global manufacturers and suppliers of components and systems for commercial vehicles (trucks and trailers), buses and recreational vehicles. These primarily comprise axles, suspensions, fifth wheels, landing gears and kingpins. Otto Sauer Achsenfabrik (SAF) can trace its history back to 1881 and the production of the "Zill alternating plough". Holland has its origins in South Dakota, US, where it was founded in 1910. They merged in 2006 and the company is ranked number one, or in the top three in most of its product segments. SAF-HOLLAND employees around 3,100 people at 31 subsidiaries and 17 production sites around the world, generating revenue of €831m in 2011. It recently launched cooperative operations in sales and marketing in Brazil with SAG Motion Group.

Key assets and operations: Strong global position

SAF-HOLLAND is comprised of three Business Units. **Trailer Systems** (56.9% of group sales) produces axle and suspension systems, landing gears and kingpins for trailer manufacturers. **Powered Vehicle Systems** (18.5% of group sales) supplies fifth wheels and suspension systems for manufacturers of trucks and buses. The **Aftermarket** business unit (24.6% of group sales) ensures the constant supply of spare parts for the transport industry, through a network of 9,000 independent parts and service stations in 30 countries, and in cooperation with major global truck OEMs (Daimler, Iveco, DAF, Scania, MAN & Volvo). SAF-HOLLAND has a strong global position in nearly all its product groups. It is ranked number one in North America (40% of group sales) for kingpins and landing gears, fifth wheels and service points, with market shares ranging from 50% to 88%. In Europe (55% of group sales) it is ranked number two for trailer axles, suspensions, kingpins and fifth wheels, with market shares ranging from 22% to 35%. The rest of the world contributes 5% of group sales.

Key management

CEO and chairman of management board: Detlef Borghardt became CEO in July 2011. He was previously responsible for the Trailer Systems Business Unit.

CFO and member of management board: Wilfried Trepels has been CFO since 2007. He was previously CFO of SAF Group and managing director of Dürr Systems GmbH.

The Business Unit presidents and other management board members:

Jack Gisinger (Powered Vehicle Systems) joined the management board in 2007.

Steffen Schewerda (Trailer Systems) joined the management board in June 2007.

Alexander Geis (Aftermarket) joined the management board in July 2011.

Key financial indicators

Year end	Sales (€m)	Adjusted EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	631.0	37.1	24.9	302.1
12/11	831.3	57.3	192.2	159.7

Source: Thomson Datastream

Automob & transport

Price €5.00*

Market cap €206m

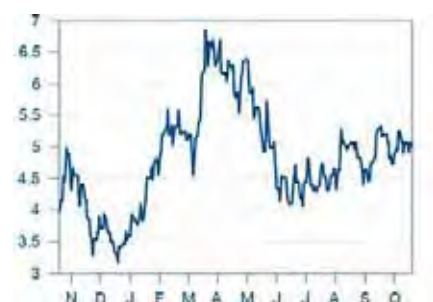
*as at 19 October 2012

Free float 100%

Code SFQ

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Management board 5.7%

Next events

Annual report March 2013

Analyst

John Buckland

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Transport and rail parts supplier

Overview

Schaltbau GmbH Munich was founded in 1929 for the development, production and distribution of railway switchgear and heating equipment. Schaltbau Holdings and its subsidiaries now operate in a number of business fields ranging from doors for buses and trains, to rail infrastructure systems (eg power and signalling), industrial brakes and electro-mechanical components. The group employs over 1,700 people in over 20 locations worldwide, generating revenue of €318m in 2011. Schaltbau has undergone a number of management and business structure changes in 2012.

Key assets and operations: Transportation technology

Schaltbau Holdings consists of three main subsidiaries: Schaltbau GmbH, Gebr Bode and Pintsch-Gruppe. The business is categorised into three technology segments and four business fields. 80% of group revenue is generated in Europe, of which over half comes from Germany (€147m). China accounts for 14% of group sales and North America about 4%. The **Mobile Transportation Technology** segment (38.5% of group sales in 2011) supplies door systems for trains and buses, and is reckoned to be the European leader. **Stationary Transportation** (33% of sales) operates in two business fields: Rail Infrastructure, for which it supplies signalling and complete level crossing safety systems, and Brakes Systems, for which it supplies industrial brakes for cranes (eg used in ports/container terminals) and wind turbines. The **Components** segment (28.5% of sales) operates in the field of electro-mechanical components supplying connectors, switches and contacts for high and low voltage for rail, industrial trucks and power supply systems. This segment is highly profitable, with an EBITDA margin (21%) twice the group average.

Key management

CEO and chairman of executive board: Dr Jurgen H. Cammann became spokesman for the executive board in 2001. Previously he was managing director of Rexel GmbH and has worked for ABB AG and Thomson Consumer Electronics.

CFO and member of Executive Board: Elisabeth Prigge became CFO in September 2012. Previously she was a partner of Industrie Consult International M&A GmbH and has held executive board positions at Gold-Zack Ag & K&M Möbel AG.

Member of executive board: Dirk Christian Löchner joined the board in February 2012, and is responsible for corporate development and foreign subsidiaries. Previously he was managing director of Gebr. Bode GmbH and has held management positions at BPW Bergische and Heinrich Schomäcker GmbH.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	280.4	30.1	33.1	31.5
12/11	318.4	34.7	59.5	27.4

Source: Thomson Datastream

Automob & transport

Price €25.70*

Market cap €160m

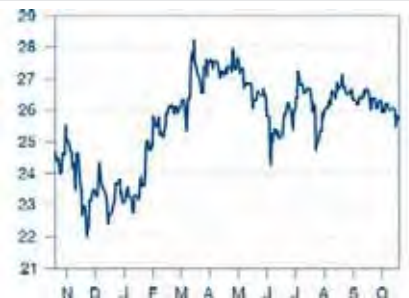
*as at 19 October 2012

Free float 73%

Code SLT

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Family of Dr Cammann	11.0%
Zimmermann family	9.9%
IFOS Internationale Fonds	3.2%
Biberach District Savings Bank	3.1%
DWS Invest SICAV	2.9%

Next events

Annual report	March 2013
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Analyst

John Buckland

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German auto parts supplier

Overview

Established in 1365 (in the business of smelting iron ore) SHW is one of the oldest industrial companies in Germany. Today it is one of the leading suppliers of CO₂-relevant pumps and engine components as well as brake discs. At the moment SHW operates four plants in Germany employing over 1,000 people. It generated revenues of €360m in 2011. SHW recently sold its 50% stake in the Canadian JV STT Technologies, which generated around 15% of group sales in H112. SHW was listed in July 2011 at €26 per share, with Nordwind Capital reducing its holding by 40% to 58%.

Key assets and operations: A leading autos supplier

SHW is divided into the Pumps and Engine Components business segment (2011 sales of €268m) and Brake Discs (sales €92m). Business with European clients accounts for approximately 87% of total sales (Germany 52%) and NAFTA for approximately 13%. It has plans to expand into China and Brazil. The Pumps and Engine Components segment is split into three divisions (Passenger Car, Truck and Off-Highway and Powder Metallurgy). Therein SHW makes oil pumps for engines and gearboxes, vacuum pumps, water pumps, balancer shafts, camshaft phasers and sintered metal components. In its Brake Discs business segment, SHW develops and manufactures unprocessed and ready-to-install monobloc ventilated brake discs as well as composite brake discs. SHW's biggest customers in 2011 were VW (38% of group sales) and BMW (10%) and GM (10%). In H112 Daimler became SHW's third largest customer with 11% of sales.

Key management

CEO and chairman of management board: Wolfgang Krause is responsible for the Pumps and Engine Components business segment

Member of management board: Andreas Rydzewski is responsible for the Brake Disc business segment.

CFO and member of management board: Oliver Albrecht is responsible for group headquarters.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	290.3	32.3	37.9	13.4
12/11	360.6	36.1	55.1	8.6

Source: Thomson Datastream

Automob & transport

Price €30.33*

Market cap €177m

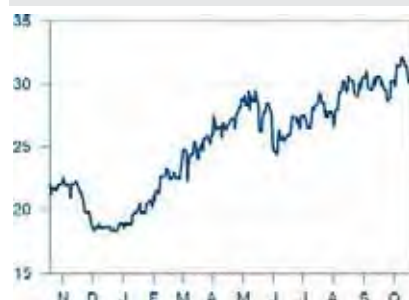
*as at 19 October 2012

Free float 42%

Code SW1

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Nordwind Capital 58.3%

Capital Research 3.9%

Linz Textile Holding 3.0%

Next events

Annual report March 2013

Analyst

John Buckland

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Chemicals & basic resources

Sector focus: Chemicals & basic resources



Sector head: Neil Shah

The chemicals sector is one of the largest by weighting on the German exchange, reflecting the wide range of uses. As raw materials, chemicals are used in almost every manufacturing process and end market – plastics, paint, fuels, fabrics, glass, cosmetics, pharmaceuticals and thousands of other applications all involve the chemical industry. More than 96% of all manufactured goods are touched by chemistry, effectively making the sector the building block for materials feeding economic growth around the world.

Demand for chemicals has continued to accelerate, with global demand 1.1% higher in the decade to 2010 compared to the decade before. This translates into a 4.4% CAGR and has the potential to continue accelerating.

This growth is driven by three key trends:

Strong emerging markets growth: 15 years ago emerging markets represented less than 25% of global chemical demand; today they account for 55%. Despite this strong growth, per-capita demand remains below developed market levels and is expected to continue to catch up.

Greater substitution of plastics for other materials: Some of the first products in the chemicals sector were synthetic pigments that replaced more expensive natural dyes. This substitution trend continues to develop. Inflation in metals, energy and agricultural products has supported the economic payback of switching to plastics and other chemicals. Examples of this can be found in the automotive industry where there has been a 75% increase in plastic content per automobile over the past decade compared to the decade before. Plastic components are now found in many applications, from bumpers and windows to engine parts.

Innovation: New chemical products continue to drive growth in agriculture, electronics and the pharmaceuticals industry. Chemicals still play a key role in things such as improving crop yields, enhancing an iPhone screen and increasing power storage in batteries. We continue to see a growing proportion of revenues being reinvested in R&D to drive new products and markets for the sector.

The chemical sector is geared to global growth conditions, but has its own secular growth trends. Continued industrialisation of large populations in China, India and Latin America is leading to growing demand for agriculture, power, infrastructure and basic materials. For investors, this strong demand backdrop positions the sector well relative to others. The key risk for the German chemicals sector is its competitive position versus the US chemicals industry, which is benefiting from lower feedstock prices due to the dramatic increase in shale gas production.

Leading independent lubricants supplier

Chemicals

Overview

Fuchs is the world's leading independent lubricants supplier. Its range covers standard and customised speciality lubricants for particular market niches, plus consultancy and service offerings. The group supplies lubricants for many different applications including cars and motorcycles, commercial vehicles, mining companies, steel industry, vehicle and machinery construction, building and agricultural equipment. The group employs over 3,700 staff in Europe and overseas at more than 50 operating subsidiaries.

Key assets and operations: Strong first half

The group enjoyed a strong second quarter, with an 11.2% y-o-y increase in sales revenues, backed by strong performances in Europe (57.4% of H1 revenues), Asia Pacific/Africa (25.5%) and the Americas (17.1%). Post tax earnings grew by 11% to €102m, a record for the group. The growth outlook is supported by recent investment in R&D recruitment, and construction of new facilities and extensions of existing operations in China, Russia, the US and Australia, which are well underway. Raw material costs, which rose considerably at the end of 2011 and early 2012, remain high, with the exception of base oil prices.

Key management

Chairman: Stefan Fuchs has been chairman of the executive board since January 2004 and a board member since 1999. He was responsible for industrial lubricants marketing and for Fuchs Europe as CEO. From January 1997 until July 1999 he worked for Fuchs Lubricants Co.

Deputy chairman & chief financial officer: Dr Alexander Selent has been deputy chairman and CFO since January 2004 and a board member from April 1999. His previous career includes Schitag Schwaebische Treuhand-Aktiengesellschaft, Arthur Young and Asea Brown Boveri AG, Mannheim.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	1,458.6	250.1	545.9	(72.4)
12/11	1,668.1	264.2	658.2	(65.3)

Source: Thomson Datastream

Price €47.08*

Market cap €3516m

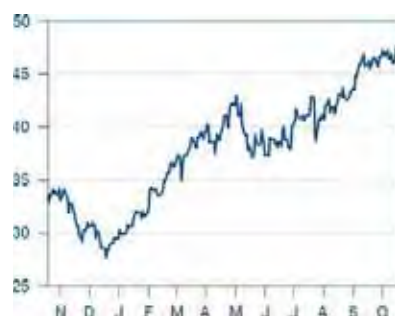
*as at 19 October 2012

Free float 40%

Code FPE3

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Fuchs family	51.7%
DWS Investment Frankfurt	5.2%
Mawer Inv. Mgt Ltd, Calgary	3.0%

Next events

Annual report	March 2013
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Analyst

Roger Leboff

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International specialist chemicals

Chemicals

Overview

The H&R Group in Germany and its associate companies form a worldwide network of refineries and special product plants. These cover customer requirements for white oil, wax emulsions, paraffin, softeners and many other products. The group takes a product of crude oil distillation and applies intelligent processes to obtain over 800 innovative, environmentally friendly and high-quality products. These include plasticisers, white oils and paraffins. The last component of the product portfolio is high-precision plastic parts. The strategy is to increase the value added by its refineries via targeted investments.

Key assets and operations: Raw material costs hit margins

The first half of 2012 saw EBITDA fall to €26m (H111:€56m), primarily due to rising raw material costs that could not immediately be passed onto the market. EBIT was 68.4% down at €14.3m. Revenues from the largest segment, Domestic Chemical-Pharmaceutical Raw Materials rose 5.4% to €492m driven by higher prices, but raw material costs climbed even faster and prompted a contraction in product margins.

Key management

Chairman of supervisory board: Joachim Girg: Joined the supervisory board in September 2011 and is the committee member for Refinery Technology and Strategy and is MD of H&R Beteiligung GmbH. He previously held management positions at Deutsche Bank and UniCredit.

Chief executive officer: Niels H. Hansen has been CEO since January 2012 and before that chief operating officer and member of the executive board since April 2001. Has worked for the Hansen & Rosenthal Group since 1990 and contributed to all important transactions.

Chief financial officer: Luis Rauch has been CFO and executive board member of H&R AG since January 2012. Most recently he was finance director at the Friedhelm Loh Group and before that spent over 10 years at Dyckerhoff AG, the last five as FD of the Italian parent company Buzzi Unicem S.p.A.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	1,056.8	78.7	229.0	108.7
12/11	1,209.5	61.9	241.1	182.8

Source: Thomson Datastream

Price €12.89*

Market cap €387m

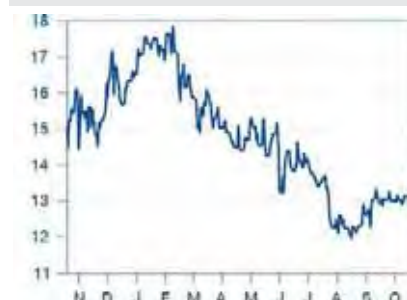
*as at 19 October 2012

Free float 40%

Code 2HR

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Nils Hansen	50.3%
Wilhelm Scholten	6.1%
Prof Dr Wolfgang Thum	3.3%

Next events

Annual report	29 March 2013
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Analyst

Roger Leboff

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Chemicals production and services

Chemicals

Overview

Hansa Group AG is an innovative chemicals industry company with operations in production and services. It supplies high-quality end products for the detergent and cleaning agents markets, and for the cosmetics industry. It also produces corresponding feed and intermediate products, which enable it to cover a substantial proportion of the value chain in detergent substances. In addition to production, the group's activities include services for German and international chemicals industry customers. These include contract production, logistics and laboratory services. The group sold its chemicals trading business to Gnann GmbH & Co. KG on 1 October 2012 to refocus on the more profitable Care Chemicals operations.

Key assets and operations: Sales ahead

The group operates four German production facilities with marketing, logistics and contract production based in Duisburg and R&D in Wuppertal. Sales were well ahead in FY11, due to an expanded product portfolio, increased production capacity, new markets and client wins. There was a first full year contribution from LUHNS GmbH, acquired in 2010, which added detergents, body care and cosmetics. Earnings at €4.2m were, however, slightly behind expectations due to the one-off costs of the transfer of body care production from LUHNS' Bopfingen location to Genthin.

Key management

Chairman: **Lothar Venn** has been chairman of the supervisory board of since 2003. He is a lawyer by profession.

Chief executive officer: **Thomas Pfisterer** (also speaker of the board) is responsible for marketing and sales.

Member of the management board: **Dr Volker Bauer** was previously MD of subsidiary Waschmittelwerke Genthin GmbH established in 2009. He is responsible for production and by background is a chemical engineer.

Chief financial officer: **Meinolf Nöthe** was appointed as a member of the group management board in June 2012. He is responsible for finance, human resources and trading departments. He has experience as CFO of other large and medium sized businesses.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	356.1	11.5	94.0	61.5
12/11	383.5	12.2	98.0	70.9

Source: Thomson Datastream

Price €2.24*

Market cap €108m

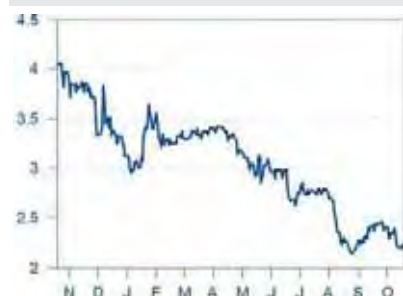
*as at 19 October 2012

Free float 57%

Code H4G

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

United European Inv. AG, Switz. 25.0%

Hansa Trust International AG 17.8%

Next events

Annual results May 2013

Analyst

Roger Leboff

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Only listed municipal utility in Germany

Overview

MVW Energie AG is a listed (partially privatised in 1999) municipal utility, offering a range of services, including electricity, heat, water, gas and energy related services. The strategic plan of MVW can be thought of as comprising four distinct sections: to expand its use of onshore wind, biomass and biogas powered generation; to increase its presence in district heating, cogen and energy-from-waste; to expand into energy related services, including energy efficiency; and to grow the scale of its energy sales nationwide. To this end MVW intends to invest €1.5bn in modernising generation plants and grid, and a further €1.5bn in expanding renewable and environmentally friendly generation by 2020.

Key assets and operations: Generation and infrastructure remain the bedrock

MVV, at its recent Q3 results, affirmed its full-year outlook for an increase in sales year-on-year and operating earnings (adjusted EBIT), of around €220m for the current year. The nine-month figures reveal that the infrastructure and generation division remains the most significant segment for the group as a whole, comprising more than 50% of total revenue during the period.

Key management

Chief executive officer: Dr Georg Müller has been chairman of the executive board and CEO of MVW Energie AG since 2009. Previously Dr Müller was at RWE where he preformed legal, technological and sales roles. Dr Müller has a doctorate in Jurisprudence and has practised as a lawyer.

Sales director: Matthias Brueckmann joined the executive board of MVW in 2007 and was previously chairman of the executive board of Energieversorgung Offenbach AG. Prior to that Mr Brueckmann performed marketing and sales roles at MVW from 2000-03.

Director technology, networks and energy services: Dr Werner Dub has been a director of MVW since 2000 and previously was managing director of Ferngas Nordbayern and prior to that worked at Ruhrgas and the International Energy Agency.

Key financial indicators

Year end	Sales (€m)	EBIT* (€m)	Net assets (€m)	Net debt/(cash) (€m)
09/10	3,359.2	243.6	1,187.1	1,199.4
09/11	3,590.5	242.2	1,346.1	1,085.0

Source: Thomson Datastream; Note: * Adjusted.

Chemicals

30 October 2012

Price €21.80*

Market cap €1437m

*as at 19 October 2012

Free float 12%

Code MVV1

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

City of Mannheim	50.1%
Rhein Energie AG	16.3%
ENBW	15.1%
GDF International	6.3%

Next events

Annual report 18 December 2012

Analyst

Graeme Moyse

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Basic resources

Overview

Headquartered in Frankfurt, Germany, Pearl Gold invests in high potential gold mine projects in West Africa. The group is led by an international management team with experience and expertise in mining, commodity businesses, financial management and capital market operations. The aim is to build a fast growing commodity company through strategic acquisitions that focus on companies with innovative mining technologies that enable them to go into production quickly and cost effectively.

Key assets and operations: Initial 25% stake in Mali miner

The group has so far acquired an initial 25% participation in Wassoul'Or SA, one of Mali's most promising mining companies. Wassoul'Or operates the Kodiéran Gold Mine, south-east of Mali's capital Bamako. There are well-developed logistic and infrastructure facilities (about 300km of road south of Bamako). This investment is part of Pearl Gold's strategy to invest in high-yielding gold mining projects across West Africa and it continuously evaluates other West African precious metals mining projects as possible prospective investment targets.

Key management

President of the supervisory board: Robert Goninon has a broad mining industry background, including, since 2006, CEO of at Horizon Energy LLC. His previous career includes (2000-05) MD of Cebo International BV, (1996-2000) regional director, minerals procurement and general manager, industrial minerals, Asia-Pacific at Halliburton Inc and (1986-96) general manager at Abu Dhabi Drilling Chemicals and Products Ltd.

Member of the management board: Jean Louis Dupuy joined Pearl Gold in 2005. He is a career banker with 30 years' experience of management of Crédit Agricole Lyon, a major European and French bank.

Chief executive officer: Lutz Hartmann's background prior to joining the group was as a partner in international business and tax law firm Buse Heberer Fromm PartG in Frankfurt, where he still works as a partner. He has notable experience in cross-border M&A transactions, market capital and corporate law.

Key financial indicators

Year end	Sales (€'000s)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	22.0	(0.7)	N/A	N/A
12/11	48.5	N/A	N/A	N/A

Source: Thomson Datastream

Chemicals

10 December 2012

Price €9.24*

Market cap €231m

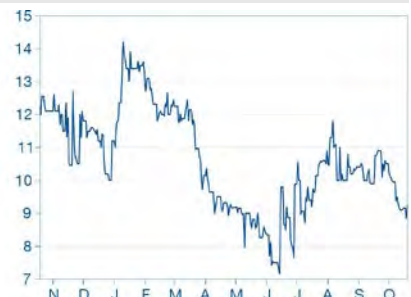
*as at 19 October 2012

Free float 98%

Code 02P

Primary exchange Frankfurt
(General Standard)

Share price performance



Principal shareholders

Members of supervisory board 2.4%

Next events

Annual report TBC

Analyst

Roger Leboff

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Steel industry specialist

Overview

SKW has leading positions in the steel processing industry internationally as a supplier of specialist materials and services. The Cored Wire division (c 46% of group revenue) supplies wires, with a mix of chemical combinations, injected into the refining process for high grade steels. Powder and Granules (c 44%) supplies metallurgical materials used in hot metal desulphurisation. In total, these two divisions operate 15 plants in 10 countries, chiefly the Americas, Europe and Asia. The remaining operation (Quab) produces starch-based reagents used in paper manufacturing.

Assets & operations: Investment for revenue growth in developing markets

In the last five years, SKW has undertaken a programme of increasing the integration of materials supply into its operations through acquisition and investment including the establishment of new facilities. It is well positioned to expand revenues in Brazil, Russia and India to build upon an existing strong market presence in the EU and NAFTA areas.

Key management

Chairman: Titus Weinheimer chairs the supervisory board. He is a lawyer (admitted in Frankfurt and the US) with a range of legal, corporate and M&A experience.

Chief executive officer: Ines Kolmsee joined the group in 2004, becoming chair of the executive board in 2006. She is responsible for strategy, internal audit, legal, operations in the Americas, international expansion HR and IR, and formerly worked for Ericsson, Versatel Germany and Arques.

Chief financial officer: Oliver Schuster became a member of the executive board in March 2012 as CFO. He previously worked for PwC Deutsche Revision AG and Infineon Technologies AG.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	380.8	17.3	122.3	47.3
12/11	428.9	18.4	128.3	77.9

Source: Thomson Datastream

Chemicals

Price €14.21*

Market cap €93m

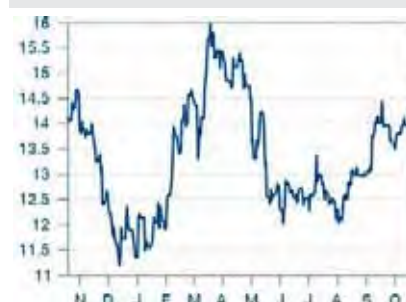
*as at 19 October 2012

Free float 100%

Code SK1

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

LBBW Asset Management	5.1%
Investmentgesellschaft mbH	
Mellinckrodt 1	5.0%
N mas Uno IBG SA	3.2%
Baden-Württembergische	3.2%
EQMC Europe DEvt Capital Fund	3.1%

Next events

Q3 results	15 November 2012
Annual results	March 2013

Analysts

Toby Thorrington
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Consumer & retail

Sector focus: Consumer & retail



Sector head: Jane Anscombe

The consumer and retail sector is diverse and includes clothing and footwear, consumer electronics, home furnishings and housewares, leisure goods and services, and personal products. The common thread is that they are all – to a greater or lesser degree – items of discretionary expenditure, with sales influenced by consumer preferences, real disposable incomes and consumer confidence. Many companies' profits have come under pressure, notably those with exposure to the southern European markets, and the eurozone crisis has also begun to affect the German market, with the EC Consumer Confidence Index being in negative territory since June. However, despite the recent reduction in the German government's growth forecast, it still expects stable employment and rising real wages in 2013. Further afield emerging markets continue to grow strongly and even if the headline figures in countries such as China have reduced somewhat, they have large and growing middle classes who aspire to Western standards of living.

Whatever the economic backdrop there are always winners and losers. Consumer and retail companies need to constantly change and innovate, to 'know their customer' and to be able to flex their cost structures.

This has never been more important than today, given the dramatic changes wrought by the internet. E-commerce has grown rapidly and online sales are estimated to have accounted for about 9% of retail sales in Germany in 2011, similar to the US and slightly behind the UK's 12%. Most other European markets are below this (7-8% in 2011 in France, Sweden, Norway and Denmark) suggesting scope for further rapid growth. Positive drivers include not just the availability of high-speed internet, but also consumer trust in payment mechanisms and efficient delivery (and returns) logistics. Online sales are particularly suitable for bulky, repeat purchase items, but also – as demonstrated by Amazon – for books, music and indeed a growing list of everyday items.

Consumer companies need to embrace online channels in three ways. First, as an avenue for their own products and services (alongside existing channels or standalone). Trusted brands will always have an advantage. Second, as a means of making their own organisations more efficient, whether through design, purchasing, logistics, manufacturing or internal communication. Third, and perhaps most importantly, as a marketing channel. Good website content can be a real differentiator, while online marketing can deliver a wealth of customer information and facilitate a much more individualised approach. Social media offers another way of interacting, to create a 'buzz' or a community experience, while mobiles and tablets offer an even broader range of opportunities.

Finally, when all is said and done, consumers are sociable animals and many of the products and services supplied by consumer and retail companies are an enjoyable part of one's leisure time, not just spend. This is not just the case for fashion, furnishings, home entertainment and leisure products, but also for more mundane items and activities. In this respect nothing has changed: those companies that offer attractive products and services at the right price will be the winners.

Leading textile retailer

Overview

One of the leading textile retailers in Germany, Austria and Luxembourg, Adler believes it is the "market leader among textile retailers for customers over 45 in Germany in the value price segment." The company offers a broad and extensive range of womenswear, menswear and lingerie, supplemented by related products such as accessories, footwear and sportswear. Adler was founded in 1948 and the shares were listed in the Prime Standard segment of the Frankfurt Stock Exchange in June 2011. The previous sole owner, Cheverny Investments, reduced its holding to 41.6% and the company raised a gross €26.5m.

Key assets and operations: Age 45+ retail focus

About 90% of sales are own-branded collections, which Adler designs and which are produced by external manufacturers. These are supplemented by a selected range of third-party brands. It has more than 160 stores in Germany, Austria and Luxembourg, plus a new store in Switzerland and an online store. In the last three years Adler has re-focused on the age 45+ segment and 90% of revenues come from members of its very successful customer card scheme. It has grown by expanding its stores organically and by acquisition and opened eight new stores in H112. However, the rate of expansion has slowed as management is now focusing on margins given the economic background. H112 results showed sales up 7.5% (like-for-like -4.5%) and EBIT in the seasonally quieter half worsened from a €2.2m loss to €6.6m, partly due to new store start-up costs. A new chief purchasing officer, Manuela Kraft, is working to improve margins through better procurement, including more direct sourcing from Asia.

Key management

Chairman of the supervisory board: Holger Kowarsch has been chairman since March 2011. He has held a variety of senior executive roles and since 2009 he has also been member of the supervisory board of Alzchem Trostberg GmbH.

Chief executive officer: Lothar Schäfer joined Adler in 2009 and has been responsible for strategy, M&A and public relations since March 2011. Prior to that he held a number of executive roles including COO for two affiliates of Arques Industries AG.

Chief financial officer: Karsten Odemann has been a member of the executive board since December 2011. He is responsible for finance, legal, IT, human resources and investor relations.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	444.8	24.3	41.2	88.5
12/11	476.6	15.9	74.6	72.6

Source: Thomson Datastream

Consumer & retail

Price €4.48*

Market cap €83m

*as at 19 October 2012

Free float 54%

Code ADD

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Cheverny Malta	41.6%
DWS Investment GmbH	7.6%
Gerhard Woehrl	3.1%
Allianz Global Investors	3.0%
Farrington Capital M'ment	2.6%

Next events

Annual report March 2013

Analyst

Jane Anscombe

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Manufacturer of men's clothing

Overview

Ahlers AG is a Germany-based manufacturer of men's clothing. It manufactures and distributes clothing sold under a variety of fashion brand names: 'Premium brands' (Baldessarini ,Otto Kern and Pierre Cardin) accounted for 56% of FY11 sales, 'Jeans and Workwear'(Pioneer) 26% and 'Men's & Sportswear' 18%. Ahlers supplies specialist retailers in Germany, West and Central Eastern Europe and is building up business in Asia. It also has its own retail segment (9% sales) with 31 own stores and online shops. Additionally 132 partner stores are run by independent retailers. The head office is located in Herford, Germany, and Ahlers has about 2,200 employees. Ahlers was founded in 1919 and listed in 1987.

Key assets and operations: High-quality brands

Ahlers has its own production facilities in Poland and Sri Lanka, as well as cut-make-trim facilities in Eastern Europe and the Far East. As of 30 November 2011, it operated through various subsidiaries located in Germany, Poland, Austria and Switzerland, among others. It covers all price segments in the menswear business, but the premium segment accounts for a growing share and it is expanding the brands with additional products and licensing. Additionally, the company recently launched a Pierre Cardin Women collection with a focus on trousers. It plans vertical integration through the expansion of its retail activities (including five new own stores a year) and international expansion including new distribution structures in Asia.

Key management

Chairman of the supervisory board: Prof Dr Carl-Heinz Heuer: With a background in law, Dr Carl-Heinz Heuer has been chairman since 2003. He is partner of Feddersen Heuer & Partner.

Chief executive officer: Dr Stella A Ahlers has been CEO and chair of the management board since 2005. She is the third generation of Ahlers to manage the business and is responsible for marketing, sales, brands and auditing.

Chief financial officer: Dr Karsten Kölsch has been CFO and member of the management board since 1 August 2007. He is responsible for finance, compliance, production, logistics and human resources.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
11/10	250.8	15.5	116.4	5.6
11/11	256.2	15.9	116.5	8.5

Source: Thomson Datastream

Consumer & retail

Price €9.75*

Market cap €136m

*as at 19 October 2012

Common shares:

Free float 24%

Code AAH

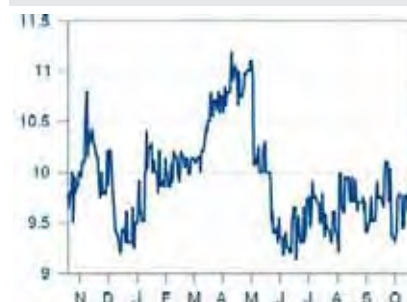
Preferred shares:

Free float 79%

Code AAH3

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Ahlers family through WTW Beteiligungs GmbH

– Common shares 76.0%

– Preferred shares 21.0%

Next events

Annual results March 2013

AGM (Dusseldorf) May 2013

Analyst

Jane Anscombe

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Innovating kitchen manufacture

Consumer & retail

Overview

ALNO is a kitchen manufacturer and was founded by Albert Nothdurft in Wangen near Göppingen in 1927. It listed on the stock exchanges in Frankfurt and Stuttgart in 1995 and in August 2003 merged with the Casawell Service Group, becoming one of the biggest kitchen manufacturers in the world. The ALNO group produces a range of kitchens representing tradition and quality along with high-level design, innovation and modernity. ALNO serves a diverse customer base and price segments with its four brands: ALNO (premium segment), WELLMANN (classically modern), IMPULS (minimalist) and PINO (entry level segment). The company's products are sold through both DIY channels and specialist kitchen distributors. With an annual turnover of approximately €453m in 2011, ALNO is Germany's second largest and Europe's fifth largest kitchen manufacturer.

Key assets and operations: Tailoring production

ALNO employs around 1,848 people at its base in Pfullendorf and other production facilities in Enger, Brilon and Coswig-Klieken. In addition to the four production sites in Germany, it also has subsidiaries in other European countries and the US. ALNO has a production site in Dubai, UAE (operating since 2005), being the first European kitchen manufacturer to do so, catering for specific local market requirements. ALNO also has cooperating agreements with around 6,000 sales partners in 64 countries. The trading environment in Europe for big-ticket consumer items remains challenging and a turbulent trading year in 2011 saw the senior management team at ALNO replaced. Although the German market continues to be robust with growth estimated at 3% in 2012, profitability at ALNO during Q1 was temporarily impacted by the commissioning of new production lines at the Enger facility.

Key management

Chairman: Henning Giesecke has been chairman of the supervisory board since 2003 and is also managing partner of GSW Capital Management in Munich.

Chief executive officer: Max Muller joined ALNO in April 2011 and has been chairman of the supervisory board of two Swiss investment companies, Comco Holding AG and Starlet Investment AG, since 1993.

Chief financial officer: Ipek Demirtas joined ALNO in January 2010 and became CFO in July 2011. Prior to this she was CFO of Environmental Solutions Europe.

Chief operations officer: Elmar Duffner joined ALNO in November 2011. Prior to this he successfully served various companies as managing director.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	467.3	(11.1)	(69.7)	83.1
12/11	452.8	(10.6)	(73.3)	107.3

Source: Thomson Datastream

Price €1.05*

Market cap €27m

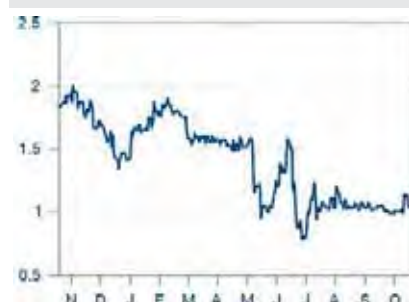
*as at 19 October 2012

Free float 42%

Code ANO

Primary exchange Frankfurt
(General Standard)

Share price performance



Principal shareholders

Kuchen Holding	35.3%
IRE Beteiligungs	18.8%
Erster Privater Investmentclub	3.9%

Next events

Q3 results 16 November

Analyst

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Publicly traded football club

Overview

The group operates Borussia Dortmund, a leading German football club, current champions of the Bundesliga and competing in this season's UEFA Champions League. Revenue is derived predominantly from ticketing, advertising/sponsorship, TV marketing, merchandising, catering and the transfer of players.

Key assets and operations: Successful football club

Borussia Dortmund is enjoying unprecedented playing success in its 103-year history with consecutive Bundesliga titles, consequent inclusion in the Champions League and its first league and cup double. This is paying off financially with substantial gains across key revenue streams, eg in the year to June a doubling in TV marketing income and boosts to merchandising and advertising of 55% and 16% respectively.

The club is in any case one of the best-supported in Europe; last season's average home attendance exceeded that of Barcelona and was almost double the Bundesliga average. Stadium utilisation has been more than 90% in each of the last 10 years (99% in 2011/12), underlining the lucrative brand marketing opportunities, increasingly through new media. Indeed, the Westfalenstadion, known via sponsorship as the Signal Iduna Park, is deemed the group's most valuable asset, apart from its team. The stadium is the largest in Germany, holding 80,645 spectators for Bundesliga games or c 66,000 for all-seater international fixtures, an increasing group priority.

Management aims for a sustained squad policy in keeping with new UEFA regulations on financial fair play and minimising reliance on proceeds from transfers. Nevertheless, the club has quality young players with undoubted high transfer potential.

Key management

Chairman of the supervisory board: Gerd Pieper is the owner and managing director of Stadt-Parfümerie Pieper, the largest owner-operated perfumery in Germany.

Chief executive officer: Hans-Joachim Watzke: Before his appointment in 2005, Mr Watzke had been treasurer of the football club for four years. His contract as CEO has been extended to the end of 2016. He is also the owner-founder of Watex, a leading manufacturer of protective clothing for industrial workers and firefighters.

Chief financial officer: Thomas Treß was appointed second managing director in 2005 and has been responsible for finance since the start of 2006. His contract has been extended to mid-2014. He was previously a manager and partner at RölfsPartner, the leading independent German auditing and consulting firm.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
06/11	151.5	14.9	221.7	60.0
06/12	215.2	41.4	298.7	42.0

Source: Thomson Datastream

Consumer & retail

Price €2.56

Market cap €157m

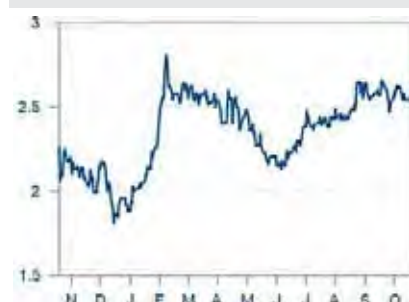
*as at 19 October 2012

Free float 81%

Code BVB

Primary exchange Frankfurt
(General Standard)

Share price performance



Principal shareholders

Bernd Geske 11.5%

BV. Borussia 09 e.V Dortmund 7.2%

Next events

Q1 results November 2012

Analyst

Richard Finch

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Market-leader in photofinishing

Overview

CEWE COLOR is Europe's leading online printing and photo service with 13 highly technical production operations and c 3,100 employees in 24 European countries. It was founded in 1961 and went public in 1993. Its photofinishing operation supplied about 2.5 billion photos in 2012, to over 33,000 retail partners (such as chemists, food retailers and internet retailers) and sold over 5.1m personalised CEWE PHOTOBOOKs (printed and bound albums). CEWE COLOR also has about 190 of its own shops (online and offline) in East Europe and Norway selling cameras and accessories. In February 2012, CEWE COLOR acquired Saxoprint, one of the leading providers in the online print market.

Key assets and operations: Online/digital migration

CEWE COLOR is one of the few photofinishers to successfully manage the shift from analogue to digital cameras, and to online retailing, having gone through a period of significant restructuring from 2005-09. The acquisition of Saxoprint marked another shift towards online (Saxoprint's 2010 revenues were €31.4m; the purchase price has not been disclosed). Post the acquisition CEWE COLOR has reorganised into three segments: Photofinishing (68% of Q212 revenues), Retail (23%) and Online (9%). Overall the total number of photos produced is declining slightly, but sales of PHOTOBOOK are growing, as are online sales (although this new segment is only expected to breakeven in 2012 as it develops). The Retail segment is important for marketing, and to deliver volume to the labs. CEWE's business is heavily weighted to Q4 when management expects about 90% of EBIT to arise. Target EBIT for 2012, as disclosed in August, is €27-33m on sales of €500-525m.

Key management

Chairman of the supervisory board: Otto Korte has been a member of the board since 2007 and became chairman in June 2012. He is a lawyer at the law firm Korte Dierkes Kuennemann & Partner.

Chairman of the management board: Dr Rolf Hollander has been chairman since 2002 and was a board member prior to that. He has also been chairman of the board of management of the Neumüller CEWE COLOR Foundation since 2005.

Chief financial officer: Dr Olaf Holzkämper has been CFO and a member of the management board since April 2010. He is also the managing director of the Neumüller CEWE COLOR Foundation. He joined in 2005 from McKinsey & Company.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	446.8	28.2	120.1	7.4
12/11	469.0	30.1	121.5	(6.7)

Source: Thomson Datastream

Consumer & retail

Price €32.39*

Market cap €239m

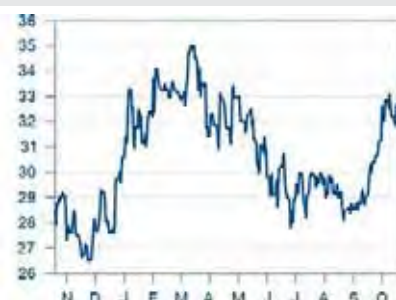
*as at 19 October 2012

Free float 53%

Code CWC

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Neumuller heirs	27.4%
CEWE COLOR Holding AG	10.0%
Sentosa Beteiligungs	5.3%
Sparinvest Holding A/S	4.5%

Next events

Q3 results 8 November 2012

Analyst

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Online tyre retailer

Consumer & retail

Overview

Delticom is Europe's leading online tyre retailer with over 100 online shops in 42 countries (mainly across Europe and the US) and a customer base of more than 5.8m. Most of its revenues come from the sale of replacement tyres for cars, motorcycles, trucks and industrial vehicles, together with parts and accessories. Its website, tyretest.com, contains impartial reviews about tyres to help the customer choose from more than 100 tyre brands and 25,000 models. Delticom delivers to the customer's home address or to one of more than 33,000 affiliated garages, which take delivery of the tyres and install them on the customer's vehicle. As well as its e-commerce division, about 5% of revenues come from selling tyres to wholesalers in Germany and abroad. Delticom was founded in Hanover in 1999 and floated in 2006.

Key assets and operations: Online leader

Delticom revenues grew by 85% in the three years to 2011. It is estimated to have c 70% of the European online tyre market and has benefited from the shift towards online retailing. Its growing scale and warehouse capability allows it to bulk buy out of season and be very price competitive. The €12bn European tyre replacement market is still dominated by the major tyre producers, offering plenty of growth opportunity. However, in 2012 the industry has been affected by weak economic conditions and summer demand was well below expectations. Delticom's revenues for the nine months to September 2012 were 5.8% lower at €280.4m (with Q3 down 12.3%) and nine-month EBIT fell by 37.9% to €6.9m (Q3 down 55.0%). There is some seasonality in the business (summer/winter tyres). Inventory management is key and stock levels may partly be weather affected (eg the winter 2011 mild weather). Gross margins are also affected by raw material pricing, product mix and competitor behaviour.

Key management

Chairman of the supervisory board: Dr Andreas Prüfer: co-founded Delticom. He has been chairman since May 2008, prior to which he was co-CEO and a member of the management board.

Chairman of the management board and CEO: Rainer Binder co-founded Delticom. He is responsible for the wholesale business, procurement and pricing.

Deputy chairman of the supervisory board: Michael Thoene-Floegel is an entrepreneur who has served on the supervisory board since 2007.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	419.6	47.1	71.0	(69.8)
12/11	480.0	52.2	75.5	(18.3)

Source: Thomson Datastream

Price €42.40*

Market cap €502m

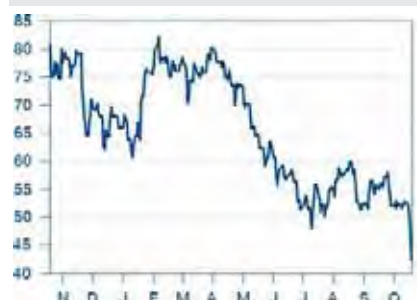
*as at 19 October 2012

Free float 46%

Code DEX

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Andreas Prüfer & Rainer Binder	55.3%
Threadneedle AM	3.0%
Allianz Global Investors	2.0%

Next events

Annual report	March 2013
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Analyst

Jane Anscombe
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Leading European cycle manufacturer

Consumer & retail

Overview

Derby Cycle designs, manufactures and distributes, through a dealer network, a broad range of traditional cycles spanning the racing, mountain, leisure and children's categories in addition to battery-powered e-cycles. The business is the number one player in the German cycle market, the number one player in e-bikes and also a leading cycle manufacturer in Europe. The group came together in its current form in 1992 following the merger of Derby Cycle Werke and Raleigh Fahrrader and was listed in 2011. The group can trace its brand origins back to 1919 and currently owns five core cycle brands – Focus, Kalkhoff, Raleigh, Univega and Rixie – with each of these having a particular focus on specific market categories. Pon Holding Germany GmbH announced a voluntary public offer for Derby Cycle in October 2011, which closed in December 2011.

Key assets and operations: International focus

Derby Cycle is looking to expand sales, strengthen its brands and gain international expansion by driving greater global brand awareness through sponsorship of high-profile professional racing teams, advertising and bike events. E-bikes also offer attractive growth prospects, as a low-cost, environmentally friendly means of urban transport and continue to take a growing share of the European cycle market. In 2010/11, the group sold 482,000 cycles and 87,000 e-bikes. The group has achieved satisfactory sales in the first nine months of 2011/12, albeit lower than the previous year due to poor spring weather delaying the start of the traditional cycling-buying season. It therefore expects full-year revenues to be towards the lower end of a €250-270m range.

Key management

Chairman: Xeno Willem Ferdinand Grimmelt is currently senior vice president strategy & corporate services at Pon Holdings and is resident in Amsterdam.

Chief executive officer: Mathias Siedler joined Derby Cycle in 2001 and was appointed managing director in 2002. He has previously held senior roles with Beiersdorf and Herlitz.

Chief financial officer: Relner Bruls joined Derby Cycle in 2012 from Unternehmensgruppe J. Muller, where he held CFO/CIO roles from 2002.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
09/10	173.1	12.1	35.1	5.4
09/11	235.5	19.6	65.4	(11.1)

Source: Thomson Datastream

Price €32.23*

Market cap €242m

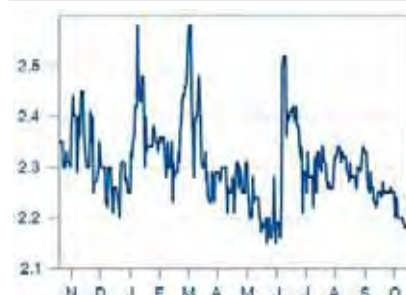
*as at 19 October 2012

Free float 2%

Code DCT

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Pon Holding Germany 97.6%

Next events

Annual report 25 January 2013

Analyst

Jane Anscombe

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Global power tool producer

Consumer & retail

Overview

Einhell was founded in 1964 and became a listed company in 1986. It develops and sells power tools for both DIY and professional uses in the home and garden and for recreational use. The products combine attractive price points, styling and high-quality construction and are distributed to a wide base of customers including speciality stores, garden centres and discount chains. The portfolio includes around 1,000 items that are supplied worldwide through a network of subsidiaries and partners. The subsidiaries provide a local presence for customers. The group has recently established new trading operations in South America and Australia and continues to expand its global markets.

Key assets and operations: Diversifying markets

Einhell creates some of its products in-house in Germany; they are manufactured by foreign suppliers. The company has a global perspective to both its product markets and supplier base that helps to keep its prices competitive. China is a particularly important purchasing market that, with the assistance of highly qualified employees based in Germany, allows the company to source high-quality, low-cost components. The difficult economic outlook in the eurozone affected trading in 2011 and the company reported flat sales of €365m, with lower sales being achieved in Germany (36% of group vs 40% in 2010). EBIT increased by 5.6% but net income fell by 10.5%, largely reflecting start-up costs in new markets. Trading in the current year has remained resilient with sales in the first half of 2012 reaching €201m (vs €195m), albeit with lower earnings. In May 2012 Einhell acquired kwb tools, a German tool company (hand tools and accessories) that it believes will enhance its brand and product offer and also provide synergy benefits.

Key management

Executive chairman: Andreas Kroiss joined the board in 2001 as head of the Tools business unit and has been chairman of the board of directors since 1 January 2003.

Chief financial officer: Jan Teichert joined Einhell in 2003 to become CFO. Prior to this he held a senior position in the finance department of a major German company.

Chief technical officer: Dr Markus Thannhuber joined the Einhell board in 2007. Prior to this he had extensive academic experience in science, technology and engineering.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	365.4	21.5	145.0	2.0
12/11	365.3	22.7	163.2	(8.2)

Source: Thomson Datastream

Price €30.98*

Market cap €117m

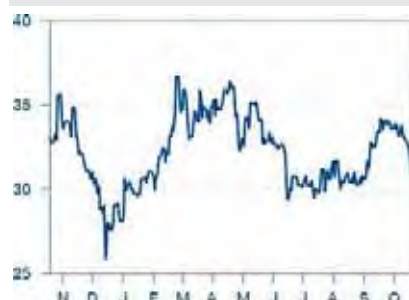
*as at 19 October 2012

Free float (preference shares) 100%

Code EIN3

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Preferred shares (listed)

Free float 100%

Ordinary shares (unlisted)

Thannhuber AG 93.2%

Other shareholders 6.8%

Next events

Q3 statement Mid-November 2012

Analyst

Jane Anscombe

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Hair salons in Germany

Overview

Essanelle is one of the two leading hairdressing groups in Germany and the only one that is publically quoted. It was founded in 1967 and had 684 salons and sales outlets at June 2012. There are three different salon brands: essanelle 1hr Friseur (284 salons targeted at all age groups and primarily located in shopping centres and department stores), HairExpress (257 salons targeted at price conscious customers) and Super Cut (109 luxury salons). In addition, hair care products are sold in 34 shops near the salons, branded Beauty Hair Shop.

Key assets and operations: Salon brands

The hairdressing industry has seen a decline in customer loyalty for many years, but that benefits the largest groups such as Essanelle, which have the scale and marketing resources to target salon brands at different customer types. Essanelle estimates that the German hairdressing market is worth €5bn a year (Europe: €30bn) and is 90% owner-led single store operations. Essanelle has over 85% of its stores in high-traffic areas such as shopping centres, department stores and hypermarkets. It aims to open a net 30 new outlets a year, and to close small and underperforming outlets to improve bottom-line profitability (including selling a chain of TOP TEN salons in 2011). In H112 sales were broadly flat at €63.0m despite there being 14 fewer outlets (due to the sale), and EBIT grew by 42% to €2.7m. HairExpress and Super Cut both grew strongly. About 70% of sales arise in H2 and management guidance (August 2012) is for a 1% decline in full year sales (partly because there are two fewer working days in the important Christmas period) and EBIT at the top end of the €5.5-6.0m range.

Key management

CEO and chairman of the management board: Achim Mansen has been CEO since 2008. He is also responsible for finance and was previously CFO. He joined Essanelle in 2000, prior to which he was manager of finance at TNT Holdings.

Member of the management board: Dieter Bonk has been a member of the board, responsible for sales, since 2008. He has worked for Essanelle Hair Group in various positions since 1984.

Member of the management board: Dirk Wiethölter has been a member of the board, responsible for human resources, since 2008. He has been responsible for personnel in the company since 1993.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	127.2	5.4	32.7	1.5
12/11	127.2	6.7	34.2	(1.8)

Source: Thomson Datastream

Consumer & retail

Price €10.32*

Market cap €47m

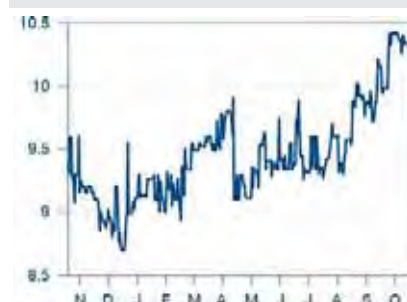
*as at 19 October 2012

Free float 10%

Code EHX

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Saxonia Holding 89.8%

Next events

Q3 results November

Analyst

Jane Anscombe

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Casual shoes and clothing

Overview

Fast Casualwear AG is the German holding company of FAST Group, a Chinese group engaged in the design, manufacture and sale of casual wear, consisting of footwear and apparel including accessories. Most of its casual wear is branded FAST and is targeted at the 16-35 demographic in lower tier cities in China, distributed through 25 unaffiliated distributors. It also designs and manufactures footwear for international brand owners, mainly from Europe and the US. Its operating facilities are located in the Huzhong Industrial Park, Fujian Province, one of the largest footwear manufacturing hubs in China. FAST was established in 1993, employs more than 1,000 people, and successfully listed in Frankfurt (Prime segment) in June 2012, raising €5m. Its recent prospectus is available at www.fast-casualwear.com.

Key assets and operations: Brand and distribution

FAST believes it has an established and differentiated fashion brand in the PRC together with an extensive and exclusive distribution network, flexible business model and experienced management team. Its strategy is to focus on its own brand business and to further enhance its recognition, to focus on product innovation, further broaden its distribution network and expand its production facilities. Sensitivities include competition, macroeconomic factors and current reliance on a small number of distributors for a significant proportion of its sales. Interim results were released on 30 August and showed revenues up 38% to €54m (up 23% in RMB) and gross profit up 74% to €16.3m. Net debt at 30 June was €13.9m. During the first half of 2012 FAST added six new distributors and now sells through more than 800 retail outlets in over 100 cities throughout China.

Key management

Chief executive officer: **Wing Chi Chong** is the major shareholder and in charge of the overall business and strategy, with more than 25 years' experience in the sports and casual footwear industry. Mr Chong set up Jinjiang Wah Lei Shoes in 1993, which was subsequently expanded and developed; the FAST brand was launched in 2005.

Chief operating officer: **Wenya Zhang** has more than 15 years' experience in the footwear industry. Prior to joining Wah Lei Shoes in 2001 Mr Zhang was factory manager for Huaxin Shoes Factory.

Chief financial officer: **Parkco Tam** joined the group in 2009, prior to which he worked for an audit firm for over 10 years.

Key financial indicators *

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	76.9	13.2	33.3	21.5
12/11	82.2	16.8	49.0	9.5

Source: Thomson Datastream *Note: pro forma as the AG Group was only formed in June 2012

Consumer & retail

Price €2.93*

Market cap €33m

*as at 19 October 2012

Free float 18%

Code FCA

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Wing Chi Chong	54.4%
Shu Cheung Ching	7.2%
Silver Stone	5.1%
Silver Rock	4.2%
Lai Lang Hua	3.5%

Next events

Q3 results 29 November

Analyst

Jane Anscombe

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Chinese sports fashion

Consumer & retail

Overview

Goldrooster Group designs, manufactures and sells sports fashion clothing (74% of 2011 sales), shoes (21%) and accessories (5%) in China (PRC). Its brand is targeted at China's young and ambitious middle-class ranging in age from 18 to 35. As at June 2012, Goldrooster had 30 exclusive regional distributors and 1,454 stores (versus 1,344 at December 2011) in over 170 cities. Goldrooster employs about 700 people (including over 100 in design and development) and its footwear factory is located in Jinjiang, Fujian province. It outsources the production of apparel and accessories. Goldrooster Group grew out of a business originally established by its CEO in 1986 and listed in Frankfurt (Entry Standard) in May 2012, raising €2.88m gross via the placing of 0.72m ordinary bearer shares at €4.0.

Key assets and operations: Brand and distribution

Goldrooster believes its strengths include clear and unique positioning of its brands, product design, an established distribution network in China and an experienced management. It plans to further expand the sales and distribution network organically under the existing business model (growing the number of retail outlets) as well as opening own stores through its new distributor subsidiary, to continue to invest heavily in research and development to improve its products and to roll out effective marketing initiatives to strengthen its brand. Risks include competition, fashion trends, reliance on a small number of distributors and the fact that the Goldrooster brand is fairly new, together with general economic and political risks. On 30 August Goldrooster announced strong growth for H112 with revenues up 47.5% to €69.1m and EBIT up 33.3% to €13.7m. Cash rose to €41.0m at 30 June.

Key management

Chairman of the supervisory board: Andreas Grosjean is a lawyer with VEM Aktienbank AG in Munich. He has considerable corporate finance experience.

Chairman of the management board and CEO: Wenwen Li entered the Chinese footwear industry in 1986 and built up his own OEM business. In 2005 he created the 'Goldrooster' brand and diversified into apparel and accessories.

Chief financial officer: Tjong Yuen Ashley Soh joined Goldrooster Hong Kong in March 2011. Prior experience includes finance roles at Petra Foods, Raffles Medical Group and New City Asia Fund Management.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	80.1	17.5	15.4	(9.4)
12/11	104.0	22.7	34.4	(29.8)

Source: Thomson Datastream. Note: Goldrooster Group was legally formed 2 March 2012; 2011 Annual Report for the consolidated group published end March 2012.

Price €2.21*

Market cap €46m

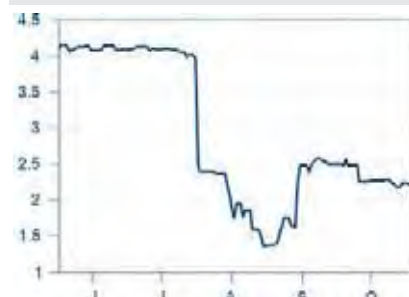
*as at 19 October 2012

Free float 4%

Code GO8

Primary exchange Frankfurt (Entry)

Share price performance



Principal shareholders

Zhuo Way (Ms Shu Hsia Li)	70.0%
Season Market Ltd	14.5%
Xianti Investments	6.0%
Fortune United Investment	6.0%

Next events

Annual report 2012	Q213
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Analyst

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Chinese seafood processor & distributor

Consumer & retail

Overview

Haikui Seafood processes fish and seafood for the Chinese and international markets. The product portfolio comprises more than 100 different products from frozen or canned fish and seafood, produced from a large variety of different species. The company's products are distributed to customers in China and overseas, located mainly in Asia, the US and Europe. The Haikui Group operates a streamlined supply chain including self-owned processing facilities, in-house research and product development capacities as well as warehouses and cold storage facilities. It has an annual processing capacity of more than 34,000 tonnes. The company listed in May 2012 with a placing price of €10 per share.

Key assets and operations: Broadening customers

Haikui Seafood's processing facilities are located in the south-east of China on Dongshan Island, Zhangzhou, Fujian Province. It is looking to increase its processing capacity and broaden its product offering to expand sales. Furthermore, the company is also seeking to strengthen its brand in mainland China through the establishment of Haikui-branded specialty stores. The company is trading well and recently reported an encouraging set of interim results, with H1 sales increasing by 34% to €79.5m and EBIT increasing by 28% to €16.0m.

Key management

Executive chairman& CEO: Chen Zhenkui is responsible for the overall management and corporate development of Haikui. He is vice chairman of the All-China Federation of Industry & Commerce – Aquatic Industry, chairman of the Zhangzhou Aquatic Processing and Distribution Federation and chairman of Fujian Dongshan Chamber of Commerce.

Chief operating officer: Huang Zhenping is responsible for corporate administration and operations at Haikui. Appointed as the deputy general manager since joining the company in 1997, he has more than 15 years of general management experience in the seafood industry.

Chief financial officer: Alan Gey is responsible for accounting, financial reporting, treasury and investor relations as well as the corporate and financial compliance functions of the group. He joined Haikui in 2007 and has over 15 years of finance and management experience.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	126.2	27.8	80.3	(10.5)
12/11	152.1	34.0	116.3	(21.1)

Source: Thomson Datastream

Price €7.40*

Market cap €76m

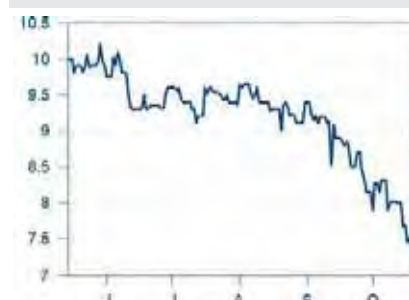
*as at 19 October 2012

Free float 11%

Code H8K

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Haida Holdings	50.2%
Mega Bond International	34.5%
Praise Ocean International	2.9%
Everswift Holdings	1.8%

Next events

Q3 results 30 November

Analyst

Jane Anscombe

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Premium wine distributor

Overview

Hawesko is a leading seller of premium wines and champagnes. It operates in mail order, e-commerce, specialist wine shops and wholesale, and became a listed company in 1998. The group achieved sales of €411m in 2011 across these business segments. Hawesko is Germany's largest integrated merchant of premium wines and champagnes and is also one of the world's leading sellers of wine. Consumer demand for high-quality wines remains resilient, with the German wine market growing by 4.5% during the first half of 2012. Recent interim results confirmed this trend, with sales increasing by 12.9% to €212m and EBIT increasing by 19.1% to €12m. Management recently observed that the outlook for H2 remained positive, albeit with growth in mid-market wines offsetting expected lower sales in the premium category.

Key assets and operations: Multi-channel retailing

The group comprises the largest network of specialist wine shops in Germany, trading under the Jacques' Wein-Depot brand. The company also trades as wine wholesalers under the Wein Wolf and CWD Champagner und Wein Distributionsgesellschaft brands as well as Bordeaux-Specialist Château Classic – Le Monde des Grands Bordeaux. Furthermore, Hawesko operates the leading mail-order wine distribution business in Germany, trading as Hanseatisches Wein und Sekt-Kontor and Carl Tesdorpf - Weinhandel zu Lübeck. Hawesko also owns a logistics business, Internationale Wein-Logistik, which provides low-cost storage, packing, commissioning and transport of wine orders.

Key management

Chairman of the management board and CEO: Alexander Margaritoff: In 1981 he joined Hanseatisches Wein und Sekt-Kontor. He is responsible for all group companies of Hawesko, and in particular for the wine mail-order category.

Executive director: Bernd Hoolmans joined Jacques' Wein-Depot, Düsseldorf as MD in 1994 and at Hawesko he is responsible for the specialist wine-shop segment.

Executive director: Bernd G Siebdrat is co-founder and managing director of Wein Wolf, which became a subsidiary of Hawesko through its acquisition in 1999. His responsibility is the wholesale segment.

Chief financial officer: Ulrich Zimmermann: In 1998 he joined Hawesko as head of finance and group controlling and was appointed an authorised signatory in 1999.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	377.7	25.7	93.5	(16.2)
12/11	411.4	26.8	95.7	(12.7)

Source: Thomson Datastream

Consumer & retail

Price €37.71*

Market cap €339m

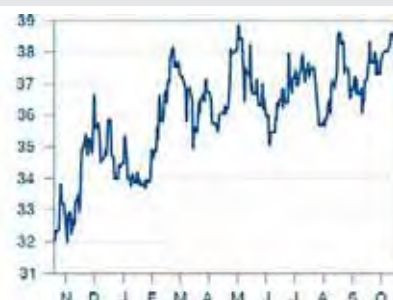
*as at 19 October 2012

Free float 35%

Code HAW

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Alexander Margaritoff 30.0%

Tocos Beteiligung 29.5%

Augendum 5.0%

Vermögensverwaltung

Next events

Trading statement 31 January 2013

Annual report April 2013

Analyst

Jane Anscombe

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'Enjoy harmony with water'

Consumer & retail

Overview

Joyou is a leading provider of branded bathroom products in China and also manufactures (under OEM/ODM contracts) for leading US and European international sanitary ware companies and wholesalers. Its broad spread of products includes taps (36% of H112 sales), shower products (20%) and ceramics and bathtubs (12%). About 80% of sales arise in China, where Joyou has a retail network of more than 4,000 retail stores (135 opened in H112). In 2009 it signed a distribution agreement with Grohe AG, Europe's leading sanitary fittings maker, to distribute Grohe products in China. In February 2011 the relationship was significantly extended, including a strategic cooperation to market Joyou-branded products worldwide (with the first launch, into the UK market, in H112). At the same time Grohe launched a tender offer for Joyou shares and now has 57.2% of voting rights and 35.8% of the share capital (Joyou became a subsidiary of Grohe in July 2011).

Key assets and operations: Joyou brand and distribution

Joyou is the market leader in the Chinese taps market, with a 14.4% share, and in the top 10 of the overall sanitary ware market. It has increased share since 2009 (from 11.5% of the taps market and from 1.3% to 2.8% of the ceramics market). It believes it has more advanced production technology than its domestic competitors; phase two of the Meiyu ceramics factory and a new showerheads factory will come on line in 2013. Joyou has grown by expanding the number of retail outlets (from 2,527 at December 2009). With Grohe it now has an opportunity to develop branded sales worldwide. H112 results (15 August) reported a "difficult business environment" but despite this, H112 revenue increased by 16.9% to €161.2m, with ceramics and bathtubs growing particularly strongly. EBIT grew by 26.6% to €26.6m.

Key management

Chairman and CEO: Jianshe Cai formed Joyou's corporate predecessor in 1988; the Joyou brand was first used in 1995.

Chief operating officer: Jilin Cai is responsible for marketing, sales and after sales. He joined Joyou in 1997, initially as executive manager in the Beijing section.

Chief accounting officer: Zufang Li joined Joyou as finance manager in 1991. Prior to that he worked in the accounting departments of various corporations.

Corporate development officer: Gerald Mulvin is responsible for new international opportunities and marketing strategies. He is also chief marketing officer for Grohe.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	246.6	43.2	243.1	(33.3)
12/11	287.1	45.3	304.4	7.9

Source: Thomson Datastream

Price €8.25*

Market cap €198m

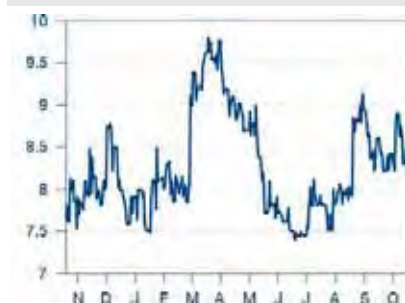
*as at 19 October 2012

Free float 27%

Code JY8

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Joyou Grohe Holdings* 57.2%

Grohe directly 7.2%

Cai family directly 8.9%

*Owned 50.01% by Grohe Holdings GmbH and 49.99% by the Cai family.

Next events

Annual report March 2013

Analyst

Jane Anscombe

consumer@edisoninvestmentresearch.co.uk

Chinese fashion company

Consumer & retail

Overview

KINGHERO AG is a fashion company focused on the Chinese market, with operations located in Xiamen, Fujian Province in China. It designs, manufactures and sells KINGHERO branded apparel and accessories – business casual and general casual fashion for both men and women, targeted at the urban middle class. At June 2012 KINGHERO had 48 distributors operating a total of 370 stores, plus 65 of its own KINGHERO flagship stores. During 2011 KINGHERO increased its production capacity with the acquisition and refurbishment of six factory buildings (in addition to its two original production sites) reducing the need to outsource. KINGHERO was founded in 1986 and has over 1,100 employees. It floated on the Frankfurt market in August 2010, raising €15m, and has a strong balance sheet.

Key assets and operations: Established fashion brand

KINGHERO is a well-known fashion brand for the urban middle-class population of China, a demographic that has been growing strongly. It is positioned at the mid-price fashion end of the spectrum (similar to Zara and H&M), but its strategy has been to move upmarket, to a higher fashion price-point. In part this is being achieved through the development of flagship stores (which sell directly) from only seven in 2010 to 65 at June 2012. Direct sales normally achieve better gross margins, although there is some fluctuation depending on short-term ability to pass on any increases in raw material costs. For the first half of 2012 KINGHERO increased revenues by 35% to €56.7m and gross profit by 34% to €22.0m. However EBIT decreased slightly from €12.6m to €12.2m, due to higher selling and distribution expenses (as planned), higher costs for the increased number of flagship KINGHERO stores and increased administrative costs. As at 28 August management guidance is for 2012 sales of about €125m.

Key management

Chief executive officer: Zhang Yu is the controlling shareholder and is responsible for strategy, marketing and sales. He founded Xiamen Kinghero Fashion co in 1986, from which the present group has emerged.

CFO: Jiong Bian is responsible for finance and controlling.

COO/deputy general manager: Xiuming He is responsible for design, production, product management and human resources.

Key financial indicators				
Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	72.8	18.2	58.8	(32.0)
12/11	101.5	24.0	96.8	(52.0)

Source: Thomson Datastream

Price €9.11*

Market cap €62m

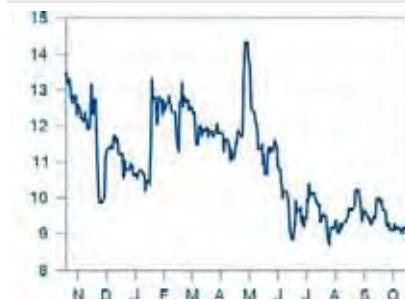
*as at 19 October 2012

Free float 50%

Code KH6

Primary exchange Frankfurt

Share price performance



Principal shareholders

Zhang Yu 56.0%

Next events

Q3 results 12 November

Analyst

Jane Anscombe

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Quality homeware products

Overview

Leifheit is one of the leading European brand suppliers of household items in the cleaning, laundry care, kitchen goods and wellbeing categories. It was founded in 1959 and became a public limited company, listing on the stock market in 1984. The company achieves around 44% of its sales from the domestic German market with a further 43% of sales coming Central Europe, with France, Austria and the Netherlands being significant markets. Outside of Europe the company is focusing on growing sales in the Middle and Far East. The recent eurozone volatility greatly affected Leifheit's turnover, especially in the southern European countries. The Leifheit Group posted turnover of €110.5m in the first half of 2012, slightly below the prior-year level of €111.4m. In contrast to this, EBIT increased considerably by 51.9% from €3.4m to €5.1m. Management is forecasting a turnover growth of 2% for 2012 and an above-average increase of adjusted EBIT (adjusted by nonrecurring income of €2.5m from assuming control of Leifheit CZ a.s. in 2011) of at least 10%.

Key assets and operations: A broad product offer

The company is based in two key locations in Germany at Nassau/Lahn (management & production) and a distribution facility at Zuzenhausen. The business is split into two operating segments – the Brand Business and the Volume Business. The Brand Business distributes products under three well-known brands: Leifheit, Dr Oetker Bakeware and Soehnle. These products are characterised by high-quality workmanship and are offered in mid-high price points. The Volume Business includes French subsidiaries Birambeau and Herby. Branded products in this division are offered for sale in mid-price points, while the company also produces customer-specific products as well as contract manufacturing for third parties. The company is positioned in 14 locations and its products are distributed in over 80 countries.

Key management

Executive chairman: Georg Thaller has been chairman of the management board and CEO since September 2009. He is responsible for sales, marketing, development and law/patents. Prior to this he was chairman and CEO of Fissler, a German cookware business.

Chief financial officer: Dr Claus-Otto Zacharias has been chief financial officer and member of the management board of Leifheit since December 2008. He is responsible for finance, controlling, human resources, IT/business processes, purchasing, operations and quality management.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	211.0	8.8	101.5	(46.2)
12/11	222.1	13.9	98.9	(39.4)

Source: Thomson Datastream

Consumer & retail

Price €25.62*

Market cap €128m

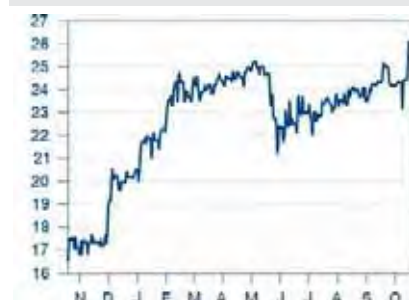
*as at 19 October 2012

Free float 29%

Code LEI

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

HOME Beteiligungen	49.0%
MKV Verwaltungen	10.0%
Joachim Loh	6.6%
Leifheit AG	5.0%

Next events

Interim results 8 November 2012

Analyst

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Individual home entertainment systems

Consumer & retail

Overview

Loewe AG is one of the leading premium European consumer electronics brands. It designs, manufactures and sells home entertainment systems including high-end televisions, Blu-ray players and audio products. Loewe was founded in 1923, listed in 1999 and has its headquarters and production facilities in Kronach, Germany. It employs about 1,000 people. About 65% of revenues are generated in Germany and most of the rest elsewhere in Europe, although it is expanding into new growth markets including Russia and India. Loewe has a country-specific distribution strategy including sales through qualified retailers, technical superstores and online. Its products are sold through about 3,500 outlets including about 250 exclusive Loewe Galeries (with nine new openings in 2012).

Key assets and operations: Loewe brand

Loewe is the leading premium brand in home entertainment in Europe with a retail market share of 29.3% in the European retail market for LCD TVs priced €2,000 and above in 2011. The industry is highly competitive and results have been affected by the economic crisis in Europe (notably in Spain). On 1 October Loewe reported that after a successful first half (sales up 6%, helped by the digital switchover, and a reduced EBIT loss), Q3 sales fell by 30% with weakness in both German and export markets. Management's strategy is to continue to focus on premium products and systems, with its 'Fast Forward' strategy for innovation, individuality and flexibility. New products include the top-end Reference ID, while the Connect ID and audio solutions are targeted at a broader, younger audience.

Key management

Chairman of the supervisory board: Dr Rainer Hecker has been chairman since June 2008. Prior to that he was chairman of the management board and CEO of Loewe AG, having served on the management board since 1982.

Chief executive officer: Oliver Seidl has been CEO since August 2010 and is also CFO (having previously been CFO from 2006). His responsibilities include strategy, marketing, sales, finance, IT, human resources, quality, customer services, IR and PR.

Member of the management board: Dr Detlef Telchner has been chief technology officer and a board member since December 2011. He is responsible for operations including development, production, purchasing, logistics, product design and project management.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	307.3	(5.3)	64.1	(20.9)
12/11	274.3	(10.5)	72.5	(27.0)

Source: Thomson Datastream

Price €4.10*

Market cap €53m

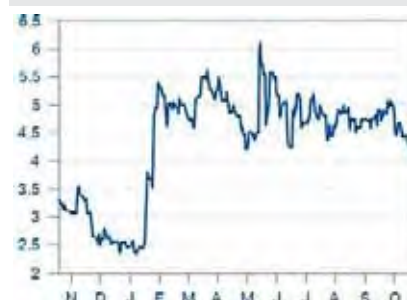
*as at 19 October 2012

Free float 46%

Code LOE

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Sharp	28.8%
Management/corporate bodies	14.0%
LaCie	11.2%

Next events

Q3 results	7 November 2012
Key figures 2012	29 January 2013

Analyst

Jane Anscombe

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Online broker of state lotteries

Overview

Lotto24 AG was founded by Tipp24SE in 2010 to resume its online commercial brokerage of games of chance in Germany. It launched in February 2012 in the federal state of Schleswig Holstein and successfully floated on the Prime Segment of the Frankfurt Stock Exchange in July 2012, raising €15m. Lotto24 currently focuses on brokering participation in the state-licensed lottery products Lotto 6aus49, Spiel 77, Super 6, EuroJackpot and GlücksSpirale. It enters into gaming contracts with the respective games organiser on behalf of and in the name of the game participant. In October 2012, Lotto24 expanded its online brokerage business to seven further federal states and the remainder will follow in due course. Lotto24 aims to become the leading online broker of lottery products across the whole of Germany.

Key assets and operations: German lottery broker

Lotto24 management has considerable experience in German commercial lottery brokerage and the spin off from Tipp24 enabled it to launch without the burden of legal disputes. In the medium term it should benefit significantly from the liberalisation of online lottery brokerage in Germany. Activities were limited to Schleswig Holstein until early October, so H112 revenues were minimal. At the end of September 2012 Lotto 24 was one of the first private companies in Germany to be granted a permit allowing it to broker state-run lotteries via the internet. Once the necessary online interfaces for brokerage are available, Lotto24 will expand its online brokerage activities to the remaining federal states as quickly as possible. Hopefully North-Rhine Westphalia will ratify the new First State Treaty in November 2012, after which nationwide internet and TV advertising should become possible.

Key management

Chairman of the supervisory board: Willi Berchtold is managing partner of CUATROB GmbH. His extensive management experience includes executive vice president of ZF Friedrichshafen AG and managing director of IBM Germany.

Chief executive officer: Petra von Strombeck has been CEO since May 2012 and was a member of the executive board of Tipp 24SE with responsibility for sales, marketing and brand management from July 2011. She was a lottery consultant from 2009-11 and held marketing director roles at Tipp24 from 2007-09.

Managing director (Germany): Magnus von Zitzewitz moved across to Lotto24 from Tipp24 on its float in July 2012. He had been MD of Tipp24 Deutschland GmbH and director of Corporate and Public Affairs at Tipp24SE since October 2010.

Key financial indicators*

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	N/A	N/A	N/A	N/A
12/11	N/A	N/A	N/A	N/A

*Note: Lotto24 was spun out from Tipp24 in 2012.

Consumer & retail

Price €3.75*

Market cap €52m

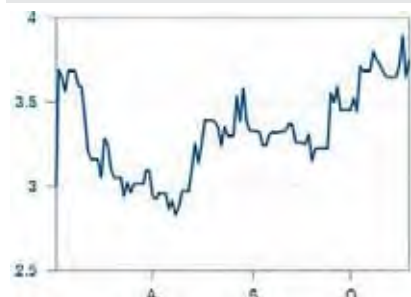
*as at 19 October 2012

Free float 43%

Code LO24

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Oliver Jaster	33.3%
Mellinckrodt 1 Sicav	15.2%
Ethenea Independent Investors	9.2%
Jens Schumann	5.1%
BNP Paribas Inv. Ptnr Belgium	3.2%
Credit Suisse Fund Management	3.0%

Next events

Q2 results	12 November 2012
German Equity Forum	13-14 November 2012

Analyst

Jane Anscombe

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Serving all bicycle customer groups

Consumer & retail

Overview

MIFA is a German bicycle manufacturer that can trace its origins back to 1907 and gained listed status in 2004. It is the largest bicycle producer in Germany in terms of volume and has grown significantly, both through the organic growth of the cycling market and through acquisition, recently acquiring the Steppenwolf business which mainly markets upscale mountain bikes sold at specialist dealers. Between 1996 and 2004, annual production accelerated from 35,000 units to 737,000 helped by increasing automation. MIFA manufactures bicycles, still predominantly on a contract basis for retail chains, with a high degree of automation ensuring low production and labour costs per unit. MIFA is also a leading player in the rapidly growing e-bike market with budget bikes for the retail chains as well as its leading GRACE premium brand for independent bicycle dealers, acquired outright in 2012. The company also distributes bicycles outside Germany, mainly in Western Europe.

Key assets and operations: Unique automation

MIFA produces bicycles at a single location at Sangerhausen in Saxony-Anhalt. The factory is among the most highly automated in the world, facilitating a built-to-order concept for third-party customers with capacity to produce 5,300 bicycles a day. It also has a fully automated storage warehouse capable of storing 40,000 bikes and e-bikes and is unique in having all its bicycles packaged in cardboard boxes by robots. This underpins its low production costs and is helping mitigate recent increases in the cost of raw materials (largely steel and aluminium). The business continues to trade resiliently. H112 sales of €80m were up 3.7%, and it increased selling prices despite a 9% fall in the number of traditional bicycles sold (to 442,000 units) due to weather-induced factors. Gross margins increased from 30.7% to 32.2%, but interim EBIT fell by 13.4% due to the effects of recent acquisitions. MIFA raised €1.6m in June, which has improved liquidity in the shares and helped increase the free float from 23% to 44%. The strategic focus for coming years is improving profitability, not volume.

Key management

Chairman: Uwe Lichtenhahn has an extensive industry background in banking and was previously a director at a savings bank based in Mannheim prior to joining MIFA.

Chief executive officer: Peter Wicht acquired MIFA with a business partner in 1996 and has been CEO since then.

Head of marketing and strategy: Michael Hecken was previously the CEO of e-bike producer, GRACE, prior to its outright acquisition by MIFA in 2012.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	76.5	2.0	26.8	29.2
12/ 11	100.5	4.6	28.3	30.2

Source: Thomson Datastream

Price €7.01*

Market cap €68m

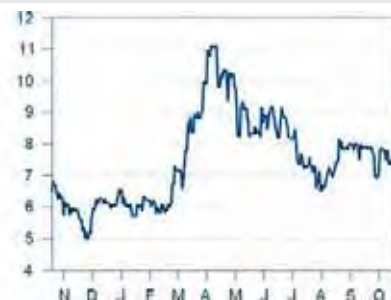
*as at 19 October 2012

Free float 44%

Code FW1

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Peter Wicht 24.5%

Carsten Maschmeyer 28.1%

Peter Unger (AFM) 3.9%

Next events

Q3 results 15 November 2012

Annual report March 2013

Analyst

Jane Anscombe

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Chinese branded sportswear

Consumer & retail

Overview

Ming Le Sports (Ming Le or MINGLE) is a branded sportswear company in China targeting 16 to 35-year-old men and women who "lead an urban, vibrant and active lifestyle." It designs, develops and manufactures footwear (62% of 2011 sales) and clothing, accessories and equipment (38%). Most of the footwear is manufactured at its facility in Jinjiang City, Fujian Province, but a proportion is outsourced, as is the production of clothing, accessories and equipment. Ming Le markets and sells its brands through a network of 26 distributors to over 3,400 retail outlets in China. Most (85%) of these outlets are in tier three and four cities, which Ming Le believes offer the greatest growth potential. The brand is actively promoted across many channels including some high-profile sponsorships such as the Chinese trampoline team. Ming Le listed at €13.0 on the Frankfurt Prime segment in July 2012 after a public offering in Germany and Poland and private placement in the US, which raised €5.8m.

Key assets and operations: brand and distribution

Ming Le's prospectus (available at www.mingle.cn) details the business, strategy and strengths. In summary, management's strategy is to develop its own retail network to complement the distribution chain (so far it has one flagship store), continue to enhance the brand and product range and to expand its footwear production capability. Ming Le believes that its competitive strengths include product appeal to its particular target customers, widespread recognition of the brand in urbanising areas, healthy operating margins and its ability to manage its distribution network. Key risks include reliance on distributors, lack of experience in managing planned retail stores, raw material prices and general economic and political factors. Since the IPO Ming Le has announced expansion in its distribution network (from 24 to 26) and strong H112 growth (revenue up 53% to €126.7m, EBIT up 63% to €32.7m).

Key management

Chairman and CEO: Siliang Ding is the company's founder and major shareholder. He has over 20 years of experience in the Chinese footwear industry and founded Jinjiang Yasi Shoes in 1995.

Chief sales and marketing officer: Shoutan Gou joined the company in 2001 and has been head of sales and marketing since 2004. Prior to that he was head of sales at the Hong-Kong listed Heng'an International Group.

Chief financial officer: Alan Chun Kiat has been CFO since August 2010, prior to which he was audit principal in Singapore Assurance PAC.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	148.7	29.0	42.7	(23.8)
12/11	194.2	48.2	91.4	(56.6)

Source: Thomson Datastream

Price €7.24*

Market cap €112m

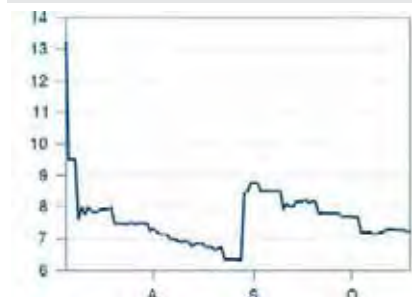
*as at 19 October 2012

Free float 31.5%

Code ML2

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

China Ming Le Sportswear Hdgs	68.5%
Fortune United Capital	4.8%
One Capital Group Investment	4.8%
Tin Seek Company	4.4%
Zhou Jie International	3.9%
City Education Company	3.9%

Next events

Q3 results 28 November 2012

Analyst

Jane Anscombe

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Chinese bags and accessories

Consumer & retail

Overview

Powerland is a Chinese company that designs, manufactures and sells a wide range of handbags, travel cases and accessories for women and men. Luxury bags (55% of sales) are mainly real leather handbags for the Chinese middle class. Powerland works with an Italian design studio and manufacturing is largely outsourced. Luxury bags are sold in China through 136 stores operated by independent distributors and 19 self-operated stores (up from a total of 110 stores in December 2010). Casual products (45% of sales) are mainly sold in China under the 'Sotto' brand, and into a small number of overseas markets. Powerland employs over 1,700 people and listed in the Prime segment in April 2011; 5.5m shares were placed at €15 in an oversubscribed offering, raising €75m gross.

Key assets and operations: Growing luxury brand

Powerland has invested significant resources since 2008 to promote its brand. It believes that its leather handbags are comparable in design and quality with the major international luxury brands, but are targeted at the fast-growing Chinese middle class segment, which the international companies do not really address. Its strategy is to grow the percentage of revenues from the Luxury segment to 70% in 2013 and to grow the retail network to 230 distributor-operated shops and 70 self-operated by 2014. H112 revenues grew by 40% to €94.7m (up 25% in RMB), with Luxury up 46%, despite the closure of 29 underperforming stores. EBIT growth was a more modest 3% (Luxury down 7%), due to higher marketing costs from strategic brand building and operating costs of the growing self-operated store network.

Key management

Chairman of the management board and CEO: Shunyuan Guo began distributing bags in China and South Africa in 1996 and founded Powerland in 2003. He is executive director of the China Leather Association.

Chief production officer: Yong Liang Guo joined Powerland as purchaser in 2003 and progressed to become general manager at Powerland Guangzhou in 2009. He was appointed CPO of Powerland AG on its formation in February 2011.

Chief financial officer: Hock Soon Gan is a chartered accountant and worked for KPMG from 1995 to 2007, when he joined BDO in Malaysia. He joined Powerland in 2010 and was appointed CFO of Powerland AG in February 2011.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	112.6	27.0	27.2	6.5
12/11	146.9	32.2	129.3	(50.9)

Source: Thomson Datastream

Price €7.39*

Market cap €111m

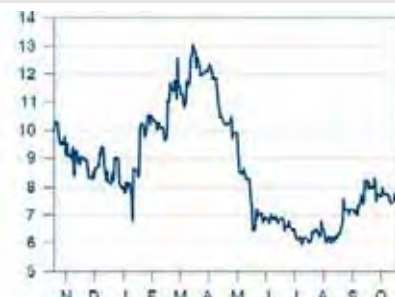
*as at 19 October 2012

Free float 42%

Code 1PL

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Shunyuan Guo	58.1%
Capital Research	8.0%
Solar Trend (Biyuan Guo)	3.0%
Deutsche Bank AG	1.9%

Next events

Q3 results 27 November 2012

Analyst

Jane Anscombe

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B2B direct marketing

Overview

TAKKT is the leading B2B direct marketing specialist for business equipment in Europe and North America. Its brands are represented in more than 25 countries and its product range comprises some 180,000 products including business equipment, office equipment, packaging solutions, plant equipment and specialties. It has about three million customers, for whom it bundles together the offers of several hundred suppliers and provides an efficient service and delivery, with a central warehouse and local logistics providers. About 60% of turnover arises in Europe and 40% in North America. Founded in 1945, TAKKT is headquartered in Stuttgart and has approximately 2,000 employees.

Key assets and operations: Distribution model

Direct marketing employs a wide range of channels including catalogue and online, with fewer staff than a typical retail/wholesale business. E-commerce grew by 18% in 2011 to represent 21% of the total. TAKKT's strategy is to grow both organically (eg new online platforms, new territories such as Asia) and by acquisition (new product or customer groups). In March 2012 TAKKT acquired GPA, a B2B direct marketing specialist for displays in the US, for US\$50m plus up to US\$70m in 2015. In July it acquired Ratioform, the leading B2B direct marketing company for transport packaging in Germany, for €210m. Even after these acquisitions balance sheet ratios remain within the target corridors, with an equity ratio of 30-35%, gearing of 1.2-1.3x and interest cover of 6.0-8.0x. Interim results showed a 6.2% increase in turnover, but 0.3% like-for-like; management warned that the group is feeling the effects of a weakening economy, but that growth continues as a result of acquisitions.

Key management

Chairman of the management board and CEO: Dr Felix A Zimmermann has been CEO of TAKKT AG since June 2009. He joined the management board in May 2008. From 2004-08 he was CFO of Celsio AG, prior to which he was CFO of TAKKT.

Chief financial officer: Dr Claude Tomaszewski became CFO in November 2011. Between 2008 and 2011 he was group finance director at the British Celsio subsidiary AAH Pharmaceuticals, prior to which he worked at HANIEL.

COO TAKKT Europe: Franz Vogel has been a member of the management board and COO of TAKKT Europe since 1999. He joined KAISER + KRAFT in 1985.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	801.6	67.0	251.7	139.2
12/11	852.2	103.2	301.0	93.7

Source: Thomson Datastream

Consumer & retail

Price €9.70*

Market cap €636m

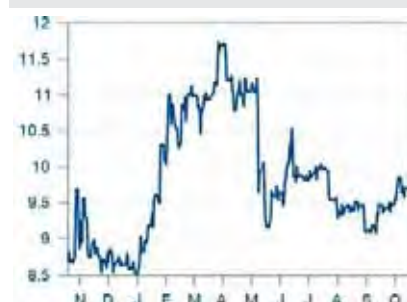
*as at 19 October 2012

Free float 30%

Code TTK

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Franz Haniel & Cie 70.4%

Next events

Q3 results 30 October

Analyst

Jane Anscombe

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Online lottery specialist

Overview

Tipp24 SE (formerly Tipp24 AG) was founded in September 1999 and holds equity interests in companies in Spain, Italy and the UK that enable participation in online lottery-style games. Until the end of 2008 Tipp24 brokered state-licensed and guaranteed gaming products via the Internet in Germany, but these were discontinued due to legal uncertainties post the 1 January 2008 German State Treaty on Gaming. In February 2012, Tipp24 re-launched a German lottery brokerage having successfully obtained a licence in Schleswig Holstein. Lotto24 SE was spun-off and listed on the Frankfurt exchange in July 2012. This enables Tipp24 to focus on its international business, and in particular on the establishment of a new international division dedicated to providing internet services for lottery operators. However, we believe it retains some legal risk relating to its former German operations.

Key assets and operations: Lottery expertise

Lotteries worldwide are moving online, which represents an opportunity for Tipp24. It has operated privately in a European market still dominated by state operators for over 12 years. UK-based MyLotto24 organises English secondary lotteries based on various European lotteries, while Tipp24 Services acts as broker for lotteries and other games in the UK and organises skill-based games. In Spain, Ventura24 receives fees as a broker for various lotteries including the national '6 out of 49' lottery (La Primitiva). In Italy, Tipp24 offers the national '6 from 90' lottery (SuperEnalotto) as well as scratch cards and skill-based games via the website www.giochi24.it and earns commissions paid by lottery organisers for tickets transmitted.

Key management

Executive board chairman: Dr Hans Cornehl has been a member of the executive board since 2002 and chairman since July 2011. Before joining Tipp24, Dr Cornehl was senior investment manager at venture capital company Earlybird.

Supervisory board chairman: Andreas de Maizi re worked for Commerzbank AG for 30 years, as member of the executive board from 1999-2005 and then as chief operating officer. He holds numerous seats on supervisory boards.

Supervisory board deputy chairman: Professor Willi Berchtold's extensive management experience includes executive VP of the automotive supplier ZF Friedrichshafen A. He is also on the supervisory board of Lotto24.

Key financial indicators

Year end	Sales (�m)	EBIT (�m)	Net assets (�m)	Net debt/(cash) (�m)
12/10	104.4	32.7	92.9	1.8
12/11	139.3	51.9	129.3	(13.8)

Source: Thomson Datastream

Consumer & retail

Price €38.98*

Market cap €311m

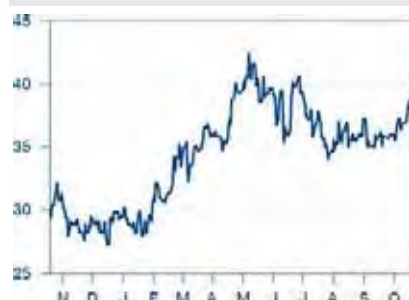
*as at 19 October 2012

Free float 32%

Code TIM

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Oliver Jaster	27.2%
Marc Peters	8.2%
Ethenea Independent Investors	6.1%
Jens Schumann	5.1%
Farrington Capital Management	4.9%
Credit Suisse Equity	3.3%
Allianz Global Investors	3.1%

Next events

Q3 results	6 November 2012
Analyst conference	November 2012

Analyst

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China's urban footwear company

Overview

Ultrasonic AG is the German holding company for the well-established Chinese Ultrasonic group. It designs, manufactures and sells sandals, slippers and shoe soles and established the ULTRASONIC brand for its premium urban footwear collection, targeted for the Chinese domestic market. The urban collection includes casual, outdoor and business styles. Ultrasonic AG was established in 2011 and listed on the Prime segment of the Frankfurt exchange in December 2011 (raising €6.3m at an issue price of €9.00). Its production facilities are located in the People's Republic of China (PRC) and it recently announced plans to acquire a new factory complex near Xiamen, with a total investment in production expansion of about €50m up to 2017. This should increase its production capacity for shoe soles, sandals and slippers by 35-45% by 2017.

Key assets and operations: Chinese footwear

Ultrasonic is a long-established Chinese footwear business, founded in 1998. Its products are divided into three categories. It believes it has early mover advantage in establishing a leading Chinese urban footwear brand in the young but fast growing market for branded premium footwear. The focus is on the Chinese middle class, China's fastest growing consumer group. Premium ULTRASONIC branded urban footwear accounted for 31% of 2011 sales. It is sold in more than 90 mono-label shops together with complementary accessories. Shoe soles (33% of 2011 sales) are produced for leading Chinese sport shoe manufacturers such as Anta and Xtep. Sandals and slippers (36%) are distributed through Chinese trading companies to national and international brands such as Dr Martens and Nevados. H112 sales were up 20% and EBITDA by 19% (to €19.1m).

Key management

Chief executive officer: Qingyong Wu founded the business in 1998. He has around 30 years of experience in the Chinese footwear industry and was factory director of the Jinjiang Shangqian factory for 12 years. He is responsible for business operations, strategic planning and group development.

Chief financial officer: Chi Kwong Clifford Chan joined the group in 2008 and has more than 12 years of experience in the financial services sector.

Chief operating officer: Minghong Wu has been with the group since 2008 and is responsible for marketing as well as sales and production planning.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	102.1	29.8	56.4	(38.3)
12/11	119.4	33.5	93.6	(72.5)

Source: Thomson Datastream. Note: 13:1 bonus share issue and public tender, Sept 2012.

Consumer & retail

Price €8.0*

Market cap €92m

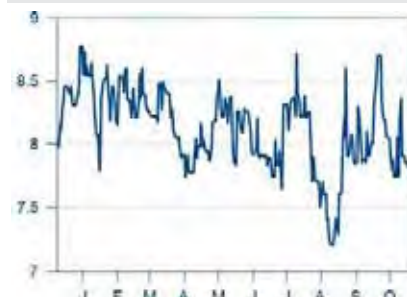
*as at 19 October 2012

Free float 23%

Code US5

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Qingyong Wu	77.0%
Sheung Nga Yeung	4.7%
Thorsten Wagner	4.7%
Shuk Ling Cheung	3.3%

Next events

Prelim figures for 2012 March 2013

Analyst

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Online pet supplies retailer

Overview

zooplus is Europe's leading online pet supplies retailer, selling into 22 European countries. Its main markets are Germany, the UK, France, the Netherlands and Austria. It offers its customers about 8,000 items of food and accessories for a wide range of pets, with a strong emphasis on convenience. zooplus also provides content, information and discussion forums on its websites. In 2011 it had total sales of €257.1m (2010: €193.6m) and its 2006-11 sales growth was 45% CAGR. It reported 4.3m customers in 2011 (2010: 3.1m). zooplus listed on the Entry Standard segment at Frankfurt Stock Exchange in 2008 and transferred to the Prime Standard segment in 2009. It became an SDAX member in mid-2011.

Key assets and operations: Market leader

zooplus believes that it is the leading company in Europe in online pet supplies by some margin in terms of sales and active customers. It believes pet supplies are ideally suited for online retail as they are standardised products, there are regular and repeat demand patterns and home delivery is attractive, particularly for bulky items. zooplus offers a broad product range delivered from central warehouses in Germany and the Netherlands. Total sales increased by 33% in 2011, but Q211 was affected by logistics migration and a subsequent temporary slowdown in growth that led to a 2011 EBITDA loss of €6.8m. Nevertheless, zooplus raised €19.7m via a capital increase in December 2011 to expand its market position and accelerate its growth. Sales increased by 28% in H112 and the EBITDA loss reduced to €0.5m (H111: €6.0m). Management reports that "striking a balance between generally attractive pricing and specific customer acquisition expenses is decisive to successful long-term growth." Zooplus aims for a total sales run-rate of at least €500m by the end of 2014.

Key management

Chairman of the supervisory board: Michael Rohowski has been chairman of the supervisory board of zooplus AG since May 2011. He also acts as managing director of Burda Direkt Services GmbH.

CEO: Dr Cornelius Patt co-founded zooplus in 1999 (prior: Roland Berger) and has served as a member of the management board since then. He is responsible for strategy, overall operational business and international expansion as well as IT.

CFO: Florian Seubert co-founded zooplus in 1999 (prior: JP Morgan International) and has served as a member of the management board since then. He is responsible for finance and accounting, controlling, IR, legal, HR and administration.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	177.8	3.3	21.2	(1.0)
12/11	244.8	(7.6)	35.5	(7.5)

Source: Thomson Datastream

Consumer & retail

Price €31.1*

Market cap €190m

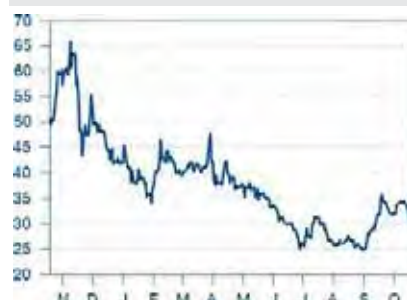
*as at 19 October 2012

Free float 50%

Code ZO1

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Burda Digital Ventures GmbH	24.4%
BDV Beteiligungen GmbH	14.3%
Burda GmbH	8.6%
Capital Research	8.0%
Nomad Investment P'tnership	8.0%
Ruane, Cunniff & Goldfarb	5.9%

Next events

2012 preliminary sales figures	January 2013
Annual report	March 2013

Analyst

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Financial services

Sector focus: Financial services



Analyst: Martyn King

The financials sector has an above-average sensitivity to macroeconomic factors and confidence levels, and so current conditions make it a challenging environment in absolute terms.

While Germany continues to outperform the eurozone as a whole, in absolute terms its growth outlook is not especially encouraging. In its October 2012 World Economic Outlook, the IMF was predicting real GDP growth would be below 1% in both 2012 and 2013 and there would be a small increase in unemployment (from 5.2% at end 2012 to 5.3% at end 2013). As to confidence, the IFO business climate index released on 24 September 2012 fell for the fifth consecutive month to the lowest level since February 2010 with the outlook confidence measure being much weaker than the current business one. While German house prices, as measured by Europace, have continued to rise, the rate of appreciation is slowing, and apartment prices have seen a modest decline in price.

One further issue for the financial sector to face is the pressures on returns in a sustained low-rate environment, bearing in mind the fact that German 10-year government bonds are yielding just c 1.5%. Hitting savings floors has meant the value of short-term cash deposits has fallen while these low long-term rates put pressure on savings businesses. Financial institutions have taken steps to maintain returns, and we expect the larger institutions to have seen some benefit from intra-eurozone flights to quality, but this is a pressure on the sector's performance for the foreseeable future.

For most financial businesses uncertainty is unwelcome. It reduces investors' willingness to take long-term positions and increases financial institutions' risk profiles. While domestic factors are clearly important, the financial sector overall is one that is more exposed than many to sovereign risk, and near-term contagion from weaker eurozone countries is likely to remain a factor for investors until there is much more clarity on how the problems may be resolved.

Most of the largest financial stocks (Allianz, Commerzbank, Deutsche Bank, Deutsche Börse, Munich Re) are global businesses with material exposures outside the domestic market. They are all sensitive to levels of confidence and global economic conditions. Some of the smaller financials are also sensitive to global factors rather than domestic ones – ADC African Development Corporation to sub-Saharan financial services especially banking, DF Deutsche Forfait to global trade receivables.

The range of domestically focused financials is highly diverse and as a consequence so are their business-specific sensitivities. There are long-established insurance companies and long-term saving businesses (such as Nürnberger Beteiligungs) through to internet distributors of financial products (Hypoport) and internet banks (comdirect, DAB Bank) and investment banking (Baader bank).

Investor in Africa's frontier markets

Overview

ADC African Development Corporation is a German stock exchange listed pan-African banking group focusing on sub-Saharan Africa's highly profitable banking markets as well as on proprietary investments in selected frontier markets. ADC has a team of experts who provide operational management services, investment banking expertise and merchant banking services to ensure knowledge transfer across its portfolio of companies.

Key assets and operations: African financial services

ADC was established in September 2007 and its business model leverages local management with international standards and practices to increase profitability. ADC's operational approach and ethical standards meant it was amongst the first to use the World Bank's Multilateral Investment Guarantee Agency ("MIGA") insurance which offers protection against a variety of political risks, in particular the risk of radical political change. ADC's key banking investments are in BancABC (Botswana, Mozambique, Tanzania, Zambia, Zimbabwe 2011), Union Bank Nigeria (2012) and Bange (Equatorial Guinea 2008). ADC has proprietary investments in iVeri Payments Technologies (South Africa payment solutions 2008), RSwitch (Rwanda payment solutions 2008), Rheal (Kenya Insurance 2010) and Brainworks Capital Management (Zimbabwe, investment company 2011). It has also made and exited investments in Ecobank Zimbabwe (Zimbabwe 2009, exit 2011), and Banque Rwandaise de Development (Rwanda 2008, exit 2009). In August 2012, ADC took a majority stake in BancABC by investing an additional €39m, increasing the share of banking investments to above 85% of the total portfolio. Consolidating BancABC will eliminate the MTM volatility previously seen from this investment (H112 MTM -€10.5m) which did not reflect the unit's operating performance (pre tax profits up 53% to €9.8m).

Key management

Co-CEO: Dirk Harbecke has over 16 years' experience in global financial and ICT industries, including experience with Boston Consulting. He founded ADC.

Co-CEO: Jyrki Koskela has over 30 years global public and private sector experience and was former Vice President Global Industries of the International Finance Corporation / World Bank Group.

CFO: Olaf Meier has over 16 years' experience in M&A, equity capital markets, finance and administration with extensive experience across multiple sectors.

Key financial indicators

Year end	Sales (€m)	EBITDA (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	2.0	6.4	66.1	(43.9)
12/11	2.6	8.7	88.3	(31.4)

Source: Thomson Datastream

Financial services

Price € 7.95*

Market cap €68m

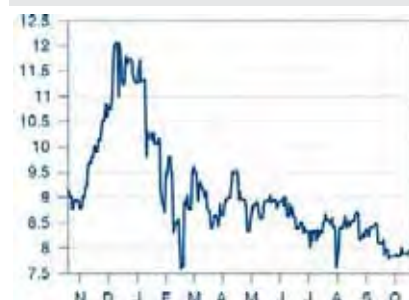
*as at 19 October 2012

Free float 43%

Code AZC

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Trafigura Beheer BV	25.3%
Altira AG	7.8%
Christopher Charles Rokos	6.0%
JL Falcon Global Fund	4.8%
K2 Moore LP	4.6%
RBC cees Trustee Ltd	4.4%

Next events

Q3 results 22 November 2012

Analyst

Martyn King

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German niche trading/investment bank

Financial services

Overview

Baader Bank AG is an investment bank providing both financial instrument trading and corporate finance advice/broking services to the German-speaking world. Baader is a market leader in broker companies in Frankfurt and a member of the six other German stock exchanges as well as key stock exchanges in Europe. Baader Bank AG is the result of the merger between Baader Wertpapier GmbH and Ballmaier & Schultz Wertpapier AG in 1998 and gained a full banking licence in 2008.

Key assets and operations: Risk modest vs capital base

For 2007-11 trading income has exceeded commission income. It trades over 600,000 securities across a full range of instruments including some illiquid ones. Risk is tightly controlled with the average value at risk 2007 to 2011 of €2.5m against a current equity base (H112) of €108.3m. Credit risk arises from holdings in bonds, counterparties to trading and a small element (€15m) of secured customer lending. It is managed by a range of limits reporting to an independent risk department. The equity to assets ratio is 21.8%, necessarily high to support lumpy concentrations that may arise from capital markets activity. A full banking licence, which means its customer deposits are protected up to €100k, helps liquidity. In H112 the Corporate Finance division did nine equity transactions for German issuers, no two in the rankings. The bank is located in Unterschleissheim near Munich and has 400 staff.

Key management

Chairman: Uto Baader became a stockbroker in 1983 trading international equities. In 1993 he supported the float of his first IPO and founded Baader Wertpapier in 1996. Mr Baader worked in the stock exchange department of Bayerische Landesbank for 13 years as head of the foreign equity trading division.

Member of the managing board of directors: Nico Baader is in charge of the Customers and Products segment and the marketing department. Initial experience in his family's stock broking business was followed by training to become a banker at Bayerische Vereinsbank AG in Munich.

Chief financial officer: Dieter Brichmann joined Baader in 1999 having spent 13 years in financial control across a range of financial institutions.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	130.3	25.7	174.0	(24.7)
12/11	113.5	11.4	105.0	(53.0)

Source: Thomson Datastream

Price €1.93*

Market cap €89m

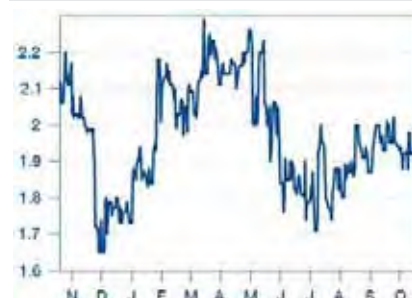
*as at 19 October 2012

Free float 32%

Code BWB

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Baader Beteiligungs GmbH 63.1%

Baader Immobilienverwaltungs GmbH & Co.KG 5.4%

Next events

Annual report February 2013

Analyst

Mark Thomas

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Media & marketing investment company

Financial services

Overview

bmp media investors is a venture capital company that has invested in over 100 companies since it was founded in 1997. The strategy changed in 2011 to focus on the area where it has had the most success, the digital media and marketing services segment. To reflect the new focus its name was changed from bmp AG and management plans to sell the remaining stake in its fund management subsidiary by the end of the year. Its core markets are Germany and Poland (where it has a parallel listing). It takes minority positions and generates its revenues almost exclusively from the disposal of investments, which are typically held for three to seven years. As of June 2012 it held 17 investments with average capital invested in each of €1.3m. Liquid funds amounted to €4m. Management aims to finish the year in profit despite a €2.3m write down on an investment (Retovar).

Key assets and operations: Media and marketing services

Investments: 35.4% brand eins (business magazine); 16.5% castaclip (OTT video aggregation/ distribution); 10.4% K2 internet (Polish digital agency); 16.5% Freshmilk NetTV (Web based TV producers network); 56.2% GreenHanger (advertisement clothes hangers); 25.4% Instream Media (moving image marketer); 30.0% iteelabs (football predictions); 12.5% iversity (collaboration portal for academics); 6.0% MBR Targeting (contextual ad targeting); 10.9% Motor Entertainment (music talent management); 25.1% Retresco (intelligent search) ; 43.9% Self Loading Content (Mobile App); 20.0% Uberweek (Social TV Guide); 22.5% vertical techmedia (online media network for IT and consumer electronics); 49.4% Xamine (data analysis SEO); 2.1% European Telecommunication Holding; 8.2% Heliocentris Energy Solutions; 34.4% Newtron; 37.9% Revotar Biopharmaceuticals.

Key management

Chairman: Gerd Schmitz-Morkramer's previous roles include partnerships and chairmanships of various German banks including Deutsche Bank and Merck Finck & Co where he remains chairman of the shareholders' committee. He is also a member of the supervisory board of YOC AG.

Executive board member: Oliver Borrmann founded bmp media investors AG in 1997 and since then has been a member of the executive board of the company, which has been listed since 1999. This follows a career as a consultant.

Executive Board Member: Jens Spyrrka has been working with bmp since 1999, and became a board member in July 2011. Prior he worked in various roles at BAO Berlin - Marketing Service GmbH, most recently as head of the foreign trade division.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	7.1	1.6	18.0	0.0
12/11	5.3	(0.1)	20.8	(4.3)

Source: Thomson Datastream

Price €0.68*

Market cap €13m

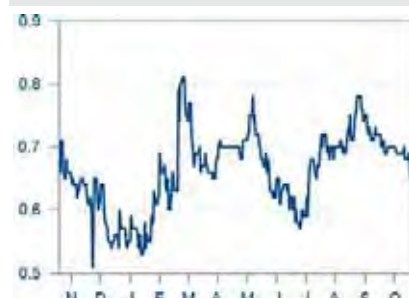
*as at 19 October 2012

Free float 67%

Code BTBA

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Oliver Borrmann	17.9%
Roland Berger Strategy Consultants GmbH	8.2%
Carin Pepper	7.0%

Next events

Q3 results	30 November 2012
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Analyst

Bridie Barrett Schmidt

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Full service direct bank

Overview

Established in 1994 as a direct bank, comdirect initially focused on online brokerage. Today, comdirect has broadened into a full-service bank with 1.7 million private customers and 1m business customers. It is pursuing a dual brand strategy following the acquisition of European Bank for Fund Services GmbH (ebase) in May 2009, keeping comdirect for B2C and using ebase for B2B. It executed 4.4m trades in Q312 and has assets under custody of over €47bn.

Key assets and operations

In Q312 comdirect executed 4.4m trades, compared to 4.9m in Q311, but up from 4m in Q212. At Q312 customer assets held in custody were over €48bn, of which €11bn was in cash deposits. comdirect generates income from (i) commissions – primarily volume of trades driven, but also some B2C advice (where comdirect focuses on direct bank-type advisory models as Baufinanzierung PLUS) and B2B commission – total €125.3m in 9M12 of which B2B €34.2m; (ii) net interest income before provisions is earned from current account balances, term deposits as well as settlement accounts – €117.1m in 9M12; and (iii) trading and other income – €8.1m in 9M12. comdirect has developed from an online broker into a full service bank and now has 870k current accounts, 1.3m Tagesgeld accounts and 799k custody account customers in its B2C business.

Key management

CEO: Dr. Thorsten Reitmeyer: CEO of comdirect since 1 December 2010. Dr. Reitmeyer had joined Commerzbank AG in 2007 as a member of the Divisional Board for Wealth Management. Previously he was with Sal Oppenheimer jr. and Cie KgaA and McKinsey & Company.

CFO: Dr. Christian Diekman started his career as a management consultant with McKinsey & Co, before joining Sal Oppenheim in 2000. He joined comdirect at the end of 2008, becoming CFO in May 2009.

COO: Martina Palte started her career in Commerzbank, joining comdirect in 2000. Her career in comdirect has included customer services, risk and internal audit.

Key financial indicators

Year end	Cost/Income ratio (%)	EBIT (€m)	Equity (€m)	Balance sheet total (€m)
12/10	72.1	80.9	514.2	11,040
12/11	68.0	108.1	547.3	11,381

Source: Thomson Datastream

Financial services

Price €7.94*

Market cap €1,122m

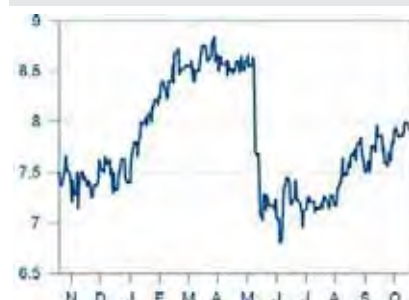
*as at 19 October 2012

Free float 19.5%

Code COM

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Commerzbank AG 80.5%

Next events

Annual report 26 March 2013

Analyst

Mark Thomas

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Cybits – secure electronic identification

Financial services

Overview

Cybits Holding AG is an investment company that is focused on one wholly owned asset; Cybits AG offers digital identity solutions for electronic communication and transactions over the Internet, in particular where there is also a need for digital enterprises to be compliant to regulatory guidelines in relation to the Signature Act, De-Mail Law, Money Laundering Act, Youth Protection Treaty and the Gambling Treaty. Its key product, verify-U, is fully compliant with regulations in all these areas and it is the only accredited solution to identify individuals online according to the German Signature law. This accreditation is driving its new product launches in H2 in the area of money laundering prevention and De-Mail identification. Management forecasts revenues of €14.3m by 2014 from these new services and also see significant opportunities in the eHealth market and mobile payment sector over the medium term. Management expects to be free cash flow positive in 2013.

Key assets and operations: Verify-U

Verify-U has been in use since 2006 in **online age verification** (eg on the maxdome online video portal). However, with the eSig accreditation under its belt, new services are being launched. In Q3 this year it launched its **money laundering** prevention service; it is forecasting 2.5m identifications in 2014 generating revenues of up to €10m. In January 2012 fidor bank ag, the first fully licenced German Web2.0 bank, started using Verify-U for online identification across a variety of products. **De-Mail service** providers need an accreditation by the BSI to be able to offer a new secured and legally binding email communication service. The De-Mail consortium (Deutsche Telecom and 1&1) are planning to launch services in Q4 this year and 1&1 has chosen verify-U as its preferred identification service. It has c 1m registered users at present. Management forecasts 0.9m identifications within the first year, generating €3.7-4.3m in revenue per year.

Key management

Chairman of the supervisory board: Thomas Klack is a managing director of Acxit Capital Management (since 2004), before which he was a VP in the German Advisory group at JP Morgan, and prior to that worked at Rothschild and Deutsche Bank.

Chief executive officer: Stefan Pattberg is also responsible for finance and is the only member of the board of Cybits Holding AG. He had a variety of roles prior to joining Cybits as CEO in 2007 including a board position at Techem Housing and Energy Services (Eschborn), CIO at Colt Telecom in London and prior to this head of internal audit for Central Europe at Michelin.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	0.4	(2.0)	N/A	N/A
12/11	0.4	(2.3)	N/A	N/A

Source: Thomson Datastream

Price €0.99*

Market cap €12m

*as at 19 October 2012

Free float 50%

Code SCO

Primary exchange Frankfurt
(General Standard)

Share price performance



Principal shareholders

Acxit Capital Management GmbH	14.3%
Absolute Income Fund LP	12.2%
DRAW GmbH	4.7%
Greenwich Investments AG	4.6%
Brek Foundation	4.5%
Seven Capital Management UG	3.7%

Next events

Annual report March 2013

Analyst

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Online discount securities broker

Overview

DAB bank (www.dab-bank.de) is an online bank specialising in securities-related services, although, with current weak trading volumes, interest income is c 40% of the group's revenue. It operates in Germany and Austria conducting over 1m trades per quarter for its 600k customers. In its B2C segment, it serves individual investors and traders, offering discounted prices relative to traditional branch banks. In its B2B segment, it serves independent asset managers and financial advisors, as well as institutional investors. Founded in May 1994, DAB bank AG was Germany's first discount broker. DAB bank has been listed on the Frankfurt Stock Exchange since 1999.

Key assets and operations: Interest income c 40% revenue

In Q212 DAB executed 1m trades, down nearly 10% on Q211 and c seven trades per account annualised. At H112 it had c 600k customers, of which c 77k were business. At H112 customer assets held in custody were around €25.7bn, of which €3.57bn was in cash deposits. DAB generates income from (i) commissions – volume traded driven and €16.8m in Q212; (ii) interest on deposits – carefully balancing liquidity and credit risk against higher returns for term deposits from weaker counter-parties (€13.5m in Q212); and (iii) trading and other profits including gains on available for sale holdings (€4.0m in Q212). Germany is the critical market, with Austria being c 10% of accounts and 20% of trades. DAB has equity of €121m and a core Tier 1 ratio of 13.6% (9% in minimum required). Liquidity was 4.3x the regulatory requirements.

Key management

Chairman of the supervisory board: Dr Theodor Weimer: Among other roles Dr Weimer is the management board speaker of UniCredit Bank AG and a member of the management committee of UniCredit S.p.A, Rome, Italy. UniCredit banks owns c 80% of the shares in DAB.

Spokesman of the management board: Ernst Huber has been in the management of discount brokers since 1995 and now is in charge of B2C, products and services, human resources, Austria and corporate communications.

Member of the management board: Niklas Dieterich joined DAB bank AG in 2011 as the head of division for finance & controlling. Previously he was in UniCredit Bank AG and Booz Allen Hamilton.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	234.2	43.1	168.2	(49.7)
12/11	213.0	47.3	185.4	(139.4)

Source: Thomson Datastream

Financial services

Price €3.50*

Market cap €289m

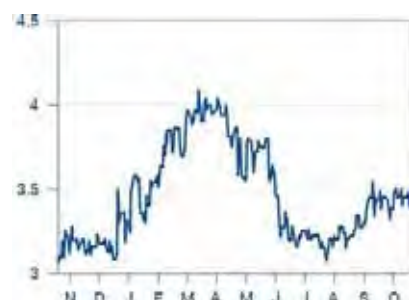
*as at 19 October 2012

Free float 20%

Code DRN

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

UniCredit Bank AG 79.5%

Next events

Annual report March 2013

Analyst

Mark Thomas

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German private equity

Overview

Deutsche Beteiligungs AG (DBAG) is a private equity firm listed in Frankfurt since 1985. Listed private equity (LPE) funds, like DBAG, provide broad access to an asset class that has performed well over the long term in a tradable form with a low minimum investment size. DBAG is differentiated from most European listed private equity peers due to its geographic and sector focus and the fact it is trading at a slight premium to its NAV.

Key assets and operations: Stable growth

DBAG's core expertise is in German small- and medium-sized enterprises, primarily in mechanical and industrial engineering, automotive suppliers, chemicals and industrial services. These companies often have leading technological skills and operations worldwide, due to their specialisation in niche markets and focus on high-quality goods. DBAG invests in companies through majority stakes, supporting management buy-outs (MBOs), for example, as well as minority stakes for companies seeking expansion capital. DBAG also manages third-party funds in parallel with its own investments on behalf of other German and international organisations, such as pension funds, fund-of-funds, banks, foundations etc. These co-investment funds combine the financial resources of these organisations and invest alongside DBAG on the same terms, in the same investee businesses and in the same instruments.

Key management

Spokesperson of the board: Wilken von Hodenberg joined DBAG in 2000 as a member of the board of management and its spokesperson. He will be stepping down from this position at next year's 2013 Annual Meeting and will be succeeded by Torsten Grede.

Member of the board of management: Torsten Grede joined DBAG in 1990 and was appointed to the board of management in 2001. He studied business administration in Cologne and St Gallen, Switzerland, and has 22 years' experience in private equity. He will succeed Wilken von Hodenberg as the company's new spokesperson of the board.

Chief financial officer: Susanne Zeidler joined the board of management on 1 November 2012 and will assume responsibility for the financial sector from Mr von Hodenberg. Susanne Zeidler served at KPMG from 1990 to 2010, most recently as a partner, where she was responsible for KPMG's activities relating to foundations and other non-profit organisations.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
10/10	n/a	36.8	273.9	(37.8)
10/11	n/a	(23.0)	238.9	(32.5)

Source: Thomson Datastream, Company data

Financial services

Price €19.90*

Market cap €272m

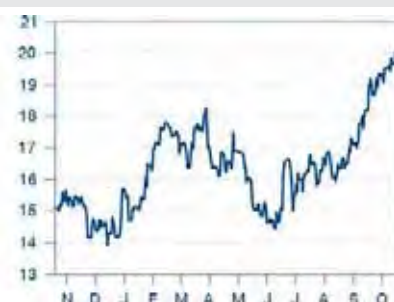
*as at 19 October 2012

Free float >70%

Code DBA

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders (31/10/11)

Private Shareholders	40.2%
Rossmann Beteiligungs GmbH	20.1%
Institutional investors Germany	12.6%
Institutional investors USA	18.2%
Institutional investors other	8.9%

Next events

Full year results 29 January 2013

Analysts

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Martyn King

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Emerging world trade receivables trader

Financial services

Overview

DF Deutsche Forfait AG engages in the global non-recourse purchase and sale of trade receivables. The re-selling of receivables uses a global network of investors developed over many years and very diversified by nature. Exceptionally, certain receivables are retained on risk where, for example, the on-selling market price does not reflect the expected cash generation. Geographically, the business is global with about a third of origination in the Middle East, and about a fifth from India and Russia. The company was founded in 2000 and is headquartered in Cologne.

Key assets and operations: Global operations

DF has a diverse geographic footprint with the origination of forfaiting volumes in H112 being: Iran 19%, UAE 19%, Russia 11%, India 8%, Netherlands 5%, Hungary 5% and others 33% (including some exposure to South and Central Americas). The resultant currency exposures are tightly managed with re-financing always in the matching currency. Credit risk has a different footprint given this reflects forfeiting volumes less securities sold: end 2011 Sudan 24%, Czech republic 15%, Mexico 10%, Brazil 9%. The DF business model can also incur some legal risk. The group also incurs liquidity risk by purchasing receivables before it sells them on to investors.

Key management

Chief financial officer: Jochen Franke: Prior to joining DF Deutsche Forfait AG in 2000, Mr. Franke was at Bankgesellschaft Berlin and was later appointed head of the controlling and accounting department at BB Aval GmbH.

Member of the board of management: Marina Attawar is responsible for marketing / sales. Mrs Attawar held a senior position in Oppenheim Forfait GmbH and was a managing director of BB Aval GmbH before joining Deutsche Forfait AG in 2000.

Member of the board of management: Ulrich Wippermann: is responsible for marketing / sales. From 1990 to 1994, Mr. Wippermann held a leading position in sales at Oppenheim Forfait GmbH. Afterwards he was Managing Director at BB Aval GmbH. In 2000 he joined DF Deutsche Forfait AG.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	35.9	5.0	29.2	46.6
12/11	39.9	(3.7)	24.0	19.4

Source: Thomson Datastream

Price €3.58*

Market cap €24m

*as at 19 October 2012

Free float 59%

Code DE6

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

MM Warburg & Co KGaA	20.9%
Capiton Value Beteiligungs GmbH	5.3%
Management board	15.1%

Next events

Q3 results 27 November 2012

Analyst

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Central European retail developer

Overview

EYEMAXX acquires, develops, builds and runs commercial properties in Central Europe, in particular in its established markets of Austria and Germany and the neighbouring emerging markets of Poland, Slovakia, Serbia and the Czech Republic, where there is a strong presence of mainly German and Austrian tenants. The completed properties are either sold by tender, following a short to medium-term holding period, or kept within the group to generate stable rental cash flow, depending on the market situation. It also develops logistics centres, budget hotels, offices and factory outlet projects, for individual customers.

Key assets and operations: Retail, logistics & hotels

EYEMAXX's sector focus is on retail centres, where it is one of the leading developers in Central Europe. Over the last five years 20 projects, with a total investment of €200m, were successfully developed and sold, occupied by regional and international retail chains, under the brands STOP SHOP and BIGBOX. EYEMAXX also has logistics centres and factory outlet projects, as well as tailor-made solutions in economy/budget hotels, with international hotel groups and made-to-measure commercial properties for international companies.

The company does detailed analysis of its projects before acquisition and only develops those with concrete declarations of intent from anchor tenants intending to rent or pre-lease the premises. EYEMAXX secures the property, designs the project with tenants or end-users and acquires the real estate after reaching a minimum pre-leasing rate of 50-60%. A typical EYEMAXX retail centre has a net floor area of 4,000m² to 8,000m², a total investment budget of €6m to €10m and is sold to long-term investors, usually institutional investors or family offices.

Key management

CEO: Dr Michael Müller founded and built up EYEMAXX International Holding & Consulting from the mid-1990s.

Members of the management board: Norbert Adelman is managing director of Retail Center Management, and Georg Dobler is head of projects for retail centres.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	14.2	1.0	N/A	N/A
12/11	4.2	1.8	N/A	N/A

Source: Thomson Datastream

Bond presentation

Price €6.37*

Market cap €17m

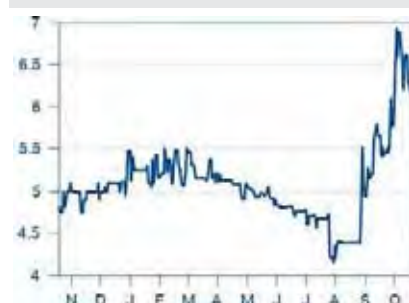
*as at 19 October 2012

Free float 12%

Code BNT1

Primary exchange Frankfurt

Share price performance



Principal shareholders

Michael Mueller 88.0%

BIW Bank für Investment 2.6%

Next events

Annual results February 2013

Analyst

Mark Cartlich

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Munich-based commercial investor

Overview

Fair Value REIT is a real estate investment trust that focuses on the acquisition and management of commercial properties (mainly offices and retail) in German regional centres. It has a portfolio of 71 commercial properties, valued at €486m (Fair Value's share is €221m), which generated rental income of €18.6m in 2011. The company is based in Munich, was founded in 2004 and listed in Frankfurt in 2007.

Key assets and operations: Retail and office portfolio

As a REIT, Fair Value is exempt from corporation and trade tax and at least 90% of net income is distributed annually as a dividend to shareholders. It uses a cost-efficient structure to concentrate on asset management, through outsourcing its property management and accounting functions. The strategy focuses on improvements to the real estate portfolio, concentrating on retail and office properties and gradually expanding the portfolio to enhance profitability and secure the long-term ability to distribute dividends. It uses refinancing and hedging strategies to stabilise profitability and seeks to optimise the cost structure, through selective property disposals, particularly by subsidiaries and associated companies.

Fair Value's 2011 portfolio breakdown by rental income was: 44% retail, 42% office, 14% logistics and hotel premises. It invests both directly in real estate and indirectly through acquiring stakes in other real estate companies, either by acquisition or via capital contribution, through a share exchange. In 2011 the company's equity/total immovable assets ratio was 51% and the LTV ratio (net financial liabilities to portfolio value) was 59%. The occupancy rate of the portfolio has averaged 95% since 2007, while the average maturity of commercial rental agreements has been six years.

Key management

Chief executive officer and member of the management board: Frank Schaich has been CEO since September 2007 and has 25 years' real estate experience. He was previously a member of IC Immobilien's management board.

Chairman of the supervisory board: Prof Dr Heinz Rehkugler has been a member of the supervisory board since October 2007. He is professor of real estate investments at Steinbeis University in Berlin and scientific director of the Centre for Real Estate Studies at DIA Freiburg and Steinbeis University.

Deputy chairman of the supervisory board: Dr Oscar Klenzle is chairman of the supervisory board of IC Immobilien Holding AG and founder of the IC GmbH.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	23.0	6.8	89.1	85.5
12/11	16.6	10.1	92.2	83.5

Source: Thomson Datastream

Financial services

Price €4.80*

Market cap €45m

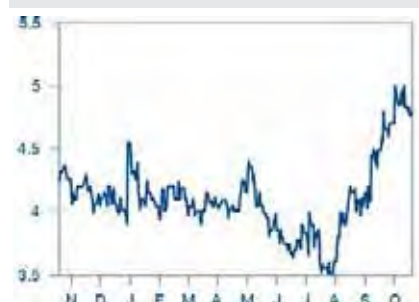
*as at 19 October 2012

Free float 38%

Code FVI GY

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

IC Immobilien Holding	9.4%
HFS Zweitmarkt Invest 2	8.1%
HFS Zweitmarkt Invest 3	7.4%
HFS Zweitmarkt Invest 4	7.4%
HFS Zweitmarkt Invest 5	7.4%
IC Immobilien Service	6.3%

Next events

Q3 results	8 November 2012
Annual results	March 2013

Analyst

Mark Cartlich

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Leasing services

Overview

Grenkeleasing provides small- and medium-sized businesses with access to lease finance to purchase modern IT equipment without tying up capital. It is independent of vendors and banks and holds a leading European market position in small-ticket IT leasing for products such as PCs, notebooks, copiers, printers or software of relatively low value. It operates in 24 countries and employs over 700 staff. It focuses upon an ability to efficiently process high volumes of small contracts, personal advice and support and continually seeks to develop new products and business areas to complement its portfolio and also incorporate its skills in leasing. This enables it to meet the needs of small and medium-sized enterprises with tailored solutions.

Key assets and operations: Strong growth in H112

The group saw a 20% increase in new business in the first half to end June, ahead of its 10% target and on course to achieve its 15% target for 2012 as a whole. It reported that it continues to generate attractive margins on this new business, while margins increased overall due to a lower than expected increase in operating expenses.

Key management

Chief executive officer: Wolfgang Grenke is CEO and chairman of the management board. He founded GRENKELEASING KG in 1978. He is also a member of the advisory board of Deutsche Bank AG.

Chief financial officer: Mr Jörg Eicker has been the chief financial officer of GRENKELEASING AG since 1 October 2012 and is in charge of treasury, refinancing, risk management, controlling, investor relations and the bank segment. Mr Eicker joined the company from NRW.BANK, where he was in charge of long-term refinancing and the management of various investment portfolios.

Chief operating officer: Mark Kindermann is COO of GRENKELEASING AG.

Chief sales officer: Gilles Christ is CSO of GRENKELEASING AG.

Key financial indicators

Year end	New business (€m)	Income from operating business (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	693.0	96.8	287.8	1,120.1
12/11	857.5	116.7	317.7	1,413.0

Source: Thomson Datastream

Financial services

Price €51.07*

Market cap €699m

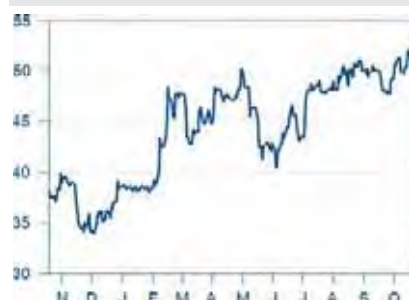
*as at 19 October 2012

Free float 55%

Code GLJ

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Grenke family 45.1%

Next events

Annual results February 2013

Analyst

Roger Leboff

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Residential and commercial investor

Overview

Hamborner REIT is a real estate investment company that develops and manages commercial and residential property. It leases its properties to retail and food outlets, restaurants and businesses in 51 locations across Germany, but focusing mainly in the state of North Rhine-Westphalia. The company was founded in 1953 and is based in Duisburg. It had revenues of €32m in 2011 and owned a portfolio of 69 commercial and residential properties at the year-end.

Key assets and operations: Solid financial position

Hamborner develops and manages a commercial portfolio of offices, large-scale retail and high street commercial properties, which generate a steady rental income, allowing it to pay at least 90% of net income annually as a dividend to shareholders. As a REIT since 2010 it is exempt from corporation and trade tax. The 2011 portfolio breakdown by rental income was: 61% retail, 35% office space and medical practices, 4% other commercial space, apartments and garages/car parking. The residual term of rental agreements weighted by rental income is seven years and the top 10 tenants make up 46% of the rent roll.

Hamborner financed its portfolio with an equity ratio of 49.5% in 2011 (well above the 45% minimum) and an LTV ratio (net financial liabilities to portfolio fair value) of 39.1%. The average vacancy rate in 2011 was only 1.8% and uncollectable receivables amounted to just 0.2% of annual rental income. The company still has approximately 1.4m m² of undeveloped land, which is located predominantly in Duisburg North and in the adjacent municipalities of Dinslaken and Hünxe. As at May 2012 the portfolio value was €518m and the NAV was €294m.

Key management

Member of the managing board: Dr Rüdiger Mrotzek was appointed member of the managing board in March 2007, until March 2018. Previously chief financial officer at Deutsche Wohnungsbaugesellschaft and member of the board as well as managing director of WBRM Holding.

Member of the managing board: Hans Richard Schmitz was appointed member of the managing board in December 2008, until December 2017. He was previously a self-employed lawyer and head of investor relations at Deutsche Post.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	28.3	14.8	225.6	71.4
12/11	36.1	17.5	215.1	197.5

Source: Thomson Datastream

Financial services

Price €7.02*

Market cap €319m

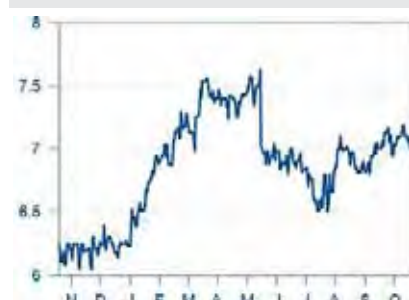
*as at 19 October 2012

Free float 77%

Code HAB

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Prof Dr Siegert	8.8%
Ruffer LLP	6.2%
Asset Value Investors Limited	4.9%
Allianz Global Investors KAG mbH	3.0%

Next events

Q3 results	8 November 2012
Annual results	March 2013

Analyst

Mark Cartlich
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Internet distributor of financial services

Financial services

Overview

The Hypoport Group is an internet-based financial service provider with two main businesses: Dr Klein & Co. AG, which acts as an intermediary for selling banking and financial products to private clients, and EUROPACE, an online B2B financial marketplace for brokering financial products.

Key assets and operations: Low-cost internet delivery

Dr Klein & Co distributes a full range of products, including current accounts, insurance and mortgages, primarily online, but advice can be given by phone or face to face. Dr Klein is an independent distributor selecting the "best" product from over a 100 providers. Cost savings from direct delivery mean the prices offered to customers are competitive. It is also a market leader in arranging finance for municipal and cooperative housing companies. EURO(S)PACE puts several thousand financial advisors in touch with more than 200 partners using highly automated processes to generate cost savings. Around 20,000 transactions per month are now settled on the platform. It also allows institutional clients in the analysis, data management and reporting of transactions. Highly automated systems are a competitive advantage in a market where regulatory changes are constantly changing and mis-selling of services is both a reputational and economic risk. In H112 revenue grew 17% and EBITDA 34% on H111. The group has equity of €32m, and an equity to assets ratio of 46%.

Key management

CEO: Ronald Slabke became CEO in 2010. He was co-CEO from 2007 and has been on the management board since 2002 following the integration with Dr Klein, which he joined in 1996.

Member of the management board: Stephan Gawarecki has been a member of the Management Board of Dr. Klein & Co. AG since September 2004 and is responsible for private clients, insurance and investments. He became a member of the Management Board of Hypoport AG in June 2010.

Member of the management board: Hans Peter Trampe joined Dr Klein in July 2001 with a focus on corporate real estate clients. This followed spells at Weberbank and Deutsche Kreditbank. He joined the management board in June 2010.

Member of the management board: Thilo Wiegand was in Deutsche Bank between 1991 and 2003. He was made MD at Qualitypool GmbH, a subsidiary of Hypoport AG, in 2003 and appointed to the management board with effect from 1 June 2008.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	66.9	6.5	27.4	9.4
12/11	84.4	6.3	70.9	11.1

Source: Thomson Datastream

Price € 9.71*

Market cap €60m

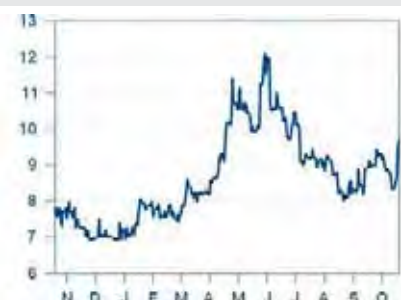
*as at 19 October 2012

Free float 53%

Code HYQ

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Revenia GmbH	34.8%
Kretschmar Familienstiftung	12.9%
Deutsche PostBank AG	9.7%
Sparta AG	5.8%
Others	36.8%

Next events

Annual report March 2013

Analyst

Mark Thomas

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Top 3 residential developer in Munich

Overview

JK Wohnbau was founded in 1995 and has grown to become one of the leading residential property developers in Munich. It developed 1,700 units at 35 projects generating total sales of €128m in 2011, with a staff of just 33 people. Munich already has a tight residential market, but is forecast to grow strongly, with the highest predicted population growth in Germany.

Key assets and operations: Residential construction

JK Wohnbau intends to build on its existing position among the top three real estate developers in the Munich region via further growth in new residential construction, expansion of the apartment refurbishment business, targeting of market and brand leadership and the improvement of its financing structures.

Demand for residential properties in Munich has significantly outpaced supply for many years and the residential real estate market has seen consistently high yields and stability. This is reflected in an average vacancy rate of just 1%. Continued population growth of approximately 110,000 inhabitants by 2025 is predicted and that Munich will become Germany's major city with by far the highest growth.

New residential construction represents around 80% of the group's operating revenue. Synergies from the residential business were developed when the company created its revitalisation business in 2008. Its revitalisation business covers the purchase of existing properties, the subsequent planning and management of building modernisation and finally the sale of apartments. JK Wohnbau does not hold or rent apartments or houses within its portfolio.

Key management

CEO: Michael Haupt is a member of the executive board of various real estate companies and previously MD of Bouwfonds REIM in Germany.

COO: Christian Dunkelberg has long-term managerial experience in North America and previously member of the executive board of various real estate companies.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	75.2	(40.7)	12.4	108.0
12/11	155.8	12.3	2.5	146.4

Source: Thomson Datastream

Financial services

Price €3.13*

Market cap €65m

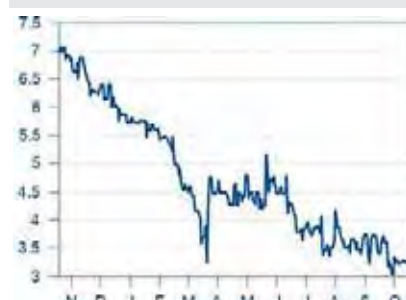
*as at 19 October 2012

Free float 25%

Code JWB

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Josef Kastenberger	13.2%
JK Holding	12.7%
HPI Family Office	10.9%
Laxey Partners	7.5%
RIT Capital	6.8%
Aeris Capital	6.0%

Next events

Q3 results November 2012

Analyst

Mark Cartlich

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Closed-end funds initiator

Overview

Based in Hamburg, Lloyd Fonds AG is one of Germany's leading initiators of closed-end funds and other structured investment products. It has launched over 100 funds since 1995, focused on investment in real estate, shipping, traded endowment policies, private equity, renewable energy and aircraft. The group is active in two key asset classes: shipping and real estate. As at the end of 2011 the group had in aggregate €4.72bn under management.

Key assets and operations: Substantial subscriber base

Group products are available from independent financial service providers, platforms and banks and over 52,000 subscribers have invested c €2bn in the 105 fund products launched to date. Following Lloyd Fonds' stock-market flotation in 2005, it has expanded via the addition of broader investment fund services including the development of new products, fund management, acquisition of investment assets and the sale and marketing of the final products.

Key management

Chairman of the supervisory board: Dr. Eckart Kottkamp has been a member of the supervisory board since 2006. He holds similar roles at Basler AG and Kromi Logistic AG and is chairman of the University Council of Hamburg University of Applied Sciences. His previous career includes: VFW-Fokker, Robert Bosch GmbH (MD), CEO of Jungheinrich Group, Claas KGaA and MD at Hako Holding GmbH & Co. KG.

Chief executive officer: Dr. Torsten Teichert has been CEO of Lloyd Fonds AG since 2001, responsible for strategy, acquisitions, fund development and fund management as well as finance. He is a member of the management board of the Registered Association of closed-end funds.

Board member (real estate, sales & trusteeships): Dr. Joachim Seeler joined the management board in February 2012. He is responsible for real estate, sales and trusteeships. He was formerly head of international real estate finance at HSH Nordbank in Hamburg and CEO of fund issuer Hamburg Trust GmbH.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	21.6	2.5	8.0	(3.5)
12/11	16.0	(2.8)	18.4	(9.4)

Source: Thomson Datastream

Financial services

Price €0.57*

Market cap €16m

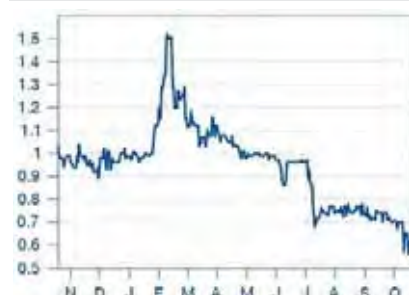
*as at 19 October 2012

Free float 30%

Code L10

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

ACP Fund V LLC (AMA)	49.9%
B&P-T Treuhandgesellschaft	10.2%
Wehr Schifffahrts KG	3.3%
Board of directors	3.3%
Hans-Jürgen Wömpener	3.0%

Next events

Q3 report 29 November 2012

Analyst

Roger Leboff

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Corporate acquisition specialist

Overview

MBB Industries AG is a German-based private equity firm specialising in the acquisition of established medium-sized industrial companies (turnover €10m and above). MBB has been listed on the stock market since 2006 and in the Prime Standard since 2008. The company makes investments in companies where no new owner can be found, where it has the specific skills to address financial or profitability challenges, or can meet a vendor's need for partial disposals. The group benefits from access to capital, strong management resources and a comprehensive international network. Unlike other private equity firms, MBB does not have a set exit policy in place for each investment and is willing to hold stakes for the longer term to generate high returns on invested capital.

Key assets and operations: Driving growth via active management

Due to its majority ownership requirement, each subsidiary is consolidated into the business. This gives MBB full control of the business and means it can utilise its management expertise to achieve more growth. MBB employs c 1,000 people in Germany and abroad. Based on management's experience, MBB tends to invest in industrial production, trade and service and technical applications companies.

Key management

Chairman of the board of directors: Dr Peter Niggemann trained as a banker at West German Landesbank Girozentrale in Münster/Düsseldorf. He is also a partner in Düsseldorf legal firm Freshfields Bruckhaus Deringer and visiting lecturer in European and German cartel law at University of Cologne.

Chairman of the managing board and CEO: Dr Christof Nesemeler is also chairman of the board of directors at Delignit AG, chairman of the board of directors at bmp Beteiligungsmanagement AG and deputy chairman of the board of directors at InVision Software AG. Until 1996, he was a member of the management team at an international management consultancy.

Member of the managing board and chief investment officer: Gert-Maria Freimuth is also deputy chairman of the board of directors at Delignit AG, chairman of the board of directors at DTS IT AG and member of the board of director at United Labels AG. Until 1994, he worked in the corporate finance department of the Price Waterhouse auditing and consultancy company. Between 1994 and 1996, he was a member of the management at BDO Structured Finance GmbH.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	117.7	(5.8)	48.0	(9.8)
12/11	113.0	5.8	46.7	(8.2)

Source: Thomson Datastream

Financial services

Price €12.44*

Market cap €82m

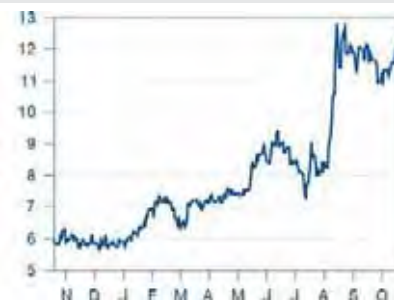
*as at 19 October 2012

Free float 24%

Code MBB

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

MBB Capital Management, Berlin 36.8%

MBB Capital 36.8%

Next events

Q3 report 28 November 2012

Annual report April 2013

Analyst

Roger Leboff

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German life and non-life insurance

Overview

Nürnberger Beteiligungs AG is a German-based holding company, operating through its subsidiaries in the insurance and other financial sectors. It divides its activities into five divisions: Life Insurance, which includes also companies operating in the pensions sector; Health Insurance; Casualty Insurance; Asset Management Advisory; and Services/Others. It was founded in 1884 and is based in Nuremberg.

Key assets and operations: Life and non-life

Nürnberger Beteiligungs AG is a sizeable insurer, with c 7.3m insurance contracts and annual premium income of c €3.5bn. In 2011 over €2.4bn of income was in life, where about half the portfolio is non-interest rate sensitive, which gives the group a relatively stable outlook. €0.7bn of premiums were generated in general insurance and €0.2bn in health insurance (with the group being the German number two in disability insurance). The group non-life combined ratio in H112 was 92.7%. Investment income is c €1bn annually, group equity is c €0.76bn and it employs over 27,000 staff and agents. There is over €4bn in customer deposits in its private bank and group investments total c €20bn. The strength of the franchise and balance sheet is recognised by external rating agencies both at the group level (eg Fitch group A) and at the individual insurance company levels too. While mainly in Germany, there is a small operation in Austria with annual premium income of €111m and c 150,000 contracts (140,000 of which were life). The dividend (current yield over 4.5%) has been kept stable or increased every year since the 1990 listing.

Key management

Chairman of management board: Dr Werner Rupp has been chairman since January 2007. He served as a member of the supervisory board at C-QUADRAT Investment AG until March 2006. Dr Rupp is a member of the supervisory board at Leoni AG and is a speaker of Nürnberger Life and Health Insurance. He retires at the end of 2012.

Vice chairman of the management board: Dr Armin Zitzmann has held managerial positions with the group since 1993 and been on the management board since 1999. He takes over as chairman in January 2013. He is spokesman of the management board of Nürnberger Schadenversicherungsgruppe, among others.

Member of management board: Wolf-Rüdiger Knocke is responsible for information technology (IT) as well as mathematics, capital investment, risk management and reinsurance.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	N/A	67.8	N/A	N/A
12/11	N/A	88.1	N/A	N/A

Source: Thomson Datastream

Financial services

Price €61.03*

Market cap €703m

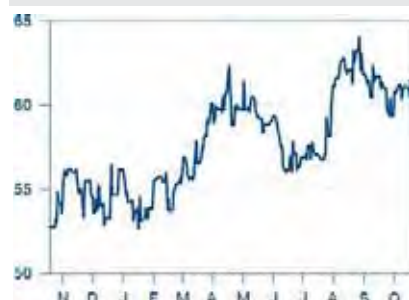
*as at 19 October 2012

Free float 39%

Code NBG6

Primary exchange Frankfurt
(General Standard)

Share price performance



Principal shareholders

Consortia Versicherung Beteiligungsgesellschaft	25.0%
SEBA Beteiligungs mbH	17.5%
Versicherungskammer Bayern	13.0%
Schweizer Rück	5.0%
Sal. Oppenheim jr. u. Cie KGaA	4.0%

Next events

Q3 results	15 November
Annual report	March 2013

Analyst

Mark Thomas

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Commercial office property

Overview

Prime Office REIT is a focused play on commercial office property in central locations in nine major German cities. The portfolio consists of 14 properties with a market value of €972m at year-end 2011 and an NAV of €472m.

Key assets and operations: Internally managed office REIT

Prime Office REIT focuses on investing in and managing high-quality office properties across Germany. The portfolio is broadly diversified, both by location and by tenant. The latter tend to have good credit ratings and lease the properties on a long-term basis. Prime Office intends to generate stable, long-term rental income on the back of the broad diversity of its properties, locations and tenants and through yield-orientated management of the existing portfolio. The target is to continually increase rental income through the acquisition of the right properties and to become one of the leading specialised REITs for high-quality office properties in Germany.

The current portfolio comprises 14 properties in nine cities, focused on high-quality and architecturally appealing office buildings in prime locations. All properties are centrally located in major German cities and metropolitan areas with a total usable space of more than 383,000m². Most of the properties are offices with a small portion of retail space and other types of occupancy. Ten of these properties were formerly part of closed-end property funds initiated by DCM AG. Four properties have been acquired since November 2007. According to a report by the appraisers CB Richard Ellis, the portfolio had a market value of €972m as of December 2011.

As investors and users of properties increasingly base their decisions on sustainability as well as profitability and quality Prime Office has made Green Building part of its corporate strategy. Four properties in the portfolio, accounting for about 47% of its total rental space (180,000m²) now have a recognised sustainability certificate.

Key management

CEO: Claus Hermuth was chair of the executive board of DCM AG between 2000 and 2011, increasing the total investment volume more than fivefold to €4.6bn. He has been chairman of the executive board since the founding of Prime Office REIT in June 2007.

CFO: Alexander von Cramm helped establish Loyalty Partner, a customer loyalty and rewards system, from 2001. He was responsible for corporate strategy at a real estate company and CEO of a listed residential company (2005-07). He has been CFO on the Prime Office executive board since 2007.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	76.9	29.5	221.0	723.2
12/11	76.8	57.2	418.0	502.2

Source: Thomson Datastream

Financial services

Price €3.42*

Market cap €178m

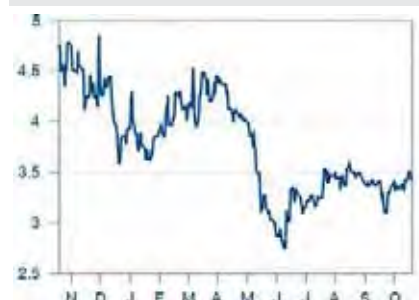
*as at 19 October 2012

Free float 72%

Code PMO

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Oaktree Capital	7.9%
Morgan Stanley	5.5%
Karoo Investment	5.3%
Ruffer Ltd	3.4%
Aviva	3.2%
Rontides	3.1%

Next events

Interim results 8 November 2012

Analyst

Mark Cartlich

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Student accommodation leader

Overview

Youniq is the leading developer, owner and manager of student housing in Germany. Its main business is developing and managing accommodation for university students across Germany. Youniq owns properties in 14 university cities in Germany and currently has 3,770 high-quality apartments under management or in the construction phase. The Youniq stock has been listed on the Frankfurt Stock Exchange since December 2006.

Key assets & operations: Student accommodation experts

Youniq's main business segment is student housing, which offers a "plug & study" concept with one-bedroom furnished apartments for rental at German university cities. The company covers significant parts of the value chain, ranging from the purchase of real estate and land, project development including planning, planning permission procurement and construction as well as the management of the properties. Its secondary renting and trading division also has a portfolio of other real estate properties for letting and selling with a core portfolio in the Leipzig area. Youniq plans to focus solely on the student housing segment by accelerating the sale of its remaining property portfolio by the end of 2012.

In its student housing business segment, the company has property in 14 university towns in Germany, including Munich, Karlsruhe, Frankfurt, Potsdam, Lübeck and Leipzig. Currently, Youniq has 3,770 apartments under management or in the construction phase. In the mid-term, Youniq seeks to hold nearly 50% of its real estate developments in its own portfolio. In June 2011 the company increased its share capital by approximately €25m, moving its listing to the Prime Standard market of the Frankfurt Stock Exchange at the same time.

Key management

Chairman and CEO: Rainer Nonnengässer has 20 years' experience in the real estate sector, at last as Global COO Property Service Group at AXA Real Estate Investment Managers. At Youniq he is responsible for project development, asset management, acquisitions and sales.

Chief financial officer: Marcus Schmitz: Prior to joining Youniq, Marcus Schmitz was CFO at IFM Immobilien AG and before that he worked as a fund manager at Hauck & Aufhauser Privatbankiers.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	30.8	8.4	47.9	101.7
12/11	29.6	(24.6)	87.6	52.0

Source: Thomson Datastream

Financial services

Price €5.12*

Market cap €53m

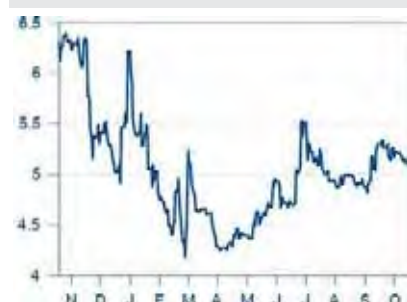
*as at 19 October 2012

Free float 34%

Code YOU

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Goethe Investments	58.8%
Rabano Properties	7.7%
Allianz Global	6.5%

Next events

Q3 results November 2012

Analyst

Mark Cartlich

property@edisoninvestmentresearch.co.uk

High tech & industrial

Sector focus: High tech & industrial



Analyst: Anne Margaret Crow

The high tech & industrial sector is characterised by companies offering innovative, high-value manufacturing products with worldwide niche market leadership positions in numerous business-to-business segments. Exhibitors include the world's largest manufacturer of MOCVD (metal-organic chemical vapour deposition) systems, the largest manufacturer of automatic inspection systems for web-presses, the second-largest manufacturer of printing presses and one of the three largest manufacturers of digital cameras for industrial applications. Exhibitors' equipment is exported throughout the world where it is used in the automotive, construction, consumer electronics, food processing, medical devices, mining, packaging, security, solar and wood-working industries.

The success of these companies is predicated on three factors:

Diversity of markets served: Market dynamics can change very quickly; witness for example the collapse in demand for equipment to make solar panels in the second half of 2011 as generous subsidies from the Chinese government had resulted in over-capacity. Exhibitors such as Manz, which has been able to apply its technology to the manufacture of flat panel displays used in growth segments such as smartphones and tablet PCs, have coped well with the market downturn. Similarly, demand for newsprint is contracting, with the impact of constrained advertising budgets compounded by the structural shift to consuming infotainment online. technotrans has adapted to this by applying its ability to control the temperature of printing inks to cooling lasers.

Exports: Volume manufacturing has tended to migrate to lower labour cost economies. In parallel, rising affluence in emerging economies has resulted in greater domestic demand and more sophisticated consumer requirements. Exhibitors investing in sales operations in Eastern Europe, Asia, especially China, and Latin America are seeing strong revenue growth from these regions.

Innovation: Companies in this sector recognise the need for sustained investment in new product development to maintain share in established markets and to enter new market sectors and geographic territories. Exhibitors are embracing exciting new technologies such as UV LEDs, rapid prototyping, nano-composites and MEMs (micro-electro mechanical systems) and are at the forefront of the development of processes for working with the complex semiconductor materials underpinning our digital world. Recognising that innovation is crucial, many are increasing the proportion of their budget allocated to R&D. This expertise enables companies to offer customised product, which can be a key differentiator compared with a high-volume manufacturer based in Asia.

Since many of the exhibitors have invested in export markets, they are less dependent on growth in Germany. Clearly any weakness in the Chinese economy would have a deleterious impact, but even in a potential downturn there would be demand for product that makes manufacturing processes more efficient and finished goods more attractive.

Print inspection and colour control

Overview

Advanced Vision Technology (AVT) Ltd. is a world leader in developing and manufacturing automatic process, quality and colour control solutions for the printing industry based on its proprietary machine vision and spectrophotometry technologies. Its solutions cater to the packaging, labels and folding cartons and commercial print market segments, each of which has unique process and quality control needs. AVT's systems improve print quality, reduce waste materials, improve product efficiency and cut production set-up cycles. AVT has over 50% share of the global packaging and labels market segments. There are around 7,200 systems installed worldwide in all served markets. AVT is headquartered in Israel with R&D and manufacturing facilities in Israel and the US, and sales and support offices in the US, Europe and China.

Key assets and operations: Technical expertise

H112 revenues rose by 8% y-o-y to \$23.6m. This growth was attributable to higher product sales in the packaging and labels printing markets. These two segments accounted for 85% of products revenues and have proven to be relatively resilient to economic weakness as the volume of food and other consumer products purchased is growing moderately even in economic downturns, with producers using attractive packaging to encourage sales. The commercial segment remained subdued, but this accounted for only 15% of products revenues. New products driving growth include SpectraLab for Spectral Measurement and PrintVision/Titan for inspecting decorative metal sheets. Titan cuts the amount of material wasted, which is critical when the material is c 80% of total printing costs. Sales to customers in Asia-Pacific more than doubled y-o-y to become 21% of total revenues. At \$2.1m, EBIT was almost double the H111 value. This improvement was attributable to higher sales combined with a favourable sales mix and exchange rates that boosted gross margins.

Key management

Chairman of the board of directors: Yehoshua Agassi was CEO and president of Scitex Corporation Ltd. from 2001 to 2003. Other roles include executive vice president of Clal Industries and Investments Ltd.

President and CEO: Shlomo Amir: Before joining AVT in 1997, Mr Amir was VP of marketing and sales at Nice Systems Ltd for two years and spent 12 years at Scitex Corporation, an Israeli high-tech company serving the pre-press industry.

CFO: Nadav Yassour joined AVT in 2009. Before that, he was EVP and CFO of Hobart Holdings Ltd and MessageVine Inc, and he started his career at Scitex Corporation.

Key financial indicators

Year end	Sales (\$m)	EBIT (\$m)	Net assets (\$m)	Net debt/(cash) (\$m)
12/10	39.7	0.4	17.5	(10.8)*
12/11	46.0	3.4	21.8	(13.9)*

Source: Thomson Datastream; Note: *Including short-term deposits.

High tech & industrial

Price €4.10*

Market cap €26m

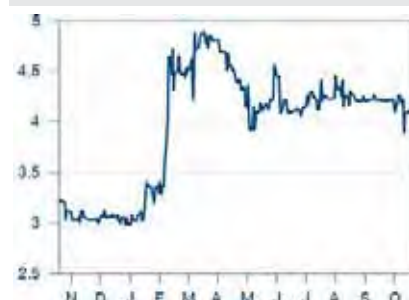
*as at 19 October 2012

Free float 43%

Code VSJ

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Ronin Investment Managing Co. 43.0%

Advanced Vision Technology 14.2%

Next events

AGM 2012 20 December 2012

Analyst

Anne Margaret Crow

industrials@edisoninvestmentresearch.co.uk

Equipment for manufacturing LEDs

High tech & industrial

Overview

AIXTRON develops and manufactures deposition systems for the global semiconductor industry. These are used to build electronic and opto-electronic components based on compound, silicon and organic semiconductor materials. It is headquartered in Aachen, Germany, with manufacturing facilities in Germany, the UK and the US. Three-quarters of its revenues are derived from customers in Asia, where it has established training and demo facilities. Founded in 1983, AIXTRON now has a 50% share of the global MOCVD (metal-organic chemical vapour deposition) market.

Key assets and operations: Building for the future

Over 90% of AIXTRON's revenues are derived from the global LED industry. Investment in capacity for LED LCD TVs and monitors resulted in record sales in FY10. However, as consumer confidence has weakened, investment in production capacity for these devices faltered in H211. H112 revenues fell by 77% y-o-y to €88.1m, generating an operating loss of €34.7m. Increasing demand for LEDs in lighting applications (estimated CAGR 13%) is expected to drive a recovery in demand, though the timing of this is uncertain and may delay AIXTRON's return to profitability. AIXTRON's flexible business model has softened the impact of the drop in orders, while its strong financial position has enabled it to continue investing in R&D. This not only protects AIXTRON's position in the LED sector, but also reduces its dependency on the sector as it develops product for manufacturing GaN and SiC power electronic components, sub 30nm DRAM and longer-term for carbon nanostructures and OLEDs.

Key management

Chairman: Kim Schindelhauer: Kim was appointed as chairman in 2002. He was previously chief financial controller of General Tire Inc.

Chief executive officer: Paul Hyland: Before joining AIXTRON in 2002 Paul was managing director at Thomas Swan.

Chief financial officer: Wolfgang Breme: Prior to joining AIXTRON, Wolfgang was executive board member and CFO of technotrans between 2002 and 2005.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	783.8	288.6	600.3	(182.1)
12/11	611.0	112.9	628.3	(172.9)

Source: Thomson Datastream

Price €9.85*

Market cap €1,003m

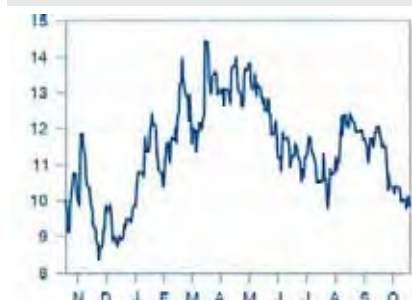
*as at 19 October 2012

Free float N/A

Code AIXA

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Camma	7.6%
Allianz Global Investors	5.0%
Baillie Gifford & Co	5.0%

Next events

Annual report March 2013

Analyst

Anne Margaret Crow

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Rapid manufacturing pioneer

Overview

Alphaform was formed in 1996 as a specialist in rapid manufacturing techniques, offering prototyping and small batch production services to customers in the automotive, aerospace, electronics and engineering sectors. In order to reduce dependence on the automotive industry, it entered the medical market in 2008 through the acquisition of Medimet, a manufacturer of orthopaedic implants and medical instruments. Around 40% of revenues are now attributable to the medical business, which has begun to deploy additive manufacturing techniques in the production of medical implants. Alphaform is poised to take advantage of the wider adoption of rapid manufacturing techniques for larger volumes. Headquartered near Munich, it has subsidiaries in Finland, Sweden and the UK.

Key assets and operations: Return to profitability

FY11 profitability was adversely affected by higher than expected revenue growth (35%) for Medical Technology, which necessitated a rapid expansion of staffing levels in order to fulfil customer requirements, and caused a €1.0m write-down in MediMet goodwill and €1.6m losses after tax. Management has taken action to improve the profitability of the medical business. H112 results saw 10% year-on-year revenue growth to €14.1m driving a doubling in EBITDA to €1.2m and generating €0.4m profit after tax rather than the € 0.3m loss after tax in H111.

Key management

Chairman: Matti Paasila became a member of the Alphaform board in December 2008 and was appointed chairman the following month. He is also on the executive board of CfoExpert AG and supervisory board of EcoStream Oy.

Chief executive officer: Dr Thomas Vetter was on the management board of Alphaform from January 2008 until his appointment as CEO in January 2011. Prior to that he worked for Carl Schenck AG, Rieter Holding AG and Sarnamotive Europe.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	20.7	(1.3)	14.0	3.3
12/11	26.3	(1.2)	12.3	0.8

Source: Thomson Datastream

High tech & industrial

Price €1.74*

Market cap €9m

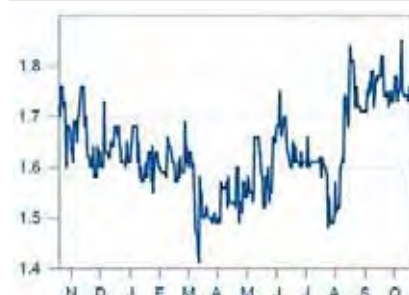
*as at 19 October 2012

Free float 34%

Code ATF

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

LHUM Vermögensverwaltung	18.4%
Management	9.6%
Multiadvisor SICAV	8.8%
Renate Strasczeg Holding	8.2%
Falk Strasczeg	7.9%
Axxion	7.4%

Next events

Q3 results	November 2012
Annual report	March 2013

Analyst

Anne Margaret Crow

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Digital industrial cameras

Overview

Basler is one of the three largest manufacturers of digital cameras for industrial applications globally, with more than 80% of its revenues derived from exports. Its headquarters and manufacturing facilities are located in the Hamburg area.

Key assets and operations: The power of sight

Management is protecting Basler from the volatility experienced by providers of machine vision systems by focusing on its camera business, which accounted for 94% of H112 revenues. The remaining 6% is from sales of spares and service to longstanding LCD inspection system customers, which is a predictable revenue stream. The cameras are used in a wide range of applications including manufacturing, medical diagnostics, traffic management systems and video surveillance, giving a diversified customer base. Management intends to become the dominant provider of digital industrial cameras by 2017, generating an estimated €100m annually. This will be achieved by expanding further into the entry-level segment, offering cameras with easy integration, compact size and a strong price/performance ratio (which helps maintain margins). Total H112 revenues declined by 10% to €25.2m because of the planned withdrawal from sales of new machine vision equipment, but camera sales rose to a new high, boosted by the "ace" range of entry-level area scan cameras. Management expects further growth in camera sales in H212 following the launch of sales of its "racer" range of line-scan cameras, driving total revenue growth in future years.

Key management

Chairman: Norbert Basler founded the company in 1988 while still at university. He became chairman in 2003. He is also deputy chairman of Plato AG and on the supervisory board of Kuhnke GmbH and Malente.

Chief executive officer: Dietmar Ley joined Basler in 1993, becoming CEO in 2000. Before joining Basler, he worked in R&D for Philips AG, Siemens AG and Alcatel AG.

Chief commercial officer: John P Jennings MBA: Before taking this role in 2005, John served as managing director of Basler's US subsidiary and head of product distribution and foreign subsidiaries.

Chief operations officer: Arndt Bake has been a member of the management board since 2010. Before this he had been business unit manager of the Basler Component business segment for several years.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	51.0	6.7	25.5	17.8
12/11	55.1	6.8	27.0	16.9

Source: Thomson Datastream

High tech & industrial

Price €10.85*

Market cap €38m

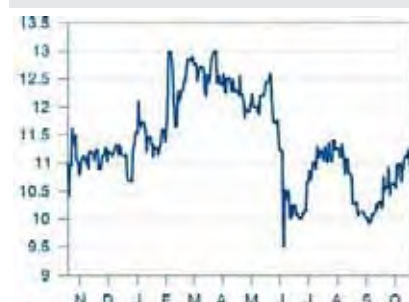
*as at 19 October 2012

Free float 38%

Code BSL

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Norbert Basler	51.4%
Dr Dietmar Ley	3.8%
Basler AG	3.4%
Andreas Müller-Hermann	3.0%

Next events

Q3 report November 2012

Analyst

Anne Margaret Crow

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Oil and gas field services provider

Overview

C.A.T. oil provides oil and gas field services in Russia and Kazakhstan. It offers hydraulic fracturing and side tracking services, which are low-cost options for enhancing the productivity of existing wells and reactivating idle or abandoned ones. In 2010-2011 management initiated a comprehensive investment programme costing €150m to establish a conventional drilling service, which will be completed during H212. This complementary service enables customers to access completely unexploited wells. The service portfolio also includes cementing and seismic services. Customers include Gazprom, KazMunaiGaz, LUKOIL, Rosneft and TNK-BP. The company is headquartered in Vienna and employs over 2,000 people, most of whom are based in Russia and Kazakhstan.

Key assets and operations: Drilling a success

H112 revenues rose by 17% year-on-year to €157.8m, driven by strong demand for its services, contribution from the new conventional drilling service and the greater size and complexity of jobs undertaken. EBIT rose more quickly, by 30% year-on-year to €13.0m, because of operating leverage and more turnkey jobs in the sidetracking services business, despite incurring write-offs and provisions against potential losses totalling € 2.1m in the seismic services business in the Assam region, which is experiencing political instability. By the end of August, the establishment of the conventional drilling service business was almost complete, with eight out of nine drilling rigs in operation. After deducting €12.9m capital expenditure, free cash-generation totalled €10.8m, giving €47.8m net debt at the end of June 2012.

Key management

Chairman: Dr Gerhard Strate was appointed chairman of the supervisory board in 2006. He is the founder and senior partner of the law firm Strate and Ventzke in Hamburg.

CEO: Manfred Kastner: Prior to joining C.A.T. oil, Manfred Kastner was the founding and managing partner of several asset management companies. He was appointed CEO in November 2005.

CFO: Ronald Harder was appointed CFO in November 2006. He was previously sole executive director of B&L Immobilien AG, and CFO of Datasave AG and Zapwerk AG.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	228.8	27.5	226.4	(33.0)
12/11	280.7	16.6	219.9	(50.5)

Source: Thomson Datastream

High tech & industrial

Price €5.60*

Market cap €274m

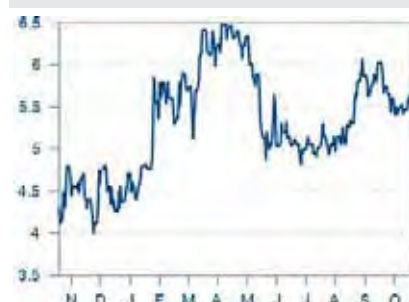
*as at 19 October 2012

Free float 29%

Code O2C

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

C.A.T. Holding (Cyprus) Ltd 60.0%

Anna Brinkmann 11.0%

Next events

Q3 results 29 November 2012

Analyst

Anne Margaret Crow

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German auto parts supplier

Overview

Continental AG is one the world's leading auto part suppliers. Conti supplies parts and systems for cars, trucks and industrial applications, from electronics to tyres and hoses. It had annual sales in 2011 of over €30bn and currently employs 169k people at 265 sites located in 46 countries. Founded in 1871 and headquartered in Hanover, Conti's current business structure was created by the merger with Siemens VDO acquired in 2007. Since 2008, Conti has developed close cooperation with Schaeffler Group (which owns directly and indirectly c 60%) across a number of business areas.

Key assets and operations: Technology leadership

Under the umbrella of Automotive (2011 sales of €18.4bn) and Rubber (€12.2bn) groups, Conti is organised into five divisions and 27 business units, generating 59% of sales in Europe, 19% in NAFTA and 17% in Asia (5% RoW). **Automotive** consists of the Chassis & Safety (21% of total group sales), Powertrain (19%) and Interior divisions (20%). It is the largest supplier of electronic braking systems (33% world share), telematics, instruments and vehicle displays globally. It is a leader of airbag electronics, radar and vision systems, transmission controls, and a major supplier of engine management, fuel delivery and advanced injection systems. The **Rubber** Group consist of the Tire Division (28% of group sales), which supplies tyres for passenger cars, light and heavy trucks. Its focus on high performance and winter tyres puts it second in Europe and fourth globally in the tyre industry. The ContiTech Division (12% of sales) supplies both the auto and industrial sectors, with special materials, belts, hoses, vibration controls and air suspension systems. Technology leadership and low-cost manufacturing are core attributes of Conti's success and market positions across all divisions.

Key management: Wide automotive experience

CEO and chairman of executive board: Dr Elmar Degenhart became CEO in August 2009. He has been president Schaeffler Group Automotive, president of Bosch Chassis Systems and executive VP of Conti Teves Electronic Brake Systems.

CFO and member of executive board: Wolfgang Schäfer became CFO in January 2010. He has been CFO of Behr, Vorwerk-Group and Westig/Zapp Group.

Other members of the executive board: Dr Ralf Cramer (Chassis & Safety Division), José A Avila (Powertrain Division), Helmut Matschi (Interior Division), Nikolai Setzer (Tire Division), Heinz-Gerhard Wente (ContiTech) and Elke Strathmann (HR).

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	26,047	1,990.8	6,202	7,317
12/11	30,505	2,516.2	7,543	6,772

Source: Thomson Datastream

High tech & industrial

10 December 2012

Price €76.28*

Market cap €15,256m

*as at 19 October 2012

Free float 50%

Code CON

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Schaeffler Holding & Group	49.9%
BlackRock Group	5.1%
Ontario Teachers' Pension Plan	2.3%

Next events

Annual report	March 2013
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Analyst

John Buckland

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Display technology supply specialist

Overview

Data Modul is a developer, manufacturer and distributor of specialist display technology. Its Displays division (57% of H1 sales) distributes displays and related technologies into a broad range of applications. The Systems division (43% of H1 sales) provides integrated display solutions encompassing consultancy, third-party and proprietary technologies into industrial, medical device, automation and transportation markets.

Key assets and operations: Clear vision for the future

Data Modul is the largest independent European supplier of specialist display technology. It distributes third-party displays, retaining a close relationship with the leading suppliers globally, while at the same time designing and manufacturing proprietary products, such as touch panels, embedded computers and controller boards under the easy brand. The company's growth strategy is based around continued innovation (R&D expenditure increased 25% to €2.9m in 2011) and international expansion. 31.2% of sales in H1 were generated from exports, down from 36% in the first half of 2011.

Overall sales grew 1% to €70.5m in H1 with EBIT up by 4.1% to €5.1m and net income broadly flat at €3.5m. Sales from the Displays division contracted by 7% to €40.4m, with net income contracting by 35% to €1.7m. Systems sales grew by 13% with net income expanding by 83% to €1.9m. Order entry grew by 4.1% to €82.2m. The company had net debt of €8.5m as of 30 June 2012.

Key management

Chair of the supervisory board: Victoria Hecktor was appointed in May 2011.

Chief executive officer: Peter Hecktor is the longstanding CEO of the company. He studied electrical engineering and has been with the company for almost 40 years. He was previously at Siemens, Texas Instruments and Fairchild.

Chief financial officer: Dr Florian Pesahl became CFO in January 2010. He was previously at Ernst & Young.

Chief technology officer: Mr Walter King has been with Data Modul since 1990 and on the board of directors since 2001.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	119.1	6.6	32.6	5.3
12/11	140.9	10.1	38.9	2.1

Source: Thomson Datastream

High tech & industrial

10 December 2012

Price €14.14*

Market cap €49m

*as at 19 October 2012

Free float 61%

Code DAM

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Varitronix International	20.0%
Peter Hecktor	9.1%
Familie Hecktor-Zimmermann	5.1%
Ludwig Lehmann	5.0%
Treasury shares	3.4%

Next events

Annual report March 2013

Analyst

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Industrial UV technologies

Overview

Dr. Hönle develops, designs, manufactures and supplies UV lamps and equipment as well as UV curing adhesives. Applications include UV drying systems for the printing, automotive and IT industries; UV disinfection for the food and beverage industry and sunlight simulation systems for product testing. One of Dr. Hönle's key strengths is the adaptation of products to specific customer requirements. Headquartered in Gräfelfing near Munich, 65% of revenues (for the nine months ended June 2012) are from exports.

Key assets and operations: Broad product portfolio

Revenues for the nine months ended June 2012 rose by 8% year-on-year to €51.7m. Equipment and Systems sales (52% of total) declined by 8% as a result of major customer Manroland Sheetfed passing a short period in insolvency administration and printing customers postponing placing orders in the lead up to the quadrennial Drupa exhibition. Like-for-like Adhesives sales rose to 22% of the total, boosted by demand from the smartphone industry. Glass and Lamps sales (26% of total) more than doubled following the acquisition of Mitronic in August 2011 and Raesch Group in January 2012. Raesch has a good dealer network in Asia, helping drive exports outside the EU to 32% of total sales. EBIT contracted by €2.3m to €5.3m because of a €1.1m value impairment associated with the Manroland administration and lower Equipment and Systems sales. In the medium term, the group is expected to benefit from production synergies arising from the full integration of Raesch and Mitronic. Strategically these acquisitions, together with investment in development, application engineering and sales in the industrial adhesives segment, take the group into new, fast-growing sales segments and reduce its dependency on the print industry.

Key management

Chairman: Dr Hans-Joachim Vits is a lawyer and a former business executive of Robert Bosch Espanola S.A.

Director of sales and technology: Heiko Runge was product manager at Eltosch Torsten Schmidt GmbH before joining Dr. Hönle in 1993. He was appointed to the management board in 2000.

Director of finance and human resources: Norbert Haimerl spent his early career in Schiessl GmbH & Co. KG and MAN Roland Vertrieb Bayern GmbH. He joined Dr. Hönle in 1996, and was appointed to the management board in 2000.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
09/10	54.6	5.5	30.8	(6.2)*
09/11	67.9	11.3	38.2	(11.3)*

Source: Thomson Datastream. Note: * Including non-current financial assets.

High tech & industrial

Price €10.88*

Market cap €60m

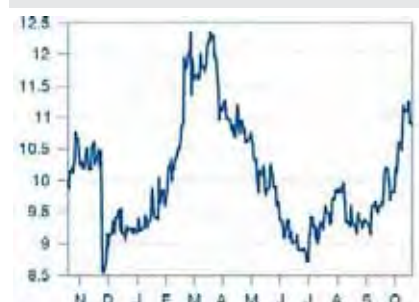
*as at 19 October 2012

Free float 85%

Code HNL

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Hans-Joachim Vits	6.4%
Frithjof Raesch	4.3%
Karl Hönle	4.0%
Sicav Loys	3.1%

Next events

FY12 preliminary results December 2012

Analyst

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Mixed signal ICs

Overview

ELMOS Semiconductor designs and manufactures ICs (integrated circuits) and MEMS (micro electro-mechanical systems) pressure sensors which are used in the automotive, industrial, consumer and medical sectors. These include ultrasonic park assistance ICs, airbag sensor ICs and tyre pressure sensors, among others. It is headquartered in Dortmund, Germany, and has sold over two billion silicon chips worldwide.

Key assets and operations: MEMS and ASSPs growing

After generating record sales in FY11, sales declined by 5% in H112 to €92.4m as a result of weakness in automotive markets, especially non-premium car-makers. EBIT reduced to €4.3m, one third of H111 levels, as R&D and marketing and selling expansion was maintained. Management's long-term strategy is to reduce reliance on the European automotive market, expanding overseas and introducing complementary product lines. New sales offices were opened in Seoul, Shanghai and Singapore since the end of FY10. During H112, sales to Asia rose by 27% y-o-y, so although 64% of revenues are still derived from the EU, 20% are now from Asia. MEMS sales increased to 11% of the H112 total, showing 18% growth y-o-y. Application specific standard products (ASSPs) are becoming a larger part of the business as customers shift away from customised designs and towards solutions with shorter lead/development times. ASSP sales accounted for 15% of 2011 revenues and are offered to customers in the automotive and industrials sectors as well as in the consumer electronics sector.

Key management

Chairman: Professor Dr Günter Zimmer is one of the founders of Elmos. He began his career at Siemens. Until 2005 he was Professor at the Gerhard-Mercator university and head of the Fraunhofer Institute for Micro-electronic Circuits. He is currently director of Dolphin Intégration.

Chief executive officer: Dr Anton Mindl joined ELMOS in October 2005 and was appointed CEO in January 2006. He was previously CEO of the Infotainment Solutions division at Siemens VDO. Other roles include managing director for development and sales at Kostal between 1998 and 2003 and 11 years at Bosch and Bosch/Blaupunkt.

Chief financial officer: Nicolaus Graf von Luckner has 27 years of experience in the automotive industry. He was CFO of the Infotainment Solutions division at Siemens VDO before joining ELMOS in July 2006.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	184.7	23.1	172.3	(26 .8)
12/11	194.3	26.6	187.9	(35.7)

Source: Thomson Datastream

High tech & industrial

Price €6.89*

Market cap €134m

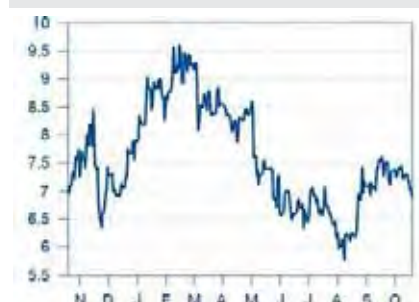
*as at 19 October 2012

Free float 44%

Code ELG

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Dr Weyer GmbH & Co KG	20.3%
ZOE GmbH & Co KG	15.6%
Jumakos Verwaltungs GmbH	15.1%

Next events

Preliminary results 19 February 2013

Analyst

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Network infrastructure specialist

High tech & industrial

Overview

Euromicron develops and manufactures components for optical transmission technology, ie fibre optics. Supported by this manufacturing base the company also offers customers a one-stop shop for solutions in the field of networks and associated services. These range from high-speed access for households, through security and monitoring systems, to sophisticated voice and data communication networks. Euromicron now covers the whole value chain, from manufacturing to maintenance. The company has followed a buy-and-build strategy with the acquisitions in 2011 of telent, ACE and TeraMile.

Key assets and operations: An expert in its field

Euromicron's IPO was in 1998 and it exceeded the €300m revenue mark in 2011, partially aided by its June 2011 acquisition of telent GmbH (which had annual sales of €90m). Following this and other acquisitions it offers customers competency in all the technologies required for transmission of data in data centres, LANs and WANs. It operates across all industry sectors and has a Europe-wide presence, though Germany accounts for 92% of its employees and 88% of 2011 revenues. Outside Germany, business is focused on Italy, Austria, France and Poland. At the end of the second quarter net debt of €93.8m gave a higher than normal gearing ratio of 80%. This seasonal effect is caused by up-front project financing. Gearing at the start of the year was under 48% and a return to this level can be expected by year end.

Key management

Euromicron is divided into three units (Euromicron North, Euromicron South and Euromicron WAN service). The group's management is headed by two executive board members. Operational business is run locally by general managers who report directly to the executive board.

Chairman of executive board: Dr Willibald Späth graduated in economics and took PhD in marketing. Dr Späth was a manager of Meiller (engineering) and chairman of Rathgeber AG (real estate).

Member of executive board: Thomas Hoffmann: A graduate in industrial engineering, Mr Hoffman joined the management team in 2006 and the board in 2009. He was a partner at IBM Business Consulting Services.

Chairman of supervisory board: Dr Franz-Stephan von Gronau trained as a banker and worked for a big four accounting firm in London. Since 1992 he has been a partner of LKC (an audit and tax advice business).

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	203.6	20.2	89.3	51.6
12/11	305.3	23.3	120.2	61.5

Source: Thomson Datastream

Price €20.07*

Market cap €134m

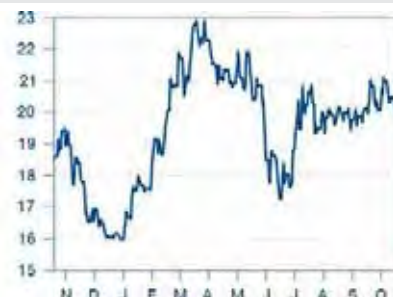
*as at 19 October 2012

Free float 95%

Code EUCA

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Universal Investment Gesellschaft	4.9%
Allianz Global Investors	4.0%
DWS Investment	2.7%
Union Investment	2.5%
Axxion	2.3%

Next events

Annual report March 2013

Analyst

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High-end sensor solutions

Overview

First Sensor AG (formerly Silicon Sensor International AG) develops, manufactures and markets high-end sensor solutions, specialising in optical sensors and MEMs based pressure sensors. The product offer ranges from individual chips to modules and complete systems. Customers include prominent industrial groups and research institutes who use the sensors to develop applications used in sectors including transportation, life sciences, industrial, security and aerospace. It is headquartered in Berlin, Germany.

Key assets and operations: Transformative acquisition

The group doubled in size following the acquisition of the sensor division of Augusta Technologie AG, Sensortech, in September 2011. It now has 14 locations in Germany, the US, Canada, the Netherlands, the UK, Sweden and Singapore, serving around 4,000 customers. The acquisition is expected to place the enlarged group in the top 10 global manufacturers of special sensors. H112 sales more than doubled to €56.2m. Despite a weak economic environment, management expects a further improvement in results during H212 since customer projects that have been planned on a long-term basis are scheduled to commence during the period. Management intends to realise an estimated €4m on an annualised basis through the integration of Sensortech, though over the next two years the integration costs and the synergies realised are expected to roughly balance each other out. At €2.4m, H112 EBIT remained at H111 levels.

Key management

Chairman: Prof Dr Alfred Gossner is also CFO of the Fraunhofer Institute, Munich.

CEO: Dr Hans-Georg Giering became CEO in 2008, having previously served as an executive board member since 2000. He was previously managing director of GLOBANA Communications/Teleport GmbH and Ärzteservice Dr. Giering GmbH and partner and co-founder of Bioplanta GmbH.

CFO: Joachim Wimmers was appointed in March 2012. He was previously managing director of an international manufacturer of electro-technical products with annual sales of around €100m and more than 750 employees.

Key financial indicators

Year end	Sales* (€m)	EBIT* (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	45.2	3.9**	38.1	1.4
12/11	65.2	3.6**	69.1	33.3

Source: Thomson Datastream; Note: *Including Sensortech; **Excluding transaction costs and PPA amortisation.

High tech & industrial

Price €8.53*

Market cap €84m

*as at 19 October 2012

Free float 46%

Code SIS

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Alegria Beteiligungsgesellschaft mbH	27.3%
DAH Beteiligungs GmbH	18.9%
Lampe Beteiligungsgesellschaft mbH	8.3%

Next events

Q3 results 29 November 2012

Analyst

Anne Margaret Crow

industrials@edisoninvestmentresearch.co.uk

A full range of mail services worldwide

Overview

Francotyp-Postalia Holding (FPH) is a provider of a full range of mail management services. Its product divisions cover the entire mail processing chain and include Mail Services (21.8% of total revenue), Franking and Inserting (21.0%) and Software Solutions (6.3%). The company has roots dating back to 1923 and became Francotyp-Postalia Holding AG in 2006.

Key assets and operations: Solid grounding

FPH has a global outreach with a presence in more than 80 countries and an installed base of around 250,000 machines. FPH has a worldwide market share of 10% and is market leader in Austria (47%) and Germany (43%). The company's traditional strength was in the manufacturing and marketing of its franking machines. Following liberalisation of the German postal market it offered a consolidation service (the collection of letters from customers, sorting by ZIP code and passing to Deutsche Post AG for delivery). It is now moving rapidly towards digital communication by targeting a 10% share of the De-Mail market over the next few years. De-Mail is a mail format that is fully electronic (like email), but legally binding, secure, confidential and cheap. Germany is the first European country to have both the technology and necessary legal framework and FPH is the first company certified to offer this service in Germany. FPH estimates that De-Mail has a potential to grow to 10% of all mail sent (currently approximately 15bn letters pa in Germany).

Key management

Chairman of the supervisory board: Dr Claus Gerckens has more than 20 years' experience at the leadership level in industrial companies. He has an extensive background in controlling and supervisory boards across the world and was previously a partner at Arthur Andersen & Co.

Chief executive officer and chief financial officer: Hans Szymanski is responsible for the Finance, Production, IT, R&D, Human Resources and Legal departments. He has previously worked as CFO of Central Europe at Dematic and general manager at Jenoptik Laser Optik Systeme.

Chief sales officer: Andreas Drechsler joined Francotyp-Postalia in 1999 and has held various positions including general manager of FP Direkt, general commercial manager of Francotyp-Postalia and senior vice president of international sales and investor relations.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	147.3	8.7	19.6	14.8
12/11	159.4	(1.1)	15.9	11.6

Source: Thomson Datastream

High tech & industrial

Price €2.58*

Market cap €42m

*as at 19 October 2012

Free float 78%

Code FPH

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Tamino Import & Advisory	9.0%
Amiral Gestion	9.0%
LRI Invest	8.7%
Spoerndli Eric	4.6%
Intl Kapitalanlagegesellschaft	3.3%

Next events

Annual report	April 2013
Q1 results	May 2013

Analyst

Edwin Lloyd

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Growth from successful succession

Overview

GESCO was founded in 1989 to invest in SME companies in the German Mittelstand, focusing on companies facing succession challenges and with ongoing growth potential. There are currently 17 companies in GESCO's holding structure, with four of these added in the last 12 months. These companies are substantially focused on tool manufacturing and mechanical engineering – with some plastics technology exposure too – with a range of end markets addressed.

Key assets & operations: Long term development approach with co-investment

Following acquisition, GESCO typically installs new management who, subject to meeting performance standards, then invest in the business with a pre-agreed earn-out formula. Currently, five of the portfolio companies are wholly owned; the business model is geared towards long-term development rather than private equity. GESCO is conservatively financed (with net debt below 1x EBITDA) and is active in reviewing potential deals. Note that goodwill forms a comparatively small part of net assets indicating a disciplined approach to acquiring companies. Medium-term targets are to sustain high single-digit EBIT margins with a similar rate of revenue progress to drive net income growth ahead of this.

Key management

Chairman: Klaus Mollerfriedrich is a founding member of GESCO and chairman of the supervisory board. His background is in auditing and taxation including private practice consultancy.

Member of the executive board: Dr Hans-Gert Mayrose has been a member of the executive board since 2002, having joined GESCO in 2000. He has capital goods experience in domestic and international markets. He is responsible for advising existing holdings, M&A, IR and PR.

Chief financial officer: Robert Spartmann has been a member of the executive board since 2001, with responsibility for finance, accounting, HR and legal issues. He has previous advisory experience in a mid-sized audit company, including GESCO and its larger subsidiaries between 1995 and 2000.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
03/11	335.2	27.0	114.4	29.1
03/12	415.4	39.3	154.9	20.3

Source: Thomson Datastream

High tech & industrial

Price €65.80*

Market cap €219m

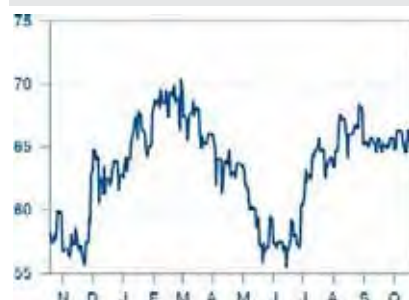
*as at 19 October 2012

Free float 87%

Code GSC1

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Mr Heimöller 13%

Next events

Q2 results November 2012

Analysts

Toby Thorrington

Roger Johnston

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Profitable growth from technical niches

High tech & industrial

Overview

Greiffenberger is a family-led industrial holding company with three separate companies engaged in Drive Technology (60% FY11 revenue, ABM manufactures electric motors, gearboxes and electronic drive controls); Metal Band Saw Blades and Precision Strip Steel (30%, JN Eberle produces high-grade steel products); and Pipeline Renovation Technology (10%, BKP Berolina Polyester processes fibreglass reinforced plastics). Each company is operationally independent. A lean corporate centre assists with strategic direction and support functions.

Key assets and operations: Profit progress

Each operating company addresses long-term, sustainable trends – with an increasing emphasis on energy efficiency and environmental technology – in technically demanding market niches. Their common strategies include quality leadership driving innovation and profitable organic growth with an increasingly international customer horizon. Acquisitions that meet these criteria and offer a strategic fit with existing operations are also considered. FY11 represented a record year for revenues with all three companies reporting growth, while the group EBIT margin was comparable to the prior year. In the first half of FY12, revenue rose by 9%, primarily due to healthy demand in some of the newer Drive Technology product areas, while the group EBIT margin increased 150bp to 6% compared to H1 last year. Full year guidance is for a similar or improved year-on-year EBIT performance. Additionally, debt refinancing (in March 2012) is expected to significantly improve financial results in FY13.

Key management

Chairman of the supervisory board: Heinz Greiffenberger founded the group in 1981 with acquisition of JN Eberle. He had previously gained marketing and industrial experience in consumer electronics and technical ceramics in senior roles. He has supervisory and advisory board experience at several other companies.

Chief executive officer: Stefan Greiffenberger joined the group as managing director of JN Eberle in 1998 with a background in economics and restructuring SMEs. He became CEO and sole member of the management board in 2003.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	139.9	7.7	30.3	34.8
12/11	156.6	8.3	32.5	40.4

Source: Thomson Datastream

Price €5.87*

Market cap €28m

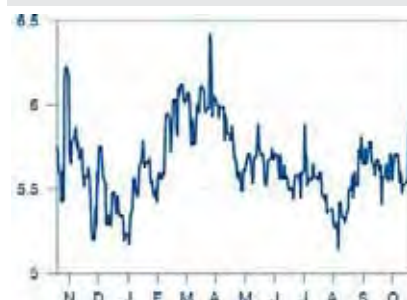
*as at 19 October 2012

Free float 38%

Code GRF

Primary exchange Frankfurt
(General Standard)

Share price performance



Principal shareholders

Greiffenberger Holding GmbH	55.8%
Baden-Württembergische Versorgungsanstalt für Ärzte, Zahnärzte und Tierärzte	6.2%

Next events

Münchner Kapitalmarkt Konferenz	6 December 2012
Balance sheet conference	March 2013
Annual report	April 2013

Analysts

Toby Thorrington
Roger Johnston
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Global woodworking equipment supplier

High tech & industrial

Overview

HOMAG Group is a leading global manufacturer of plant and machinery for the woodworking and wood materials processing industry and cabinet makers active in the production of furniture and construction elements, as well as timber frame houses. It provides woodworking machinery and equipment for edge processing, drilling/fitting/assembly, panel dividing saws, laminating and sanding and packaging as well as a wide range of services, including software and consulting services. It has a global presence with 15 specialised production companies, 21 group sales and service companies and approximately 60 exclusive sales partners worldwide. HOMAG Group has a workforce of 5,038 (as at 30 June 2012).

Key assets and operations: Orders up slightly

Revenue can be divided into industry (48% of total sales revenue in FY11), sales & service (26%), cabinet shops (19%) and others (7%). Expansion operations continued in 2011, with the establishment of a new subsidiary in India that assembles entry level machines for the Indian market. Most of the workforce is based in Germany (77.4% of total) and the majority of new jobs were created in China, Brazil, India and Poland. Research and development is a key part of the business with R&D costs coming to 6% of sales revenue, an increase in the number of patent applications in FY11 by 20 (33.3%) and a staff base of 773 developers and engineers. In the first half of 2012 sales revenue rose slightly to €376m (prior year: €374m), and the largest income generating region was non German EU (28% of total) followed by Germany (25%). Order intake was up slightly in H112, in contrast to industry trends.

Key management

Chairman: Torsten Grede is currently a member of the board of management at Deutsche Beteiligungs AG. He has 21 years' experience in private equity and has been chairman since 2007.

Chief executive officer: Dr Markus Flik previously served as chairman of the management board at Behr GmbH & Co. KG. After 20 years in the industry, he became CEO of HOMAG Group in 2011.

Chief financial officer: Hans-Dieter Schumacher is director of Finance, IT and Human Resources. He previously served as member of the board at Sto AG.

Key financial indicators

Year end	Sales (€m)	EBIT* (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	717.7	32.0	170.0	97.3
12/11	798.7	20.8	161.7	96.1

Source: Thomson Datastream; Note: *Before taking into account employee participation.

Price €10.90*

Market cap €171m

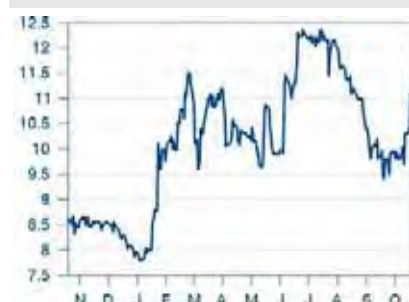
*as at 19 October 2012

Free float 42%

Code HG1

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Deutsche Beteiligungs AG 33.1%

Schuler family/Klessman Stiftung 25.0%

Next events

Annual report March 2013

Analyst

Roger Johnston

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Controlling passenger transport

Overview

init is a producer of telematics, planning and electronic fare collection systems. Its solutions optimise buses and trains operating in local public transport. In so doing it improves the service for passengers (punctuality, convenience, travel times) and for transport companies by improving economic efficiency. init can manage the complete value chain, developing software, integrating with existing systems, installation and maintenance.

Key assets and operations: Ticketing and scheduling

init's ticketing solutions allow drivers to sell tickets quickly, passengers to buy from mobile ticket terminals, lowest price ticket purchasing, reduced boarding times and full integration with planning and passenger information systems. Over the almost 30 years of its existence init has undertaken over 400 telematics, planning and fare collection projects across the globe. The sector in which it operates is growing and public transport numbers are forecast by UITP to double by 2025. The key geographic markets in 2011 were Germany (31% of sales), Rest of Europe (22%) and North America (40%). H112 revenue growth of 33.3% reflected the ongoing investment in development of public transport systems by governments and the convergence of ticketing and telematics systems. The order book at September 2012 of €160m represented approximately 1.8x the full year revenues of 2011.

Key management

Chairman of the supervisory board: Prof E h Günter Girnau is a consulting engineer specialising in local transportation. He is an honorary member and former chief manager of the Organization of German Public Transport Companies (VDV) and honorary vice president of the International Association for Public Transport Systems (UITP).

Chief executive officer: Dr Gottfried Greschner studied electrical engineering at Stuttgart followed by research and a doctorate at Karlsruhe. Dr Greschner founded init in 1983 and was appointed chairman of the managing board in 2001.

Chief financial officer: Bernhard Smolka studied business management at Mannheim. Dr Smolka has also had the investment controlling role at Gebrüder Kümmerling Kunststoffwerke and was project manager at M&A Consultants AG, Mannheim.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	80.9	14.8	46.7	(18.0)
12/11	88.7	20.5	56.9	(22.7)

Source: Thomson Datastream

High tech & industrial

Price €23.05*

Market cap €231m

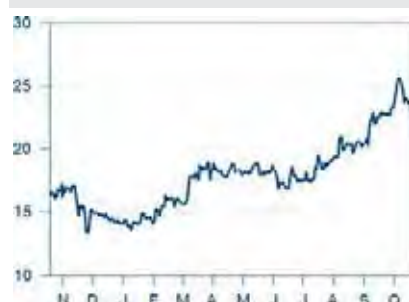
*as at 19 October 2012

Free float 51%

Code IXX

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Mr and Mrs Dr Gottfried Greschner	42.6%
Swisscanto Fondsleitung	8.0%
Becker Joachim	3.3%
BNP Paribas AM	1.5%
Allianz Global Investors	1.0%

Next events

Annual report	28 March 2013
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Analyst

Edwin Lloyd

industrials@edisoninvestmentresearch.co.uk

Machine vision specialist

Overview

ISRA VISION is one of the global leaders in machine vision, a market worth over €7bn worldwide. It is focused on applications that automate complex tasks, predominantly in quality control and production. As a global market leader in surface inspection for continuous production processes, ISRA has successfully completed hundreds of installations for customers in the metal, glass, print, paper, plastics, film and photovoltaic industries. Through its expertise in 3D Machine Vision, ISRA provides automation efficiency for industrial automation, mainly automotive production. Headquartered in Darmstadt, Germany, it has 25 locations worldwide.

Key assets and operations: Increasing efficiency

ISRA's strategy of organic growth combined with selective acquisitions has delivered double-digit growth rates in revenues and profits over the last 14 years. Its diverse customer base protects it from a downturn in any one sector. Management's mid-term goal is to achieve profitable revenue growth to over €100m. For the nine months ended June 2012, revenues rose by 11% to €57.6m and EBIT increased by 12% to €10.7m. Revenues from the Surface Inspection segment (81% of total) grew by 7%, assisted by demand from the metal, speciality paper and plastics industries. In the print and solar segments, ISRA concentrated on quality assurance products, where customers continue to make investments. Revenues from the Industrial Automation segment (19% of total), which is focused primarily on automotive customers, increased by 37%, benefiting from stronger demand from premium car manufacturers in Germany as well as manufacturers in China and Korea. Key growth drivers are strengthened sales activities in Eastern Europe, South America and Asia and technical innovation. For example, the recent acquisition of 3D Shape GmbH enhances ISRA's capabilities in 3D machine vision.

Key management

Chairman of the supervisory board: Heribert Wiedenhuës became chairman in September 2007. He is also chairperson of the supervisory board of PM – International AG, Speyer; member of the administrative board of PM – International AG, Luxemburg; member of the advisory committee (chairperson) of ADVISORY Partners GmbH, Wiesbaden and member of the advisory committee (chairperson) of VITRULAN International GmbH, Marktschorgast.

CEO: Enis Ersü founded ISRA in 1985. He is the main shareholder and CEO.

CFO: Martin Heinrich was appointed CFO in 2009.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
09/10	64.8	11.4	88.3	35.9*
09/11	75.2	14.1	97.7	34.0*

Source: Thomson Datastream. Note: *Including non-current cash equivalents.

High tech & industrial

Price €20.10*

Market cap €88m

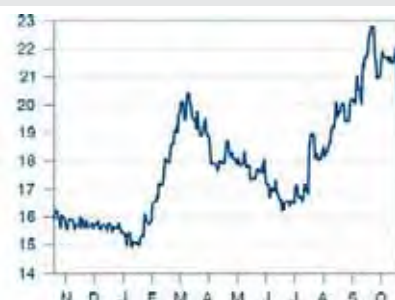
*as at 19 October 2012

Free float 70%

Code ISR

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Enis Ersü	25.0%
Fidelity Management and Research	10.1%
CI Investments Inc.	5.1%
Vision GbR	5.0%
Argos Investment Managers	3.3%
Panamerica Foundation	3.2%
DWS	3.1%
Cambridge Global Equity Corporate Class	3.0%

Next events

Preliminary results 14 December 2012

Analyst

Anne Margaret Crow

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Optoelectronics

Overview

Jenoptik is headquartered in Jena, Germany, with production sites in Germany and the US. 39% of H112 revenues were derived from sales of lasers and optical systems, 28% from industrial metrology and traffic enforcement systems and 33% from defence and civil systems. Its customers are in the semiconductor, automotive, medical, security, defence and aviation industries.

Key assets and operations: Internationalisation

The strategy of internationalisation and attracting new key customers for the systems business was successful. H112 revenues rose by 11% to €283.8m and EBIT grew by 8% to €26.0m. Sales growth in Asia of over 70% (12% total) and in the Americas (19% total) by over 40% made up for declining sales in Europe outside Germany. Sales of lasers and optical systems grew by 2%, with new business for example in flat panel displays and a higher share of system business compensating for a weaker semiconductor market. Metrology sales rose by 29%, attributable partly to high demand from the automotive industry and machine construction, especially in North America. Defense and Civil System sales increased by 9%, driven by energy and sensor systems. Management sees continued expansion overseas as key to the future, as it aims to be a strategic partner for international customers, supported with a local presence.

Key management

Chairman of the supervisory board: Rudolf Humer has been chairman at Jenoptik since June 2008. He was chairman of the executive board of the Palmers Group from 1977 to 2003. He is also chairman of the advisory board of ECE European City Estates GmbH of Austria, and a member of the Baumax Group advisory board.

Chief executive officer: Dr Michael Martin joined Jenoptik as COO in October 2006 before being appointed CEO in July 2007. After completing his doctorate in 1996, he spent 10 years at Carl Zeiss, ultimately as VP technology & processes. He is chairman of the board of trustees of the Fraunhofer Institute.

Chief financial officer: Rüdiger Andreas Günther: Prior to joining Jenoptik in April 2012, Rüdiger was CFO during the restructuring of Arcandor and CFO and HR director of Infineon Technologies. From 1993-2007 he worked in various management positions at Class KGaA, last as management spokesman.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	478.8*	29.0*	282.5	80.0
12/11	543.3	49.2	310.8	78.4

Source: Thomson Datastream. Note: *Continuing businesses

High tech & industrial

Price €6.73*

Market cap €385m

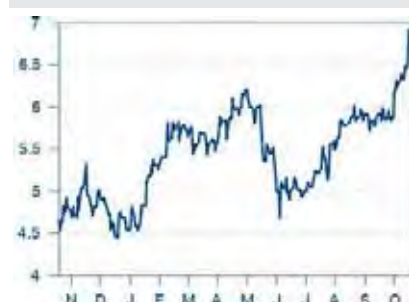
*as at 19 October 2012

Free float 75%

Code JEN

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

ECE Industriebeteiligungen 14.0%

Thüringer Industriebeteil 11.0%

Next events

Annual report March 2013

Analyst

Anne Margaret Crow

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Global printing press manufacturer

High tech & industrial

Overview

Koenig & Bauer (KBA) offers presses used for printing newspapers, magazines, catalogues, packaging, books, banknotes, plastic cards and metal plus industrial marking and coding systems. In FY11 50% of revenues were derived from web and special presses, and the same from sheetfed presses. It is the second-biggest manufacturer of printing presses worldwide and has a reputation of innovation. Exports accounted for 90% of H112 revenues with sales to customers in Europe outside Germany, Asia and Africa/Latin America accounting for 29%, 27% and 27% respectively of total sales.

Key assets and operations: No. one in packaging offset

H112 revenues increased by 16% to €590.5m. Sales of web and special presses grew by 38%. Customers requiring sheetfed presses waited for the quadrennial drupa trade show in May 2012 before placing orders worth over €100m. This will have a positive impact for H212, but resulted in a 6% reduction in segmental revenues for H112 as well as increased costs in the period. Investment by printers in industrial countries is under the pre-crisis level because of the structural shift away from print to online media compounded in southern Europe by the uncertainty engendered by the debt crisis. Key growth drivers therefore are the growing markets in Asia, especially China, and South America, plus the development of product for high-volume digital printing and diversification into packaging, most recently the high-growth flexible packaging sector. KBA generated €13.6m operating profit in H112 (H111: €7.3m loss). This recovery is attributable to higher revenues, cost savings from restructuring, product mix and initiatives to reduce manufacturing costs.

Key management

Chairman of the supervisory board: Dieter Rampl has been chairman of KBA since June 2006. He was CEO of HVB in Munich and was formerly chairman at UniCredit SpA.

President and CEO: Claus Bolza-Schünemann joined KBA in 1989 as head of the electrical planning and engineering division for web, sheetfed and security presses, becoming president in 2011. He is also member of the board of Forschungsgesellschaft Druckmaschinen, the Printing press Research Institute.

Deputy president and chief financial officer: Dr Axel Kaufmann: Prior to joining KBA as CFO in 2010, Axel was head of business insight, planning and strategy at Nokia Siemens Networks. He began his career at Deutsche Bank and Siemens.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	1,179.1	22.2	461.3	(8.2)
12/11	1,167.2	9.9	466.6	(23.6)

Source: Thomson Datastream

Price €14.15*

Market cap €233m

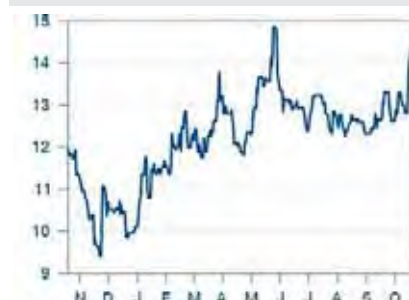
*as at 19 October 2012

Free float 83%

Code SKB

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Bestinver Gestion SGIC	12.8%
MKB Holding GmbH	10.2%
Mediobanca	7.6%
SEB Invest GmbH	7.4%
HBS Holding GmbH	6.8%
Sparinvest Fondsmæglerkab AS	4.5%

Next events

Q312 results	14 November 2012
FY12 results	22 March 2013

Analyst

Anne Margaret Crow

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Micromaterial processing with lasers

Overview

LPKF is a pioneer in the development of new markets using laser technology for micromaterial processing. 16% of H112 sales were from Its Electronics Development Equipment (EDE) segment which makes equipment for rapid prototyping of printed circuit boards (PCBs). 51% of H112 sales were from Its Electronics Production Equipment (EPE) segment which makes equipment for production of PCBs and surface mount stencils and for manufacturing moulded interconnect devices using a patented Laser Direct Structuring (LDS) process. 31% of sales were attributable to its Other Production Equipment (OPE) segment which provides equipment for plastic welding and manufacturing thin-film solar cells. This spread of sectors reduces the risk associated with any one market. LPKF is headquartered in Garbsen, Germany.

Key assets and operations: Record revenue

In H112 revenues rose by 34% to €50.3m, generating EBIT growth of 42% to €7.4m. Increasing acceptance of LPKF's technology as a means of improving efficiency and creating innovative products is driving sales growth. Sales benefitted from high demand for PCB laser cutting systems where LPKF's equipment can cut irregularly shaped PCBs and for LDS systems, which can be used for larger components such as antennae for laptops and tablet PCs. Despite continued weakness in the sector, LPKF has seen marked growth in revenue from solar scribes as its equipment results in improved manufacturing efficiencies. 85% of FY11 revenues were from exports, with 47% of total sales from customers in Asia and 24% from customers in North America.

Key management

Chairman: Dr Heino Büsching previously worked as an attorney specialising in tax law and tax counselling. He has been a member of the supervisory board since 1998 and became Chairman in June 2012.

Chief executive officer: Dr Ingo Bretthauer MBA: Before joining LPKF as CEO in 2009, Dr Bretthauer worked in sales and marketing and was CEO of Joh Heinr Bornemann GmbH from 2001 to 2007.

Chief financial officer: Kai Bentz became CFO in October 2007 after joining the firm in 2002. He previously worked for a large international auditing company.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	81.2	17.3	51.4	(10.6)*
12/11	91.1	15.2	49.8	8.3*

Source: Thomson Datastream. Note: *including financial assets

High tech & industrial

Price €15.39*

Market cap €171m

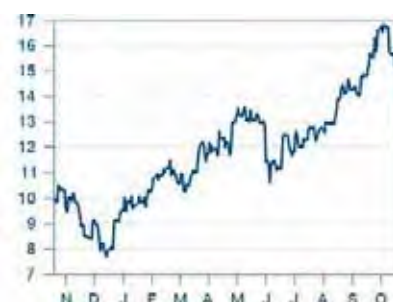
*as at 19 October 2012

Free float 100%

Code LPK

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Barke family	3.7%
DWS	3.3%
Bernd Hildebrandt	2.7%
CI Global Holdings	2.6%

Next events

Q312 results	13 November 2012
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Analyst

Anne Margaret Crow

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Integrated production lines for efficiency

High tech & industrial

Overview

Manz supplies integrated production lines for flat panel displays (FPDs), crystalline solar cells and thin-film solar modules and lithium-ion batteries. These help manufacturers cut production costs. Headquartered in Reutlingen, Germany, it operates production facilities in Germany, China, Taiwan, Slovakia and Hungary. As a high proportion of revenues (75% in H112) are derived from customers in Asia, it recently opened a facility in Suzhou, China, to provide its customers in Asia with German quality engineering at local prices.

Key assets and operations: Multiple markets

Manz is able to apply its key technologies of automation, laser processes, vacuum coating, printing, metrology and wet chemical processes to several distinct markets, reducing its exposure to any one market. In H112 revenues fell by 16% to €109.2m, generating €1.1m EBIT. Overcapacity in the solar market caused Solar segment revenues to shrink by over two-thirds year-on-year to only 12% of the total. However, Manz was able to use the production capacity to fulfil orders for FPD equipment, which is used to manufacture smartphones, tablet PCs and touch panels. Revenues from the FPD segment rose by 68% year-on-year to become 66% of total revenues. New orders totalling €8.0m were received for the Battery segment, which are expected to be at least twice the FY11 level of €9.5m this year. Although the current focus is on the high-growth FPD and lithium-ion battery markets, management notes that as stability returns to the solar market, the surviving producers will need to invest in equipment to improve their manufacturing efficiency. Manz is well-placed to benefit from this. For example it is the first manufacturer to offer a turnkey production line for CIGS solar modules that can be operated profitably.

Key management

CEO: Dieter Manz founder Manz in 1987. He is also chairman of Intech Machines Co Ltd.

CFO: Martin Hipp was appointed to his current role in March 2007.

Chairman: Prof Dr Heiko Aurenz was appointed to the supervisory board in June 2011.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	181.4	0.6	187.9	(24.7)
12/11	240.5	3.1	189.3	17.2

Source: Thomson Datastream

Price €23.86*

Market cap €107m

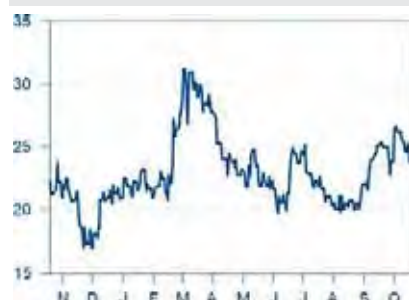
*as at 19 October 2012

Free float 46%

Code M5Z

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Dieter Manz	46.4%
Fidelity Management & Research	5.0%
Ulrike Manz	4.5%
Otto Angerhofer	3.4%
Universal Investment GmbH	2.9%

Next events

Q312 results 13 November 2012

Analyst

Anne Margaret Crow

industrials@edisoninvestmentresearch.co.uk

Hi-tech hose supplier

Overview

With headquarters in Gelsenkirchen and operations in 13 sites across the world including Europe, the US and Asia, Masterflex is a supplier and manufacturer of high-tech advanced polymer hoses and connectors. Its products cover a variety of hose types used in numerous special environments including high temperature resistance, food quality, heating, antistatic, electrically conductive, high resistance bends and medical tubing. It also sells a range of connecting systems such as cuffs, clamps and flanges. Masterflex was founded in 1987.

Key assets and operations: International & R&D focus

H1 revenues were up 4% to €28m. The company increased its workforce to 485 employees in H1. In 2012, as part of Masterflex's interest in expanding into the Asian market, a new subsidiary was established in Singapore to act as a management company for the Asian business, as well as the licence to establish a Chinese subsidiary where some initial production is anticipated this year. As an effort to further help assert its international presence, at an AGM in June 2012 it was agreed to redefine Masterflex as an SE. Research and development of new products continued, with recent additions in the form of XFlame, a flame resistant hose, and PFA (and FEP) hoses, which allow better thermoplasticity than PTFE. Research and development costs totalled €0.22m in FY11, up 309.4% on the previous year.

Key management

Chairman: Friedrich Wilhelm Bischooping has been chairman since 2000, upon the company's listing on the stock exchange. Co-founder of Masterflex Kunststofftechnik.

Chief executive officer: Dr Andreas Bastin started his career at Krupp-Hoesch Group and became a member of the management board at ETAS GmbH in 2004. He joined Masterflex as CTO in December 2006, becoming CEO in April 2008 and received BDO's "Turnarounder of the year" prize in 2011.

Chief financial officer: Mark Becks held various managerial positions at medium-sized companies where his focus was restructuring, set-up and operation of controlling systems, SAP introduction and refinancing. CFO of Masterflex since 2009.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	46.1	6.4	12.2	23.0
12/11	53.0	7.5	16.2	19.6

Source: Thomson Datastream

High tech & industrial

Price €4.97*

Market cap €44m

*as at 19 October 2012

Free float 62%

Code MZX

Primary exchange Frankfurt
(Prime Standard)

Other exchanges N/A

Share price performance



Principal shareholders

SVB GmbH & Co. KG	19.6%
Familienmitglieder Bischooping	5.3%
BBC GmbH	4.6%

Next events

Q3 results November 2012

Analyst

Roger Johnston

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High performance chemical surfaces

Overview

Nanogate is a leading international integrated systems provider for high-performance surfaces. It uses nano-composites to develop, produce and market solutions that add new functions by enhancing existing products with new materials and high-performance surfaces and provide its customers and partners with a competitive edge. Its products target a wide range of industries and it supports its partners from ideas through to finished products. It has already successfully implemented a wide variety of product innovations for its customers. So far, several hundred applications have been implemented into mass production for clients such as Audi, BMW, Bosch, GEA and Airbus.

Key assets and operations: New business wins in H112

The group confirmed an increasing trend towards significantly larger order volumes during the first half of 2012, which are now increasingly over €1m in size. In addition, it secured major new projects including a follow-on order from Land Rover for headlight coatings and the enhancement of visually high-quality components for use in BMW's head-up displays.

Key management

Chief executive officer: Ralf Zastrau has been MD since 1999, taking Nanogate from a scientific start-up to a market-oriented entity. He is responsible for corporate development, strategy and group communications. His background includes strategic development at Asea Brown Boveri AG (ABB).

Chief operating officer: Michael Jung joined the group in 2001 and has been MD of Nanogate Coating Systems GmbH (now Nanogate AG) since 2004. He is responsible for group operations, technological orientation, quality management and personnel.

Chief financial officer: Daniel Seibert is responsible for finance, planning & analysis and IT since May 2012. His background includes financial management positions at American Express, Deutsche Telekom and most recently as CFO at GENEART AG.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
2010	15.4	0.8	24.0	9.1
2011	33.2	1.0	28.1	6.7

Source: Thomson Datastream

High tech & industrial

Price €23.78*

Market cap €58m

*as at 19 October 2012

Free float 39%

Code N7G

Primary exchange Frankfurt
(Entry Standard)

Share price performance



Principal shareholders

Heidelberg Capital PE Fund	30.0%
BIP Investment Partners	25.0%
NanoTec Beteiligungen GmbH	6.0%

Next events

Preliminary results May 2013

Analyst

Roger Leboff

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Vacuum and high temperature systems

High tech & industrial

Overview

PVA TePla is a global supplier of systems for the production, refinement and processing of high-quality materials such as hard metals, ceramics, semiconductors and silicon and for the controlled surface treatment of such materials and a wide range of plastic surfaces. These complex processes typically take place in vacuum conditions, in inert gas atmospheres, at high temperatures or using low pressure plasma. Application areas include the production of silicon wafers for the semiconductor and photovoltaic industries, structural materials for the aviation and space industries, micro-sensor production technologies, semiconductor diodes for LEDs and surface treatment systems for plastic in the life science industry. Headquartered in Wetzlar, Germany, over half of H112 revenues were attributable to customers in Asia.

Key assets and operations: Serves multiple sectors

H112 revenues rose by 30% to €60.2m generating €4.9m EBIT. This revenue growth was primarily attributable to demand for crystal growing systems for producing ingots for the semiconductor industry as well as vacuum systems for the production of hard-metal components and the treatment of graphite. Revenues attributable to the solar segment (8% of total) remained at similarly low levels to H111, though demand for cost and process optimized crystallisation systems is expected to rise medium-term.

Key management

Chairman: Dipl.-Kfm. Alexander von Witzleben was appointed in 2004. He is also chairman of VERBIO BioEnergie and on the board of Feintool International Holding.

Chief executive officer: Dr. Arno Knebelkamp joined in April 2011, becoming CEO two months later. He previously worked for Rutgers Group.

Chief financial officer: Arnd Bohle has been CFO since June 2004. His previous experience includes accounting and controlling positions, including in the Krupp Group as well as managing director of a company in the optical disc industry.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	120.4	12.0	54.5	(16.2)
12/11	132.6	13.7	60.3	(1.7)

Source: Thomson Datastream

Price €2.53*

Market cap €55m

*as at 19 October 2012

Free float 69%

Code TPE

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Peter Abel 25.8%

Deutsche Bank 7.2%

Christian Dürkheim 5.1%

Next events

Q312 results 9 November 2012

Analyst

Anne Margaret Crow

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Explosion protection system supplier

High tech & industrial

Overview

R. STAHL offers explosion protection products, systems and services to protect against combustible gases, vapours, mists or dusts. Products and services include camera and surveillance systems, circuit safety devices, isolators, fieldbus technology, wireless system control, low voltage systems, lighting and automation process solutions. With roots dating back to 1876, R. STAHL was listed on the Frankfurt Stock Exchange in 1997 and is registered on the Prime Standard.

Key assets and operations: International strengthening

Sales revenue increased by 9.1% in 2011. In particular sales in Germany increased by 15.9% while the rest of Europe increased by 4.3%, the Americas 8.3% and Asia-Pacific 15.1%. The company's main customers are within the Oil & Gas (31% total sales in 2011), Chemical (30%), Pharmaceutical (18%) and Shipbuilding (11%) industries. In H112 order intake increased by 21%, while sales increased by 17%, up in all regions but especially so in overseas markets accounting for 78% of sales. The company has subsidiaries in more than 20 countries and representations around the world. The main production operations are located in Germany, the Netherlands, Norway and India.

Key management

Chief executive officer: Martin Schomaker was appointed in 2002. He is the sole member of the executive board. He held various positions in IT and accounts until he joined R STAHL in 1991 where he served in a number of management roles.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	222.6	19.3	84.1	(9.8)
12/11	242.9	16.8	88.8	(3.5)

Source: Thomson Datastream

Price €27.00*

Market cap €174m

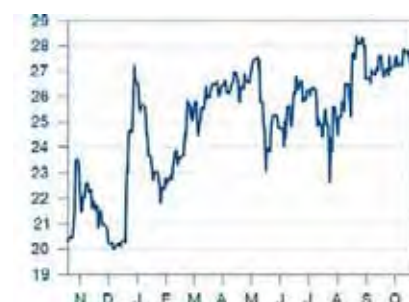
*as at 19 October 2012

Free float 41%

Code RSL2

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Stahl & Zaiser Families	51.0%
LBBW Asset Management	5.0%
Highclere International Investors	3.6%
Ethenea Independent Investors	2.6%

Next events

Annual report April 2013

Analyst

Roger Johnston

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Industrial materials processing lasers

Overview

ROFIN develops, manufactures and markets industrial lasers and laser-based products used in material processing applications. Key markets served are machine tools, consumer electronics, photovoltaics, semiconductors, flexible packaging, automotive and medical devices. It has over 4,000 customers worldwide, with an installed base of 42,000 laser units. Revenues from services and spares account for over a quarter of the total, giving a good base of quasi-recurring revenues. With headquarters in Plymouth, MI, US, and Hamburg, Germany, 45% of sales for the nine months ended June 2012 were from customers in Europe, 33% Asia and 22% North America.

Key assets and operations: Adding value through light

38% of revenues for the nine months ended June 2012 were from sales of high powered laser sources used for cutting, welding and surface treatment applications; 50% were from sales of lower power sources and systems for micro-processing of materials and marking solutions, the remainder from components. Total revenues for the nine-month period declined by 8% y-o-y to \$392.7m as the industrial materials processing market continued to be affected by the European debt crisis and the slower pace of GDP growth, mainly in China. Rofin's strategy for combating these adverse influences is to focus on new markets and applications, develop new laser products, offer customised solutions based on standard platforms and expand further in emerging regions.

Key management

Chairman: Dr Peter Wirth joined Rofin in 1979 as sales manager for industrial lasers, becoming director of sales and marketing in 1983. He served as CEO and president from 1996 until May 2005 when he was appointed chairman.

Chief executive officer and president: Günther Braun joined Rofin in 1989. He served as executive vice president, CFO and treasurer from 1996 to May 2005 when he was appointed CEO and president.

Chief financial officer: Ingrid Mittelstädt joined Rofin in 1997, serving as head of finance and administration of ROFIN-SINAR Laser GmbH before her appointment to CFO in 2005. She was previously a supervising senior with KPMG in Germany.

Key financial indicators

Year end	Sales (US\$m)	EBIT (US\$m)	Net assets (US\$m)	Net debt/(cash) (US\$m)
09/10	423.6	44.0	417.5	(95.7)
09/11	597.8	83.7	478.6	(107.5)

Source: Thomson Datastream

High tech & industrial

Price €15.52*

Market cap €426m

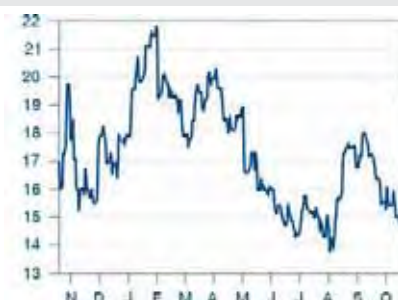
*as at 19 October 2012

Free float N/A

Code RSI

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Royce & Associates LLC	11.3%
Franklin Resources Inc.	9.1%
First Eagle Investment Management	6.5%
Vanguard Group Inc.	5.8%

Next events

Q412 results	8 November 2012
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Analyst

Anne Margaret Crow

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German R&D services consultancy

Overview

Rücker AG was founded by the current chairman Wolfgang Rücker in Wiesbaden in 1970. It is a supplier of technical services to the automotive and aviation industries. The group offers comprehensive engineering development services throughout the entire process chain and is a leading global player in its field. Rücker operates from 39 locations in 18 countries and employs over 2,600 people. With revenue of €176m in 2011 it is among the top 20 technical services companies in the world.

In July 2012, Aton Engineering AG, a subsidiary of the private company Aton GmbH, made a cash offer of €16 per share for all of the shares of Rücker AG. The offer is currently subject to anti-trust clearance. Mr Rücker has agreed to tender his 59% stake.

Key assets and operations: Simulation, animation and virtual design

Rücker specialises in simulation, animation and virtual design. Rücker's business is mainly concentrated in the field of counselling, planning and engineering of vehicles, airplanes, plants, machinery, rail vehicles and ships, as well as with the connected technical documentation. Design and construction services and project management cover the entire process chain, which are completely computerised. In 2011, 67% of group revenue was generated by Germany-based customers. A further 13% came from Spain and 33% came from the rest of the world. The top three customers (not disclosed) accounted for around 52% of annual revenue in 2011, with the biggest two contributing 22% and 19% respectively. Rücker does not disclose revenue, or profit by business type or segment. Segments are national and international business.

Key management:

CEO and chairman of management board: Wolfgang Rücker founded the company in 1970.

CFO and member of management board: Jürgen Vogt holds an MBA and is responsible for finance and accounting.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	151.9	8.1	38.2	(4.9)
12/11	175.9	9.9	40.4	(2.3)

Source: Thomson Datastream

High tech & industrial

Price €16.16*

Market cap €135m

*as at 19 October 2012

Free float 16%

Code RUK

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Aton Engineering AG 60.0%

Mr Heinz Ferchau 26.3%

Next events

Annual report March 2013

Analyst

John Buckland

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Production equipment manufacturer

High tech & industrial

Overview

SINGULUS supplies production equipment for optical data storage, photovoltaic devices and semiconductor components. Examples of its products include MRAM wafer production equipment, Blu-ray optical disc manufacturing equipment, vacuum deposition and other solar cell processing machinery. In March 2012 the company issued a corporate bond (up to €60m) with the intent of using most of the money raised to develop new and larger projects in the Solar division, to expand the business further into vacuum coating and for strategic M&A in high-tech related areas in support of a broader portfolio strategy.

Key assets and operations: Positioning for the long term

SINGULUS is headquartered in Kahl am Main and has operating subsidiaries in Europe, the US, South America and Asia. The group operates in three key divisions. The Optical Disc division provided 64% of H112 sales (down 31% on H111), with delays to orders of Blu-ray production machines affecting reported results. The Solar division contributed 27% (down 43%), in line with management expectations as market recovery continued to stall. Semiconductors accounted for 9% (up 40%) following strong order intake of €20m for the group's TIMARS vacuum coating systems, which saw more machines sold in H112 than the previous three years put together. Geographically, Europe accounted for 34% of H112 sales, the Americas 37%, Asia 26%, while Africa & Australia contributed 3%.

Key management

Chairman of the supervisory board: Wolfhard Lechnitz became chairman after Roland Lacher stepped down from contention for chairman in May 2011. He has served as chairman and CEO at a number of companies.

Chief executive officer: Dr Stefan Rinck: 20 years of experience has seen Dr Rinck hold various positions on the management board at a number of firms in the industrial sector. He was appointed CEO in April 2010.

Chief financial officer: Markus Ehret is in charge of the finance, controlling, human resources and IT departments. He was appointed CFO in April 2010 after working at PwC since 1999.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	118.2	(82.7)	106.2	5.8
12/11	157.5	7.0	137.9	(18.3)

Source: Thomson Datastream

Price €1.46*

Market cap €71m

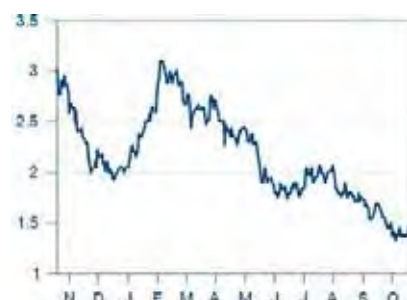
*as at 19 October 2012

Free float 97%

Code SNG

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Dimensional Fund Advisors 3.0%

Norges Bank Investment Mgmt 2.1%

DWS Investment GmbH 1.8%

Next events

Annual report March 2013

Analyst

Roger Johnston

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Automotive electronics and automation

High tech & industrial

Overview

Softing is an established international software and firmware house operating in the industrial automation and automotive electronics segments. It offers complex software, hardware, complete system solutions and associated consultancy. Hardware prototypes are developed internally while volume production is outsourced. The Industrial Automation division provides customised industrial communications solutions and products for the process and manufacturing industry. The Automotive Electronics division specialises in diagnostics, measurement and testing of in-vehicle electronic networks. It is headquartered in Haar, Germany.

Key assets and operations: Record revenues

After reporting record sales and earnings in FY11, H112 revenues rose by 33% to €24.2m. Sales from the Automotive Electronics division increased by 66% year-on-year to €11.4m, (47% of total), partly as a result of the acquisition of samtec automotive software and electronics GmbH in autumn 2011. Sales from the Industrial Automation division grew by 14% to €12.8m (53% of total). EBIT totalled €2.4m, a 19% improvement. In July Softing announced that it had signed an agreement with the world's largest automotive company, based in Germany, for the supply and maintenance of the ODX software that is indispensable to modern automobile diagnostics. This agreement is expected to bring in additional sales of up to €2m over the next three years. Before deducting cash for dividend payments and the purchase of treasury shares, net cash generated in H112 totalled €3.4m.

Key management

Chairman: Dr Horst Schlessl is a lawyer and senior partner of Schiessl, Schrank & Partner. He is also chairman of Baader Bank and member of the supervisory board at Dussman AG & Co KGaA.

Chief executive officer: Dr Wolfgang Trier has been a member of the executive board since April 2002 and was appointed to his current role in June 2002.

Member of the management board: Maximilian Prinz Zu Hohenlohe-Waldenburg has been a member of the management board since August 2011. He is in charge of finance and human resources.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	31.7	1.5	15.0	2.0
12/11	41.1	4.3	17.2	(0.2)

Source: Thomson Datastream

Price €6.96*

Market cap €45m

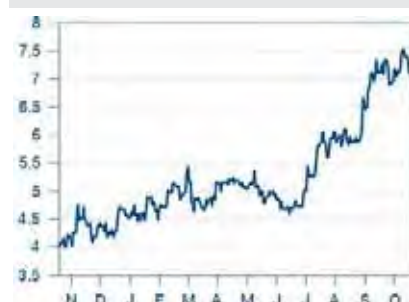
*as at 19 October 2012

Free float 60%

Code SYT

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Trier Asset Management	23.4%
Softing AG	4.8%
Klaus Fuchs	3.5%
Fortec Elektronik	2.6%
Steinbeis Verwaltungs GmbH	2.1%

Next events

Q312 results	15 November 2012
Annual report	March 2013

Analyst

Anne Margaret Crow

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Semiconductor processing equipment

High tech & industrial

Overview

SÜSS MicroTec is a Garching-based semiconductor equipment manufacturer. It designs and manufactures tools in three areas: 1) lithography tools (73% of H112 revenues), used for advanced packaging, LEDs, MEMs (micro-electro-mechanical systems) and 3D integration; 2) substrate bonders (13% of H112 revenues), used for LEDs, MEMs and 3D integration; and 3) photomask equipment (11% of H112 revenues), used for front-end semiconductor manufacturing. The tools are manufactured at facilities in Germany (Garching & Sternenfels), and the US.

Key assets and operations: Advanced packaging

The company's geographical spread of revenues reflects the global nature of the semiconductor industry. In H112, 53% of revenues were generated in Asia, 26% in Europe and 21% in the US. Demand for the company's products is influenced by the health of the chip manufacturing industry as well as by demand for LED lighting and MEMs. The demand for advanced packaging technologies is being driven by the increasing technical challenges presented by the continued shrinking of chip feature sizes. Although the downturn in the chip industry resulted in several quarters of weak order intake in 2011, Q1 and Q2 showed an upturn in orders (+59% and +6% q-o-q respectively). The company's R&D is focused on development of the existing product range (particularly bonders) and temporary wafer bonding for 3D integration.

Key management

Chairman: Dr Stefan Reineck joined the supervisory board in October 2007. He spent four years as CEO of STEAG HamaTech AG and has previous experience at semiconductor and telecommunications companies.

Chief executive officer: Frank Averdung was appointed to the role in 2009. Prior to this he had management roles at Carl Zeiss in Germany and the US.

Chief financial officer: Michael Knopp was appointed to the role in 2007. He was previously commercial managing director of Kemmax GmbH as well as CFO of International Operations at Chemtrade Logistics.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	139.1	14.3	106.4	(37.2)
12/11	175.4	18.6	120.4	(42.0)

Source: Thomson Datastream

Price €7.18*

Market cap €137m

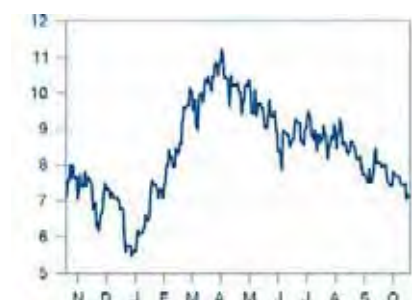
*as at 19 October 2012

Free float 100%

Code SMHN

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

DWS Investment GmbH	8.7%
Credit Suisse Asset Management	3.3%
Swiss & Global Asset Management	3.4%
BlackRock Investment Management	3.2%
Henderson Global Investors	3.1%

Next events

FY12 results March 2013

Analyst

Katherine Thompson

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Liquid technology solutions

Overview

Technotrans's core competencies are temperature control, measuring and metering technology, process control, filtration and separation. Its Technology business (58% of H112 revenues) sells a wide range of systems for controlling and monitoring processes that involve liquid technology, primarily to printing press manufacturers, but more recently for the laser market and machine tool industry. Its Services business provides customer support for the installation, maintenance and operation of systems. 70% of FY11 revenues were derived from direct sales to customers in Germany, 12% from the rest of Europe, 10% from America and 8% from Asia. Technotrans has a world market share of 50% in its products and technologies. It was founded in 1970 and its headquarters are in Sassenberg, Germany.

Key assets and operations: Growth from diversification

H112 revenues declined by 13% to €42.0m, reflecting ongoing weakness in the print industry and a delay in placing orders while customers waited for the next generation of products to be launched at the quadrennial drupa exhibition in May. However, Services revenues rose slightly, as the weak economic environment encouraged printers to upgrade existing facilities. The outlook for H212 is good. Recognising in 2009 that the migration to online consumption of media and advertising means that the print industry is unlikely to show strong growth, management began to apply technotrans's expertise to other sectors, for example developing in-house filtration solutions for use with machine tools and working with partners Termotek AG (acquired in 2011) and KLH Kältetechnik to provide cooling systems for use with lasers. Activities outside the printing industry shall reach over 30% of total revenues in 2013.

Key management

Chief executive officer: Henry Brickenkamp joined technotrans in 2005 as director of sales and became a board member in 2006.

Chief financial officer: Dirk Engel has been in charge of finance and accounts since 2004 and was appointed finance director in 2006.

Member of the board: Dr Christoph Soest joined technotrans in 2011 and is responsible for technology and operations.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	85.9	3.1	33.9	5.9
12/11	97.3	4.8	37.3	4.9

Source: Thomson Datastream

High tech & industrial

Price €6.09*

Market cap €42m

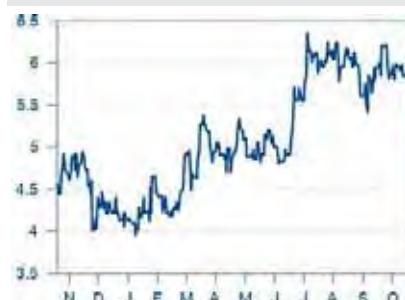
*as at 19 October 2012

Free float 83%

Code TTR1

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Technotrans AG	6.9%
Lazard Freres Gestion	5.3%
Erste Abwicklungsanstalt	4.9%
Union Investment GmbH	3.9%
Lupus Alpha Kapitalanlage	3.2%
Management	7.5%

Next events

Annual report 12 March 2013

Analyst

Anne Margaret Crow

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Engines and propulsion systems

Overview

Tognum is a manufacturer of engine and propulsion systems for off-highway applications and of distributed power generation systems with activities spanning marine, heavy land, rail and defence, as well as onsite energy and components. Products encompass diesel engines with up to 9,100kW power output, gas engines up to 2,150kW and gas turbines up to 45,000kW as well as fuel injection systems. As of September 2011, Engine Holding GmbH, a joint venture between Daimler AG and Rolls-Royce plc, has a majority shareholding and intends to conclude a domination and profit and loss transfer agreement to be approved at Tognum's AGM on 15 November 2012.

Key assets and operations: High-speed diesel leadership

The group is headquartered in Friedrichshafen, Germany and has operations spanning the globe including manufacturing, distribution and support centres through 24 fully consolidated companies, more than 140 sales partners and over 500 authorised dealerships in 1,200 locations and over 130 countries. The group has strong brands including MTU engines, MTU Onsite and L'Orange. When combined with Daimler and Rolls-Royce's own strengths, the group will have access to a complementary product range and access to a greater international market opportunity.

Key management

Chairman of the supervisory board: **Andreas Renschler** has been chairman since September 2011. He is also a member of the management board of Daimler, in charge of Daimler Trucks and the Chairman of EvoBus GmbH.

Chief executive officer: **Joachim Coers**: When Tognum AG was founded in 2007, Joachim took on the positions of deputy chairman of the executive board, CFO, head of HR and corporate services and director of industrial relations. Since October 2011, he has been chairman of the executive board and CEO of Tognum AG.

Chief financial officer: **Dieter Royal** has headed corporate finance at Tognum AG since 2007. In October 2011, he was appointed CFO with responsibility for corporate services.

Key financial indicators

Year end	Sales (€m)	EBIT (adjusted) (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	2,563.6	242.1	1,193.1	57.2
12/11	2,972.1	345.2	1,297.5	5.0

Source: Thomson Datastream

High tech & industrial

Price €27.86*

Market cap €3,660m

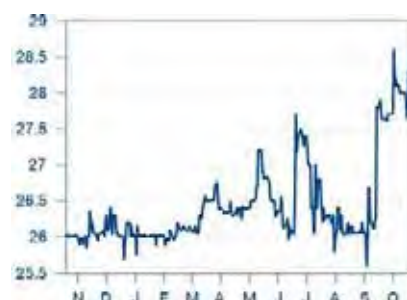
*as at 19 October 2012

Free float <1%

Code TGM

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Engine Holdings GmbH 99.0%

Next events

AGM 15 November

Analyst

Roger Johnston

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Power generation technology provider

High tech & industrial

Overview

United Power Technology AG (UPT) is an original equipment manufacturer (OEM) that designs, develops, manufactures and sells a range of engine-driven power equipment. This includes generators, outdoor power equipment and components such as engines. Its major products include residential and commercial generators, currently delivered to more than 50 countries including its domestic Chinese market and overseas, in particular Europe and North America. FY11 sales were to wholesalers (37.8% total revenue), specialised dealers (37.8%) and retailers (14.1%).

Key assets and operations: Generating growth

Revenue growth averaged 37% from 2009-11. The group's primary markets are Europe (41.3% total revenue), China (22.4%), and North America (17.2%). UTC has grown its sales in other regions, such as Latin America and Asia-Pacific, which was 31.7% ahead year-on-year in 2011. Of 884 employees at end FY11, 70.8% were allocated to production, 6.2% to R&D and 3.6% to sales & marketing. Of three group segments the majority of revenue is from portable generators (86.8%), followed by outdoor power equipment (4.9%) and components (8.3%).

Key management

Chairman of the supervisory board: Wei Song: is a co-founder and former member of the management board. Mr Song has more than 20 years' general management experience and has been sales manager of Chinese companies in the manufacturing and trading sectors.

Co-chief executive officer: Xu Wu is co-founder of the company and chairman of the management board. Mr Wu is co-CEO with Zhong Dong Huang.

Co-chief executive officer: Zhong Dong Huang is co-founder and responsible for strategy and general management of the group.

Chief financial officer: Oliver Kuan has over 15 years' experience in the energy sector, working for Royal Dutch Shell, Deutsche Bank and The Sustainomics Group.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	84.6	15.9	55.1	(23.7)
12/11	100.3	11.9	91.5	(21.2)

Source: Thomson Datastream

Price €3.25*

Market cap €40m

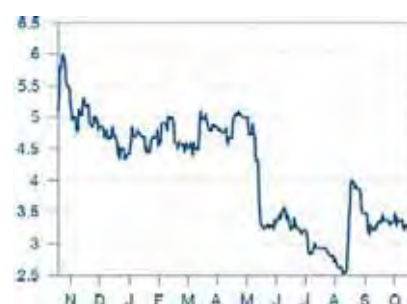
*as at 19 October 2012

Free float 20%

Code UP7

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Orchid Asia IV L.P.	22.1%
Fortune Sunrise BVI (Xu Wu)	20.1%
Fortune Great BVI (Wei Song)	19.0%
High Advance BVI (ZD Huang)	18.4%

Next events

Annual report	April 2013
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Analyst

Roger Leboff

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Construction hardware wholesaler

High tech & industrial

Overview

VBH Holding AG is a window and door hardware wholesaler for the construction industry. It focuses on the design, distribution and sale of products under its own brands, systeQ and greenteQ. These include window and door hardware, and associated chemicals and sealants. VBH Holding AG employs around 2,700 staff and operates in 38 national markets. Operational management is divided into four regions: Germany (52.0% of sales), Eastern Europe (32.3%), Western Europe (11.7%) and Other Markets (4.0%).

Key assets and operations: Scaling back for the future

Sales for the first half of 2012 were €338m, 3.4% down year-on-year, and there was €8m interim pre-tax loss (H111: 0.6m pre-tax profit). That reflects the impact of a decision to consolidate the group country portfolio, and dispose of unprofitable companies and those that do not fit the group's defined business model. In June VBH announced an intention to largely exit from Asia and intensify the restructuring process in Belgium, Greece and Turkey. The implementation of the necessary measures will extend into 2013 and have a negative effect on the current financial year's outcome. Sales in Germany, the group's most important market were €194m in H112, up 0.6% year-on-year, with Eastern Europe up 0.4% at €105.7m.

Key management

Chairman of the supervisory board: Prof Rainer Kirchdörfer has been chairman since January 2010. He also serves as chairman of Bauerfeind AG and is a partner at law firm Hennerkes, Kirchdörfer & Lorz.

Chairman of the executive board: Rainer Hribar is in charge of sales and distribution, logistics and category management. Has been chairman of the executive board since March 2008, having been appointed in 2002.

Chief financial officer: Frieder Bangerter joined VBH as CFO in January 2011. His previous experience includes head of group accounting at GEHE AG.

Chief sales and marketing officer: Ulrich Lindner has a background in international sales organisations and was former chief operation officer at Berner SE.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	800.0	13.4	127.1	112.4
12/11	780.1	1.4	94.5	89.1

Source: Thomson Datastream

Price €2.63*

Market cap €121m

*as at 19 October 2012

Free float 32%

Code VBH

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Financial Investors 67.1%

Management 1.0%

Next events

Annual report March 2013

Analyst

Roger Leboff

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Wireless data cards and tablet PCs

Overview

Vtion is a supplier of wireless data cards for the mobile use of computers via broadband wireless networks. The company also manufactures tablet PCs and e-readers, 3G routers and embedded module products that are distributed through network operators. Vtion operates its own online app store and serves as an aggregator and distributor of Android mobile applications. It was established in 2001 and while legally domiciled in Frankfurt the operations of the business are based in Fuzhou City, China.

Key assets and operations: Reinventing itself

Vtion's historic strength was as a mass producer of wireless data cards, covering all three telecom standards in China (CDMA, WCDMA and TD-SCDMA). During 2011 this business experienced a decline due in part to falling prices and in part to a shift by manufacturers away from wireless data cards towards developing data users through tablet PCs and smart phones. Revenues in FY11 were €77m compared to €102m in 2010. Reacting to this the company established new subsidiaries to exploit growth in tablet PC sales and mobile apps. The company, which has 248 employees, reported its first retail tablet PC sales in the second half of 2011 and sales to insurance industry clients in the first half of 2012. Its mobile applications business, Vtion Anzhuo, has set up its own online app platform and shop-in-shop agreements with China Telecom, China Unicom and China Mobile (China's three major telecom operators).

Key management

Chairman of the supervisory board: Qian Yingyi was appointed as chairman in 2007. He is also dean of the School of Economics of Tsinghua University, director of Industrial and Commercial Bank of China (ICBC) and a member of the advisory committee for development strategies of China Mobile.

CEO and chairman of the management board: Chen Guoping was appointed in 2007. He is also a member of the committee of Fujian People's Political Consultative Conference, and board member of Awill Holdings, Sunshine Century Investment and Mobile Multimedia Co Ltd.

Chief financial officer: Zheng Hongbo was appointed as CFO and member of the management board in October 2011. He has worked previously at Dell (China), Lenovo and East Asia International Institute.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	101.7	29.2	129.4	(99.0)
12/11	77.1	7.9	139.0	(124.5)

Source: Thomson Datastream

High tech & industrial

Price €4.25*

Market cap €62m

*as at 19 October 2012

Free float 16%

Code V33

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Awill Holdings	51.6%
Shenzhen Capital Group	9.1%
HK Vtion Wireless	6.9%
Sunshine Century Investment	3.5%
Axxion SA	5.1%

Next events

Q3 results	28 November 2012
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Analyst

Edwin Lloyd

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Contracting equipment maker

High tech & industrial

Overview

Wacker Neuson manufactures light and compact construction equipment with over 40 affiliates and 140 sales and service stations worldwide. Light Equipment refers to concrete technology, soil and asphalt compaction and demolition. Compact Equipment – up to 14 tonnes – covers excavators, wheel/tele-wheel and skid-steer loaders and dumpers. The group distributes its own branded products, as well as compact equipment under the Kramer Allrad and Weidemann (agricultural machinery) brands. It covers over 300 product categories and provides rental, maintenance, repair and global spare parts services. Customers are professional users in a wide range of industries, which includes construction, gardening, landscaping and agriculture, municipal bodies and the industrial, recycling and energy sectors.

Key assets and operations: Revenue growth

Group revenues increased to €284.2m in Q212 (Q211: €266.9m), 6.5% better than what was considered a relatively strong 2011 comparative. The Americas region performed particularly well, with revenue up 23%, relative to 2% growth in Europe. Wacker Neuson forecasts revenue of around €1.1bn for 2012.

Key management

Chief executive officer: Cem Peksaglam has been CEO since September 2011. He is also responsible for investor relations, legal issues, HR, real estate and quality management. He previously occupied various positions at Bosch Group and spent nine years in international management in regions including South America and the Far East.

Deputy CEO: Martin Lehner has been deputy CEO since October 2007. He is responsible for technology.

Chief financial officer: Günther C Binder has been a member of the executive board since October 2007. He is responsible for finance and IT.

Member of the executive board: Werner Schwind is responsible for sales and distribution, rental, logistics, service, marketing and training.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	757.9	36.7	830.6	13.7
12/11	991.6	123.8	905.0	90.4

Source: Thomson Datastream

Price €10.38*

Market cap €728m

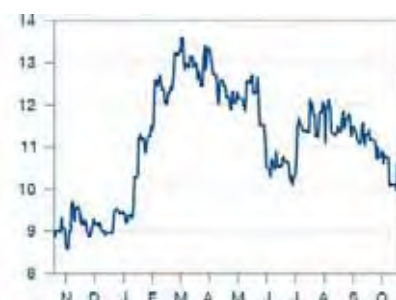
*as at 19 October 2012

Free float 31%

Code WAC

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Wacker family 33.1%

Neunteufel family 30.0%

Wacker Neuson Executive Board 1.1%

Next events

Q3 results 13 November 2012

Annual report March 2013

Analyst

Roger Leboff

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Global carwash manufacturer

High tech & industrial

Overview

Headquartered in Augsburg, Germany, WashTec AG is a global provider of vehicle washing equipment and chemicals. The group has over 40 years' experience in the carwash industry and also provides a range of services, from spare parts delivery to 24-hour self-staffed maintenance as well as the brokering of equipment financing and equipment operations.

Key assets and operations: Tough under pressure

The largest revenue generating products in 2011 were new and used equipment (57.5% of total sales), and spare parts and service (30.3%). The balance was chemicals, the operations business and other products (12.2%). The flexible service levels allow WashTec to cater for a variety of customers, while market dominance and an installed base of more than 30,000 units ensure that revenues are sustained. With more than 1,600 employees and coverage across more than 60 countries, business has remained strong (revenue up 9.3% for 2011 vs 2010) despite a 40% decline in the North American equipment market since 2007. Recent structural and efficiency reforms have prompted some recovery in that regional division and the group is looking to strengthen its position in this market in the future.

Key management

The voluntary resignations of Mr Krüger and Mr Khorram in July 2012 was a result of a disagreement of views on the speed of the group's strategic repositioning.

Chief executive officer: Michael Busch has been delegated as interim CEO and is currently the sole member of the management board. He has acted as chairman of the supervisory board since 2007.

Chairman: Massimo Pedrazzini was appointed chairman of the supervisory board at WashTec AG from 31 July 2012, for the duration of Mr Busch's delegation to the management board. He is a qualified lawyer and serves on the boards of other companies including Fidinam Group Holding SA in Switzerland and Precicast Bilbao SA in Spain.

Deputy chairman: Jens Große-Allermann serves as deputy chairman for the duration of Mr Busch's term as member of the management board. He is member of the management board of Investmentgesellschaft für langfristige Investoren TGV and Fiducia Treuhand AG.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	268.4	20.3	94.4	26.6
12/11	293.3	(10.2)	187.9	24.4

Source: Thomson Datastream

Price €9.03*

Market cap €126m

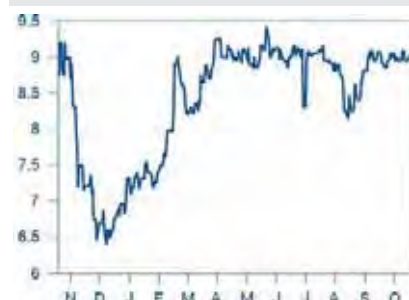
*as at 19 October 2012

Free float 30%

Code WSU

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

EQMC Europe Development Capital Fund	16.2%
Sterling Strategic Value Ltd	15.3%
Kempen Capital Management N.V.	11.1%
Investment AG für langfr. Investoren, TGV	5.4%
Lazard Frères Gestion S.A.S.	5.0%
Paradigm Capital Value Fund	3.8%

Next events

Annual report March 2013

Analyst

Roger Leboff

industrials@edisoninvestmentresearch.co.uk

Global banking and retail solutions

Overview

Wincor Nixdorf is a leading international IT solutions and services provider for the banking and retail industry. The company has over 50 years of experience and offers consulting, hardware, software and support. This approach allows the business to support every stage of product integration, deployment and improvement. Over 9,000 people make up the workforce, of which 43.3% are based within Germany.

Key assets and operations: Banking and retail

Within the banking segment of the business (66% of total revenue), the company produces ATMs and other hardware for banks and provides software solutions for multi-channel banking. In the retail segment (34%), Wincor Nixdorf provides electronic point of sale systems, automated self check-out systems, cash management systems and automated reverse vending machines. More than 70% of net sales are derived internationally through its subsidiaries in 42 countries. Including external sales divisions the company's reach spans over 110 countries worldwide, with the revenue-generating regions being Europe ex Germany (48% of total), Germany (27%), Asia/Pacific/Africa (15%) and the Americas (10%). The sovereign debt crisis across Europe has created significant uncertainty among Wincor Nixdorf's clients, and particularly within the banking sector. This has contributed to a contraction of revenues by 2% in the first nine months of the year ending September 2012.

Key management

Chairman of supervisory board: Karl-Heinz Stiller: With over 45 years of experience in industry, Mr Stiller began working at Nixdorf Computing in 1966. He became president and CEO of Wincor Nixdorf Holding GmbH in 1999 and of Wincor Nixdorf AG in 2004. He became chairman of the supervisory board in 2007.

Chief executive officer: Eckard Heidloff: has been with the company since 1983 when he had posts in group accounting and controlling. Following the IPO in 2004 he became CFO and was promoted to president and CEO in 2007.

Chief financial officer: Dr Jürgen Wunram took a degree in mathematics at Hamburg followed by a doctorate. His previous experience lies in aerospace technology and consultancy. From 1993 he contributed to the growth of Wincor Nixdorf as a consultant. He became CFO in 2007.

Key financial indicators

Year end	Sales (€m)	EBITA (€m)	Net assets (€m)	Net debt/(cash) (€m)
09/10	2,239.5	162.3	358.5	131.5
09/11	2,328.2	163.0	329.9	168.5

Source: Thomson Datastream

High tech & industrial

Price €34.25*

Market cap €1,133m

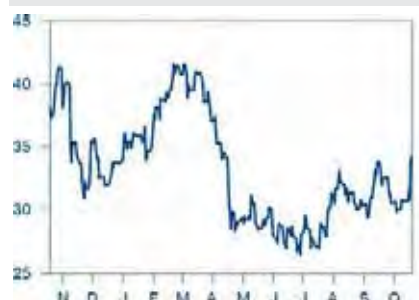
*as at 19 October 2012

Free float 87%

Code WIN

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Wincor Nixdorf	10.0%
Artisan Partners	5.1%
DWS Investments	5.1%
Amundi	5.0%
DB X-Trackers	4.2%
Polaris Capital Management	3.1%

Next events

Annual report	December 2012
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Analyst

Edwin Lloyd

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IT services & software

Sector focus: IT services & software



Sector head: Dan Ridsdale

In March, BITKOM forecast that the German ICT market would grow 1.6% in 2012 to €151.0bn. Within this, the IT services sector is forecast to grow 2.5% to €34.9bn, making up close to a quarter of ICT revenues, and outgrowing the German government's recent GDP forecasts for calendar year 2012 of 0.8% (up marginally from the May forecast of 0.7%). Continued weakness in Europe and weaker than expected demand from China has led the government to reduce its 2013 forecast from 1.6% to 1.0%, although it expects global demand to start to recover in 2013.

Trends affecting IT services companies include:

- Cloud computing: As more companies choose to use cloud-based software and services, the relationship with system integrators is changing. The focus is moving from generating revenues from installing on-premise systems to helping clients move their data and software offsite, whether this is to a private cloud, a hosting provider or to a SaaS-software provider. Consulting services are broadening to include advice on whether and how this should happen. With client data moving offsite, data access security, data back-up services and connectivity back-up services are becoming more important.
- Mobility: With the trend for data access from multiple devices and locations, and for BYOD (bring your own device), IT security services are becoming increasingly critical.
- Off-shoring: German companies have tended to prefer near-shoring to Eastern Europe over off-shoring to countries such as India. Around 70% of off-shored German business has moved to Eastern Europe versus roughly a quarter to India. German language requirements have been the key driver of this trend.
- Big data: Many of the high-profile technologies used for big data are based on open-source software, eg Hadoop. Familiarity with these technologies and analytics capability will be key to helping companies make the best use of the large volumes of data they generate. The ever growing amounts of data are also driving increased storage needs.
- SAP: With a large installed base in Germany, the SAP-related ecosystem is heavily tied to the future roadmap of SAP. It will be crucial for these companies to develop skills in SAP's three key focus areas – cloud, HANA (in-memory computing) and mobility.

Consulting & software development

Software & IT

Overview

Founded in 1997, adesso is an IT services company that offers consulting and software development services for industry-specific business processes. Based in Dortmund, the group has more than 1,000 employees (including 300+ consultants). It is one of Germany's largest IT services businesses and also has footholds in Austria, Switzerland, the US and the UK.

Key operations: IT services with specialist software

The group has two segments – services (standard project business encompassing consulting services and software development) and solutions (standardised products and solutions). The adesso solutions portfolio includes specific applications for particular industries as well as generic applications for use across different industries. The business currently focuses on the following industries: insurance, reinsurance, healthcare, banks, lottery companies, public and media. The group is continuing to widen this industry coverage. FY11 revenue rose 24% to €106m, while EBITDA jumped 54% to €8.6m. H112 revenues moved up 6% to €56m, while EBITDA dipped 74% to €1.4m and management also lowered guidance for the year. The decline in H1 EBITDA was partly due to a 26% jump in the average number of employees over the period, due to new hiring, and consultant utilisation rates were lower. In H2, management expects further revenue growth along with improved utilisation rates. It also expects to see benefits from the restructuring of the energy and water management business.

Key management

Co-chief executive officer: Michael Kenfenheuer is responsible for the consulting and sales departments. Furthermore, he is in charge of the adesso shareholdings e-Spirit (100%), evu.it (60%) and gadiv (61%).

Co-chief executive officer: Dr Rüdiger Striemer is responsible for software development and corporate communications. He oversees the Austrian and Swiss subsidiaries and other holding companies.

Member of the executive board: Christoph Junge is responsible for finance, human resources, administration and legal affairs. Christoph joined adesso through the reverse IPO merger with BOV in 2007.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	85.7	2.7	30.9	(9.4)
12/11	106.0	5.2	34.4	(16.6)

Source: Thomson Datastream

Price €5.76*

Market cap €33m

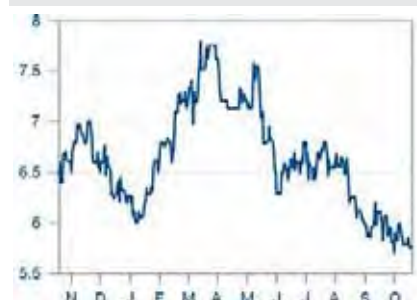
*as at 19 October 2012

Free float 36%

Code ADN1

Primary exchange Frankfurt
(General Standard)

Share price performance



Principal shareholders

Prof Dr. Volker Gruhn (Setanta GmbH)	29.9%
Rainer Rudolf	19.4%
Ludwig Fresenius	10.1%
Michael Hochgürtel (MIH GmbH)	5.1%
Jörn Bodemann	3.5%
Stefan Walgenbach	3.5%

Next events

Q3 results	13 November 2012
Annual report	March 2013

Analyst

Richard Jeans

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One-stop SAP shop for the midmarket

Overview

All for One Steeb is a leading supplier of SAP industry solutions to mid-market companies in German speaking countries. The company supplies a combination of consultancy and implementation services, outsourcing and cloud based services. Through United VARs, a global SAP partners alliance, the company also provides international customers with worldwide SAP support.

Key assets and operations: Recurring outsourcing business

The acquisition of Steeb, completed in December 2011, created one of the largest SAP-based solutions providers focused on German speaking markets. The company now services more than 2,000 customers – mostly small to medium businesses in the manufacturing industry, consumer goods and services sectors. In August of this year the company signed a letter of intent to acquire a 60% stake (with the intention to buy 100% once earn-outs are complete) in myOSC.com, a Lübeck based peer, significantly strengthening its position in the north of Germany.

Overall sales grew by 66% to €109.5m for the nine months to 30 June, clearly boosted by Steeb, although organic growth was also a very healthy 19%. Recurring outsourcing revenues increased by 91% and now account for 46% of total sales. Consulting revenues grew by 48% and accounted for 37% of the total, while licence revenues grew by 65% and account for 15% of sales. EBIT grew by 18% over the period to €4.0m, although this figure included €2.1m acquisition and integration related costs, implying underlying margins of 5.6%. The head count as at 30 June 2012 was 685 employees.

Key management

Chairman of the supervisory board: Peter Brogle has been chair since 2003. Prior to that, he served as deputy chairman of the supervisory board.

Chief executive officer: Lars Landwehrkamp has served as a director since 2006. He was previously senior manager of a large auditing and consulting company.

Chief financial officer: Stefan Land has held the position since 2008. He previously served as chief financial officer of PULSION Medical Systems AG.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
09/10	78.8	3.2	32.4	(9.8)
09/11	90.2	5.1	38.4	(12.6)

Source: Thomson Datastream

IT services & software

Price €11.15*

Market cap €54m

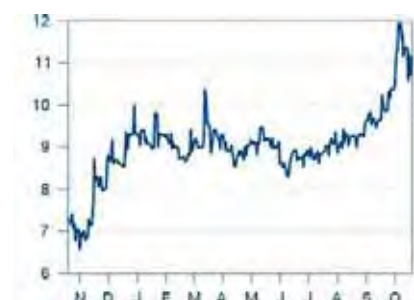
*as at 19 October 2012

Free float 23%

Code A10S

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

CROSS Informatik GmbH	65.2%
BEKO HOLDING AG	11.2%
Landwehrkamp Lars	1.0%
Brogle Peter	0.9%
Land Stefan	0.7%

Next events

Full year results 18 December

Analyst

Dan Ridsdale

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Workforce management software

Overview

ATOSS Software AG is based in Munich and has specialised in workforce management software since its formation in 1987. It now serves over 4,000 customers, primarily in Germany, who collectively manage 2.5m employees. Demand for its software is driven by three trends: managing workforces efficiently through periods of economic volatility; an increasing elderly demographic, which is resulting in skills shortages; and greater adoption of flexible working patterns.

Key assets and operations: Efficiency perfectionists

In H112 21% of revenues were derived from new licence sales, 40% from maintenance fees and 28% from consultancy services. Total revenues rose by 3% to a record €16.3m, generating a record €4.0m EBIT. Operating margin improved by only 0.3pp as management invested in additional programmers and sales personnel. ATOSS is expanding by developing software for specific industry verticals including retail, hospitality, healthcare, transport and logistics. It is working with partner Wincor Nixdorf to extend its global reach; with SAP provider KWP to address the many SAP users; and with partner TDS HR Services & Solutions to give cloud computing capability for an increasingly mobile workforce. ATOSS benefits from high levels of recurring revenues, strong cash generation and a debt-free balance sheet. The stated policy is to distribute 50% of earnings as a dividend.

Key management

Chairman of the supervisory board: Peter Kirn is an executive consultant, and was executive manager of IBM Deutschland until the end of 1998.

Chief executive officer: Andreas F. J. Obereder founded ATOSS, of which he was the sole owner, in 1987, becoming CEO in 1999, prior to the company's flotation in 2000. Before founding ATOSS, he was a programmer with Philips Data Systems and the sole proprietor of an IT services and software distribution company.

Member of the board: Christof Leiber joined ATOSS in 1999 as director of the legal department. He became a board member with responsibility for finance, personnel and legal affairs in 2004.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	29.3	6.8	17.6	(20.7)
12/11	31.6	7.3	21.1	(15.1)

Source: Thomson Datastream

IT services & software

Price €21.01*

Market cap €84m

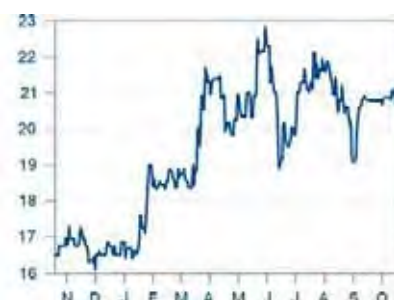
*as at 19 October 2012

Free float 33%

Code AOF

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Founding family 56.4%

Investmentgesellschaft für
langfristige Investoren TGV 5.8%

MainFirst SICAV 5.1%

Next events

Q3 results 15 November 2012

Analyst

Anne Margaret Crow

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Services, solutions & consulting

Overview

The group's strategic goal is to be the leading provider of cloud services for SMEs in Germany. Founded in 1983, DATAGROUP is based in Pliezhausen, south of Stuttgart. It has more than 1,300 employees in 17 locations throughout Germany. The company is growing both organically and through acquisitions. It is a consolidator in the IT service space via its "buy and turn around" and "buy and build" strategies.

Key operations: A leading IT group

The group operates in the following areas: service management, data centre management, DATAflatx – IT jobs at a fixed price, printing services, procurement management, project management, security management, technical field services, sophisticated consulting services and complex IT solutions for industry and government. H1 revenues jumped 27% to €66.4m, while EBITDA was up 36% to €4.1m as the margin improved by 0.4% to 6.1%. Net debt rose sharply to €36.7m, due to the acquisition of Consinto in January for an initial €17m along with an earn-out element, but management expects this rise to be temporary.

Key management

CEO: Max H-H Schaber has been CEO since February 2006, and is responsible for finance, legal, human resources and business development. In 1983 he founded DATAPEC, for spatial data processing, which later became DATAGROUP.

COO: Dirk Peters joined DATAGROUP via the merger with HDT, the company he founded, in 2008. Dirk also acts as CEO of DATAGROUP Hamburg (previously HDT).

Chairman of the supervisory board: Heinz Hilgert is CEO and founder of TransVise, a management consultancy in the financial services industry. Previously, he was CEO of WestLB and Deputy CEO of DZ Bank.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
09/10	79.3	3.0	13.0	14.3
09/11	108.6	3.7	18.1	20.0

Source: Thomson Datastream

Software & IT

Price €5.17*

Market cap €39m

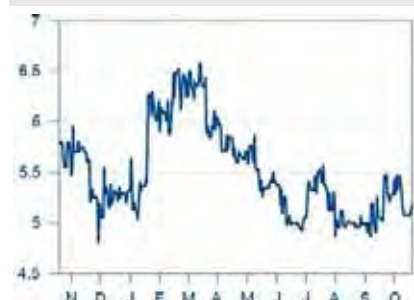
*as at 19 October 2012

Free float 36%

Code D6H

Primary exchange Frankfurt
(Entry Standard)

Share price performance



Principal shareholders

HHS Beteiligungsgesellschaft mbH 59.3%

DATAGROUP AG (Vorstand und Aufsichtsrat) 4.8%

Next events

Annual results December 2012

Analyst

Richard Jeans

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High reliability IT and hardware solutions

IT services & software

Overview

Höft & Wessel is an IT and engineering technology group, supplying highly resilient, typically customised solutions for ticketing, mobile data recording, airport check-ins and car parking. It is in a transitional period, following a difficult 2011, although recent order momentum may suggest that light is appearing at the end of the tunnel.

Key assets and operations: Entering new markets

Höft & Wessel provides specialist, high reliability integrated software and hardware solutions into a number of verticals. Its Almex brand (44% of H1 sales) supplies ticketing and telematics solutions for public transport and check-in solutions for the airline industry. Skeye (28% of H1 sales) manufactures and sells rugged mobile terminals for retail and logistics. Its British subsidiary, Metric Parking (27.5% of H1 sales), is one of the largest global providers of car park ticket vending machines. Solutions are made to measure. In addition to its vertical domain expertise, the company has technological expertise in wireless data transmission standards (RFID, WLAN, GPRS, Bluetooth). R&D staff make up approximately a third of the workforce.

The company is in a transitional period. Following a poor 2011, founder Michael Höft re-joined the management board after an 11-year absence and is implementing a turnaround plan. The Almex and Skeye operations have been consolidated into one office and the company aims to reduce its headcount from 508 in H112 to more than 400. Management plans to improve the leverage of R&D across all divisions, and a shift to a more solution-based revenue model, reducing revenue dependence on equipment manufacturing, has also been mooted. Reflecting the transitional status, sales fell by 12% year-on-year to €38.1m in H1. The EBIT loss was €5.5m, although this included restructuring expenses of €2.3m. Net debt stood at €21m. Book to bill was 1.1 and order receipts increased 33% year-on-year.

Key management

Chairman of the supervisory board: Prof Dr Klaus E Goehrmann holds a number of supervisory board seats. He previously held the position of CEO at Deutsche Messe in a career spanning a number of other executive board roles.

CEO: Michael Höft co-founded the company in 1978. He transferred to the supervisory board in 2000, before returning to the board of management in 2011.

Chief restructuring officer: Rudolf Spiller joined the board of management in July 2012 on an interim basis. He is an independent consultant who previously served as interim CEO of Leica Cameras as well as holding other senior positions in the optical industry.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	95.6	2.9	28.3	11.6
12/11	88.4	(10.9)	14.4	17.8

Source: Thomson Datastream

Price €1.77*

Market cap €15m

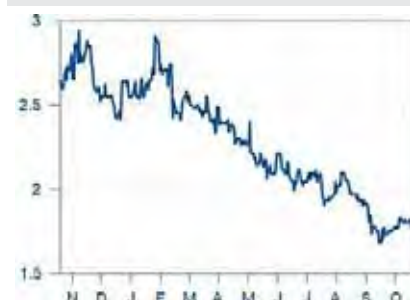
*as at 19 October 2012

Free float 48%

Code HWS

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

H&W Holdings GMBH	40.6%
Zollner Electronic	10.5%
Dimensional Fund Advisors	0.8%
Rolf Wessel	0.6%
Michael Höft	0.4%

Next events

Annual report March 2013

Analyst

Dan Ridsdale

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From software to cloud computing

Overview

Founded in 1995, InVision is based in Ratingen, near Dusseldorf. The group has c 140 employees with operations in North America and Europe, and has development facilities in Ratingen and Leipzig (both in Germany) and Derry, Northern Ireland. The group is transforming from a traditional software industry business model (licence sales, support & maintenance, professional services) to a cloud computing-based recurring revenue model.

Key operations: Switching to cloud computing

The transition to cloud computing, completed in Q312, means customers can now pay from opex rather than from capex budgets and they do not need to invest in expensive hardware. The switch resulted in a fall in revenues and loss in FY11. However, revenues stabilised in H112, as software licences and subscriptions improved by 17% (outweighing a decline in services revenues), and the group returned to profit. The group also generated healthy cash flow in H1 with net cash rising to €3m. Employee numbers fell back with the group having a reducing requirement for installation services personnel as it shifts to the internet-based delivery model. We assume that the group's recurring maintenance book will cover its c €5.3m annual R&D spend. However, we note the maintenance book will also transform to cloud services model over time and recurring revenues will represent an increasing component of group revenues.

Key management

Chairman: Dr Thomas Hermes is a partner in the law firm Holthoff-Pförtner, based in Essen and Berlin, where he specialises in private law, with a particular focus on corporate law.

Chief executive officer: Peter Bollenbeck is one of the group's three founders and is responsible for strategy and product development, strategic technology research and the group's operations.

Executive VP global sales: Armand Zohari is a co-founder of InVision. Armand heads up the group's global marketing activities. He and his team represent the group in over 12 countries and coordinate the global partner programme.

Key financial indicators				
Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	16.0	1.1	12.1	1.5
12/11	12.4	(3.9)	3.6	(3.3)
Source: Thomson Datastream				

IT services & software

Price €13.50*

Market cap €30m

*as at 19 October 2012

Free float 10%

Code IVX

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Founders 72.0%

Next events

Q3 results November 2012

Annual report March 2013

Analysts

Richard Jeans

Dan Ridsdale

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Industrial automation specialist

Overview

Jetter AG is a specialist developer, producer and supplier of industrial and mobile automation systems. It provides control systems for a variety of applications in mechanical and plant engineering as well as in mobile automation (for example mobile machines and commercial vehicles). Jetter's JetWeb technology integrates all automation functions into one system and one programming language, simplifying programming and commissioning. Jetter supplies standard products and can offer customer-specific applications and R&D services. With 245 employees, the business has operations in Germany, Switzerland, the UK and the US, as well as selling through distributors.

Key assets and operations: Revenues stabilised

In FY12, Industrial Automation (IA) made up 88% of revenues, with Mobile Automation (MA) making up the remaining 12%. The business showed a strong recovery in FY12, with revenue growth of 31% y-o-y as customers resumed ordering, and Q113 saw a book-to-bill above 1x. R&D in IA is focused on development of products in the JC-300 controller suite and the JX3 range of peripheral modules. In MA, R&D is split between existing orders from commercial vehicle builders and new products for agricultural applications. Longer-term demand in MA is likely to be driven by the move from hydraulic to electronic drive technology, an area in which Jetter is actively developing solutions.

Key management

Chairman: Michael J Oltmanns is chairman of the supervisory board, and a lawyer and tax advisor.

Chief executive officer: Martin Jetter founded the company in 1980 and is also chairman of the management board.

Chief financial officer: Günter Eckert is also responsible for production. Mr Eckert joined the management board in this role in 2002.

Chief technological officer: Andreas Kraut joined the company in 1982 and is also responsible for sales.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
03/11	33.6	0.2	32.7	0.1
03/12	44.0	0.5	33.5	2.2

Source: Thomson Datastream

IT services & software

Price €5.46

Market cap €18m

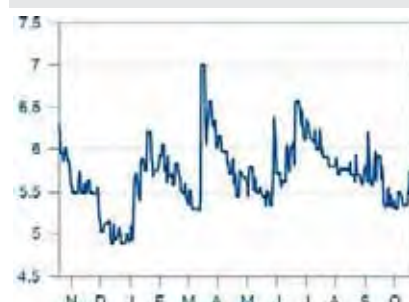
*as at 19 October 2012

Free float 58%

Code JTT

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Bucher Industries AG	26.5%
Martin Jetter	9.6%
Lupus alpha Asset Management	6.4%
Deutsche Postbank Fin. Services	4.2%
DWS Investment GmbH	3.9%
Andreas Kraut	3.5%

Next events

Q3 results 14 February 2013

Analyst

Katherine Thompson

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Music, photo and video software

Overview

Magix AG develops and sells software for designing, editing, sharing and archiving digital photos, graphics, videos, websites and music. The products are primarily sold to consumers in Western Europe and North America. It also sells professional software to music editors, TV and radio broadcasters. It is headquartered in Berlin.

Key assets and operations: Entering new markets

As Magix has the dominant market share in Germany, management had already embarked on a diversification programme prior to any weakening in the PC market. This has involved the launch of new products such as PC performance improvers; expansion into South America and Eastern Europe; greater investment in direct online sales and selling software to smaller enterprises for their own multimedia marketing. These initiatives have had a positive impact on revenues. For the nine months ended June 2012, total revenues fell by 17% to €20.8m, while sales direct to consumers (56% of total) fell by only 2% and sales to enterprises (10% of total) rose by 17%. The number of registered users increased by 10% year-on-year to 14.2m. Management instigated substantial cost-reduction measures in Q112, primarily in administrative functions, to make the business profitable on lower revenue levels. It generated a €1.6m EBIT loss for the nine months ended June 2012, but the balance sheet remains strong with €17.2m cash and deposits and no debt.

Key management

Chairman: Karl Heinz Achinger was one of the founders of debis Systemhaus GmbH and its chairman until its acquisition by Deutsche Telekom AG in 2000. He joined the supervisory board of Magix in 2002.

CEO: Jürgen Jaron: Together with COO Dieter Rein, Jürgen co-founded a company engaged in the distribution of computer peripherals in 1984. This company developed its software activities, eventually disposing of its hardware activities in 1993, to become Magix Technology GmbH, the predecessor of Magix AG.

COO: Dieter Rein: Prior to founding the company that was to become Magix, Dieter worked as distribution manager for a company involved in the manufacturing and distribution of data storage products and other capital equipment.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
09/10	37.1	5.6	48.2	(35.5)*
09/12	36.1	5.3	30.9	(26.9)*

Source: Thomson Datastream. Note: *Including fixed income time deposits of six months and overnight deposits.

IT services & software

Price €2.24*

Market cap €21m

*as at 19 October 2012

Free float 37%

Code MGX

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Presto Capital Management	30.8%
Jürgen Jaron	17.0%
Dieter Rein	17.0%
Heidelberg Capital Asset Management	3.0%
Tilman Herberger	2.4%

Next events

FY12 results 31 January 2013

Analyst

Anne Margaret Crow

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CAD/CAM software

Software & IT

Overview

Mensch und Maschine Software SE (M+M) is a European supplier of Computer-Aided Design and Manufacturing (CAD/CAM) software with operations in Germany, Austria, Switzerland, France, Italy, UK, Belgium, Poland, Romania, Spain, the US, Japan and Asia-Pacific. M+M's product range includes CAD/CAM solutions for industries such as mechanical and electrical engineering, architecture and geography, developed either by M+M or by AutoDesk. The company was founded in 1984, is headquartered in Wessling near Munich and has 662 employees.

Key assets and operations: Building the VAR channel

Until the latter half 2011, M+M was a provider of proprietary software and distributor/value-added reseller (VAR) of AutoDesk software. In October 2011, management decided to refocus the company by selling off the low-margin distribution business and building up the VAR side of the business via several acquisitions. In H112, revenues from continuing operations grew 18.8% y-o-y, with the VAR business contributing 71% of revenues (+20.8% y-o-y), and M+M Software the remaining 29%(+14.4% y-o-y). The impact of the new strategy is evident in the profitability improvements in H112 versus H111 (including the distribution business): the GM of 54.3% was substantially higher than the GM of 34.0% in H111; and EBITDA and EBIT margins were also both higher year-on-year (by 400bp and 250bp respectively).

Key management

Chairman & CEO: Adi Drotleff is the founder of M+M. He is also on the board of SOFISTiK AG and DATAflor AG (the 67%-owned subsidiary of M+M).

Chief operating officer: Michael Endres has been with M+M since 1986. He was appointed to the role in 2010 and is also the chief information officer.

Chief financial officer: Peter Schützenberger has been with M+M since 1991.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	195.6	3.2	27.8	11.9
12/11	191.7	12.4	33.8	3.2

Source: Thomson Datastream

Price €4.91*

Market cap €73m

*as at 19 October 2012

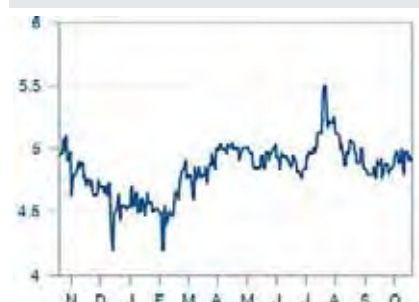
Free float 44%

Code MUM

Primary exchange Munich m:access

Other exchanges Frankfurt (Entry Standard)

Share price performance



Principal shareholders

Adi Drotleff 42.6%

Mensch und Maschine Software SE management 13.0%

MainFirst Asset Management 2.8%

Next events

FY12 results 25 March 2013

Analyst

Katherine Thompson

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Manufacturer-independent IT

Software & IT

Overview

Founded in 2001, n.runs is based in Oberursel, north of Frankfurt. Its integrated IT security services activity comprises audit/assessment, risk analysis, source code and binary audits. The IT infrastructure services business involves analysing customer requirements, preliminary design, definition of testing procedures, testing, fine design, migration planning and implementation in complex IT infrastructures. The IT business consulting services unit focuses on processes, key project management functions and economic aspects of IT security and IT infrastructure. With the addition of the Vitec companies, n.runs has gained the capability to offer unified communication and audio/video communications consulting to its customers.

Key operations: Acquisitions and management change

In H1, revenues jumped by 60% to €3.5m, while adjusted EBIT was €435k, providing an EBIT margin of 12.5%. In September, n.runs completed the purchase from VITEC Holding of VIDCO media systems, VITEC Distribution and VICONTEC Distribution. VITEC Holding was issued 4.7m new shares and now holds 94.2% of n.run's share capital. Charles Barnick and Werner Gentzke joined the board on 1 October and Donald Lee and Stefan Tewes will resign from the board on 31 December. Mr Lee and Mr Tewes will retain key operational and general management responsibilities within the group.

Key management

Managing board member: Donald Lee was appointed joint managing director in 2006 and became sole managing director in 2009. He joined the company when it was founded in 2001.

Managing board member: Stefan Tewes was appointed to the executive board of n.runs AG on 1 November 2011. Having joined n.runs at foundation, Stefan started out as an account manager.

Managing board member and CEO designate: Charles Barnick joined the board on 1 October and was previously MD at Morningstar, London.

Managing board member and CFO designate: Werner Gentzke joined the board on 1 October and was previously CEO of VITEC Holding.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	5.8	0.5	0.4	0.4
12/11	5.2	0.1	1.3	(0.3)

Source: Thomson Datastream

Price €3.77*

Market cap €23m

*as at 19 October 2012

Free float 6%

Code NNX

Primary exchange Frankfurt
(General Standard)

Share price performance



Principal shareholders

VITEC Holding GmbH 94.2%

Next events

Annual report March 2013

Analyst

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Software solutions for AEC

Overview

Nemetschek is Europe's largest vendor of software into the architecture, engineering and construction (AEC) industries. Its solutions span the design and planning of a building (75% of H1 sales), the construction process (8% of H1 sales) through to building management (2% of H1 sales). Its Multimedia division (8% of H1 sales) provides visualisation solutions for architecture, film, animation and advertising.

Key assets and operations: Investing for growth

Nemetschek has grown both organically and through acquisition, to the extent that it is the largest supplier of software into the AEC industry in Europe and the second largest globally, behind Autodesk. It offers a number of branded solutions under its umbrella, serving more than 300,000 customers in 142 countries. The flagship product is Allplan, an integrated suite of solutions for architects and engineers, which spans the creation of an architectural and structural model through to detailed implementation and cost planning.

The company provides most of the components to supply a complete Building Information Modelling system – the process whereby models are created and shared in order to support decision making throughout a building's lifecycle – from design, through construction and occupation. It has adopted an open approach to delivering such solutions, through participating in the Open BIM initiative, whereby open standards enable the solutions from participating vendor's to interoperate.

Sales have grown at a CAGR of 11% over the past five years, with EBITDA margins maintained within the 21-24% range. Overall sales grew 7% in H1 to €84.4m, but investment in growth initiatives meant that EBITDA remained flat at €18.2m. The company pared its full year growth estimates due to weakness in the European construction market. It has also put in place a new executive team at Allplan, and a plan for improving growth and profitability is set to be presented in Q3.

Key management

Founder and key shareholder: Georg Nemetschek founded "the engineering firm for the construction industry" in 1963, which evolved into Nemetschek.

CEO: Tim Lüdke: Most recently a partner at Russell Reynolds Associates, previously at CompuNet and Dell.

CFO: Tanja Dreilich was previously a manager within Gagfah Group, and prior to that at Nordzucker AG and General Motors.

Key financial indicators

Year end	Sales (€m)	EBITDA (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	149.7	37.1	165.3	(11.4)
12/11	164.0	39.3	162.4	(28.9)

Source: Thomson Datastream

IT services & software

Price €33.39*

Market cap €321m

*as at 19 October 2012

Free float 46%

Code NEM

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Alexander Nemetschek	28.5%
Georg Nemetschek	25.1%
Axxion SA	3.1%
Financiere De L'Echequier	3.0%
Universal Investment GMBH	1.8%

Next events

FY12 results March 2013

Analyst

Dan Ridsdale

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Healthcare software provider

Overview

NEXUS supplies software into the healthcare sector. Its core product is NEXUS/HIS, an integrated hospital information system, which has electronic patient records at its core. The company also offers a number of other specialised software solutions and has complemented organic growth with acquisitions aimed at expanding its portfolio and geographical footprint.

Key assets and operations: NEXUS/HIS

NEXUS/HIS is differentiated by its ease of use and a common modular architecture versus well established solutions from the likes of Siemens and Agfa. Siemens' discontinuation of its Clinicom product has created a disruption in the market and Nexus is capitalising on this opportunity, with 25 healthcare organisations committing to using NEXUS/HIS in H1 of this year.

Geographically, the company's stronghold is in Germany (52% of H1 sales) and Switzerland (40% H1 sales). It strengthened its position in Switzerland and in the elderly care segment by taking a 62% stake in DOMIS ag in May 2011. In July last year it substantially strengthened its position in France by acquiring Optim SAS, a supplier of solutions for operating theatres and sterilisation management. The company plans to sell HIS into Optim's 400 installations, mainly in France.

Sales grew 17% to €28.8m in H1, of which 7.2% was organic. Domestic sales grew by 11% to €15.1m, while international sales (boosted by the acquisitions) grew 24.5% in H1 to €28.8m. Profit before tax grew by 12% to €3.0m, with investment in consolidating the acquisitions, product development and delivering on the HIS pipeline suppressing margins. The company had €19.3 net cash and equivalents at H1 end.

Key management

Chairman of management board and CEO: Dr Ingo Behrendt has held this position since 2003. Before that he was head of finance, personnel and marketing at the company.

Chief sales officer and member of the management board: Ralf Hellig has served in management positions at Nexus since 2001.

Chief information officer of the management board: Edgar Kuner is one of the founders of NEXUS, responsible for software development since 1989.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	44.8	3.3	52.8	(18.6)
12/11	53.5	4.7	58.2	(12.0)

Source: Thomson Datastream

IT services & software

Price €9.40*

Market cap €134m

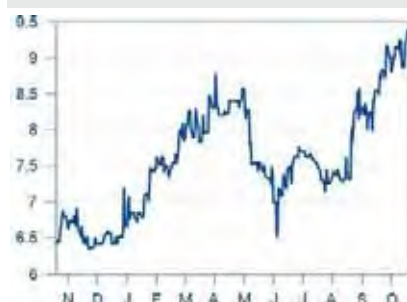
*as at 19 October 2012

Free float 57%

Code NXU

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Burkart Beteiligungs	17.3%
Jupiter Technologie GMBH	17.1%
Argos Investment Managers	5.9%
Gropengeisser RA	5.4%
Fidelity International	3.6%

Next events

Q3 results	12 November 2012
Annual report	March 2013

Analyst

Dan Ridsdale

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Austrian IT solutions provider

Overview

Quanmax AG is an Austria-based IT hardware, software and services supplier with three business lines: IT Products – MAXDATA hardware for business users and chillGreen hardware for consumers; IT Solutions/Appliances – SecureGuard security appliances (servers pre-loaded with Microsoft-based security software); and IT Solutions S&T. The IT Solutions business was created in 2011 from the acquisition of S&T, a leading IT services provider in Eastern Europe. The company is headquartered in Linz, Austria, and has 1,700 employees in its operations in 19 countries across Central and Eastern Europe. The company listed on the Frankfurt Prime Standard in June 2010.

Key assets and operations: Eastern European expertise

H112 revenues are indicative of the new company structure, as S&T was acquired in H211. H112 revenues grew 263% y-o-y, with 66% of revenues generated by the IT Solutions S&T business (new in H112), 23% from IT Products (+14.8% y-o-y) and 11% from Appliances (+54.8% y-o-y). Quanmax currently owns 40% of S&T (although is deemed to hold the majority of voting rights), but has recently announced plans to merge the two businesses for equity by November 2012. As a result of the merger, the company expects to incur exceptional costs of €1m and to generate cost savings of c €3m in FY13.

Key management

Chairman & chief executive officer: Hannes Niederhauser has a background in embedded computing. He was appointed as CEO of Quanmax in 2012 again, after being appointed as CEO of Quanmax in 2008 and as chairman of the supervisory board in 2009. Hannes Niederhauser is currently CEO of S&T AG as well. He was previously the CEO of Kontron AG, overseeing its development into the world's largest provider of embedded computing.

Chief operating officer: Michael Jeske has been in the role since 2009. He has a background in development, production and quality assurance within the technology industry, and was previously vice president of operations at Kontron AG.

Chief financial officer: Dieter Gauglitz was previously CFO of Kontron AG. He has been CFO of Quanmax since October 2011.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	80.7	11.0	33.4	(5.7)
12/11	153.2	4.2	54.6	8.3

Source: Thomson Datastream

IT services & software

Price €2.61*

Market cap €71m

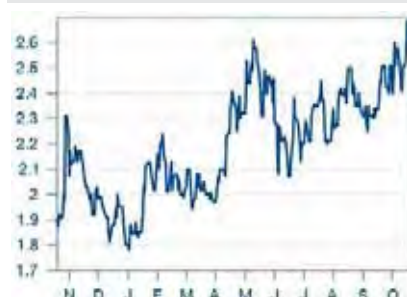
*as at 19 October 2012

Free float 52%

Code GROA

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Quanmax Inc	46.5%
DWS Investment GmbH	2.3%
Union Investment Group	2.1%
3 Banken-Generali Investment	1.7%

Next events

Q3 report	November 2012
Annual report	March 2013

Analyst

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Interoperable communication systems

Overview

Teles is a Berlin-based provider of communication systems and solutions to telecom operators and enterprises. Through its direct sales channels and network of distributors and systems integrators it has sold to over 300 networks globally, although the majority (88%) of sales are from Europe.

Key assets and operations: Restructuring

Teles AG's equipment and solutions enable the integration and optimisation of fixed and mobile, VoIP and traditional ISDN services in order to improve flexibility and mobility and reduce costs. The company is now organised into three divisions. **Access Solutions** (40% sales) – products aimed at interconnecting the PSTN, VoIP and mobile networks to reduce the cost of and interoperability between different communication technologies. **Carrier Solutions** (39% sales) – communication systems for network operators which connect all types of networks and provide simpler transfer between different media and signalling, eg ISDN and VOIP. **Enterprise Solutions** (21% sales) – offers IP-based telephony services (fax, video, mobile) that can be integrated with existing systems, enabling operators to replace legacy ISDN systems at enterprise clients with a centrally managed system. Following a weak H111 and ensuing liquidity issues, which required additional shareholder loans, management has restructured its balance sheet, improved its cash management and reduced its cost base. In 2012, management expects a single-digit increase in sales, an ongoing reduction in operating costs and positive cash flow, which should enable the business to be self-financing. At H112, management reported revenues +4% y-o-y, EBIT +51% and a positive development of orders for Q3.

Key management

Chairman and CEO: Prof Dr Ing. Singram founded Teles in 1983. Since its listing in 1996 he has continued as CEO (shareholding 59%). He has a strong academic background, and, among other significant roles in his career, he has been director of operations and communications at the Technical University of Berlin since the early 1970's and a member of the Economic Affairs Council at the CDU since 2003.

Chief operating officer and CFO: Oliver Olbrich joined Teles AG in 2008 and was appointed to the management board in January 2011. He has over 30 years' experience in the telecoms sector and prior to joining Teles AG had roles at DT, Siemens, Tiscali and BT. In August 2011 he took over responsibility for finance following the departure of the previous CFO.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	16.0	(14.4)	(7.2)	8.9
12/11	12.0	(5.8)	(7.7)	4.9

Source: Thomson Datastream

IT services & software

Price €0.35*

Market cap €8m

*as at 19 October 2012

Free float 43%

Code TLI

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Sigram Schindler Beteiligungsgesellschaft	57.0%
Sigram Schindler Stiftung	1.5%
Prof. Dr. Ing. Sigram Schindler	0.1%

Next events

Q3 results	November 2012
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Analyst

Bridie Barrett Schmidt

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IT and services management

Overview

USU Software develops and sells business service management software that enables efficient, cost-optimised deployment of a company's IT infrastructure and knowledge management solutions for fine-tuning knowledge-based business processes. USU also provides related consulting services. Customers potentially benefit not only from improved IT services, but also from cost-savings, supporting continued demand during periods of economic weakness. It has over 500 client companies drawn from all economic sectors, but particularly from IT-reliant areas such as insurance companies and banks. Clients include Allianz, BOSCH, BMW and Texas Instruments. USU's headquarters are in Möglingen, Germany.

Key assets and operations: Solid H1

After delivering record revenues in FY11, H112 revenues grew by 20% year-on-year to €25.0m. Consultancy revenues (59% of total) rose by 32% year-on-year, primarily because of larger project contracts relating to knowledge management, but also because of the contribution from the former IT Services GmbH, which was acquired at the end of July 2011. Maintenance revenues (23% of total) improved by 10%. Licence sales (14% of total) increased by 26%, boosted by product innovation in business intelligence software for service management. Exports doubled year-on-year to account for 18% of the total. The partnership with global software company CA Technologies and USU's new office in Boston, US, which was opened in July 2011, are expected to accelerate export growth. Adjusted EBIT, excluding amortisation and non-recurring items, rose by 28% to €2.9m. The strong, debt-free balance sheet enables USU to pursue a generous dividend policy, approximately 50% of earnings subject to acquisition requirements, and to pursue further acquisition opportunities.

Key management

Chairman: Udo Strehl founded USU in 1997, becoming CEO in 1996. He moved to the supervisory board in 2002 when USU merged with OpenShop Holding AG, becoming chairman in 2004 when the investment company he had founded (Udo Strehl Private Equity GmbH, now named Ausum GmbH) took a majority stake in USU.

CEO & CFO: Bernhard Oberschmidt joined USU in 1996 and became CFO in 2001.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	38.0	4.4*	48.5	(10.6)
12/11	45.6	6.5*	49.9	(17.1)

Source: Thomson Datastream; Note: *Adjusted for amortisation and non-recurring costs.

IT services & software

Price €5.82*

Market cap €61m

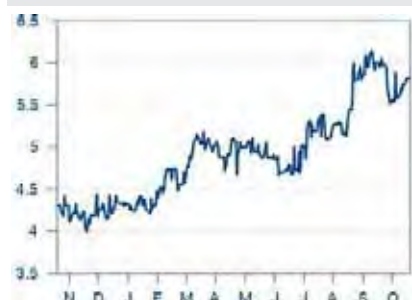
*as at 19 October 2012

Free float 38%

Code OSP2

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Ausum GmbH	31.4%
Udo Strehl	18.9%
Peter Scheufler	10.0%

Next events

Q3 results	9 November 2012
Annual report	March 2013

Analyst

Anne Margaret Crow

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Market data and applications

Overview

Based in Frankfurt, vwd is a provider of market data and applications for private and retail banking, and asset and wealth management. vwd's applications and services combine financial markets data into information that can be used for analysis and decision-making. It offers solutions for financial service providers, corporates, media and private clients. EDG, a subsidiary, provides risk assessment and product ratings in Germany. vwd was founded in 1949 and has c 465 employees.

Key operations: Takeover looks likely to succeed

H1 revenues rose 19% to €44m while EBITDA was flat at €4.0m. Market Data Solutions jumped 36% to €23.6m on the back of the group's entry into the Italian market. Technology Solutions, which processes customer-specific financial-market information across various media, grew by 14% to €10.5m, while Specialised Market Solutions, a dissemination and marketing solution for issuers of securities, dipped 3%. Cost cutting was offset by various cost increases, including exchange data, as well as sales-related costs associated with the entry into Italy. On 19 September, Carlyle Group, the asset manager, launched a voluntary takeover for vwd at €2.80 per share. (a c 35% premium on the weighted average price over three months). Shareholders exceeding 90% of the shares have committed to tender their shares. Carlyle is acting jointly with vwd shareholder Edmund Keferstein as well as Philipp Henrich and Lutz Johanning, manager and member of the supervisory board at EDG, respectively.

Key management

Management board member: Spencer Bosse joined vwd as a trainee in 1987. He worked in the sales office in Hamburg and became the manager of customer services in 1989. A year later he took over the management of sales processing and in 1994 was appointed as technical manager. He was managing director of vwd from the end of 1998 to July 2007.

Management Board member: Albrecht Kiel joined vwd as COO effective September 1, 2012, to oversee vwd's sales and strategic development. Albrecht was previously CEO of Allianz Direct and before that he was CEO at Direct Line Versicherungs and director of marketing at AXA Konzern.

Following the dismissal of Dr Andreas Dahmen on 19 September, the CFO role is temporarily being undertaken by the remaining two management board members.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	76.1	2.4	29.5	7.9
12/11	80.9	(0.8)	27.1	(2.9)

Source: Thomson Datastream

IT services & software

Price €2.73*

Market cap €70m

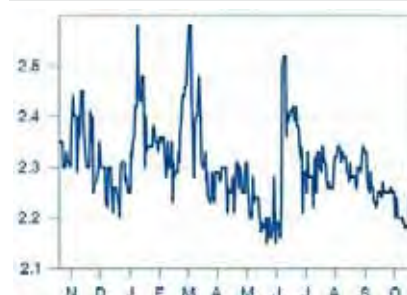
*as at 19 October 2012

Free float 6%

Code VWD

Primary exchange Frankfurt
(General Standard)

Share price performance



Principal shareholders

Deutsche Balaton AG	35.2%
Dietmar Hopp	28.0%
Edmund J. Keferstein	15.0%
Oliver Hopp	11.1%
Spencer Bosse	4.7%

Next events

Annual results March 2013

Analyst

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Media

Sector focus: Media

Analyst: Bridle Barrett Schmidt

The last 10 years: High-speed internet access has changed the way people consume media, and their attitude to paying for it. To date, the most devastating impact has been on traditional print media and the recorded music sector, which has struggled to find ways to monetise its content. Piracy and audience fragmentation has hit the industry hard. The broadcast sector has performed relatively well. A stronger pay TV industry has emerged with high-quality content and converged offerings. Traditional broadcasters, while struggling to monetise portals and seeing dwindling audiences, continue to attract a premium rate from advertisers looking for the 'mass market'.

The next 10 years: While internet access is now almost universal in the west (79% West Europe, 83% in Germany), the pace of technological change continues to present significant opportunities and challenges for media companies. With fibre getting closer to the home, broadband speeds keep getting faster and penetration rates have significant room for growth (26% penetration in Europe, 32% in Germany). Since Apple launched its iPhone in 2007 a second media 'revolution' is on course. Smartphones and tablets are again changing consumer behaviour and forcing media companies to reassess strategies, many of which were only recently put in place. Mobile broadband penetration in Europe has grown from almost nothing to over 50% in five years (36% Germany). Over-the-top (OTT) television has already had an impact on the industry, and with most new televisions being sold internet-enabled, the phenomena of the 'connected home' is gathering momentum, forcing broadcasters, rights owners and telecoms companies to revise long-established business models. Convergence has moved on from the notion of one provider, three products (internet, TV, telephone) to the idea of experienced roaming across multiple screens: PC, smartphone, connected TV and tablet. In this new world, all information, whether text, audio or video, will be instantly available to consumers, wherever they are.

German media: The media sector is one of the smallest by weighting on the German exchange, representing a mere 1.5% by market cap, but 5% in terms of constituent numbers – an accurate reflection of the changes that the industry is facing. In Germany, for cultural and regulatory reasons consumers have been slower to respond to the internet than elsewhere in the west. Readership of traditional media (magazines, print) is declining, but at a slower rate than in the US or the rest of Europe. DVD sales have been broadly flat over the last five years and the music industry has seen revenues decline at single-digit rather than double-digit rates seen elsewhere. This goes part way to explaining why listed German media companies have outperformed their European peers (+73% vs +35% for Eurostoxx all media over the last three years). In a highly cyclical sector, the strength of the economy relative to the rest of Europe is also a key factor. While German consumers are lagging, German companies are not complacent. Seven of the 18 listed companies are pure-play internet companies and of the remaining companies, all have established digital strategies.

Online art trading platform

Media

Overview

artnet AG is the international transaction platform for the art market: an online portal for buying, selling and researching fine art and design, it floated on the Frankfurt Stock Exchange in 1999. Initially, the business was predominantly B2B, with its Price Database bringing price transparency to the international art market. Over time it has developed B2C business, as well as some C2C on artnet Auctions. On August 31, 2012, Luxembourg-based Redline Capital Management made a cash bid at €6.40 per registered share. The artnet management and supervisory boards recommended that shareholders do not accept the bid, since the compensation "represents the minimum price legally stipulated. artnet shareholders are not offered an additional takeover premium."

Key assets and operations: Leading online art network:

artnet Galleries and the artnet Price Database generated approximately 71% of 2011 revenues. artnet Galleries is the largest network of its kind and signals the availability of inventory at galleries and auction houses. It has over 2,200 galleries in over 250 cities worldwide and more than 166,000 artworks by over 39,000 artists. The Price Database is used as an invaluable resource by art dealers, galleries, auction houses, publishers, museums and collectors worldwide. artnet Auctions allows real-time transactions with inventory sourced primarily from gallery members and dealers. It is a relatively new product but has been the fastest growing segment, generating 16% of artnet revenues in 2011. Other services include artnet Analytics and Monographs (an online art library). A diversified business model creates earnings on a number of different fronts including membership fees, subscriptions, commissions and advertising revenue.

Key management

Chairman of the supervisory board: John Hushon has been a board member since 2000. He was formerly CEO of El Paso Energy International Company in the US.

Chief executive officer: Jacob Pabst joined artnet in 2000 and was involved in sales and product development. He became chief information officer in 2009 and succeeded the founder, Hans Neuendorf, as CEO in July, 2012.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	13.7	(0.2)	4.3	(2.5)
12/11	13.3	(0.2)	4.8	(2.0)

Source: Thomson Datastream

Price €4.47*

Market cap €25m

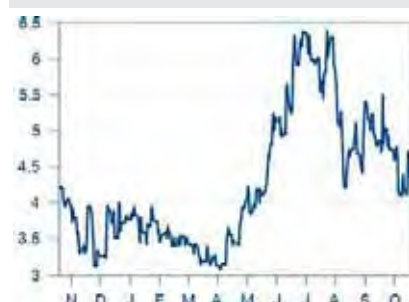
*as at 19 October 2012

Free float 50%

Code ART

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Galerie Neuendorf	26.5%
Evtushenkov (V Petrovich)	9.9%
Artis Capital M'ment	7.5%
De Rothschild (Robert)	7.3%
Schaffer Immobilien	6.2%

Next events

Q3 results 30 October

Analyst

Jane Anscombe

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Live entertainment

Media

Overview

DEAG is one of the leading live entertainment providers in Europe; it is number two in Germany, market leader in rock and pop tours in Switzerland and the biggest European classical music concert promoter. It typically stages 1,500 events and sells over 3.5m tickets annually. 80% of sales are generated from the production and staging of tours and concerts in its three core markets of Germany, Switzerland and the UK. In recent years, the company has expanded into complementary business areas and views itself more as an 'integrated entertainment content business'. It has its own music label and a range of other activities including music publishing, event sponsorship, merchandising and distribution. It cooperates with (and it holds a 10% stake) in Ticketmaster Deutschland.

Key assets and operations: Touring and entertainment

DEAG reports across two divisions: **Live touring** (40.9% of 2011 revenue) is engaged in organising concert tours for a variety of genres including national and international rock/pop, classical, 'middle of the road' German hits and family entertainment productions. **Entertainment Services** (59.1% of 2011 revenues) includes promotional, merchandising, sponsorship and ticketing services offered to support the activities of the record label (DEAG music) and music publishing business. 2011 revenues increased 2% to €128.3m, and pre exceptional EBIT 4% to 32.6m. At the end of H1 revenues were up 1.8%, but EBIT down 30% to €4m. Despite this decline in EBIT management reiterated its full year guidance of a year-on-year increase in both sales and EBIT. The business is seasonal and with the Olympics and the European Cup taking centre stage over the summer, the product pipeline is skewed strongly to Q4, for which DEAG has already taken above-average bookings.

Key management

Chairman: Wolf-Dieter Gramatke: has been chairman since July 2009. He concurrently holds a number of chairmanships at related companies.

Chief executive officer: Professor Peter L H Schwenkow is a leading academic in the field of multimedia and event management. He was elected to the General Assembly of the Berlin Chamber of Commerce in 1996 and served as a member of the Berlin House of Representatives (2006-11). He has been CEO of DEAG since 1995.

Chief financial officer and COO: Christian Diekmann worked as a consultant at a range of companies (including DEAG) before joining as COO and chief marketing officer in 2006. He became CFO in 2009.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	125.8	8.1	27.2	(23.0)
12/11	128.3	7.2	30.0	(27.6)

Source: Thomson Datastream

Price €2.69*

Market cap €33m

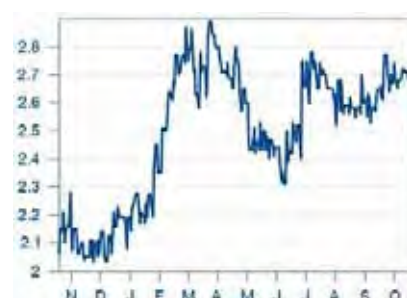
*as at 19 October 2012

Free float 76%

Code ERMK

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Heliad Equity Partners	25.1%
Peter Schwenkow	24.9%
IFOS Internationale Fonds	10.4%
Plutus Holdings 2	10.4%
HSB Verwaltung	9.6%
Fidelity International	4.4%

Next events

Q3 results	11 November 2012
Annual report	March 2013

Analyst

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Music and entertainment

Overview

Edel AG is an entertainment and full service provider of music, books and film. It is one of the largest independent music companies in Europe, a leading distributor of digital products and a publisher of genres such as cookbooks. Originally founded in 1986 as a mail order record company, Edel has developed into a vertically integrated media group. It acquires content rights, has its own CD/DVD manufacturing, printing and fulfilment facility and markets and distributes both physically and electronically. Edel is headquartered in Hamburg and employs over 800 people. It listed on the Frankfurt exchange in 1998.

Key assets and operations: Entertainment content

Edel's 2011 sales mix was: Optimal Media 48% (production, fulfilment and high-quality printing, with clients including major record companies, publishers and software vendors); Edel Germany 31% (music, books and film); Kontor Records 5% (leading dance label); Kontor New Media 12% (distributor of digital products) and Zabert Sandman 4% (cookbook publisher). After a period of restructuring Edel returned to profitability in 2010 and has resumed dividend payments. Its full service structure has improved efficiency and satisfies customer demand for an integrated service. Edel is benefiting from strong growth in demand for digital music and is a supplier to services such as iTunes and Spotify. It recently also launched a digital book publishing segment, eBooks.

Key management

Chairman of the supervisory board: Walter Lichte has been a member of the board since 1992 and chairman since 2000. He has extensive experience of the music industry, including executive roles at Aves Records and Avon Records and at PolyGram Publishing International.

Chief executive officer: Michael Haentjes is founder, majority shareholder, CEO and sole member of the management board. He is also a member of the International Management Board of the International Federation of the Phonographic Industry (IFPI), a position he has held for many years.

CFO/COO: Timo Steinberg was a consultant specialising in restructurings before joining Edel in 2002. He became COO in 2005 and CFO in 2010.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
09/10	129.8	6.8	N/A	N/A
09/11	137.4	7.3	N/A	N/A

Source: Thompson Datastream

Media

Price €2.18*

Market cap €50m

*as at 19 October 2012

Free float 36%

Code EDL

Primary exchange Frankfurt (Entry Standard)

Share price performance



Principal shareholders

Michael Haentjes 64.0%

Next events

Annual results January 2013

Analyst

Jane Anscombe

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Content production and management

Media

Overview

Highlight Communications is a Swiss-based, German-listed media company. It owns the largest sports rights marketing company world wide and the leading independent German language film production, licensing and distribution company. It is 47% owned by Constantin Medien. 2011 revenues of CHF383.5m (2010: CHF434.6m) were affected by the strength of the Swiss franc. Management's 2012 target is for sales of CHF370-390m and EPS of €0.42-0.44. Alongside the typical issues that drive the business (format success and the strength of the economy), results may be affected by the decision by UEFA to take over responsibility for certain match organisation responsibilities previously managed by its subsidiary TEAM.

Key assets and operations: Premium content for broadcast

Highlight Communications operates in three segments: Film, Sports and event marketing, and other.

Film (76.2% of sales): Constantin Film AG is the leading independent producer and distributor of cinema, video and TV films in German-speaking Europe (5.9% share of all film sales in Germany and a 5.7% share of movie goers). Its distribution business (Highlight Entertainment and Rainbow Entertainment) has a 9% market share in DVD/Blu-ray and digital sales and an 11% market share in rental.

Sports and event marketing (23.5%): TEAM. specialises in the marketing of global events. It has marketed the rights to the UEFA Champions League, UEFA Europa League and UEFA Super Cup since 1992. These rights are secured until 2015 (automatic three-year extension to 2018 should certain performance criteria be met).

Other (0.3%): Includes its 58.97% stake in Swiss-listed Highlight Event & Entertainment AG (previously Escor Casinos & Entertainment SA) and its 50% participation in Pokermania GmbH. This division also manages the rights to the Eurovision Song Contest and the Vienna Philharmonic Orchestra.

Key management

Chairman: Bernhard Burgener started his career with the foundation of Rainbow Video AG, now Rainbow Home Entertainment AG. He has been chairman of Highlight Communications since 1999 and is CEO of Constantin Medien.

Chief financial officer: Peter von Bueren: Having held various management positions within Highlight Communications from 1994 onwards, von Bueren was appointed CFO in April 2008. In addition, he serves as Head of Human Resources and IT.

Key financial indicators

Year end	Sales (CHFm)	EBIT (CHFm)	Net assets (CHFm)	Net debt/(cash) (CHFm)
12/10	434.6	56.4	72.6	66.6
12/11	383.5	47.6	96.0	49.6

Source: Thomson Datastream

Price €3.48*

Market cap €165m

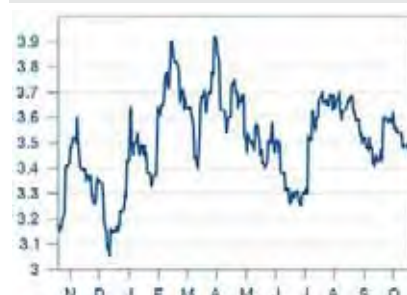
*as at 19 October 2012

Free float 50%

Code HLG

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Constantin Medien	47.3%
DWS Investment	8.3%
Burgener Bernhard	3.8%
Highlight Communications	2.5%
BNY Mellon Service KAG	1.5%

Next events

Annual results March 2013

Analyst

Bridie Barrett Schmidt

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Digital marketing agency

Media

Overview

SYZYGY is a full service digital agency group. Following recent expansion it has offices across four countries, although Germany (63% sales) continues to represent the largest part of the group (followed by the UK, 37%) and it is here that management sees most near-term growth and acquisition opportunities. It expects strong revenue growth in 2012 and 2013 and a return to EBIT growth from next year following significant investments in new offices over the last 18 months.

Key assets and operations: Opportunities in Germany

SYZYGY offers a wide spectrum of digital communication and marketing services to large corporations and multinationals in the automotive, telecoms, IT, retail, consumer goods, media and entertainment sectors. It has offices in Germany (Berlin, Frankfurt, Hamburg, Bad Homburg), the UK (London), Poland (Warsaw) and the US (New York). Its four divisions operate across the entire digital marketing spectrum: **Ars Thanea** (Warsaw) specialises in digital illustration and interactive design; **Hi-ReSI** is a multi-disciplinary design studio; **SYZYGY** is a full service digital marketing agency with a specialty in developing international websites, platforms, campaigns and apps; **uniquedigital** specialises in performance marketing and media management tools such as display advertising, search engine advertising and search engine optimisation.

SYZYGY has a strong position in Germany which management plans to consolidate with investment in new service areas (eg content management) and potential acquisitions. For 2012 management expects a significant increase in sales with growth above the 2011 level of 4%, and double-digit revenue growth in 2013. Management expects flat EBIT in 2012, but a return to EBIT growth from 2013.

Key management

Chairman and CEO: Marco Seiler founded SYZYGY Deutschland in 1995 and has been CEO of SYZYGY group since 2002. Prior to this he had managing director roles at 1&1 Holding GmbH (now United Internet AG) and WordPerfect Software GmbH

Chief operating officer: Andy Stevens was appointed to the board in 2010. He joined SYZYGY in 2007 on the acquisition of uniquedigital, a company that he founded in 2000. He has over 20 years' experience in the digital agency sector.

Finance Director: Erwin Greiner: Following qualification as a chartered accountant at PwC in 1999, Mr Greiner worked as International controller at debis Systemhaus (IT Systems). He joined SYZYGY in 2001 and was appointed Finance Director and head of investor relations in 2003.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	27.2	4.5	40.4	(48.1)
12/11	28.3	4.0	39.9	(19.6)

Source: Thomson Datastream

Price €3.44*

Market cap €44m

*as at 19 October 2012

Free float 64%

Code SYZ

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

WPP	27.9%
Marco Seiler	4.9%
Andy Stevens	2.9%
Capiton Holding GMBH	2.5%
Dimensional Fund Advisors	1.2%
Beeck Wilfred	0.9%

Next events

Capital Conference, Munich	5-6 December 2012
Annual Report 2012	29 March 2013

Analyst

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Multichannel directory assistance

Media

Overview

Telegate is a German multichannel-provider of local directory assistance (DA). It is the second largest provider of telephone DA services in Germany with a 40% market share. The directories market is transitioning away from telephone and print and moving increasingly online. Mirroring changing usage patterns, the group is transforming its business and moving increasingly into new media; over the last few years it has added online DA, classic search and mobile. Last year it acquired KlickTel, which further strengthened its online and mobile presence.

Key assets and operations: New media the new focus

The group is organised into two core divisions. **Directory Assistance (DA)**, 65% of sales, reflects the classic telephone DA service (11 88 0). **Media**, 34% of sales, includes the new media activities: SME web design and advertising on the internet portals 11880.com and klickTel.de; KlickTel CD ROMs software solutions; DA services for mobile apps (its apps are pre-installed on all Vodafone and Nokia smartphones); website design, business advertising and search engine marketing via its distribution brand telegate MEDIA (the largest Google re-seller in Germany). 2011 revenues declined 11% to €110.0m (DA -20%, Media +19%). Management is focused on improving profitability in the Media division and target break even in 2014. DA continues to make an important contribution to profits and management expects EBITDA of €10-12m this year. The balance sheets is strong having sold non-core assets outside Germany (the remaining Spanish businesses are for sale), and following initial payments flowing from a licence fee claim against DT.

Key management

Chairman: Juergen von Kuczkowski: Formerly CEO of Vodafone Central Europe, Juergen von Kuczkowski is chairman of the supervisory board at Vodafone Holding, Dusseldorf and a member of the supervisory board at ARCOR AG & Co. KG. He was appointed as chairman at telegate in October 2007.

Chief executive officer: Elio Schiavo: A directories and local search veteran, Elio Schiavo joined telegate in 2011 from the UK group Thompson Directories where he served as CEO from 2009. He has also led the Turkish multimedia local search provider Katalog and the Italian directories group Consodata.

Chief financial officer: Ralf Größhaber: Having previously worked for Hewlett Packard as manager of the European finance division, Ralf Größhaber joined telegate in 2001 and was appointed CFO in January 2004.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	124.6	6.2	74.8	(48.1)
12/11	110.0	4.7	62.3	(39.1)

Source: Thomson Datastream

Price €5.52

Market cap €106m

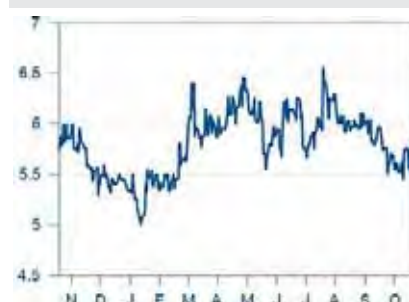
*as at 19 October 2012

Free float 22%

Code TGT

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Seat Pagine Gialle 77.3%

Kairos Investment Management 3.1%

Next events

Annual results March 2013

Analyst

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Building online brands

Overview

Tomorrow Focus AG's core Transaction business (72% H112 revenues) is developing a number of web-based brands particularly in the leisure and travel sectors. It is investing in internationalising its HolidayCheck brand, which comprises a holiday feedback and bookings portal. It also operates Germany's premium matchmaking site, ElitePartner, as well as a physician rating site, Jameda. TOMORROW FOCUS Media is Germany's largest ad network and has a technology subsidiary specialising in mobile. Tomorrow Focus's growth strategy is both organic and acquisition-led.

Key assets and operations: Developing key brands

Tomorrow Focus has been extending beyond its domestic market, growing the HolidayCheck brand through investment in marketing, which has held back margins in H112. The site operates in German and 10 other languages. Since the half year end, the group has bought a 51% stake in Webassets for €21m cash. This adds Zoover, the largest hotel and holiday ratings portal in the Netherlands (also operating in other territories), and the MeteoVista weather platform. The group also has a majority stake in Dutch online travel agent Tjingo, bought in April 2012, and it is envisaged that these will be migrated to the same platform. ElitePartner holds a leading position in the German online dating segment. The Advertising business (18% H112 sales) operates portals in key verticals such as news and finance and has a 60% audience reach.

Key management

Chairman: Dr Paul-Bernhard Kallen also the CEO of Hubert Burda Media, a global media company with its origins in printing and magazine publishing and a substantial shareholder.

Chief executive designate: Toon Bouten. Following the departure of Stephan Winners to Hubert Burda Media as director of Burda Digital, Toon Bouten has been recruited as CEO. He is currently CEO of European Directories, which specialises in online local search and lead generation. Until his arrival, the company is being led by management board members Christoph Schuh and Dirk Schmelzer.

Chief financial officer: Dr Dirk Schmelzer: Prior to joining Tomorrow Focus, Dr Schmelzer held a various positions at Telefonica Group, including serving as CFO of Telefonica Deutschland and HanseNet, before his appointment as CFO of Tomorrow Focus AG in 2011.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	128.2	15.1	94.9	5.4
12/11	135.9	16.0	96.6	(3.3)

Source: Thomson Datastream

Media

Price €3.45*

Market cap €183m

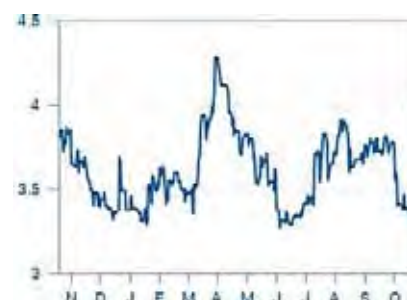
*as at 19 October 2012

Free float 33%

Code TFA

Primary exchange Frankfurt
(General Standard)

Share price performance



Principal shareholders

Burda Digital GmbH 64.5%

Next events

Annual report March 2013

Analyst

Fiona Orford-Williams

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Miscellaneous

Packaging solutions & services

Overview

Deufol is a global premium service provider of packaging and related services. It has a focus on the automotive, consumer and industrial segments. Deufol's origins can be traced back to the textile wholesaler Dönne+Hellwig, taken over in 1979. However, it has undergone a number of strategic and structural transformations over the past 30 years, changing its name from D.Logistics in 2010. Deufol supplies export and industrial packaging, automated packaging systems, display packaging and data management and other services. It has 76 locations in nine countries worldwide, employing about 2,800 people. In 2011, Deufol generated revenue of €315m. In Q2 2012, charges and civil actions were filed against Deufol's former CEO and a number of former managers. Deufol is seeking to recover €26m in damages.

Key assets and operations: Innovative service solutions

In 2010, Deufol changed its name, business structure and segment reporting. The previous segment structure was Industrial Packaging (46% of 2010 sales), Consumer Packaging (39%) and Warehouse Logistics (15%). The change of name from D.Logistics to Deufol was a deliberate shift away from logistics and toward a new corporate focus on intelligent, flexible and innovative service solutions related to its packaging core competence. Deufol has now adopted a regional structure and all products and services are offered to customers universally (automated packaging, promotional and display packaging, export & industrial good packaging, gift cards and data management and supplementary services). In 2011, Germany contributed 54.9% of group sales, Rest of Europe 27.6% and USA/Rest of the World 17.3%. The new breakdown by service in 2011 was Exports and Industrial Packaging 49.9%, Consumer and Data 34.9% and Supplementary Services 15.1%. Important global customers include Siemens, Krones, Procter & Gamble (Duracell), ThyssenKrupp, VW Group, MAN, Bosch, IPS and Mölnlycke Healthcare.

Key management

Executive board member operations: Detlef W Hübner developed Dönne + Hellwig GmbH, the firm taken over by his grandfather in 1979. He is responsible for operations, business development and global purchasing.

Executive board member finance: Dr Tillmann Blaschke joined the board in 2011 and is responsible for finance, HR management, IT, real estate, legal, compliance and communications. Previously he was executive board member of PC-Ware Information Technologies AG and commercial director of AMD Inc.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	307.1	11.9	99.0	61.4
12/11	315.2	10.7	98.3	68.2

Source: Thomson Datastream

High tech & industrial

Price €0.85*

Market cap €37m

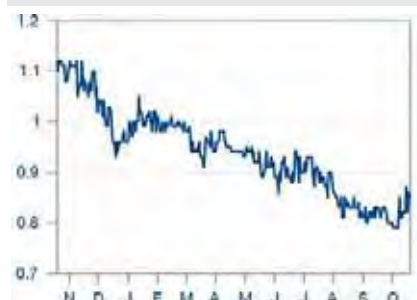
*as at 19 October 2012

Free float 47%

Code LOI

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Detlef W Hübner 52.9%

Next events

Annual report April 2013

Analyst

John Buckland

industrials@edisoninvestmentresearch.co.uk

Precision tool management and supply

High tech & industrial

Overview

KROMI Logistik has grown from the Hamburg-based drilling and machining tool merchandising company Krollmann & Mittelstädt established in 1964. KROMI now operates from five locations in Germany and four subsidiaries in Europe and Brazil. The company also supplies customers in five more European countries, offering the manufacturing sector end-to-end supply and service of precision cutting tools. This means that as well as selling cutting tools, KROMI offers tool engineering/manufacturing process consultancy services, and manages and optimises tool life cycles. KROMI employees around 130 people and generated revenue of €52m in the June 2012 fiscal year.

Key assets and operations: Tool management

KROMI Logistik is a full service provider of cutting tools and related engineering services and advice to the manufacturing sector worldwide. Tool management, consultancy, engineering, logistics and controlling means KROMI not only supplies tools, but helps its customers optimise the manufacturing process, enhancing tool performance, tool life and manufactured part quality. KROMI takes responsibility for making sure customers have the correct tools working 24/7, managing tool availability and tool stock levels. The automotive, aerospace and mechanical engineering sectors are important customer groups for machining (ie cutting, drilling and milling). KROMI reports segment sales and gross profit on a geographic basis. Products and services in Germany accounted for 66% of group sales in fiscal year 2012, and 34% came from outside Germany. It is apparent that two important customer groups (although not named) contributed 38% of group sales. One customer is predominantly German and the other international. Through its international customer base, KROMI is participating indirectly in most of the important markets in the world, is reducing its dependencies and thus diversifying risks.

Key management

CEO and chairman of managing board: Jörg Schubert has been a director since 2006. He is responsible for company development, strategy and sales.

CFO and member of managing board: Uwe Pfeiffer is responsible for finance, controlling and accounting, human resources and investor relations. He has been on the executive board since December 2007.

CIO and member of the managing board: Axel Schubert joined the board in 2012 and is responsible for IT and administration.

COO and member of the managing board: Bernd Paulini joined the board in 2012 and is responsible for technology, engineering and products.

Key financial indicators				
Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
06/11	38.2	(1.0)	22.4	(3.8)
06/12	52.5	0.2	N/A	N/A

Source: Thomson Datastream

Price €8.67*

Market cap €36m

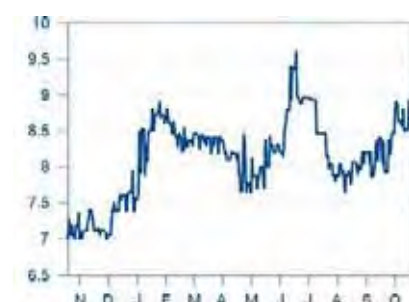
*as at 19 October 2012

Free float 30%

Code K1R

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

KROMI Beteiligungsgesellschaft	17.5%
Jörg Schubert	15.7%
Peter Caro	15.6%
Investmentaktiengesellschaft für langfristige Investoren TGV	15.5%
Schubert Family	2.9%
Caro Family	2.9%

Next events

Q1 results	14 November 2012
Annual shareholder meeting	5 December 2012

Analyst

John Buckland

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Mining rail transport systems

Overview

SMT Scharf is a specialist in heavy duty rail transport systems for underground mines and was founded in 1951. Scharf's main products are suspended monorail trains and captivated duorail floor trains, for which it has supplied c 40% of all systems installed in underground mines worldwide. Most trains are diesel powered, with electrical and battery supplies in the minority. SMT Scharf also offers rope driven train systems, chair lifts and roadheaders under the Dosco brand, all for underground mines only. SMT Scharf AG is member of the SDAX index.

Key assets and operations: Solid Sino-Russian hold

The group is the market leader in China and Russia, in which it holds market shares of 42% and 35%, respectively, accounting for 27.8% and 19.6% of total revenues. It generates over 90% of sales outside Germany. Revenue increased 23% year-on-year in 2011, with 4.1% reinvested in R&D (3.8% in 2010). That growth supported an 11.6% increase in the workforce to 307. Of these, one-third is in Hamm, Germany, and two-thirds are in the 100% subsidiary factories in Poland, South Africa, Russia and China. The mining industry focus is hard coal (75% share of 2011 sales) and gold and platinum (19%).

Key management

Chairman: **Dirk Markus** has been chairman of the supervisory board since 2007. He serves as CEO of Aurelius AG, Munich, and as chairman or member of the supervisory board at several other companies.

Chief executive officer: **Christian Dreyer**, an ETH trained engineer and MBA, was appointed chief executive officer as of May 2012, having previously led mining electrics manufacturer Hansen Sicherheitstechnik AG, Munich, for 18 years. In this capacity, he has been an insider of the mining equipment industry in all of Scharf's target markets. Before being appointed, he served as a member of Scharf's non-executive supervisory board since 2010. He is also chairman of the supervisory board at MS Industrie AG, Munich.

Member of the management board: **Heinrich Schulze-Buxloh**, a mechanical engineer by training, has been a member of the management board since February 2007. He has been with Scharf for over 40 years, having risen through the ranks from starting as a design engineer.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	66.7	11.1	31.1	(10.5)
12/11	82.1	14.5	40.9	(9.8)

Source: Thomson Datastream

High tech & industrial

Price €23.61*

Market cap €99m

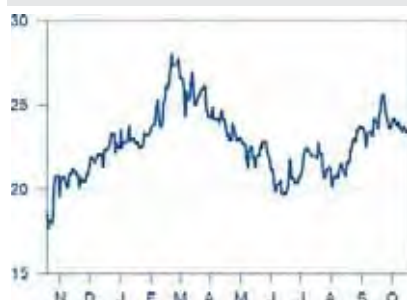
*as at 19 October 2012

Free float 100%

Code S4A

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

The Bank of New York Mellon Corporation	5.1%
Share Value Stiftung, Eisenach, Deutschland	3.0%
Abdiel Capital Management LLC	3.0%
FIL Holdings Limited	3.0%
Allianz Global Investors Kapitalanlagegesellschaft mbH	2.9%
DWS Investment GmbH	2.7%
Treasury shares	1.1%

Next events

Annual report March 2013

Analyst

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Pharma & healthcare

Sector focus: Pharma & healthcare



Analyst: Dr Mick Cooper

Germany has a long history in healthcare and many of the major companies across the diverse sector are based there. Bayer, Merck KGaA and Boehringer Ingelheim are all major pharmaceutical companies, Siemens is a leader in the field of diagnostics and Fresenius in medical devices. The strength of these large-cap companies is mirrored at the mid- and small-cap levels, where there are a number of highly innovative companies.

The main subsectors in healthcare are pharmaceuticals, biotechnology, medical equipment, medical supplies and healthcare providers. Within each of these areas there is considerable diversity because of the various treatments required by people with different illnesses.

The healthcare sector has performed well during these uncertain economic times. This is understandable given the strong macroeconomic drivers affecting the industry. The world's population is growing and ageing, and there is increased spending on healthcare in the emerging markets. However, the sector is not immune to the economic slowdown as austerity measures have led to increased pricing pressure and treatments being delayed.

The opportunities within healthcare are also evolving. One reason for this is pressure from reimbursement agencies and regulators. The former are focused on more cost-effective therapies being developed, and the latter on safer and more effective treatments. One area of the industry that should benefit from this is diagnostics (and related) companies. The greater use of molecular diagnostic tests should enable patients to be diagnosed more accurately, so they are given a more appropriate treatment and their outcomes are improved.

But the most important growth driver for the sector is probably innovation and there is still significant scope to improve the treatment of many diseases. This is particularly the case in diabetes, many neurological indications and most cancers, where current therapies are able to slow progression of the diseases, but not cure. This innovation often comes from small- and mid-cap companies, which tend to be more dynamic and more imaginative in their approach. This is recognised by larger companies, which are increasingly active in M&A, in-licensing and outsourcing.

Innovation is also particularly important because of the international nature of the sector with the exception of healthcare providers. Companies face significant competition from across the globe, and this is only going to increase as countries like China and India invest heavily to develop their knowledge economies. So, although the growth of the emerging markets is increasing the healthcare market, there is a downside. Fortunately, the strength of German academia and the country's reputation for quality means that many healthcare companies are well positioned to face the new challenges.

Biotech for autoimmune/cancer diseases

Pharma & healthcare

Overview

4SC is a biopharmaceutical company dedicated to the discovery and development of targeted small molecule drugs for autoimmune diseases and cancer. It has established a risk-diversified and sustainable small-molecule product pipeline. These product candidates should offer considerable advantages in terms of efficacy and side-effect profile. Founded in 1997, 4SC had 90 employees at 30 June 2012. 4SC has been listed on the Prime Standard of the Frankfurt Stock Exchange since December 2005.

Key assets: Resminostat and vidofludimus

Data from the Phase II SHELTER trial in hepatocellular carcinoma (HCC) with resminostat (4SC-201), a pan-histone-deacetylase (HDAC) inhibitor, in combination with sorafenib (n=26) showed that median overall survival was 8.0 months, the highest value seen in trials in second-line HCC. 4SC is now aiming to start a Phase III in this indication by mid-2013, ideally with a new partner; the product has already been licensed to Yakult Honsha in Japan. Resminostat is also in clinical trials in Hodgkin's lymphoma and in colorectal cancer. 4SC is also developing vidofludimus (4SC-101) in autoimmune diseases. This product has already completed Phase II trials in rheumatoid arthritis and inflammatory bowel disease (IBD), and a Phase IIb study in IBD is currently being planned. 4SC had €15.2m in cash at Q212.

Key management

Chief executive officer: Dr Ulrich Dauer is a founding member of 4SC and was appointed as CEO in 1999. He was business development manager for Central and Eastern Europe at Tripos.

Chief development officer: Dr. Bernd Hentsch. Prior to joining 4SC Dr Bernd Hentsch co-founded G2M Cancer Drugs AG in 2001.

Chief scientific officer: Dr Daniel Vitt is a founding member of 4SC.

Chief financial officer: Enno Spillner. Previously management partner of the BioM VC Fund, Mr Spillner has been CFO of 4SC since September 2005.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	1.0	(20.1)	31.2	(17.6)
12/11	0.8	(18.5)	23.5	(15.8)

Source: Thomson Datastream

Price €1.32*

Market cap €105m

*as at 19 October 2012

Free float 30%

Code VSC

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Santo Holding	48.1%
FCP Anlage	9.9%
DVCG / VCG	6.1%
Heidelberg Capital	5.9%
Oetker (Roland)	3.0%

Next events

Q312 results	8 November 2012
FY12 results	March 2013

Analyst

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Trauma implants and biomaterials

Overview

aap Implantate AG is focused on the development, manufacture and distribution of trauma implants (plate and screw systems) to fix and stabilise bone fractures and biomaterials (bone cements) for bone reconstruction procedures. It also produces a range of knee, hip and shoulder implants. The products are sold directly in German-speaking countries (c 13% of sales) and via distributors (as aap-branded products and through OEM agreements). aap has been listed in the Prime Standard segment of the Frankfurt Stock Exchange since May 2003. The group has three subsidiaries: Biomaterials GmbH, Advanced Dental Care and European Medical Contract Manufacturing.

Key assets and operations: Biomaterials and LOQTEQ

aap generated 79% of sales from its biomaterials in FY11. It has a broad portfolio of bone cements, including osteoconductive and osteoinductive products, some of which are sold by major orthopaedic companies. In H112 sales of biomaterials grew by 32%, in part due to a new licensing agreement. The trauma products only generate 21% of revenues, but could become a larger driver of growth. Its new LOQTEQ family of trauma plates contributed to the 33% growth in H112 and were recently approved by the FDA in the US. The LOQTEQ plates are able to fix and compress a bone fracture in a single step, unlike competing products. Distribution agreements for major markets (the US, Europe and China) are expected in the coming months. aap generated €4.9m in operating cash in H112, having improved its working capital structure, and is gradually reducing its debt.

Key management

Chairman: Rubino Di Girolamo has been chairman of the supervisory board since 30 August 2007, having been vice chairman of the supervisory board.

Chief executive officer: Biense Visser has been CEO since 2009 and was previously president and CEO of Teva Europe.

Chief financial officer: Marek Hahn: Prior to becoming CFO in 2010 he worked at KPMG Deutsche Treuhandgesellschaft AG in the field of auditing, accounting and executive consulting in various positions.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
6/10	28.4	0.8	63.6	8.0
6/11	29.2	1.2	66.2	5.2

Source: Thomson Datastream

Pharma & healthcare

Price €1.24*

Market cap €38m

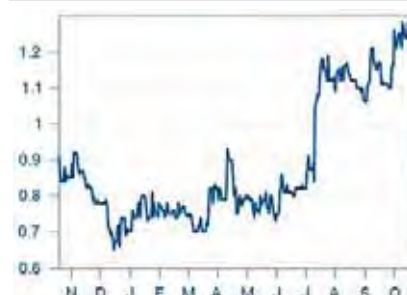
*as at 19 October 2012

Free float 22%

Code AAQ

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Elocin BV	20.9%
Noes Beheer BV	17.8%
Krebs (Jurgen)	12.0%
Deepblue Holding AG	5.3%

Next events

Q3 results	12 November 2012
LOQTEQ distribution agreements	Q412

Analysts

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Strategic review underway

Overview

Agennix is focused on developing novel therapies that have the potential to substantially lengthen and improve the lives of critically ill patients in areas of major unmet medical need. However, the FORTIS-M Phase III trial with its lead product talactoferrin as monotherapy in non-small cell lung cancer (NSCLC) failed to show that the product provided any survival benefit compared to placebo. Agennix is now undergoing a restructuring programme in which it is reducing its headcount from 67 down to 30 to reduce its cash burn and has closed its Houston office. The company still has operations in Munich, Germany and Princeton, US.

Key assets and operations: Strategic review

Agennix is carrying out a strategic review to consider its options following the failure of the FORTIS-M trial. During this process, the potential of all its assets is being assessed. These include: talactoferrin in combination with chemotherapy for NSCLC (the FORTIS-C Phase III trial with talactoferrin and chemotherapy in NSCLC is ongoing); talactoferrin for nosocomial infections (Phase I/II study recently completed); topical talactoferrin for diabetic foot ulcers; satraplatin in solid tumours (Yakult Honsha is developing the drug in Japan); and RGB-286638 in various cancer indications (anti-tumour activity shown in a Phase I study with 26 patients). Talactoferrin was in development for severe sepsis, but the OASIS Phase II/III trial failed to demonstrate the efficacy seen in the previous Phase II trial. The company should have sufficient cash to operate into Q113.

Key management

Chairman: Prof Dr Christof Hettich, a partner of the law firm Ritterhaus, sits on supervisory boards of seven other companies and manages dievini Verwaltungs GmbH on behalf of dievini Hopp Biotech.

Chief financial officer: Torsten Hombeck became CFO in December 2007. He had held various finance positions at GPC Biotech AG since 1999, which merged with Agennix Inc in 2009.

Chief medical officer: Rajesh Malik joined Agennix Inc in January 2007. Before joining Agennix, he was CMO at Adherex Technologies and had worked at Merck KGaA and Bristol-Myers Squibb.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	0.2	(36.1)	152.1	(62.9)
12/11	0.0	(41.8)	140.6	(43.7)

Source: Thomson Datastream

Pharma & healthcare

Price €0.26*

Market cap €13m

*as at 19 October 2012

Free float 31%

Code AGX

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Dietmar Hopp >65.0%

Cain family 8.2%

Next events

Q312 results November 2012

Analyst

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Analytical measuring company

Overview

Analytik Jena AG operates in the field of laboratory, bioanalytical and analytical measuring technology. It has three business units: Analytical Instrumentation, with applications in food, agriculture, water, academia and medicine; Life Sciences, with a broad focus from DNA purification to PCR products; and Optics, which markets a range of instruments such as binoculars and telescopic sights, under the DOCTER brand. The company was founded in 1990 as a distributor of analytical instrumentation and floated in 1999.

Key assets and operations: Instruments and life sciences

The Analytical Instrumentation division (c 62% of company revenue) grew 9.8% at during the first nine months of FY12. The diverse product range includes water purity, mercury analysers and atomic absorption spectrometers. The life sciences division (c 29% of sales) returned to growth in Q3 with sales increasing by 9.8%. These two divisions are the key growth drivers as Analytik Jena aims to grow by a CAGR of 10.5% over the next five years. The optics division produced c 6% of revenue during the first nine months of FY12, but despite the +21% growth this year, the key importance of this division is its manufacturing capabilities, which are needed for some analytical instruments. The company is also aiming to increase its EBIT margin to above 10%. Its margins deteriorated when it acquired CyBio to expand its life sciences capabilities, but a restructuring programme is underway and the EBIT margin increased from 5.4% to 6.5% during the first nine months of FY12.

Key management

Chairman: Andreas Krey has been chairman since April 2008. He is also a board member of BATT GmbH, Stahlwerk Thüringen GmbH and CiS.

Chief executive officer: Klaus Berka has held various positions in R&D at Carl Zeiss before founding Analytik Jena AG.

Chief financial officer: Stefan Döhmen joined Analytik Jena in 2006 as CFO. Previously he worked for the Mannesmann group for 10 years, including working as financial controller in the US.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
9/10	80.2	3.1	39.0	16.0
9/11	86.3	5.0	38.6	19.8

Source: Thomson Datastream

Pharma & healthcare

Price €10.02*

Market cap €57m

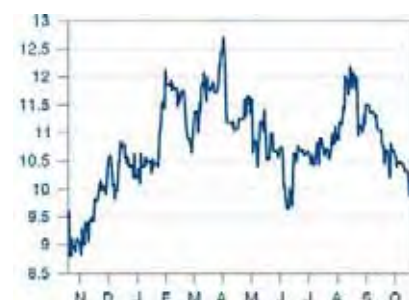
*as at 19 October 2012

Free float 36%

Code AJA

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

bm-t beteiligungsmanagement thüringen gmbh	17.7%
Verder International	15.5%
Berka (Klaus)	13.3%
Adomat (Jens)	10.7%
DWS	3.4%
Endress & Hauser Finanz AG	3.0%

Next events

FY12 results 18 December 2012

Analysts

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High-performance plastics producer

Overview

Balda AG is a Germany-based holding company and producer of precision components from high-performance plastics for the medical, communication and entertainment electronics sectors. It markets its products to manufacturers and users in the consumer electronics, electronic communications, pharmaceutical and medical technology, and other related markets. In 2011, the company disposed of its loss-making MobileCom segment.

Key assets and operations: Transition period

Balda is going through a transitional period with the sale for €392m of its stake in touchscreen technology company TPK, which has almost been completed. A special dividend of €2.00 per year is being paid this year and the rest will be used to execute a buy-and-build strategy for Balda Medical. The medical technology generated 47% of revenues in FY12 (NB short financial year) and is based in Germany. It markets products for pharmaceutical, diagnostics and medical technology industries including pipettes, inhalers and skin-prick aids. Balda is interested in acquiring companies that will either increase its client base or attract new customers. Balda Electronic Products generates the rest of the revenues. It is based in Malaysia and makes injection moulding of plastic parts. But it is undergoing an extensive restructuring programme due to a significant decline in volumes in recent years, which led to the division reporting an operating loss of €11m in FY12. The company aims for the division to achieve break-even in FY13, as it focuses on more profitable contracts, but the future of the division will be reviewed if the restructuring programme is unsuccessful.

Key management

Chairman: Dr Michael Naschke has been active as an attorney since 2002. He has been an independent attorney and partner with a law firm in Berlin since 2005.

Chief executive officer and chief financial officer: Dominik Müser has occupied various positions such as executive vice president and chief restructuring officer (CRO) with the Vereinigten Deutschen Nickel-Werke AG. Between 2005 and 2009 he was engaged as chief executive officer (CEO) with Venilia Alkor GmbH.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	66.3	(6.0)	463.0	(35.5)
6/12	24.7	(14.7)*	450.5	(17.6)

Source: Thomson Datastream; Note: FY12 is only from 1 January 2012 to 30 June 2012.

* Includes impairment of €8.9m.

Pharma & healthcare

Price €5.05*

Market cap €297m

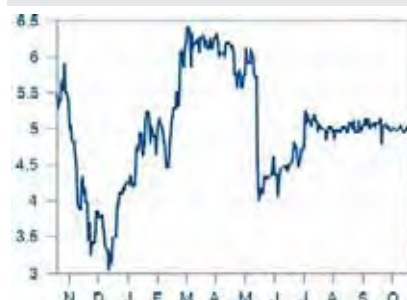
*as at 19 October 2012

Free float 54%

Code BAF

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Chiang (Yun-Ling)	27.6%
Octavian Advisers LP	5.2%
Point Lobos Capital LLC	5.1%
Senrigan Capital Group Ltd	5.1%
RoundKeep Capital Advisors LLC	3.0%
Morgan Stanley IM Inc	2.3%

Next events

Q2 report 7 February 2013

Analysts

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Large global biotechnology fund

Overview

BB Biotech AG (BION) is a Swiss-domiciled biotech investment company, targeting attractive long-term returns from predominantly mid-/large-cap companies with established product portfolios (sales and earnings) and promising pipeline candidates. It is benchmarked against the NASDAQ Biotech Index, but is managed bottom-up with a concentrated 20-35 stock portfolio. The manager, Bellevue Asset Management, uses a structured bottom-up investment process, based on fundamental research, with a longer-term time horizon (five plus years). The analytical process and stock selection includes an examination of the medical indications addressed, the efficacy of the product, and the market potential, as well as the usual financial and valuation issues. In making investment decisions, the executive board of directors and the portfolio management team have access to a global network of experts, spanning scientific and industrial fields, which help in forming opinions and creating investment proposals. The aim is to arrive at a concentrated portfolio of high-conviction ideas, rather than tracking the benchmark index.

Key assets and operations: Managed by DCM Group

As at 30 June 2012, BION's portfolio had a market value of CHF0.99bn and NAV of CHF1.24bn. It comprised 28 listed equities and two unquoted equities and was relatively concentrated with the top five holdings accounting for 51.9% of net assets. Cash accounts for 2.9% of net assets. The primary currency exposure is to the US dollar, which accounts for 75.2% of the portfolio. Exposures to the Swiss franc, Danish krone and others account for 11.8%, 6.9% and 6.1% respectively. Gross and net gearing is 13.2% and 10.9% of net assets respectively.

Key management

Chairman: Prof Dr Thomas Szucs is director of the Institute for Pharmaceutical Medicine of the University of Basel and of the European Centre of Pharmaceutical Medicine. He studied medicine at the University of Basel, has an MBA (University of St Gallen) and is a Master of Public Health (Harvard University). He is chairman of Helsana Group and Intercell, and is on the board of Biovertis.

Head of management team: Dr Daniel Koller joined the management team in 2004. His specialist area is cardiovascular diseases. Previously, an analyst at UBS Warburg and then a private equity investor for equity4life, he studied biochemistry at the Swiss Federal Institute of Technology and has a doctorate in biotechnology.

Key financial indicators

Year end	Sales (CHFm)	EBIT (CHFm)	Net assets (CHFm)	Net debt/(cash) (CHFm)
12/10	(37.3)	(140.3)	1,234.8	(1,210.8)
12/11	47.3	(58.9)	1,001.7	(1,004.5)

Source: Thomson Datastream

Pharma & healthcare

Price CHF93.60*

Market cap CHF1,217m

*as at 19 October 2012

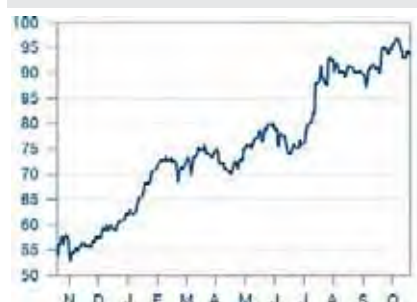
Free float 89%

Code BION

Primary exchange Zurich

Other exchanges Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Biotech Target	10.6%
Bank of New York Mellon	9.5%
Deutsche Bank	1.5%
Frankfurt Trust	0.4%
Blackrock Asset Management	0.4%
Vanguard Group	0.2%

Next events

Q3 interim results	18 October 2012
Annual report	February 2013

Analyst

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Dermatology a specialty

Overview

Biofrontera is a specialty pharmaceutical company focusing on prescription treatments in dermatology. It also has a cosmetic product on the market for regenerative care of reddened or itching skin. It has two 100% owned operating subsidiaries: Biofrontera Bioscience carries out research and development functions, while Biofrontera Pharma is responsible for distribution, marketing and sales activities. The company's key asset is Ameluz, a gel used with photodynamic therapy for the treatment of actinic keratosis, a pre-cursor to skin cancer. Biofrontera was founded in 1997 by Professor Lübbert and is located in Leverkusen, Germany.

Key assets and operations: Focused on Ameluz

Biofrontera launched Ameluz in Germany in H112 through its dermatology sales force which contributed to the sixfold increase in H112 revenue to €2.1m. The product is also now available through its Scandinavian partner and other European agreements are in place for further launches in the coming months. It is currently waiting for a PDT lamp, BF-RhodoLED, to receive CE certification so that this can be sold alongside Ameluz. Biofrontera is also assessing for which other indications it ought to develop Ameluz; it has the potential to treat other skin disorders, eg cervical cancer.

Biofrontera has limited sales from Belixos, plant-derived medical cosmetics for the care of reddened and itchy skin. Biofrontera intends to develop a line of products under the Belixos brand. It also has in development BF-derm1 for chronic urticaria and BF-1 for the prevention of migraine; however the company is focusing its resources on Ameluz rather than on these products. It carried out two financing rounds in H112, raising a total of €12.9m destined for loan repayment and extending the cash runway into 2013.

Key management

Chairman: Jürgen Baumann previously headed up European Business at Schwarz Pharma AG. His current role is independent consultant and he is a member of the supervisory board of Riemser AG. He joined Biofrontera's supervisory board in 2007.

CEO: Prof Hermann Lübbert is the founder of Biofrontera. Previously he held academic positions at the University of Cologne and the California Institute of Technology and worked in research management at Sandoz and Novartis Pharma.

Chief financial officer: Werner Pehele joined Biofrontera in 2005, having previously worked at Dresdner Bank AG and Grossbötzl, Schmitz & Partner and for his own asset management company.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	0.4	(6.1)	11.5	(12.0)
12/11	0.5	(4.4)	5.7	(17.0)

Source: Thomson Datastream

Pharma & healthcare

Price €4.00*

Market cap €65m

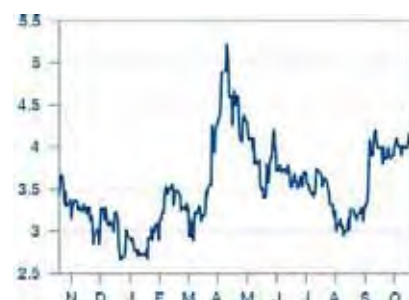
*as at 19 October 2012

Free float 72%

Code B8F

Primary exchange Frankfurt
(General Standard)

Share price performance



Principal shareholders

Alternative Strategic Investment GmbH	13.0%
Universal Investments GmbH	6.0%
Heidelberg Innovation Fonds	6.3%
Lübbert (Hermann)	3.4%

Next events

Q312	November 2012
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Analysts

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Isotope technologies

Overview

Eckert & Ziegler is a producer of radioactive components, focusing on applications in cancer therapy, industrial measurement, nuclear imaging and disposal of radioactive materials. The company has a number of specialised subsidiaries producing radioisotopes and develops, manufactures and distributes components using isotope technology. It operates in four business segments, Isotope Products (47% of turnover), Radiation Therapy (26%), Radiopharma (22%) and Environmental Services (5%) and it has recently acquired Vitalea Life Sciences Inc, a bioanalytical CRO, to provide ultra-sensitive analysis of carbon-based compounds (in particular drugs for pharmaceutical companies).

Key assets and operations: A spectrum of applications

The company's core expertise is in handling and processing low-level radioactive materials. The largest subsidiary, Isotope Products, manufactures components for use in imaging and industrial applications, enlarged in 2009 through the acquisition of key competitor Nuclitec GmbH. The Radiation Therapy segment produces radioactive implants notably used for the treatment of prostate cancer, and develops tumour irradiation equipment. Radiopharma develops products for use in positron emission tomography. Each unit operates independently and the company's revenue growth of 5% in FY11 was achieved largely by organic means.

Key management

Chairman: Dr Andreas Eckert is founder of Eckert & Ziegler Strahlen- und Medizintechnik AG life sciences holding company. Dr Eckert was formerly information officer for the United Nations and an independent management consultant.

Member of the executive board: Dr Edgar Löffler's academic background is in medical physics. He worked formerly as product manager at Nucletron and general manager at its subsidiary TheraNostic. He joined the board of Eckert & Ziegler in 2001.

Member of the executive board: Dr André Hess: Previously a radiochemist at Eckert & Ziegler, Dr Hess progressed to become head of development then general manager of various subsidiaries. He was appointed to the board in 2008.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	111.1	16.5	73.6	(7.4)
12/11	116.2	22.9	81.6	(14.3)

Source: Thomson Datastream

Pharma & healthcare

Price €22.62*

Market cap €120m

*as at 19 October 2012

Free float 68%

Code EUZ

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Eckert Wagniskapital und Frühphasenfinanzierung GmbH	32.0%
Allianz Global	2.3%
Union Investment	1.9%
Dimensional Fund	1.4%
Henderson Global	1.2%
Baring Asset	1.0%

Next events

Q3 results 6 November 2012

Analysts

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Colorectal cancer screening

Overview

Epigenomics is a German *in vitro* diagnostics company. Its main product is Epi proColon, a Septin9 test, which is a blood-based diagnostic for colorectal cancer (CRC). It is a sophisticated PCR assay of DNA extracted from blood and chemical treatment. The test is marketed in certain European and other countries and is being developed for the US market. Epigenomics' shares were floated on the Frankfurt stock exchange in 2004. The company currently employs around 45 staff.

Key assets and operations: Epi proColon

The Epi proColon is CE marked and is marketed directly in Germany, Austria and Switzerland and by distributors in the rest of Europe and the Middle East. Progress was made in France when Swiss Life, the third largest French private health insurance company, agreed in July to offer up to 50% reimbursement of the €95 test. For US approval, a clinical head-to-head study comparing Epi proColon to faecal immuno-chemical tests (FIT) is ongoing; results of the trial are due in Q412 and should allow Epigenomics to complete its FDA PMA submission. It has launched Epi proLung, a confirmatory test for malignant lung cancer, which is marketed in the EU directly and via distributors, and is developing diagnostic tests for breast and prostate cancer.

Key management

Chairman: Heino von Prondzynski became chairman of Epigenomics in May 2012 and had been a member of its supervisory board from May 2007 to March 2010. He was CEO of the diagnostics division of Roche and is on the board of Hospira, HTL-STREFA, Koninklijke Philips Electronics and Qiagen.

Chief financial officer and acting CEO: Dr Thomas Taapken has been with Epigenomics since April 2011, having worked as CFO of Biotie Therapies since 2008. He served as CFO of Elbion between 2005 and 2008, and before that worked at DVC Deutsche Capital, Burrill & Co and Sanofi-Aventis.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	1.8	(10.0)	31.3	(26.4)
12/11	1.4	(7.9)	16.2	(13.9)

Source: Thomson Datastream

Pharma & healthcare

Price €0.99*

Market cap €9m

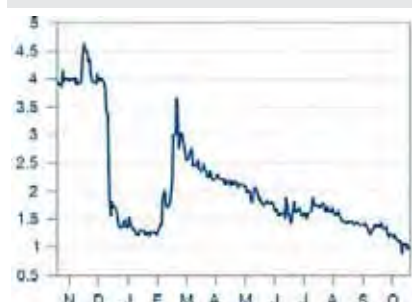
*as at 19 October 2012

Free float 61%

Code ECX

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Baker (FJ)	4.6%
Gerber (G)	3.3%
LBBW Asset Management	2.5%
Deutsche Postbank	2.1%

Next events

Q3 results	7 November 2012
Epi proColon data	Q412

Analyst

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A leader in drug discovery

Overview

Evotec is a German biotechnology company that provides drug discovery services to the pharmaceutical industry. It was founded in 1993 by a group of eminent German scientists, including the Nobel Laureate Professor Manfred Eigen, and employs c 255 people in Germany, c 215 in UK, c 30 in US and c 130 in India. It can undertake all parts of the drug discovery process and has particular expertise in pain, CNS, immunology, metabolic, respiratory and oncology indications and regenerative medicine. It has a broad range of long-term collaborations with pharmaceutical companies, including Genentech and Boehringer Ingelheim.

Key assets and operations: Drug discovery capabilities

The key strength of Evotec is its ability to provide complete drug discovery solutions to pharmaceutical partners, unlike most of its competitors. These capabilities enabled the company's revenues to grow at a CAGR of 26.5% from FY07 to FY11. Evotec is now aiming to double revenues by 2016 at the latest, increase the operating margin to c 15% and develop a more mature pipeline. To achieve this goal, Evotec continues to innovate to attract new partners or expand existing relationships. This year it has launched a novel therapeutic antibody development service, EVOMAb, and formed a new collaboration with Janssen (J&J). The latter is the result of an alliance between Harvard and Evotec to identify novel methods of treating diabetes. Evotec also has Diapep277 in Phase III development with Teva for type I diabetes and EVT302, partnered with Roche, should start a Phase II trial in Alzheimer's disease shortly.

Key management

Chairman: Dr Flemming Ornskov became chairman of the supervisory board in August 2008. He was global president of Pharmaceuticals at Bausch & Lomb, CEO and president at LifeCycle Pharma and at Ikaria. He has also worked at Novartis and Merck & Co.

Chief Executive Officer: Dr Werner Lanthaler became CEO in March 2009, having been CFO of Intercell for the previous eight years. Between 1995 and 1998 he was a senior consultant at McKinsey & Co. He holds a doctorate in economics from Vienna University.

Chief Financial Officer: Colin Bond became CFO in August 2010, having been CFO at Novartis Europe, CFO EMEA for Ecolab and CFO for Jet Aviation Group. He is a chartered accountant and pharmacist.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	55.3	4.7	132.6	(58.5)
12/11	80.1	7.1	147.2	(46.9)

Source: Thomson Datastream

Pharma & healthcare

Price €2.76*

Market cap €327m

*as at 19 October 2012

Free float 70%

Code EVT

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Roland Oetker 14.7%

TVM Capital 9.8%

LBBW Asset Management 2.9%

Next events

Q312 results 8 November 2012

Analyst

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Specialised inpatient & outpatient care

Overview

Marseille-Kliniken AG (MKA) is a leading geriatric care provider, specialising in support for dementia and Parkinson's with 57 care homes, three housing areas for assisted living and around 4,718 staff. The company aims to retain and attract skilled nursing staff and its strategy focuses on providing care for a growing ageing population, as well as meeting the shortfall in state-funded care. The company targets two strategic areas, inpatient and outpatient care, having divested its rehabilitation clinics in 2011.

Key assets and operations: Specialised in inpatient and outpatient care

The company's assets are concentrated in the inpatient care segment. Of the total 60 facilities, 57 provide inpatient services. MKA is focusing on increasing utilisation of these facilities and achieved an increase to 88.7% at Q312 vs 86.8% at Q311 (June year-end). The company also aims to increase capacity in the area of assisted living – there are currently three facilities. The company implemented a decentralised management structure during a restructuring programme in 2011, with seven regional managers to improve its control of administrative and resourcing issues. This contributed to the company limiting the increase to employment costs to 0.6%, although sales had increased by 2.7% and the number of employees had increased by 4.4% during the first nine months of FY12.

Key management

Chairman: Dr Thomas Middelhoff has served as chairman of Pulse Capital Partners, an asset management firm, since 2010 and on the board of the New York Times since 2003. He was executive chairman of Berger Lahnstein Middelhoff & Partners LLP and chairman and chief executive officer of Bertelsmann AG.

Deputy chairman: Hans-Hermann Tiedje has been deputy chairman since 2003 and is a media entrepreneur, having been a journalist.

Chief financial officer: Michael Thanheiser became CFO in October 2011 and previously served as head of KMG Kliniken AG, Bad Wilsnack.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
06/11	190.0	5.7	34.2	57.1
06/12	195.1	10.9	37.0	57.5

Source: Thomson Datastream

Pharma & healthcare

Price €3.53*

Market cap €51m

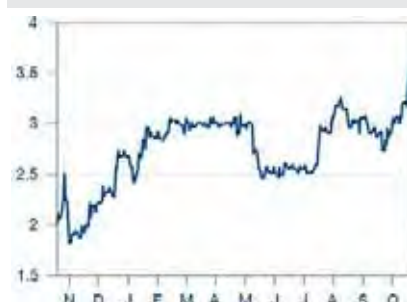
*as at 19 October 2012

Free float 35%

Code MKA

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Marseille family 60%

Maschmeyer, Carsten 5.3%

Next events

Q1 results November

Analysts

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Cancer/autoimmune therapies biotech

Pharma & healthcare

Overview

Medigene is a German biotech company with a focus on developing novel drugs against cancer and autoimmune diseases. It has brought two products to the market – Ellgard for treating prostate cancer and Veregen for genital warts – and currently has two candidates in clinical trial development (RhuDex and EndoTAG-1). Founded in 1994 as a spin-out from the Munich Gene Center, Medigene raised €125m in its IPO on the Frankfurt Stock Exchange in 2000 and has 52 employees (at 31 June 2012).

Key assets and operations: Multiple opportunities

Medigene has fully monetised its royalties from Ellgard (receiving €39m in total), but continues to receive revenues from global sales of Veregen through 15 separate partnerships across North America, Europe and Asia. RhuDex is a small-molecule CD80 inhibitor under development as an orally available disease-modifying anti-rheumatic agent (DMARD). Medigene has conducted a Phase IIa trial of RhuDex in rheumatoid arthritis (RA) and intends to start a proof-of-concept Phase II study in primary biliary cirrhosis (PBC) by the end of 2012. Medigene has secured SynCore Biotechnology as a development and commercial partner for EndoTAG-1 (a novel formulation of paclitaxel) in Asia, Australia and New Zealand. A global Phase III pivotal trial for in 400 women with triple-negative breast cancer (TNBC), 50% of whom will be recruited in Asia, is planned with a potential NDA filing for EndoTAG-1 in 2018.

Key management

Chairman: Prof Ernst-Ludwig Winnacker is co-founder of Medigene. He is vice-president of the Alexander von Humboldt foundation and was appointed secretary general of the Human Frontier Science Program Organization (HFSP) in July 2009.

Chief executive officer: Dr Frank Mathias has been CEO since May 2009, having joined Medigene as COO in April 2008. He has 20 years of pharma industry experience, including general manager roles at Amgen GmbH (2003-08) and Servier Deutschland (1996-2002).

Chief financial officer: Peter Llewellyn-Davies has been CFO since October 2012. He was previously CFO of Willex from 2006 until August 2012.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	2.2	(27.2)	40.8	(4.8)
12/11	2.3	(15.5)	47.9	(12.8)

Source: Thomson Datastream

Price €1.06*

Market cap €39m

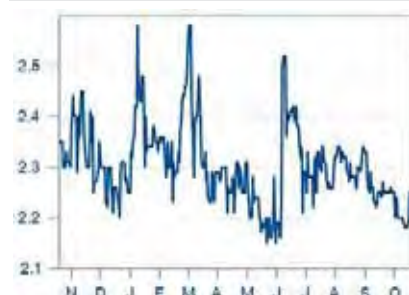
*as at 19 October 2012

Free float 94%

Code MDG

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Advent Management	6.3%
Santo Holding	4.6%
Techno Venture Management	2.8%

Next events

Start RhuDex Phase II study for PBC	Q412
FY12 results	March 2013

Analyst

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Generating cancer immunity

Overview

MOLOGEN has two lead clinical projects designed to generate an immune response to cancer. MGN1703 stimulates a general innate immune response. It is in clinical development against colorectal cancer and another Phase II trial against non-small cell lung cancer is in preparation. The second product, MGN1601, is a compound of genetically modified cancer cells given with MGN1703. This aims to stimulate a response against kidney cancer and has completed a safety study. MOLOGEN is based in Berlin. It raised €22m gross in new capital at €8.50/share in July 2012.

Key assets and operations: dSLIM technology

MGN1703 is based on dSLIM ("double Stem Loop Immunomodulator"), an innovative DNA-based TLR9 agonist. dSLIM activates the immune system by triggering a natural innate response designed to detect and destroy bacteria. By stimulating the immune system generally, patient specific tumour antigens may be recognised creating an adaptive immune response that enables cancer cells to be recognised and destroyed. In the released Phase II data a subgroup showed median progression-free survival of 5.8 months, more than double that of the placebo group at 2.7 months, and 34% have not progressed after six months compared to 8% on placebo. This was statistically significant with a p-value of 0.01. MOLOGEN now aims to sign a major licensing deal on MGN1703.

Phase II data on MGN1601 in kidney cancer showed that the therapy was safe, with 10 of 19 patients receiving the three-month therapy programme. Those completing the full course of treatment showed average survival of over 16 months, as of late September 2012. Laboratory tests showed that MGN1601 generated a strong immunological response.

Key management

CEO and R&D director: Dr Matthias Schroff co-founded MOLOGEN as the lead scientist. He joined the board in 2005 and was appointed CEO in 2008. Dr Schroff holds a PhD in biochemistry.

Chief financial officer: Jörg Petraß joined MOLOGEN in 2001 and was appointed chief financial officer in February 2007. His procurement was conferred in 2005.

Chairman of the supervisory board: Dr Mathias P Schlichting is a cofounder of MOLOGEN and has been chairman since its inception.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	0.1	(5.7)	6.2	(4.7)
12/11	0.1	(7.5)	8.7	(7.5)

Source: Thomson Datastream

Pharma & healthcare

Price €11.99*

Market cap €184m

*as at 19 October 2012

Free float 41%

Code MGN

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Global Derivative Trading GmbH	27.5%
Deutscher Ring	9.0
Krankenversicherungsverein AG	
Baloise Holding	8.6%
Salvator GmbH	7.8%
LBBW AM	3.0%
BUCHRI GmbH	3.0%

Next events

2012 results March 2013

Analysts

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The antibody company

Overview

MorphoSys is a biotechnology company with proprietary antibody development platforms that it uses primarily to create therapeutic antibodies. Its main operations are in Munich, Germany, with offices in the UK and US, and it employs c 420 people. It currently has collaborations with many pharmaceutical companies including a 10-year alliance with Novartis, from which it earns c €40m pa. The profits from alliances are used to enhance its technological capabilities and develop its own pipeline. It has c 70 drug development programmes underway, 21 of which are in clinical trials. MorphoSys also has a subsidiary, AbD Serotec, which sells antibodies for use in research and develops antibodies for diagnostic tests.

Key assets: MOR103 in RA and MS

Phase I/II data show that MorphoSys's lead proprietary product, MOR103, is well tolerated and has significant potential as a treatment of rheumatoid arthritis. The company is now looking to out-license the product, which is also in a Phase Ib study in multiple sclerosis. MorphoSys is also developing MOR208 in various B-cell malignancies and MOR202 in multiple myeloma. The most advanced partnered product is Roche's gantenerumab in a Phase II/III study for Alzheimer's disease. There are also four products partnered with Novartis and two partnered with Janssen (J&J) in Phase II studies.

Key management

Chairman: Dr Gerald Möller has more than 30 years of experience in senior management positions in the pharma and diagnostics industry. He was CEO of Boehringer Mannheim Group and on the executive committee at Roche.

Chief executive officer: Dr Simon Moroney was a founder of MorphoSys in 1992 with other scientists from the Max Planck Institute in Munich. He has held positions at Harvard Medical School and the University of Cambridge.

Chief financial officer: Jens Holstein became CFO in May 2011. He held various general management and financial positions at Fresenius between 1995 and 2010, including being CFO of Fresenius Kabi Asia Pacific.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	87.0	13.2	185.9	(108.3)
12/11	100.8	11.5	197.1	(134.3)

Source: Thomson Datastream

Pharma & healthcare

Price €25.75*

Market cap €599m

*as at 19 October 2012

Free float 94%

Code MOR

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Mass Mutual	7.3%
Morgan Stanley IM	6.5%
Novartis	6.4%
Biotechnology Value Fund	6.0%

Next events

Q312 results	7 November 2012
ACR conference	9-14 November 2012

Analyst

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Monitoring in critical care settings

Overview

Pulsion Medical Systems was founded in 1990 and is based in Munich. Its two divisions are Critical Care, which provides haemodynamic monitors for use in critical care settings, and Perfusion, which develops imaging diagnostics equipment and reagents for monitoring and diagnosis of critically ill patients in intensive care units and operating theatres. Pulsion has a distribution network in 56 countries and aims to develop business partnerships to provide integrated monitoring solutions.

Key assets and operations: Platforms drive recurring sales

Pulsion has two monitoring platforms. PiCCO², for intensive care, employs various visualisation technologies including PiCCO cardiovascular, CEVOX to monitor oxygen balance as well LiMON to monitor liver function. The PulsioFlex platform, used in perio-operative settings, employs ProAQT cardiovascular monitoring as well as CEVOX and LiMON. In 2012 Pulsion aims to make its technologies available across both platforms. Sales in the Critical Care division, which are driven by recurring revenue from sales of disposable probes and sensors for the platforms, provided over 80% of revenue at H112 (flat vs H111). Perfusion, the smaller division (H112 sales increased 3%), has two marketed products, a Photodynamic Eye camera (PDE) and a fluorescent imaging agent ICG-Pulsion. ICG-Pulsion is a diagnostic drug used for imaging either for optical procedures on PDE or to monitor liver function with LiMON, and is consequently an additional source of recurring revenue. Pulsion aims to achieve wider penetration by increasing its installed base both independently and through developing additional business partnerships, and to drive growth by new product launches.

Key management

Chairman: Dr Burkhard Wittek holds an MBA from the Harvard Business School and previous positions include COO level positions at various enterprises. He has served both as member and chairman of the supervisory board, as well as CEO of Pulsion. He is an advisory member of the board of Immunodiagnostic Systems.

Chief executive officer: Patricio Lacalle was previously general manager at Swiss adhesives company Forbo AG. His current responsibilities include finance, HR, marketing and administration.

Deputy chairman: Jürgen Lauer is a member of the advisory board of Medica Medizintechnik and acts on the supervisory board of Singulus Technologies AG and WashTec AG.

Key financial indicators				
Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	31.5	6.4	8.5	(4.1)
12/11	33.0	8.7	8.6	(8.3)

Source: Thomson Datastream

Pharma & healthcare

Price €7.80*

Market cap €69m

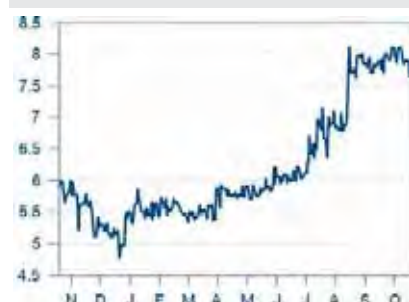
*as at 19 October 2012

Free float 38%

Code PUS

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Forum European Small Cap	52.1%
Value Beteiligungen	6.8%
Axxion SA	4.4%
Frankfurter Service KAG MBH	4.0%
Bank of New York Mellon	3.5%

Next events

Q3 results	14 November 2012
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Analysts

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Focus on bioprocess and lab products

Pharma & healthcare

Overview

Sartorius was founded in 1870, developing short-beam analytical balances used in bioprocessing. The Göttingen-based company listed in 1990. Sartorius currently provides products and services across three divisions, Bioprocess Solutions, Lab Products & Services and Industrial Weighing, although strategic options for the Industrial Weighing division are being considered. The company has multiple production and sales sites across the globe and derived 53% of revenue in Europe, 23% in Asia and 20% in North America.

Key assets and operations: Bioprocess and lab products

The main drivers of Sartorius's growth are its Bioprocess Solutions and Lab Products & Services divisions. The bioprocessing products support the production of biological drugs both pre- and post-approval; they generate 56% of total sales and grew at 21.2% in H112. There is a 75/25 revenue split between consumables and capital equipment, with a trend towards greater consumable use, which helped increase the EBITDA margin from 21.2% to 21.5% in H112. Lab Products & Services generate 32% of sales and grew at 20.2% in H112. However, most of this growth was due to the acquisition of Biohit LH, a Finnish laboratory products company, and it has caused the EBITDA margin to fall 0.8% to 15.8%. Key products include lab balances, pipettes, consumables and lab water systems and Sartorius aims to gain market share in pharma, biotech academia and food and beverage markets. Finally, the Industrial Weighing segment contributed 12% to total sales and grew at 9.5% in H112.

Key management

Non-executive chairman: Prof Dr Dres HC Arnold Picot is executive director of the Institute of Information, Organization and Management, Faculty of Economics at the Ludwig Maximilian University Munich. He joined the supervisory board of Sartorius in 2007 and also serves on the boards of datango AG, eteleon e-solutions AG, Takkt AG, WIK GmbH and WIK-Consult GmbH.

Chief executive officer: Joachim Kreuzburg holds a degree in mechanical engineering and has served as CEO of Sartorius since 2003 and as executive chairman since 2005.

Executive for labour relations: Jörg Pfirrmann is the executive responsible for IT, finance, general administration and human resources functions.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	659.3	67.6	783.5	194.8
12/11	733.1	86.2	933.8	265.0

Source: Thomson Datastream

Price €57.80*

Market cap €1140m

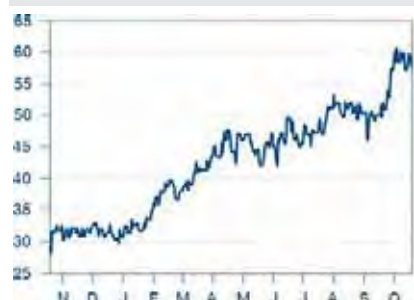
*as at 19 October 2012

Free float 11%

Code SRT

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Arnold Picot	50.0%
Bio-Rad Laboratories	30.0%
Karin Sartorius-Herbst	9.0%

Next events

Preliminary FY12 results	January 2013
AGM	18 April 2013

Analysts

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Sophisticated medical diagnostics

Overview

Stratec develops and manufactures sophisticated, highly-automated medical systems for large *in vitro* diagnostic clients like DiaSorin and Hologic. There is a speculative equity investment in Quanterix, but most contracts are for cash, with Stratec owning the system IP. Design involves working closely with client chemistry, but Stratec only does equipment. Around 75% of the development cost over a system lifecycle is software, although Stratec's roots are in engineering and optics. After regulatory approval and launch, Stratec assembles and ships systems to order using integrated modules sourced from third-party suppliers. Significant profits come from spare parts, so the bigger the installed base, the higher EBIT becomes. Stratec aims to grow revenues at 14-16% CAGR to 2014 with a 2013 target of €160m and EBIT of 17-19%.

Key assets and operations: Reliant on core clients

Stratec remains a long-term growth investment currently reliant on a few key customers. It is not always apparent who are Stratec's clients, and visibility on sales growth is limited. Management gives detailed guidance based on client forward orders. The two main clients are Hologic (formerly Gen-Probe) with the Panther molecular diagnostics system for sexually transmitted disease and the general purpose, multi-test Liason XL; this is the flagship system for DiaSorin. A development with Quanterix on novel single molecule diagnostics could become a product after 2015. Stratec is based in the Black Forest, where it originated as a family business. There is a new system assembly and test site in Switzerland, which reduces the tax rate, and an important US subsidiary (acquired 2010) in LA specialising in advanced optics.

Key management

Chairman, board of management: Marcus Wolfinger joined Stratec in 1998 and became CFO in 1999. He was appointed as chairman in 2011 until 15 June 2016. He is a graduate in business administration.

Marketing and sales: Bernd M Stedle joined Stratec in 1997 as manager of marketing and sales; he was appointed to the board of management in 2000 until 15 June 2016.

Human resources, compliance and legal affairs: Dr Robert Siegle: An Attorney, he was a member of the Stratec supervisory board from 1998-2010. He joined the board of management in February 2011 until 31 December 2015.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	102.0	20.9	71.9	(5.7)
12/11	116.6	25.7	83.2	(9.8)

Source: Thomson Datastream

Pharma & healthcare

Price €31.91*

Market cap €374m

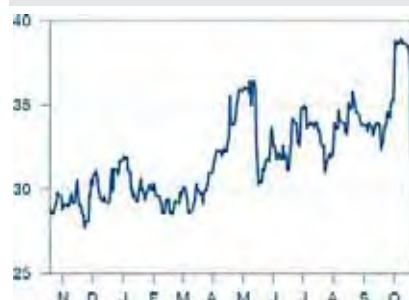
*as at 19 October 2012

Free float 57%

Code SBS

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Hermann Leistner and family	42.1%
Threadneedle AM	5.0%
Montanaro AM	3.1%

Next events

FY12 results March 2013

Analyst

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Becoming a DNA products company

Overview

Sygnis Pharma used to be a specialty pharmaceutical company focused on innovative treatments for disorders of the central nervous system. However, its lead product AX200 failed a Phase II trial in acute ischemic stroke in 2011 and its only other programme (KIBRA) is at a very early stage in drug discovery. The company has decided to alter its strategy significantly, after reviewing its options. It is now entering the field of DNA sequencing technologies and products with the planned reversal into X-Pol Biotech, which will result in the former shareholders of X-Pol Biotech owning 77.5% of Sygnis Pharma. The merger has been approved at Sygnis's AGM and the process for the commercial registration of the new entity is underway.

Key assets and operations: DNA products

X-Pol Biotech is a biotech company that was created by Professor Luis Blanco and GENETRIX in 2008 to develop tools and technologies for the DNA amplification and sequencing market. Its most advanced product is Qualiphi, which is a much more efficient DNA polymerase than other available polymerases. It is faster, makes fewer mistakes and can be used to amplify longer DNA strands. Qualiphi was licensed to Qiagen in an exclusive, global deal in July 2012. Discussions are ongoing between the management of Sygnis and X-Pol Biotech about the precise strategic direction of the new entity, however existing cash and existing financing facilities, such as SEDA, should be sufficient for the new company to become cash flow positive.

Key management

Chairman: Dr Cristina Garmendia was elected chairman in October 2012 and is the co-founder and former CEO of Genetrix. She was Spanish minister of science from 2008 to 2011 and is the chairperson and president of the Association of Spanish Biotechnology Companies (ASEBIO).

Chief executive officer: Pilar de la Huerta became CEO in October 2012. She was previously the CEO of Genetrix and has worked for Araclon, IT Viamed and Zeltia.

Chief financial officer: Peter Willinger joined Lion bioscience in 1998 and became CFO in 2004. He was involved in its IPO and acquisition of Sygnis Bioscience, and subsequently became CFO of Sygnis Pharma.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
03/11	0.21	(12.8)	17.7	1.2
03/12	0.36	(28.2)	5.7	(4.1)

Source: Thomson Datastream

Pharma & healthcare

Price €0.39*

Market cap €6m

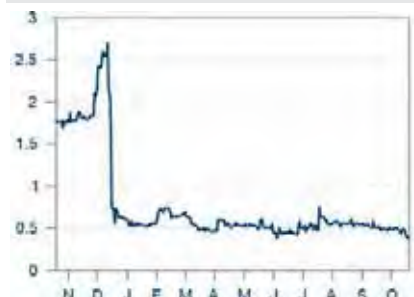
*as at 19 October 2012

Free float 10%

Code LIOK

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Genetrix	65.1%
Dievini Hopp Biotech	12.2%
Prof Luis Blanco	6.2%
Prof Margarita Salas	6.2%

Next events

Q3 results November 2012

Analyst

Dr Mick Cooper

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Mobile treatment solutions

Overview

UMS AG was founded in 1988 near Hamburg. Since its flotation in 2000, it has evolved through acquisition and divestment. Most recently it acquired Mobile Biopsy Inc in 2011. The company provides high-quality, minimally invasive mobile treatment solutions and operates in three segments – urology, gynaecology and medical imaging & radiology. The services it provides include lithotripsy to break down kidney stones using ultrasound shock waves, urology laser treatment for benign prostate enlargement, stereotactic breast biopsies, brachytherapy for prostate cancer and MRI imaging. It has more than 650 customers based in the US, Canada and South America.

Key assets and operations: Urology key segment

UMS's business model centres on the provision of mobile medical technologies and targets clinical procedures that individually do not justify a medical institution's investment in equipment and personnel. The most important segment is urology; its sales grew at 9.0% and generated 65% of total revenues in H112. Gynaecology sales represented 26% of total revenues and the 12% growth in H112 was largely driven by the acquisition of Mobile Biopsy in April 2011. Sales from other services grew by 169% in H112 and benefited greatly from increased usage of its MRI scanners. Profitability is mainly dependent on the utilisation of its services, and changes to fuel costs and foreign exchange rates (H112 EBIT margin was 31.4%). Its key market is the US and it is expanding its operations in Canada, Chile and Ecuador.

Key management

Chairman/chief executive officer: Jorgen Madsen studied mechanical engineering, holds an MA and served formerly as director of sales and marketing for B and K Inc. He has been on the management board of UMS since 2007.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	38.9	12.7	23.6	(0.3)
12/11	38.3	11.5	22.2	3.0

Source: Thomson Datastream

Pharma & healthcare

Price €8.64*

Market cap €42m

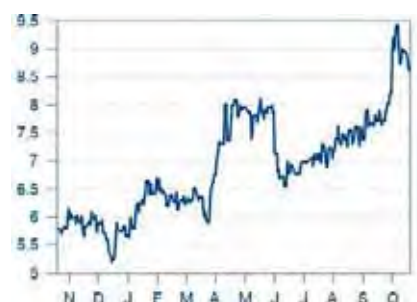
*as at 19 October 2012

Free float 51%

Code UMS

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Mr Thomas Matzen	20.9%
Capiton Value	8.8%
Mr Wolfgang Biedermann	8.2%
Mr Jorgen Madsen	6.6%
Union Investment	4.4%

Next events

Q3 results	November 2012
Annual report	April 2012

Analysts

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Stem cell storage company

Overview

Vita 34 provides umbilical cord blood collection, processing and storage services. The stem cells are potentially available for subsequent transplantation for use in autologous as well as allogenic regenerative medicine or disease therapy. Vita 34 is the oldest private umbilical cord blood bank in Europe and market leader in the German-speaking countries. Vita 34 has also opened up attractive international markets, and is represented by subsidiaries in Spain (Secuvita, S.L.), in Austria (Vita 34 Gesellschaft für Zelltransplantate GmbH), and in Slovakia (Vita 34 Slovakia, s.r.o.). Vita 34 has cooperation partners in Italy, Slovenia, Serbia and Mexico. Vita 34 acquired BioPlanta in May 2012, which produces active herbal ingredients for environmental and pharmaceutical companies.

Key assets and operations: Banking on the future

Vita 34's storage facility is located in its Leipzig-based laboratory. It stores c 90,000 samples in cryogenic conditions and has plans to triple capacity. Take up of umbilical cord banking is related to the development of clinical trials into the use of autologous stem cells as well as the growth in the number of therapies using such stem cells. There have been 21 transplantations of stored stem cells since 2004. Notably Vita 34 holds an extensive range of permits, including a manufacturing authorization for umbilical cord blood as autologous and allogenic blood, a permit from the Paul Ehrlich Institute for use in treating blood diseases, and a permit for the use of umbilical cord blood within the scope of the first European Type 1 diabetes study. Vita 34 is the only private umbilical cord blood bank that has a permit from Paul Ehrlich Institute for the production and distribution of allogenic preparations. In the future Vita 34 plans on further expanding international activities as well as range of products. Challenging economic conditions have led to diminishing collections in Germany and Spain and revenues fell by 15% in H112 to €6.6m, but Vita 34 is expanding its operations in Serbia and Mexico and potentially into Chile, China and Vietnam.

Key management

Chairman: Dr Holger Födisch is founder of Dr Födisch, an environmental emissions measuring company. Dr Födisch joined the board of Vita34 in July 2009.

Chief executive officer: Dr André Gerth is a founder of phytochemical company BioPlanta, with expertise in biotechnological plant breeding. He became CEO of Vita34 when it acquired BioPlanta in June 2012.

Chief financial officer: Jörg Ulbrich previously served for 12 years as commercial and procurement manager at Vita34 until his appointment as CFO in November 2009. Mr Ulbrich is an engineer by training.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	17.0	0.7	19.7	(0.4)
12/11	16.0	(0.3)	21.0	1.1

Source: Thomson Datastream

Pharma & healthcare

Price 2.60*

Market cap 8m

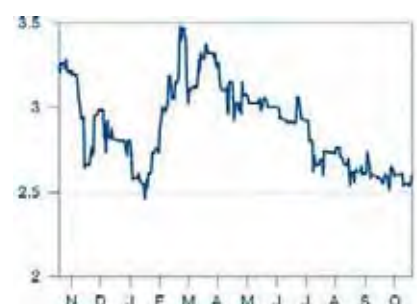
*as at 19 October 2012

Free float 47.5%

Code V3V

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders (Sept. 2012)

Free float	47.5%
Founder/Management	20.4%
LBBW	13.8%
HSCI OJSC	10.5%
Elvaston Partners GmbH	7.8%

Next events

FY12 March 2013

Analysts

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Imaging and therapy for cancer

Overview

Wilex develops therapeutic and diagnostic products for cancer. Lead development programmes are the renal cancer imaging agent Redectane (requiring a confirmatory Phase III for US registration), and Mesupron (Phase II for pancreatic and breast cancers), which reported good Phase II data in June 2012. Wilex has two acquired businesses: Heidelberg (€2.4m sales) sells technology to deliver drugs by antibodies and a small subsidiary sells molecular diagnostics. Wilex raised €23.9m in August. This enabled repayment of a €7.8m shareholder loan and generated €16.1m cash. Rencarex Phase III data was negative when reported in October 2012.

Key assets and operations: Two main cancer projects

Wilex, based in Munich, has two main projects. The FDA Oncology Drugs Advisory Committee met on 25 July and voted 16:0 that a hypothetical imaging agent to visualise *in situ* renal cancer would be clinically useful. **Redectane** already has data from a first Phase III study, REDECT. This enabled Wilex to discuss a confirmatory, REDECT-2, Phase III study for with the FDA in September. **Mesupron** is an oral inhibitor of the urokinase-type Plasminogen Activator (uPA) system. uPA facilitates cancer metastasis and tumour invasion. In trial data released in June, a sub-group of 95 patients receiving Mesupron plus Xeloda (capecitabine) showed 8.3 month progression free survival vs 4.3 months on Xeloda alone. The **Rencarex** ARISER Phase III study reported in October but the antibody showed no efficacy in adjuvant renal cancer therapy. Deferred revenues on the US licensing deal will be crystallised.

Key management

CEO: Professor Olaf G Wilhelm co-founded Wilex and has been managing director and then CEO from 1997. His medical speciality is obstetrics and gynaecological oncology.

Head of R&D: Paul Bevan joined Wilex in 2003 to lead R&D. Dr Bevan holds a PhD in neuro-pharmacology from the University of Edinburgh.

Chief business officer: Thomas Borcholte joined Wilex in 2007. He is responsible for business development and will implement the commercialisation strategy. He holds a PhD in human biology.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	1.3	(22.9)	(1.3)	(1.8)
12/11	11.7	(12.9)	(4.5)	7.6

Source: Thomson Datastream

Pharma & healthcare

Price €1.59*

Market cap €50m

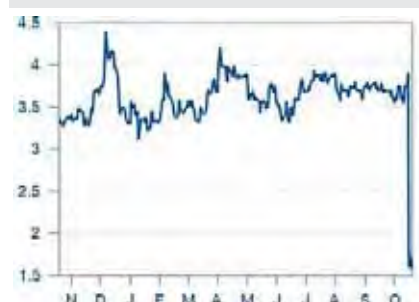
*as at 19 October 2012

Free float 28%

Code WL6

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

dievini and affiliates	47.0%
UCB Pharma	14.3%
Curacyte	7.3%
TVM Capital GmbH	3.5%

Next events

Design of REDECT-2 trial	Q412
Final results	Q113

Analyst

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Renewable energies

Sector focus: Renewable energies



Sector head: Graeme Moyse

Ensuring security of energy supply, developing competitive energy markets and meeting environmental challenges are at the top of EU policymakers' agenda. In order to meet these objectives ambitious targets have been established. In 2008 the EU launched its 20-20-20 strategy, which set the target of ensuring a 20% contribution by renewable energy to the overall energy mix by 2020; a 20% reduction in greenhouse gas emissions and a 20% improvement in energy efficiency, also by 2020. Beyond 2020 the EU is committed to an even more ambitious target of reducing greenhouse gas emissions to 80-95% below 1990 levels by 2050. It is the legislative targets that have underpinned the growth in renewable energy, as investment in renewable energy is seen as an important part of the overall strategy for achieving these policy objectives.

In order to stimulate investment, the targets have been complemented by a range of schemes and incentives. At the EU level, the Emissions Trading Scheme was established to boost the attractiveness of renewable generation relative to fossil fuelled output. In addition member states have implemented nationally based schemes to provide incentives for investment in alternative energy projects. However, lower carbon prices than originally forecast and reductions in the level of incentives, as governments, particularly in Europe, have sought to curb expenditure and reduce power prices, have led to some reduction in the pace of expansion in renewable deployment.

What some have called Ecosterity needs to be seen in a wider context. Although in 2009 investment in renewable energy fell in the EU by 10% as a result of the economic crisis, it increased by more than 50% in China. Globally, despite generally less favourable conditions, investment in renewable energy continues to grow, and in 2011, according to figures released by the UN, reached a record of \$257bn, 93% higher than the total for 2007. In capacity terms investment in renewable generation represented 44% of all new generation capacity added worldwide.

Most forecasts foresee continued growth for the renewable industry globally. BP, for example, in its recently published "Energy Outlook 2030" revised up its forecast for the deployment of renewable technology thanks to falling costs and the expected requirement to replace nuclear output in Japan and Europe. The IEA projects a range of potential scenarios, the least optimistic of which, for Europe alone, anticipates a 70% increase in the market share for renewable energy in terms of generation output by 2035.

Within the EU we expect continued focus on energy efficiency and storage and very rapid growth rates for some nascent technologies such as solar photovoltaic, CSP and marine. Nevertheless, in our view, it is likely that for the foreseeable future hydro, though growing more slowly, wind, biomass and waste generation are likely to be the key sectors in helping meet targets for renewable energy, reductions in greenhouse gas emissions and security of energy supply.

Telecoms and renewable energy

Overview

3U is undergoing an evolution from a provider of carrier selection and VoIP telephony services into a diversified holding company operating in the fields of telecoms, renewable energy and cloud computing. Founded in 1997 the company listed in 1999 on Neuer Markt and moved to the Prime Standard in 2003. It employs 169 people and still generates 70% (H112) of revenues from telephony activities. This telephony sector is ex-growth but can offer reasonable margins. The renewable energy and cloud computing activities are smaller, but offer better growth prospects.

Key assets and operations: Following growth industries

3U's telephony business includes infrastructure based VoIP, IP and traditional TDM services. In 2011 it sold its subsidiary LambdaNet for €27.4m, reducing its exposure to the broadband/IP market and reducing group revenues by 30%. In 2009 it founded 3U Energy to address the renewable energies sector. During 2012 the PV modules trading business slowed in common with much of the solar industry. However, at the end of Q3 the company completed its first solar park, in Adelebsen, with a generation capacity of 10MWp. Exploring other growth markets 3U has also founded Selfio, an online retailer of heating and plumbing supplies with a focus on renewable energy and heat production, 3U Energy, to offer installation of heating and ventilation again focusing on renewable energies, and ClimaLevel Energy Systems, to provide heating, cooling and ventilation floor systems. The cloud computing activity has products listed on the business applications portal of 1&1 Internet as well as sold through its own website. The company is confident in the growth of the SaaS segment as justification for its investment in this area. 3U has 23 subsidiaries, including one of the larger manufacturers of solar vacuum pipes in Germany (EuroSun Vacuum Solar Systems).

Key management

Chairman of the supervisory board: Ralf Thoenes became chairman of the holding company in 2007. He is also chairman of 3U Energy.

Chief executive officer: Michael Schmidt: Following his degree in engineering from the Technical University of Giessen he began working independently in the telecoms industry. He founded 3U Telecom in 1997 and joined the board of 3U Holding (of which 3U Telecom has been a subsidiary since 2007) as its main shareholder in 2002.

Chief financial officer: Christoph Hellrung took a degree in business and joined a leading accounting firm. He moved to ENRO in 2006 and joined the board in 2008. He joined 3U Group in 2009 and was appointed to the board in May 2012.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	82.4	(0.1)	40.3	(16.3)
12/11	63.3	25.5	62.3	(31.3)

Source: Thomson Datastream

Renewable energies

Price €0.59*

Market cap €23m

*as at 19 October 2012

Free float 62%

Code UUU

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Michael Schmidt	22.9%
3U Holding (own shares)	10.0%
Roland Thieme	5.0%

Next events

Annual report	28 March 2013
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Analyst

Edwin Lloyd

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Realising potential in renewable energy

Overview

3W Power SA is a holding company of AEG Power Solutions. Its headquarters are in the Netherlands, but it is domiciled in Luxembourg. The group rebranded from Saft Power Systems to AEG Power Solutions in 2008. AEG Power Solutions Group is a global provider of power electronic systems and solutions for all industrial power supplies with a particular focus on the solar industry.

Key assets and operations: Improving power solutions

The company is divided into two operating business units: Renewable Energy Solutions (RES) and Energy Efficiency Solutions (EES). The RES product and service portfolio consists of systems and solutions for solar power plants such as solar inverters, monitoring and control systems, and power controllers. This division is suffering from the industry wide problem of oversupply of polysilicon and returned Q2 revenues 10% down on the previous year. The EES product and service portfolio includes high performance uninterruptible power supplies (UPSs), industrial power controllers and DC-converters. Q2 revenues down 6% reflected lumpy order intake in the prior year. The company is well positioned for the growth in demand for smart grid products and solutions. In February 2012 Andrem Power SCA (owned by Nordic Capital Svenska) made an offer to buy the company. The offer was terminated in April 2012 when it was blocked by Germany's Federal Financial Supervisory Authority.

Key management

Chairman of the supervisory board: Bruce A Brock was CEO of 3W Power from 2005 to 2010 and took up the role of chairman in 2012. He is the founder of the Brock Group and served as chief operating officer of Lucent Power Systems between 1997 and 2000.

Chief executive officer: Dr Horst J Kayser has been CEO since 1 August 2010. He was CEO of Kuka AG and before that he had several roles at Siemens AG between 1995 and 2008, including CEO of Siemens PLC (the UK business) and CEO of Siemens North West Europe cluster.

Chief financial officer: Jeffrey Casper was appointed chief financial officer of AEG Power Solutions on 2 June 2012. He previously served as executive vice president of the group and joined the company in 2009 to assist the group moving from private equity to listed status. Prior to joining the company Mr Casper was a director at UBS Investment Bank.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	306.0	(126.6)	279.7	(1.9)
12/11	428.2	13.9	276.9	25.5

Source: Thomson Datastream

Renewable energies

Price €1.03*

Market cap €52m

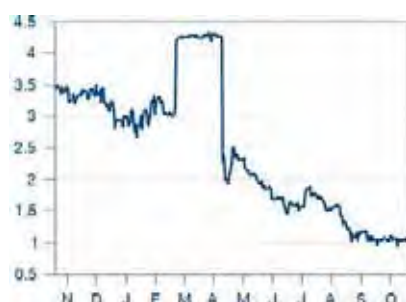
*as at 19 October 2012

Free float 49%

Code 3W9

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Ripplewood	30.2%
Deutsche Bank	13.9%
Prof Dr Roland Berger	8.2%
Bruce Brock and Brock Trust	5.3%
Carsten Maschmeyer	5.1%
Thomas Middelhoff	2.7%

Next events

Annual report	March 2013
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Analyst

Edwin Lloyd

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Bamboo cultivation and distribution

Overview

Mr Lin Zuojun started a bamboo trading business in Fujian province in 1992 and this company developed into Asian Bamboo. Listed on the Frankfurt Stock Exchange since 2007. Asian Bamboo AG is engaged in the cultivation of bamboo forests in China, as well as the sale of organic bamboo shoots and trees. The company owns long-term leasing rights (averaging 20 years) for 43 plantations totalling 54,511 hectares.

Key assets and operations: Shoots and trees

With the exception of the bamboo trees, which are used as scaffolding, all other bamboo trees are processed for use in a variety of end applications such as furniture making, interior decoration and fibre production. The large majority of the shoots are sold fresh, while the remainder of the bamboo shoot harvest is processed at factories in Fuzhou and Shaowu and sold both domestically and into export markets. Asian Bamboo is also engaged in research and development focusing on food science, bamboo forest cultivation, fine-processing of bamboo shoots and biotechnology. However, the H1 results show that the sale of fresh bamboo shoots remains the most important section of the business, accounting for £33.4m of sales out of a total sales figure of £44.3m. The company expects to achieve revenue of at least €80m for the current year and positive cashflow.

Key management

Chief Executive Officer: Lin Zuojun: Lin Zuojun founded Asian Bamboo and has more than 20 years' experience in the bamboo industry. Before founding the company Lin Zuojun was involved in trading bamboo shoots and related products. He remains the largest shareholder in Asian Bamboo.

COO: Jian Haijan: As COO Mr Jiang is responsible for the daily operations of the Group. Mr Jiang joined Asian Bamboo in 2006 and became COO in 2008. He has more than 18 years of sales, marketing and general management experience in Hong Kong and China.

Chief financial officer: Peter Sjoval is responsible for the finance department and investor relations. He joined Asian Bamboo as CFO in 1992. Prior to joining Asian Bamboo he worked as a director of Brunswick Group, advising companies on M&A and listing matters. Mr Sjoval speaks Mandarin, German, English and Swedish. He has lived and worked in Hong Kong/China since 1992.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	75.9	36.7	282.4	(45.4)
12/11	89.8	19.5	315.9	(32.7)

Source: Thomson Datastream

Renewable energies

Price €5.81*

Market cap €90m

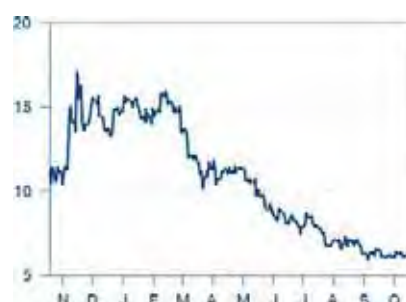
*as at 19 October 2012

Free float 62%

Code 5AB

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders (end 2011)

Mr Lin Zuojun (Green Resources) 37.3%

Wellington 5.0%

Next events

Annual report March 2013

Analyst

Graeme Moyse

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Supplier of photovoltaic systems

Overview

Centrosolar Group specialises in roof-mounted photovoltaic (PV) systems. It provides complete systems for installation on private houses and small businesses, as well as key components including patented fastening systems and high efficiency solar glass with patented anti-reflective coating. It has its own PV module and solar glass manufacturing facilities in Germany, to ensure the quality of its PV systems. It is headquartered in Munich, with subsidiaries in Spain, Italy, France, the UK, Greece, Switzerland, the Netherlands, Belgium, Canada and the US. Over 60% of FY11 revenues were from exports. It has more than 1,000 employees.

Key assets and operations: Roof top specialists

H112 volumes rose by 6% to 65.9MWp y-o-y, driven by strong export business, but revenues fell by 20% y-o-y to €119.9m because of a 38% reduction in the global selling price of photovoltaic modules caused by excess production capacity globally. Although H212 continues to be an intensely competitive environment, Centrosolar's management are confident that they will emerge from this phase of consolidation with a higher market share. This is the result of its extensive installer customer-base, its ability to offer patented key components and its focus on roof-mounted systems for homes and smaller businesses. Centrosolar is also making strong inroads into the US market, offering residential and commercial lease solutions. Looking to the future, as the industry reduces its reliance on government subsidised feed-in tariffs, Centrosolar is developing complete systems that optimise the internal use of PV generated energy such as combined PV/heat pump systems and intelligent control systems.

Key management

Chairman: Guido Krass has been chairman of the supervisory board since 2010. He is also chairman of Centrotec and Pari Capital.

CEO and CFO: Dr Alexander Kirsch has held this position since 2005. He was previously CFO of Centrotec Sustainable AG. Since 1998 he has been a board member of Centrotec.

Members of the management board: Thomas Güntzer: Prior to joining Centrosolar in 2005, Thomas was an investment manager at PPM Ventures and managing director of Pari Capital. **Dr Axel Müller-Groeling** joined Centrosolar in 2005. He was previously associate partner at McKinsey & Co.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	403.4	27.1	95.6	39.9
12/11	292.8	(12.6)	79.2	68.8

Source: Thomson Datastream

Renewable energies

Price €1.16*

Market cap €24m

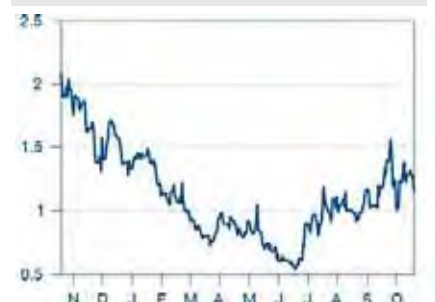
*as at 19 October 2012

Free float 100%

Code C30

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

N/A

Next events

FY12 press release January 2013

Analyst

Anne Margaret Crow

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Supplier of energy-saving solutions

Overview

CENTROTEC Sustainable AG is a Germany-based company engaged in the provision of energy-saving solutions for buildings, with a range of heating, climate control and ventilation solutions. It is represented in over 50 countries and has its own subsidiaries in 13 countries. Manufacturing is done exclusively in Germany and the Netherlands.

Key assets and operations: Sustainable and renewable

The company divides its activities into three business segments. The Gas Flue Systems segment develops, manufactures and markets gas flue systems for diverse applications as well as technical roof products. Its flues, air ducting technology and components address the growing market for sustainable buildings. The Climate Systems segment produces heating, ventilation and climate control systems together with solutions for using renewable energies (such as heat pumps, CHP units and biogas treatment plants). 2012 revenue growth in this segment is boosted by the inclusion of the fully consolidated subsidiary Dreyer & Bosse Kraftwerke from Q311. The Medical Technology & Engineering Plastics segment offers medical technology and diagnostic articles and instruments. A 5% decline in revenues during H112 is the result of its withdrawal from the spinal implants business in Switzerland. In addition the company holds a 26.14% interest in the formerly fully-owned subsidiary CENTROSOLAR Group AG specialising in solar energy. During 2011 and the first half of 2012 revenue growth has been modest (5.3% in H112), with the Climate Systems division responsible for most of the positive momentum.

Key management

Chairman of the Supervisory Board: Guido A Krass is an industrial lawyer and entrepreneur who has focused on rapidly growing medium-sized businesses since 1986. He is a founder and key shareholder of CENTROTEC, and actively involved in the company's strategy and HR.

Chief executive officer: Dr Gert-Jan Huisman is a doctor of business management, and has been the CEO of CENTROTEC Sustainable AG since 2002. He has worked at McKinsey & Company for five years as a senior consultant.

Chief financial officer: Anton Hans: Prior to joining CENTROTEC in 2007, Mr Hans worked as a senior consultant for reporting at Ernst & Young. In 2008 he was appointed CFO. He has also been in charge of finance at Brink Climate Systems.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	479.7	40.7	160.8	71.1
12/11	537.8	5.8	157.5	56.0

Source: Thomson Datastream

Renewable energies

Price €13.68*

Market cap €237m

*as at 19 October 2012

Free float 44%

Code CEV

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Maren Krass	21.5%
Guido Krass	13.9%
Deutsche Bank	9.4%
Carl Krass	8.6%
Maja Krass	8.6%
DWS Investment	5.1%

Next events

Annual report March 2013

Analyst

Edwin Lloyd

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Bioethanol producer

Overview

Headquartered in Mannheim, CropEnergies was founded in 2006, and is majority owned by Südzucker Group. The company produces more than 700,000m³ of bioethanol annually from production facilities in Germany, Belgium and France. As a result of the integrated production process, CropEnergies also produces large quantities of food, animal feed and liquefied CO₂.

Key assets and operations: Profits and revenues increase

Despite sluggish economic conditions and competition from imports, given Europe's growing energy shortfall we expect the demand for domestically produced bio-ethanol to continue to grow. Recent H1 results showed record revenue of €319.9m (€275.2m) and an improved operating profit of €37.2m (€29m) thanks to higher capacity utilisation at its plants and the strong contribution from the food and animal feed products. The outlook for the financial year 2012/13, as set out by CropEnergies following the results, is for revenue to grow to €610-630m. Operating profit is forecast to be in the range of €62-68m.

Key management

Chairman of the supervisory board: Prof Dr Markwart Kunz has been a member of the supervisory board since 2006. He is also a member of the management board of Südzucker Aktiengesellschaft Mannheim/Ochsenfurt.

Chief operating officer: Dr Marten Kell was recently appointed as chief operating officer, but he originally joined Sudzucker in 2001 and in 2005 joined the bioethanol division as manager of business development. Since CropEnergies went public in September 2006, Dr Keil had held the position of head of business development and communication, including public relations and marketing of the CropEnergies group.

Chief financial officer: Joachim Lutz has a background in banking and corporate finance and was previously head of finance and investor relations at Südzucker Group. In 2006, he led CropEnergie's IPO and was appointed CFO.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
02/10	472.8	46.7	339.3	(195)
02/11	572.1	51.9	353.9	(158)

Source: Thomson Datastream

Renewable energies

Price €4.66*

Market cap €396m

*as at 19 October 2012

Free float 22%

Code CE2

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Südzucker 71.0%

SZVG 7.0%

Next events

Q3 results January 2013

Analyst

Graeme Moyse

industrials@edisoninvestmentresearch.co.uk

Geothermal drilling services

Overview

Founded in 1946, Daldrup & Söhne (D&S) has evolved from a water well drilling business into a leading drilling technology specialist and a full-service provider of power station projects in the geothermal sector. Its customers are mainly local authorities and other public institutions (especially for deep geothermic), as well as industrial customers. D&S has a track record of more than 20 deep geothermal drillings. Its main markets are Germany, the Netherlands, Switzerland, Austria, Poland and Italy.

Key assets and operations: Extensive drilling assets

D&S company operates in four business segments: Geothermics (85% of 2011 revenues), in which D&S performs drilling services for near-surface and deep geothermics; Raw materials and Exploration (8%), involving exploration and test drilling to discover fossil fuels and raw materials; Environment, Development & Services (4%), where the company undertakes the clean-up of contaminated sites, the recovery of waste dump gas and environmental analysis; and Water Procurement (3%), drilling wells to discover water. The commissioning of its first own geothermal power plant in Taufkirchen, Bavaria, Germany, is planned for the end of 2013. With its geothermal power station project D&S develops from a drilling service company into an independent power producer (IPP). D&S employs 110 people and listed in 2007. It owns more than 40 drilling rigs, including four high-tech rigs for deep geothermal projects (2,000-6,000m) and via a 50:50 joint venture with Czech MND Group it owns a Bentec 450 tonne rig for drilling down to 7,000m.

Key management

Chairman of the supervisory board: Wolfgang Clement: joined as chair of the supervisory board in July 2012. He has been Prime Minister of North Rhine-Westphalia and federal minister of economics and employment of Germany.

Chief executive officer: Josef Daldrup: Born in 1953 Mr Daldrup studied at the University of Minden and has been chairman of the management board since 2001. He is responsible for strategy, key accounts and IR.

Key financial indicators

Year end	Total output (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	41.1	4.0	70.0	(3.6)
12/11	47.1	(2.0)	75.4	4.6

Source: Thomson Datastream

Renewable energies

Price €11.05*

Market cap €61m

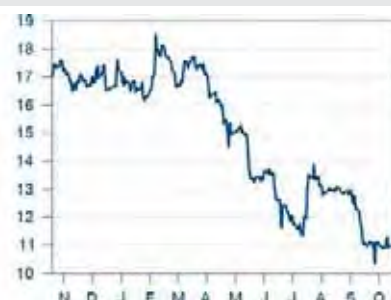
*as at 19 October

Free float 33%

Code 4DS

Primary exchange Frankfurt (Entry Standard)

Share price performance



Principal shareholders

Daldrup family	66%
Hauck & Aufhauser	3.9%
Swisscanto Fondsleitung	2.5%
Deutsche Bank	2.1%
Bayerninvest Luxembourg	0.5%

Next events

Interim statement November 2012

Analyst

Edwin Lloyd

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German biogas plant operator

Overview

EnviTec Biogas GmbH was founded in 2002 and listed on the Frankfurt Stock Exchange in 2007. EnviTec is involved in the planning construction and operation of biogas plants for customers and for its own account and also provides technical and maintenance services. The company is headquartered in Germany, but has international operations covering 15 European countries as well as India and the US.

Key assets and operations: Own plants set to expand

The group is structured into four business segments: plant construction, own plant construction, service and energy, although the fourth business only commenced operation in the current year. In 2011 figures showed €10.8m of operating profit, of which plant construction accounted for €7.7m, with own operation plants adding a further €4.6m before a loss of €1.6m from the service business. Results so far in 2012, although lower than the comparable period in 2011, show the growing importance of the international business and own plant operation.

Key management

Chairman of the supervisory board: Bernard Ellmann previously worked at Unilever, where he undertook a number of senior roles. He is also a member of the supervisory boards of Gildat Strauss and Mueller Group. Mr Ellmann has a degree in business administration.

CEO: Olaf von Lehmden is the founding shareholder of EnviTec Biogas. Prior to establishing EnviTec, he worked in agriculture, specifically in the poultry business, with a business involved in the manufacture and marketing of eggs. Mr von Lehmden has a degree in business administration.

CFO: Jorg Fischer has worked as CFO of EnviTec Biogas AG since 2007. Prior to joining EnviTec, he worked at Bremer Landesbank Kreditanstalt Oldenburg-Girozentrale where he served as head of project finance teams.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	148.0	1.0	176.1	22.7
12/11	243.9	10.8	183.9	63.3

Source: Thomson Datastream

Renewable energies

Price €7.70*

Market cap €116m

*as at 19 October 2012

Free float 16%

Code ETG

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Von Lehmden Beteiligungs	48.6%
TS Holding	21.9%
Ruhe Verwaltungs	13.0%

Next events

Q3 results	29 November 2012
Annual report	April 2013

Analyst

Graeme Moyse

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Focus on anaesthesia and critical care

Overview

Paion AG is a biopharmaceutical company based in Aachen, Germany, with operations in Cambridge, UK, specialising in the development of products for anaesthesia and critical care. Its wider strategy is to in-license complementary assets with the aim of providing for the needs of a typical anaesthetist.

Key assets and operations: Building a specialty portfolio

Paion's lead programme is short-acting anaesthetic remimazolam, which is ready to enter Phase III studies. Remimazolam is partnered with Ono Pharmaceutical in Japan and Yichang Humanwell Pharmaceutical China. Paion seeks additional partnerships for remimazolam, but aims to retain local commercialisation rights. It recently acquired the German distribution rights to ultra-short acting opioid remifentanyl, a potential companion product to remimazolam. Solulin (human thrombomodulin) will report Phase Ib data in haemophilia this year. Glial Growth Factor 2, licensed to Acorda Therapeutics, is in a Phase I study in heart disease in left ventricular dysfunction and symptomatic heart failure patients, due to be completed in 2012. Further development of M6G (morphine-6-glucuronide) in peri-operative pain is dependent on partnering, having a confirmed analgesic effect in Phase II and two Phase III studies. The company's cash runway, boosted by the recent €3m upfront payment from Yichang, is estimated to reach into 2014.

Key management

Chairman: Dr Jörg Spiekerkötter was appointed chairman of the supervisory board in 2010. He held a series of high-profile positions including CFO at Organon BioPharma NV, CFO at Schering AG and head of legal at Hoechst Schering AgrEvo GmbH. He holds a PhD in law.

Chief executive officer: Dr Wolfgang Söhnngen is a co-founder and chairman of the management board at Paion. He holds a PhD in medicine and a post-doctorate in cardiovascular pharmacology.

Chief medical officer: Dr Mariola Söhnngen: Co-founder of Paion, Dr Söhnngen holds a medical degree a PhD in medicine and an MBA. She was appointed CMO in 2004.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	4.5	(7.7)	12.0	(8.0)
12/11	3.2	(6.2)	(0.5)	(0.6)

Source: Thomson Datastream

Renewable energies

Price €0.80*

Market cap €20m

*as at 19 October 2012

Free float 77%

Code PA8

Primary exchange Frankfurt
(General Standard)

Share price performance



Principal shareholders

Varuma AG	5.8%
IPSA	9.1%
Merrill Lynch	3.2%

Next events

Q3 results November 2012

Analyst

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Bio-diesel from used cooking oil

Overview

Petrotec Group is Europe's largest producer of bio-diesel derived from waste, predominantly from used cooking oil. This is the highest CO₂ emission saving of all biofuels produced today on an industrial scale, accurate to EU DIRECTIVE 2009/28/EC, this is 83% against fossil diesel. The fuel is sold primarily to petroleum companies, which blend it with fossil fuel diesel in order to meet the legally required biodiesel blend quotas. Petrotec collects used cooking oil from around 15,000 small collection points as well as purchasing used cooking oil and pre-conditioned oil from third parties. In FY11 it processed 128,237 tonnes of biodiesel. Its legal headquarter is Borken-Burlo and its administrative headquarter is Ratingen. It has a melting facility in Burlo and bio-diesel plants in Oeding and Emden which have together a nominal annual capacity of 185,000 tonnes. During FY11 the bulk of its output was exported to the UK, France and the Netherlands.

Key assets and operations: Solid results

During FY11, Petrotec expanded feedstock procurement on a global basis, increased production output by almost a third, improved production yields, gained multiple sustainability certifications and won major new customers in the UK and France. H112 revenues grew by 3% year-on-year to €77.1m and production output was stable at 62.0m tonnes. At €0.9m EBIT was half prior year levels because the bio-diesel market was under pressure from heavily subsidised imports from Argentina and Indonesia. In addition, Petrotec contended with production malfunctions that adversely affected output. H2 is expected to benefit from new customers in Germany, attracted by the adoption of the 'double-counting' scheme, and in Spain, where Petrotec has recently started business activities.

Key management

Chairman: Rainer Laufs has been Chairman of the Management Board of Deutsche Shell AG; chairman of the Supervisory Board of WCM AG i.L. and member of Supervisory Board of Lanxess AG

CEO: Jean Scemama joined the supervisory board in November 2009 and was appointed CEO in September 2011. He is also a board member of Heliofocus Ltd. From 2008 Jean worked in business development for Israel Corp Green Energy Ltd.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	88.0*	(5.8)*	6.7	21.9**
12/11	173.2	5.3	22.4	8.0**

Source: Thomson Datastream. Note: *Adjusted for the one-off income from the IKB transaction; **Including loans from shareholders.

Renewable energies

Price €0.93*

Market cap €23m

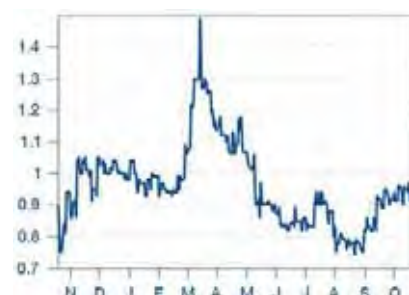
*as at 19 October 2012

Free float 18%

Code PT8

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Israel Corp Green Energy Ltd	69.1%
Freefloat	18.1%
Thomas Lüllemann	7.8%
Socrates Privatstiftung	5.0%

Next events

Q3 results	15 November 2012
FY12 Annual Report	20 March 2013

Analyst

Anne Margaret Crow

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Vacuum technology

Overview

Pfeiffer Vacuum has specialised in vacuum technology since its foundation in 1890. It invented the world's first turbopump in 1958. It now develops, manufactures, sells and services vacuum pumps, vacuum chambers and backing pumps, vacuum measurement and analysis equipment and complex vacuum systems. In FY10 it extended its product portfolio through the acquisition of adixen and Trinos Vakuum-Systeme. Around one-third of FY11 revenues were derived from semiconductor production, the remainder from applications as diverse as paper manufacturing, food and beverage preparation, manufacturing solar cells, coating flat screens and testing automotive fuel tanks. Headquartered in Asslar, Germany, it employs over 2,200 people, more than one quarter of whom are based in Asia.

Key assets and operations: Adjusting to weaker markets

H112 revenues declined by 15% year-on-year to €242.3m, against strong comparatives as a result of continuing problems in the global solar market especially in Germany, combined with weakening demand from the semiconductor market. However, EBIT fell by only 2% to €36.1m, as sales and marketing and administrative expenses were cut back. Sales from Asia accounted for 40% of the total, falling by only 7% year-on-year compared with a 28% drop in sales from Europe, while sales in the Americas were stable. Pfeiffer Vacuum continued to generate cash, €29.8m, before payment of the dividend and the payback of financial liabilities and finished the half-year with €30.0m net cash.

Key management

Chairman of the supervisory board: Dr Michael Oltmanns is an attorney at law and tax advisor with Menold Bezler in Stuttgart.

Chief executive officer: Manfred Bender was head of finance and controlling at Pfeiffer Vacuum from 1998 until his promotion to the board in 2004.

Chief operational officer: Dr Matthias Wiemer joined Pfeiffer Vacuum in October 2005. He previously worked in mechanical engineering for companies in Saarland and Bavaria and held management positions in R&D, production and sales.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	220.5	52.9	269.3	(6.3)
12/11	519.5	61.8	281.1	(31.7)

Source: Thomson Datastream

Renewable energies

Price €78.83*

Market cap €778m

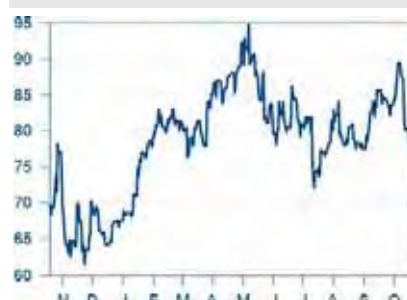
*as at 19 October 2012

Free float 100%

Code PFV

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Hakuto Co Ltd	3.2%
Ameriprise Financial	3.0%
BNP Paribas Investment Partners	3.0%

Next events

Q3 results	6 November 2012
Annual report	March 2013

Analyst

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Supplier of solar panel plants

Overview

Phoenix Solar plans, builds and operates solar (PV) plants ranging from small residential up to multi-megawatt size. It is also a wholesaler of PV plants, solar modules and other components of PV systems. It has operations in Germany and subsidiaries in four other European countries, the US and Singapore. In the first half of 2012 it has undergone a financial restructuring that has resulted in a 60% reduction in German headcount and significant attention paid to the cost base.

Key assets and operations: Lean and well positioned

Phoenix Solar is a manufacturer independent PV system integrator. The solar power plants business offers an end to end solution, though it outsources the physical installation process. The wholesale business sells components and systems. Between 1999 and 2010 Phoenix experienced a CAGR of 60% in revenues. In 2011 this stopped abruptly and domestic revenues fell 64%. In the face of covenant breaches the company has undergone a marked downsizing, leaving it with a personnel and other operating cost base half of the level 12 months ago and at the level at which break-even can be achieved with €300m of sales. Refinancing was completed in May 2012 and gives certainty until March 2014. H1 showed continued revenue declines in both domestic and international markets. International expansion is a key strategy for future growth, with 72% of Q2 sales non-domestic. The wholesaling activity is to migrate from product shipping to a flexible, system-oriented service business. The outlook for this business is more positive than it is for the power plants segment, where subsidy restrictions are expected to result in slow market growth.

Key management

Chairman: J Michael Fischl joined the supervisory board in 2001. He is also involved in Sparkasse Ingolstadt as head of central internal audit.

Chief executive officer: Dr Andreas Hänel: Founder, and CEO since 2000, Dr Hänel has worked in the PV field since 1987. He studied mechanical engineering, aerospace technology and environmental engineering at the Technical University of Munich.

Chief financial officer: Dr Bernd Köhler joined Phoenix at the start of 2012 when the company needed to refinance its debt. Dr Köhler was CFO of TA Triumph Adler between 2006 and 2011. He has a doctorate in business administration.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	635.6	36.4	142.4	50.1
12/11	393.5	(84.7)	54.8	18.4

Source: Thomson Datastream

Renewable energies

Price €1.09*

Market cap €8m

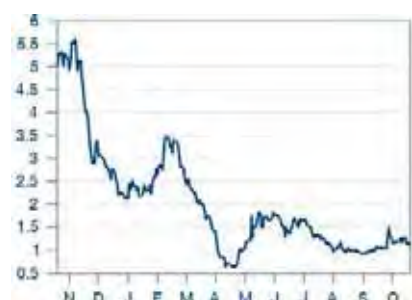
*as at 19 October 2012

Free float 100%

Code PS4

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Executive and supervisory board 4.1%

Next events

Q3 results 8 November 2012

Analyst

Edwin Lloyd

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Onshore and offshore wind

Overview

Based in Cuxhaven, PNE is a project developer and is focused on the development, financing and realisation of wind farms. After construction, the company offers commercial operation services to its customers. PNE has developed over 800MW of onshore projects in Germany and sold the development rights to over 2,000MW of offshore projects located in the North Sea. Having expanded beyond its domestic market, PNE is now active in the US, Canada, the UK and south-east Europe. The Global Wind Energy Council estimates the wind energy market will grow in excess of 15% a year in the short to medium term.

Key assets and operations: Planning and operation

PNE's business is divided into two main segments, onshore and offshore wind farm development. In the onshore sector the company develops, constructs and sells wind farms on a turnkey basis to utilities and infrastructure funds. In Germany, the company has a pipeline of projects in development of 1,100MW and over 2,000MW in its international markets.

In the offshore sector, the company develops and sells the development rights prior to construction. In total it has 3,579MW under development in nine separate projects, six of which have already been sold. The most advanced projects are the "Borkum Riffgrund" I and II as well as "Gode Wind" I to III wind farms, which were sold to DONG Energy of Denmark.

In August of this year, PNE sold the "Gode Wind" offshore projects for €157m, of which €57m has already been received and a further €100m is expected in 2012-14. This sale provides the basis for the company's cumulative EBIT guidance of €60-72m during 2011-13.

Key management

Chief executive officer: Martin Billhardt has been chairman of the management board since 2008 and has experience in the wind industry dating back to 1995.

Chief financial officer: Jörg Klowat has worked at PNE since 1999 and has been a member of the management board for finance since 2011.

Chief operating officer: Markus Lesser has spent over 10 years involved with the development of renewable energy projects and has been a member of the management board since 2011.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	65.6	9.7	82.9	46.8
12/11	48.6	0.1	75.8	64.0*

Source: Thomson Datastream. Note: Does not include the Gode Wind sale.

Renewable energies

Price €1.92*

Market cap €88m

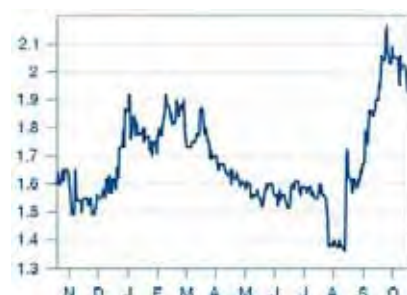
*as at 19 October 2012

Free float 97%

Code PNE3

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Baden-Wuerttemberg 3.0%

Next events

Annual report March 2013

Analyst

Graeme Moyse

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Leading installer of solar PV

Overview

S.A.G. Solarstrom plans, configures, installs, markets and operates photovoltaic systems of all sizes. The manufacturer-independent company was founded in 1998 and listed in 1999. The bulk of revenues are generated through project planning and the construction of solar plants and since its founding the company has installed some 7,000 PV systems. It also operates some solar plants that it owns. During 2011 73% of revenues were generated outside Germany.

Key assets and operations: Solar plants of all sizes

Alongside the principal activity of planning and installation of solar plants, S.A.G. also produces electricity from the group's 88 own solar power plants, which generate a total output of 26.1MWp to local power grids. One of S.A.G.'s strengths is the service division meteocontrol GmbH. This division monitors 30,000 solar installations (6.5GWp, roughly 7% of the total globally installed power), and offers system ratings, yield reports and technical operation of solar installations. Data from S.A.G.'s own 88 installations and meteocontrol's market intelligence is used to improve product engineering and sourcing. Customers can also download accurate weather data to plan, control and increase the efficiency of renewable energy systems. Unlike most solar companies, S.A.G.'s revenues in 2011 grew 31%. This was partly the result of the completion of a large scale (48MWp) project in Italy. Market uncertainty and lack of funding mean that such large projects are currently not feasible and this has resulted in a 62% drop in revenues during the first half of 2012.

Key management

Chairman of the supervisory board: Dr Peter W Heller: Between 1990 and 1997 Dr Heller served as deputy mayor for the environment in the city of Freiburg. Since 1998 he has been an early stage investor and co-founder of solar and wind power enterprises via the investment vehicle Forseo GmbH.

Chief executive officer: Dr Karl Kuhlmann has been CEO of S.A.G. Solarstrom since 2008. He is also the owner of a business that in turn owns 9.4% of S.A.G.'s shares and 98% of the outstanding convertible bond. One of his last positions was board member of Heidelberg Cement.

Chief financial officer: Ulrich Kenk: After completing his studies in economics, Ulrich Kenk started his career at KPMG Deutsche Treuhandgesellschaft AG. He then held various executive positions at Ernst & Young. Mr Kenk joined S.A.G. in 2006, initially as commercial manager.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	201.0	13.1	50.1	98.2
12/11	263.7	6.2	47.5	179.9

Source: Thomson Datastream

Renewable energies

Price €2.94*

Market cap €39m

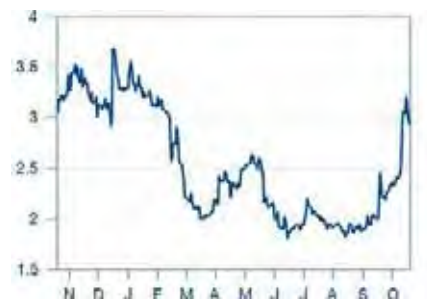
*as at 19 October 2012

Free float 85%

Code SAG

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Kuhlmann Karl 9.4%

S.A.G. Solarstrom 5.4%

Next events

M:access analyst conference, Munich 6 December

Annual report March 2013

Analyst

Edwin Lloyd

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Methanol fuel cells for mobile energy

Overview

SFC Energy is a fuel-cell company founded in 2000, specialising in mobile energy for leisure, industrial and military applications. It launched the first methanol-based fuel cell system worldwide in 2003 and listed in May 2007. The company recently acquired Dutch firm PBF Group (Q411), which specialises in power management solutions and power supplies. Combining these two technologies takes SFC closer to offering customers power solutions rather than simply products.

Key assets and operations: Seeking the hybrid solution

The direct methanol fuel cell technology is the company's core product, on the basis of which SFC has sold around 25,000 units worldwide. Methanol as a fuel source is preferable to alternatives such as hydrogen because it is safer to transport and can be kept at room temperature and pressure. SFC fuel cells are used in the Industrial segment (eg traffic management, surveillance equipment and off-grid telecoms), the Defence segment (portable, mobile and vehicle-based power generators and field chargers), and Consumer (off-grid homes, sail boats, caravans). It creates hybrid product solutions consisting of fuel cells, dedicated power management and appropriate batteries that cover off-grid and back-up energy needs. The company strategy involves expansion of the existing low power (up to 250W) fuel cell market, expanding into the high power market (up to 500W) and developing on-grid solutions. Most recent H1 results showed 92% revenue growth reflecting the acquisition of PBF, but underlying revenue growth of 3.5%. EBITDA has been positive for two quarters now.

Key management

Chairman: Tim van Delden is co-founder, managing partner and CIO of Holland Private Equity, focused on growth stage investments in small and mid-cap technology companies in the Benelux and Germany. Before this Tim worked at General Atlantic Partners and Morgan Stanley.

Chief executive officer: Dr Peter Podesser has more than 20 years of international management expertise in high-tech growth industries in Europe, Asia and the US. He served as a president of Oerlikon Wafer Processing, CEO EV Group, and at RHI Refractories in China and Singapore.

Chief financial officer: Gerhard Inninger has served as finance director for 13 years, and previously was finance director for Infor Global Solutions AG. He has eight years of experience with auditing and tax consulting at PWC.

Key financial indicators

Year end	Sales (€m)	EBITDA (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	13.3	(3.5)	41.7	(33.6)
12/11	15.4	(4.6)	36.8	(21.6)

Source: Thomson Datastream

Renewable energies

Price €5.88*

Market cap €44m

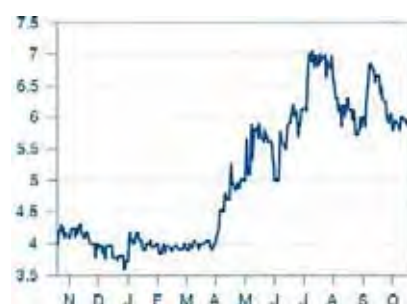
*as at 19 October 2012

Free float 42%

Code F3C

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Holland Private Equity	25.7%
Havensight	10.0%
Conduit Ventures	10.2%
DWS	7.3%
PBF Mgmt	5.0%
Dr Podesser	2.8%

Next events

2012 preliminary figures January 2013

Analyst

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Mid-sized solar PV installer

Overview

Solar Fabrik is a medium-sized manufacturer, installer and operator of solar PV modules and solar parks. The company has focused on the upstream activities of installation and operation. It keeps tight management of inventory levels and continually seeks to remain flexible to protect itself from the falling price of modules and irrational competitive behaviour. This resulted in a positive EBIT in 2011.

Key assets and operations: Manufacture and outsource

Solar Fabrik is a mid-sized manufacturer/installer with 2011 revenues of €177m (and 130MWp of capacity). In 2009 new management moved the focus of the company from downstream (manufacture) to upstream (selling and installing) by closing manufacturing plants in India and Malaysia (in 2009) and Singapore (in 2011), and consolidating the three German sites to one location. Solar Fabrik now sources product from multiple manufacturers and counters the still falling component prices by keeping inventory levels as low as possible. The company still manufactures some product for the "made in Germany" market, as well as selling both OEM panels and half-assembled products that can be finished to order. In 2011 Germany represented 39% of sales (rising to 57% in H112) with the rest generated in Europe ex Germany. Approximately 36% of the shares are held by three families, two of which (Ritter and Salvamoser) are founding investors (1996) while Klaus Grohe invested in 2010. In 2011 Solar Fabrik established an operation to set up and operate solar PV arrays of its own.

Key management

Chairman of the supervisory board: Dr Winfried Hoffmann is president of the European Photovoltaic Industry Association and a member of the Scientific Board of the Fraunhofer institution for solar energy.

Chief executive officer: Gunter Weinberger studied electrical engineering. He joined Solar-Fabrik in 2009 as CEO, after a role as CEO of Sandbridge Technologies Inc starting in 2002. From 1999 he was SVP of Infineon Technologies and prior to that he worked as SVP in Siemens AG.

Chief financial officer: Martin Friedrich: An MBA, Mr Friedrich joined Solar Fabrik in 2006 and was appointed CFO in 2009. He worked for Ernst & Young from 1998 and again in 2002. In 2001 he took a role as head of finance at living systems AG.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	228.5	10.7	56.4	(18.1)
12/11	176.9	0.9	52.1	(18.8)

Source: Thomson Datastream

Renewable energies

Price €2.42*

Market cap €31m

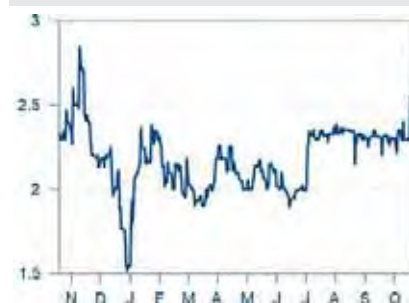
*as at 19 October 2012

Free float 64%

Code SFX

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Ritter family	19.0%
Klaus Grohe	10.0%
Salvamoser family	7.6%
Klaus Heinrich Dienes	4.5%
Swisscanto	0.1%

Next events

Annual report March 2013

Analyst

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Waste-to-energy in China

Overview

Founded in 1996 and listed since 2007, ZhongDe designs and operates waste-to-energy plants, generating electricity from the disposal of solid municipal, medical and industrial waste in China. Since 1996 ZhongDe has installed approximately 200 waste incinerators in 13 provinces across China. With economic growth and increasing urbanisation, the market for waste-to-energy plants is expected to remain strong.

Key assets and operations: EPC and BOT operator

ZhongDe's operations can be divided into two business segments: EPC and BOT projects. As a general contractor of EPC projects, ZhongDe is responsible for the design, procurement, construction and installation of waste-to-energy plants applying different technologies, such as grate, fluidized bed, pyrolytic or rotary kiln. As an investor of BOT projects, ZhongDe also operates waste-to-energy plants. For BOT projects, a concession agreement (usually for a period of 30 years) is signed with the local government for ZhongDe to build and operate the waste-to-energy plant for a contracted period of time. At the end of the concession period the local government takes over the running of the plant. In H112 over 80% of gross profit was attributable to the BOT business segment.

Key management

Chairman and CEO: Zefeng Chen has a background in municipal and environmental businesses, and in 1996 he founded the Fujian FengQuan Environmental Protection Group and at the same time the Fujian FengQuan Environmental Protection Equipment Company. Both companies now comprise a significant part of the ZhongDe Waste Group.

Chief financial officer: William Jiuhua Wang has a degree from Shanghai University and an MBA from Steinbeis University in Berlin. Mr Wang has over 20 years' experience in accounting and finance in both large Chinese and international companies.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	33.4	0.8	129.7	(73.2)
12/11	32.4	(7.7)	125.7	(87.2)

Source: Thomson Datastream

Renewable energies

Price €1.70*

Market cap €22m

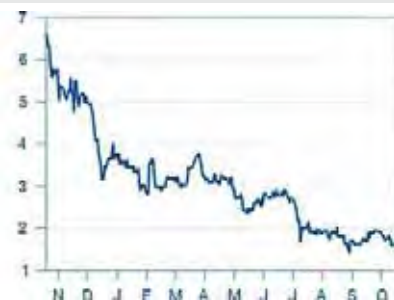
*as at 19 October 2012

Free float 38%

Code ZEF

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Zefeng Chen	50.9%
9998 Holding Ltd.	8.2%
Own shares	3.1%

Next events

Q3 results 30 November 2012

Analyst

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Software

Sector focus: Software



Sector head: Dan Ridsdale

As a sector, Software embraces companies that address a huge range of geographical and vertical markets with a very significant diversity of business models and degrees of maturity.

It is also a sector undergoing major structural shifts in the way technology is delivered. Software as a Service (SaaS) and other cloud-related delivery models are progressively permeating many vertical market segments. In parallel, the demarcation between content, service and software providers is becoming increasingly blurred, especially in consumer-focused areas. Open-source computing also has the potential to transform certain domains – just as Linux (and Android, which is based upon it) have transformed the operating system landscape. Mobility, while less of a disruptive influence than the above, is cited as being the strongest single driver of global ICT growth, by BITKOM.

The rate at which these newer delivery models gain adoption will vary significantly by vertical market. New applications (often replacing spreadsheets), applications handling dynamic third-party data and those requiring minimal integration are the most likely SaaS candidates. Mission-critical or graphics-intensive applications and those accessing highly sensitive data will be slower to move.

Nonetheless, while very few companies with traditional delivery models have cited competition from cloud-based peers as hurting them, the growth rate of cloud pure-plays suggests that they are at least nibbling around the edges of their growth opportunity.

For companies making the transition, a hiatus in revenue growth is the obvious risk as sales shift from a licensing to a subscription model. Inevitably this will result in some fundamentally sound businesses being penalised for migrating to a more recurring revenue model. Inevitably, other companies will use the transition as an excuse to mask a fundamental weakness in trading.

The European Information Technology Observatory (EITO) estimates the global ICT market will be worth €2.57trn in 2012 and grow by 5.1%. However, this growth is being driven by the US, BRIC and other emerging markets, with growth in Western Europe put at 1.2%. The German market, echoing the relative strength of its economy, is expected to grow at 1.6%. Global ICT market share is put at 5.3%.

The IT sector in Germany is capitalised at €94bn (7.7% of the total market capitalisation), a figure that is clearly dominated by SAP with a €67bn market capitalisation. Similar to most markets ex-NASDAQ, there has been a paucity of new entrants to the German market of late. According to Bloomberg, there has been only one software IPO in Germany over the past 12 months, that of Vange Software, a Chinese supplier of software and solutions into its domestic government, financial and HR markets.

Independent systems integrator

Software

Overview

The CANCOM Group, founded in 1992 and listed in 1999, is an IT architect and managed services provider and is one of the largest independent systems integrators in Germany. As a provider of integrated services, CANCOM's central focus is on providing IT services in addition to distributing hardware and software from major manufacturers such as Adobe, Apple, Cisco, Citrix, HP, Microsoft, IBM and SAP. Its range of IT services includes design of IT architectures and landscapes, and design and integration of IT systems as well as systems operation. The company has c 30 locations in Germany and Austria and is headquartered in Munich, Germany.

Key assets & operations: Cloud & mobile drive growth

In H112, revenues grew 6.6% y-o-y, with 72% of revenues generated by the IT Solutions business and the remainder from the e-commerce business (sale of third-party hardware and software). To capitalise on the trend towards cloud computing, the group has developed the CANCOM AHP Private Cloud platform to provide subscription-based cloud services (on premise and off premise), and in 2010 acquired Plaut Systems & Solutions GmbH, an SAP hosting and IT services business, to help support this service. To support its mobile activities, in June the company acquired 49% of Glanzkinder GmbH, a mobile apps development business.

Key management

Chairman: **Walter von Szczytnicki**, former CEO of Computer 2000 AG and Intel, is an independent management consultant from Kirchseeon, Germany. He serves as the chairman of the supervisory board.

Chief executive officer: **Klaus Weinmann** founded CANCOM AG and serves as chairman of the executive board, chief executive officer and president.

Chief operating officer: **Rudolf Hotter** was appointed to the executive board in 2005 as COO. He has extensive experience in leading positions within the IT sector, particularly IT services.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	549.3	13.7	51.0	(5.9)
12/11	544.4	19.1	60.9	(21.1)

Source: Thomson Datastream

Price €10.63*

Market cap €110m

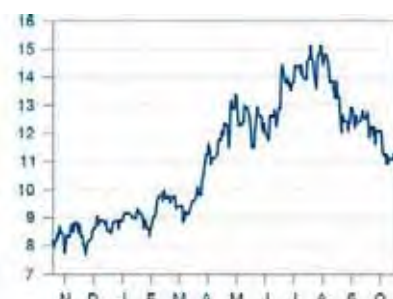
*as at 19 October 2012

Free float 90%

Code COK

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Allianz Global Investors	5.0%
Allianz Global Investors (Lux)	3.0%
Stefan Kober	2.5%
Klaus Weinmann	1.9%

Next events

FY12 results March 2013

Analyst

Katherine Thompson

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Software and consulting specialist

Software

Overview

CENIT AG, founded in 1988 and listed in 1998, is a specialist in software and consulting for Product Lifecycle Management (including SAP PLM), Enterprise Information Management, Application Management Services and Business Optimization & Analytics. CENIT has more than 650 employees globally, is headquartered in Stuttgart, Germany and has operations in France, Germany, Japan, Romania, Switzerland and the US.

Key assets and operations: Positive trends

CENIT operates through two business divisions: Product Lifecycle Management (PLM – 75% of H112 revenues) and Enterprise Information Management (EIM – 25% of H12 revenues). The PLM division is focused on consulting, services and software sales of Dassault Systèmes and SAP products and internally generated software for product lifecycle management. The EIM division is focused on consulting, services and software sales of IBM products and internally generated software for document management and business intelligence. Half of H112 revenues were generated from services and consulting, with the remainder from proprietary (9%) and non-proprietary (42%) software. CENIT's target markets include automotive, aerospace, financial services, and mechanical engineering. The company recently raised guidance for FY12, with the PLM business growth more than compensating for declines in EIM.

Key management

Chairman: Andreas Schmidt has served as chairman of the supervisory board since 2008. He previously served as a member of the management board from 2002 to 2007 and was chairman of the management board.

Chief executive officer: Kurt Bengel has been a member of the management board since 2007. He is responsible for the business operations and investor relations. He joined CENIT AG in 1988 and was initially employed as director of PLM Solutions.

Chief financial officer: Christian Pusch is responsible for Finance, HR, and Marketing, but has announced his intention to leave by the end of July 2013.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	93.2	4.1	29.0	(14.3)
12/11	107.8	6.5	32.2	(19.1)

Source: Thomson Datastream

Price €7.10*

Market cap €59m

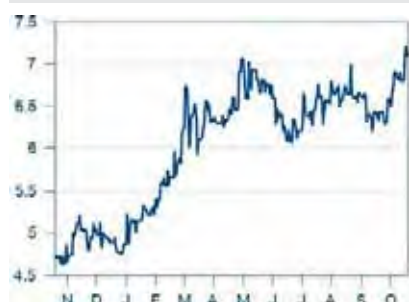
*as at 19 October 2012

Free float 91%

Code CSH

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Prodyna AG	5.3%
Axxion SA	5.0%
LBBW Asset Management Inv.	4.6%
Allianz Global Investors Kapital	3.5%
Highclere International Investors	2.7%
Ratio Asset Management	2.5%

Next events

FY12 results April 2013

Analyst

Katherine Thompson

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Financial services software & consulting

Software

Overview

COR&FJA AG is a leading provider of integrated software solutions and consulting services for the European financial services sector. It has been helping insurance companies, banks and company pension schemes to design, implement and manage their products for more than three decades. COR&FJA has users in more than 30 countries and nearly 1,200 employees globally. The company is headquartered in Leinfelden-Echterdingen, Germany, and has offices throughout Germany and in Austria, the Czech Republic, Denmark, the Netherlands, Poland, Portugal, Slovakia, Slovenia, Spain, Switzerland and the US.

Key assets and operations: Specialist products

The company has two product platforms: the COR.FJA Insurance Suite and COR.FJA Banking Suite (CORBAS). Both platforms provide their target markets with upgradeable and configurable standard software components and the software generally supports multiple clients, currencies and languages and can therefore be deployed quickly and flexibly. The product portfolio is enhanced by a broad range of consulting services covering the areas of process structuring and management and also professional management consultancy. In H112, the company generated circa 75% of revenues from services (including consulting and managed services), with the remainder from software licensing and maintenance. H112 revenues grew 13.7% y-o-y (7.5% organic).

Key management

Chairman of the supervisory board: Prof Dr Elmar Helten has been a member of the supervisory board since 1999 and was its chairman until February 2007. He was re-elected to this post in July 2009.

Chief executive officer: Ulrich Wörner became chairman of the executive board in 2009. He previously worked at former COR AG, Deutsche Telekom subsidiary T-Systems GmbH and before that at debis Dienstleistungs GmbH and Allianz Versicherungs AG.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	116.2	2.7	75.6	(14.3)
12/11	135.2	1.9	76.3	(19.1)

Source: Thomson Datastream

Price €0.93*

Market cap €40m

*as at 19 October 2012

Free float 46%

Code FJH

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

MSG Systems AG 46.1%

COR&FJA AG 4.5%

Management bodies 1.6%

Next events

FY12 results April 2013

Analyst

Katherine Thompson

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Banking IT services and IT recruitment

Software

Overview

GFT Technologies' Services division (43% FY11 revenues) designs and implements IT solutions for the financial services sector. Its Resources division (57% FY11 revenues) provides IT specialists to firms in all industries. The Resources division also offers complete third-party management of IT providers. With headquarters in Stuttgart, GFT has offices in Brazil, Germany, France, the UK, Spain, Switzerland and the US, from which it serves customers in over 30 countries. It has 1,300 permanent employees and 1,300 freelance IT consultants.

Key assets and operations: Digital future

H112 revenues declined by 18% y-o-y to €116.4m. This was attributable to a planned reduction in the low-margin Third Party Management business, which was partially offset by growth in the higher-margin Resource Management business. Services revenues rose by 4% as a result of acquisitions in Switzerland and the US completed in 2011. Underlying Service revenues were supported by demand for mobile banking services including investment consulting. Pre-tax earnings fell by €1.7m, partly because of weaker performance from Resourcing in the UK and Switzerland, and partly because of the €1.3m invested in the international innovation initiative CODE_n12, which supports the development of new business models based on mobile technology.

Key management

Chairman: Dr Paul Lerbinger has been chairman of the supervisory board of GFT since May 2011. He is also chairman of the executive board of HSH Nordbank and on the supervisory board of MainFirst.

Chief executive officer: Ulrich Dietz founded GFT in 1987 and launched it on the stock exchange in 1999.

Chief financial officer: Dr Jochen Ruetz has held his current position with GFT since 2003.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	248.3	11.6	71.3	(27.6)
12/11	272.4	11.2	75.6	(33.5)

Source: Thomson Datastream

Price €3.15*

Market cap €83m

*as at 19 October 2012

Free float 57%

Code GFT

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Ulrich Dietz 28.1%

Maria Dietz 9.7%

Markus Kerber 5.0%

Next events

Q3 results 8 November 2012

Analyst

Anne Margaret Crow

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Software solutions for retailers

Software

Overview

GK Software provides software for use in store branches and the head office, and for integrating subsystems at store branches with ERP systems. The software is used by European retailers, including Galeria Kaufhof, Lidl, Netto Marken-Discount, Parfümerie Douglas International and Tchibo, and to handle millions of transactions every day in over 28,500 stores in over 30 countries. It is headquartered in Schönebeck, Germany.

Key assets and operations: Services and maintenance

55% of H112 revenues were derived from customisation services for new and longstanding customers. This capability allows GK Software to serve a diverse range of retail segments and ensures customer retention. Moreover, all the software is Java based, which means it can operate on any hardware and operating system, including iOS and Android devices, whereas competitive software is generally Windows based. Combining services with maintenance revenues, which accounted for 25% of the H112 total, gives a high level of dependable revenues. This mix reduces the impact of any market volatility, though in reality demand is relatively unaffected by economic weakness, as retailers typically modify their businesses processes to combat any recessionary pressures. Moreover, the German retail industry is very stable and reached record levels in FY11. H112 revenues rose by 12% to €16.2m, boosted by a doubling of new licence sales, which accounted for 19% of total revenues. The partnership with SAP, which has now completed its first three joint projects with GK Software, takes the company into hitherto unpenetrated geographies and is expected to be a key revenue driver.

Key management

Chairman: Uwe Ludwig has been a member of the supervisory board and chairman since conversion into a joint-stock corporation in 2001.

Chief executive officer: Rainer Gläß founded the company, then named G&K Datensysteme, in 1990 with deputy CTO Stephan Kronmüller. He had previously spent several years in software development.

Chief financial officer: André Hergert joined the executive board in 2008, having previously worked as financial director and accounting manager in several financial and IT companies and as partner of a management consultancy.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	27.7	6.4	24.3	(7.5)
12/11	31.8	6.7	28.2	(8.6)

Source: Thomson Datastream

Price €39.30*

Market cap €70m

*as at 19 October 2012

Free float 42%

Code GKS

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

GK Software Holding GmbH	52.3%
Scherzer & Co AG	5.2%
Friedrich Bremke GmbH	4.0%
Universal-Investment GmbH	3.0%
Rainer Gläß	3.0%
Stephan Kronmüller	2.2%

Next events

Q312 results 28 November 2012

Analyst

Anne Margaret Crow

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E-commerce software and services

Software

Overview

Intershop Communications has been a leading provider of e-commerce solutions since 1992 and listed in 1998. It provides e-commerce software and services that enable online shop managers to optimise processes and sell more. The company has two other related businesses: SoQuero provides online marketing solutions and TheBakery provides a transaction platform to standardise and co-ordinate processes and information during the transaction process. Just over half of revenues are generated in Europe, nearly a third from North America and the remainder from Asia-Pacific. The company is headquartered in Jena, Germany, and has operations throughout Germany and in the US and Australia.

Key assets and operations: New platform launch

In H112, Intershop generated more than half its revenues from consulting and training, 17% from software maintenance and support, 10% from software licensing, 8% from online marketing and the remainder from full-service business and TheBakery. While H1 revenues grew 15% y-o-y, licensing revenues were particularly strong, showing 56% growth. The company recently launched its new e-commerce platform, Intershop 7, a multi-channel solution that is available under the traditional licensing model or as a cloud solution. While development and launch of the platform has had an impact on the cost base in FY12, it should drive revenue growth in the medium to longer term.

Key management

Chairman: Dr Herbert May is chairman of the supervisory board. He runs his own consulting and investment firm. Dr May previously held various positions at the Alcatel group in Germany and France and Deutsche Telecom AG.

Spokesman & member of the management board: Jochen Moll is responsible for sales, marketing and consulting and recently assumed responsibility for the product divisions and new services. He previously worked at IBM, EMC and BizSphere AG.

Chief financial officer: Ludwig Lutter joined the management board in 2011. He was previously CFO of Astaro AG and Poet Holdings, Inc.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	38.3	2.3	24.6	(16.8)
12/11	49.2	2.6	28.2	(17.0)

Source: Thomson Datastream

Price €1.98*

Market cap €60m

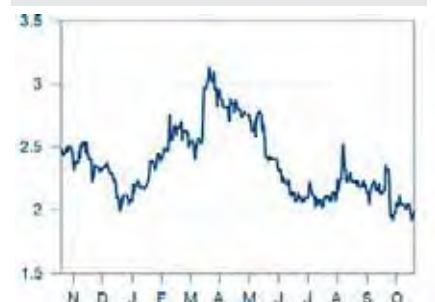
*as at 19 October 2012

Free float 67%

Code ISH2

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

GSI Commerce Solutions, Inc 26.1%

Cyrte Investments BV 7.2%

Next events

FY12 results February 2013

Analyst

Katherine Thompson

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SAP specialist

Software

Overview

itelligence is a full-service provider of solutions and services to support SAP solutions, realising complex projects in the SAP solution-based environment for over 4,000 customers. The company is a SAP Gold Partner, SAP Global Hosting Partner, SAP Global Partner Services and SAP Special Expertise partner for a range of SAP applications. Headquartered in Bielefeld, Germany, the business has operations in 21 countries across Europe, North America and Asia and has c 2,700 employees. In order to support its hosting services, the company has datacentres in Germany, Malaysia, Poland, Switzerland and the US, on which it hosts more than 1,000 systems for more than 45,000 users.

Key assets and operations: Growing SAP expertise

For H112, itelligence reported year-on-year revenue growth of 25.4% (16.5% organic) and reported an EBIT margin of 4.4%. Consulting revenues made up the majority of revenues (53%), followed by Outsourcing and Services (39%) and Licenses (8%). In July, to add to its business intelligence expertise, itelligence acquired Blueprint Management Systems Ltd, a UK-based SAP BusinessObjects partner. Also in July, as part of its global expansion plans, the company acquired Elsys, a Turkish SAP consulting firm.

Key management

Chairman of supervisory board: Dr Lutz Mellinger was appointed to the role in 2007, having been a member of the board since 2003. He previously held various executive positions at Deutsche Bank in Germany and the UK.

Chief executive officer: Herbert Vogel was appointed to the management board in 2001. He co-founded S&P Consult in 1989 which was renamed SVP and merged with APCON AG in 2000 to create itelligence.

Chief financial officer: Norbert Rotter was appointed to the role in 2008. He was previously an auditor and tax advisor for KMPG in Germany and the US.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	272.2	16.7	63.2	6.2
12/11	342.4	22.6	72.3	17.2

Source: Thomson Datastream

Price €7.38*

Market cap €221m

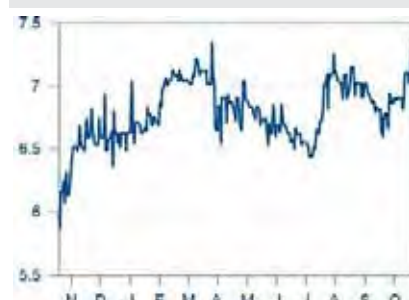
*as at 19 October 2012

Free float 9%

Code ILH

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

NTT Data	81.3%
NTT Communications KK	8.2%
Herbert Vogel family	2.0%

Next events

FY12 results March 2013

Analyst

Katherine Thompson

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Software for managing public transport

Software

Overview

IVU Traffic Technologies develops and sells off-the-shelf software and customised IT solutions that are used to plan, optimise and control the scheduling of fleets of buses, trains or waste collection vehicles and their personnel. Crucially, the solutions are scalable to meet customer requirements. With its real-time passenger information system, IVU enables transport companies to collect and process real-time departure information for 10 to 10,000 vehicles from up to 20,000 stops. In 2011, 86% of revenues were from the public transport sector. Other software packages support the choice of delivery routes and branch locations, for example for postal services, or ensure that election results are determined correctly. With its headquarters in Berlin, nearly 40% of FY11 revenues were generated from international customers.

Key assets and operations: Internationalisation

H112 revenues rose by 15% y-o-y to €18.2m. However, IVU reported an operating loss of €0.5m for the period compared with €0.1m operating profit in H111. The H111 results benefited from the recovery of impaired assets, while the H112 results reflected one-off bonus payments following a successful FY11. Key projects during the period were the installation of a next generation passenger information system in London, which was launched in time for the Olympics and provides comprehensive information for some 6m passengers every day; customised applications for the Italian railway Trenitalia, which enable drivers to transmit duty requests and queries from Tablet PCs; and deployment of IVU workforce management software to support maintenance of Stuttgart-based terranets' natural gas and telecommunications networks.

Key management

Chair of supervisory board: Klaus-Gerd Kleversaat is on the management board of quirin bank AG, Tradegate Wertpapierhandelsbank AG and on the supervisory board of Stream Films AG and Orbit Software AG.

Chief executive officer: Martin Müller-Elschner took on the leadership of several projects in the passenger information area for IVU in 1994, joined the executive board in 2008 and was appointed CEO in 2010.

Chief financial officer: Frank Kochanski: Before his appointment as CFO in 2004, Frank was on the management board of ENERTRAG AG.

Member of the executive board and head of the Aachen branch: Dr Helmut Bergstein has held management responsibilities at IVU since 1999.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	39.1	2.7	23.6	(1.0)
12/11	39.9	2.9	25.9	(0.6)

Source: Thomson Datastream

Price €1.16*

Market cap €21m

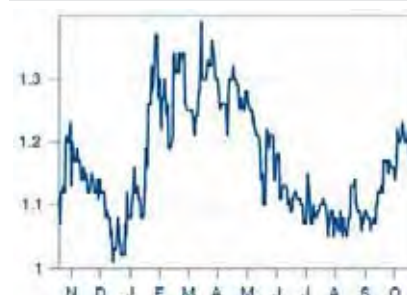
*as at 19 October 2012

Free float 92%

Code IVU

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Herbert Sonntag 6.6%

Bayerninvest Luxembourg SA 2.0%

Next events

Q3 results 21 November 2012

Analyst

Anne Margaret Crow

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Radiology analysis software provider

Software

Overview

MeVis Medical Solutions AG was founded in 1997 and listed in 2007. It is one of the world's leading independent developers and providers of medical imaging software with a focus on dedicated, disease-oriented clinical applications. MeVis develops its software solutions in close consultation with world leading medical experts and OEMs in the medical technology sector and markets this software via these partnerships. The business offers three key products/services: Digital Mammography, Other Diagnostics and Distant Services. The Digital Mammography business provides software products that support breast diagnostic imaging and intervention. The Other Diagnostic business comprises digital radiology products as well as general analysis and diagnosis based on radiological images. Distant Services provides liver surgery planning services and tumor diagnostics by supplying liver surgeons with 3D reconstructions of the liver.

Key assets and operations: Refocused approach

The Digital Mammography segment includes a 51% stake in a JV with Siemens as well as a wholly owned subsidiary. In H112, the division generated 75% of revenues. The other two businesses were reported in Other Diagnostics and made up the remaining 25% of revenues. H112 group revenues grew 2.8% y-o-y, with an EBIT margin of 18%. Over the last year, the company decided to restructure the business to focus on industrial customers rather than clinical end users. In the process, the decision was made to close the Japanese and US operations, concentrating all activities at the Bremen headquarters. The company is focused on growing the services side of the business by developing more internet-based services.

Key management

Chairman: Dr Heinz-Otto Peitgen is an award winning scientist and the author of more than 250 publications and 22 books.

Chief executive officer: Marcus Kirchhoff was appointed as chairman of the executive board in March 2012. He previously worked in management roles at GE Healthcare IT, Sybase and Compaq.

Chief financial officer: Dr Robert Hannemann joined MeVis in October 2010 after holding various management positions in a number of industries and working as a consultant for Boston Consulting Group.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	14.3	(5.4)	24.8	(1.0)
12/11	13.7	(1.6)	20.7	(3.1)

Source: Thomson Datastream

Price €8.69*

Market cap €16m

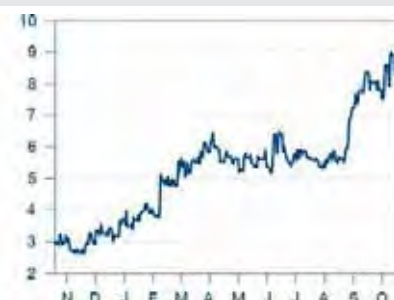
*as at 19 October 2012

Free float 28%

Code M3V

Primary exchange Frankfurt (Prime Standard)

Share price performance



Principal shareholders

Dr. Carl J G Evertsz	19.5%
Prof. Dr. Heinz-Otto Peitgen	19.5%
Dr. Hartmut Jürgens	16.5%
Fortelus Special Situations Master Fund	10.9%
PEN GmbH	5.7%
Axxion S A Luxemburg	3.3%
Peter Kuhlmann-Lehmkuhle	3.0%

Next events

FY12 results April 2013

Analyst

Katherine Thompson

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Video graphics technology

Software

Overview

Orad was founded in Israel in 1993. It offers solutions for the television industry aimed at improving productivity for the broadcaster and enhancing visual effects for the viewer. Orad is active worldwide with 46% of sales derived in Europe, 29% the Americas, 20% Asia and 5% ROW. Its clients include well known media companies such as RTL, MSNBC, ESPN, TF1, TV Globo, CCTV, Channel 4, HBO, DW, Canal+, Turner, Televisa.

Key assets and operations: Quadrennial hopes

Orad provides on air graphics solutions for TV producers and broadcasters. Its products include real-time 3D broadcast graphic software (character generation, channel branding, weather and stereographic solutions), video servers and media asset management tools (virtual studios and augmented reality solutions, channel branding and virtual advertisement). Orad's products are used for live coverage of elections, sports events, news broadcasting and weather presentations.

2011 revenues increased by 21.2%, driven in particular by strong demand in Eastern Europe. With the London Olympics and the upcoming US elections management expects growth to continue in 2012.

Key management

Chairman: Dan Falk. Mr Falk joined Orad in 2001 and has been chairman since 2006. Prior to Orad and after 15 years' experience in banking and finance, he served as President and COO of Sapiens International and continues to serve as a board member of many other high tech companies.

Chief executive officer: Avi Sharir has served as CEO of Orad since he co-founded the group in 1993. He has a long career in the communications equipment industry and before forming Orad he was COO of Oprotech, president of The Communication Group, and worked for 16 years at Israeli communications and industrials conglomerate Tadiran.

Chief financial officer: Ilan Sidi joined Orad in September 2011 as CFO. He has 15 years of financial experience in global organisations.

Key financial indicators

Year end	Sales (US\$m)	EBIT (US\$m)	Net assets (US\$m)	Net debt/(cash) (US\$m)
12/10	108.7	10.2	65.1	(67.4)
12/11	126.2	10.9	67.7	(45.6)

Source: Thomson Datastream

Price €2.22*

Market cap €25m

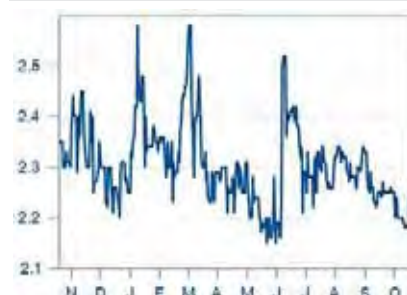
*as at 19 October 2012

Free float 29%

Code OHT

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Sharir Avi	25.1%
Viola PE Management	18.6%
Rothchild	12.3%
Warschawski (Joel P)	7.8%
Daniel Furman	6.3%

Next events

Q3 results November 2012

Analyst

Bridie Barrett Schmidt

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Infrastructure process control software

Software

The PSI Group develops and integrates software solutions and complete systems for utilities, manufacturers and infrastructure providers. It has three segments: Energy Management (41% of 2011 sales), which delivers intelligent utility solutions for electricity, gas, oil, water and district heating; Production Management (46% of 2011 sales), which supplies software and solutions for production planning, control and logistics; and Infrastructure Management (13% of H1 sales), which provides high availability control solutions for monitoring and operating critical transport, public safety, environmental and disaster prevention infrastructures.

Key assets and operations: Process control software

PSI's solutions automate large-scale complex processes for critical infrastructure and production. Its solutions are largely proprietary, with in-house product and services accounting for 91% of sales in 2011. Circa 50% of sales in 2011 came from the German market, but the contribution from international markets has been steadily growing, increasing from 21% of sales in 2007. Overall sales grew by 12% in H1 to €85.7m and EBIT by 33% to €5.1m. The Energy business bears the most significant domestic exposure and has been affected by the German government's energy transition policy, although strong performances from gas and oil projects have helped offset this. Energy sales declined by 3% in H1 to €30.7m, while investment costs contracted EBIT to €1.7m from €2.6m in 2011. Sales in Production Management grew 22% to €43.7m with EBIT expanding by 78% to €3.0m. Infrastructure management sales increased by 29% to €11.2m, with EBIT up 120% to €1.1m. Ironing out near-term fluctuations, the company aims to increase the margin by 1% to 2% per year, while growing the top line at 8%.

Key management

Chairman: Prof Dr Rolf Windmüller: Previous roles include management board positions at VEW AG, and chairman of the Association of German Utilities.

Chief executive officer: Dr Harald Schrimpf joined the executive board in 2002. He previously held management positions at DaimlerChrysler, EADS and Volkswagen, where he was centre director for software.

Chief financial officer: Armin Stein has been a member of the board since 2001. He was previously head of administration and managing director of AEG Softwaretechnik, which was acquired by PSI in 2000.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	158.7	9.5	65.1	(67.4)
12/11	169.5	10.7	67.7	(45.6)

Source: Thomson Datastream

Price €15.58*

Market cap €244m

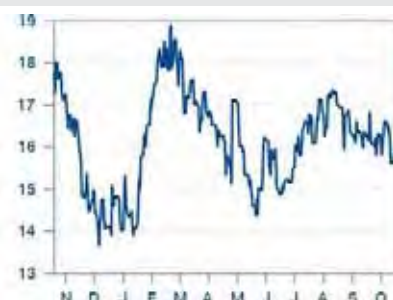
*as at 19 October 2012

Free float 74%

Code PSAN

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

RWE Deutschland AG	17.8%
Employee consortium	9.4%
Harvinder Singh	8.1%

Next events

Annual report March 2013

Analyst

Dan Ridsdale

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SAP consulting specialist

Software

Overview

REALTECH AG provides SAP consulting services and proprietary software products for the support of business processes across its customers' entire value chain. The consulting business provides consulting services for IT organisation, IT technology, IT management, corporate management with business intelligence, usability & integration and compliance & security. The software business develops software in the area of IT service management, and its core product is theGuard!. The company has more than 330 employees working in its operations in Germany (c two-thirds of revenues), Denmark, Japan, New Zealand, Portugal, Singapore and the US.

Key assets and operations: Investing for growth

In H112, consulting generated 68% of revenues and a gross margin of 24%, while software generated 32% of revenues and a gross margin of 84.3%. H112 revenues grew 2.6% y-o-y. The company's focus within the consulting business is on developing expertise in SAP's three main areas of focus: HANA (in-memory computing), cloud, and mobile technology, and aims to be the first choice for any consulting related to SAP Solution Manager. In the software business, the company is focused on driving its solutions to be market-leading IT service management tools, helped by the marketing partnership with SAP, where components of theGuard! are integrated with SAP Solution Manager.

Key management

Chairman: **Daniele di Croce** was appointed to the role as chairman of the supervisory board in 2007. He is a management consultant.

Chief executive officer: **Dr Rudolf Caspary** joined REALTECH AG in 2000, and was appointed to the executive board as CTO in 2004 and CEO in 2011. He previously worked as a developer at SAP.

Chief financial officer: **Thomas Mayerbacher** joined REALTECH AG in 2000 and was appointed to the executive board as CFO in 2011. He previously had a career in audit at Deloitte & Touche.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	52.5	4.5	25.3	(6.4)
12/11	39.2	0.3	26.5	(7.7)

Source: Thomson Datastream

Price €4.09*

Market cap €22m

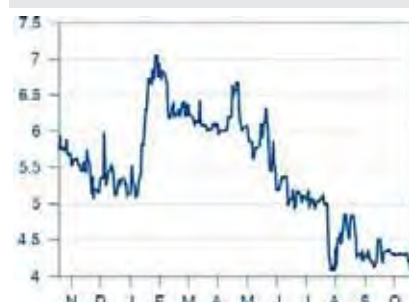
*as at 19 October 2012

Free float 55%

Code RTC

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Daniele di Croce	16.4%
Rainer Schmidt	14.2%
Peter Stier	13.8%
LBBW Asset Management	5.4%

Next events

FY12 results 28 March 2013

Analyst

Katherine Thompson

tech@edisoninvestmentresearch.co.uk

Full service digital agency

Software

Overview

SinnerSchrader is one of the largest digital agencies in Germany with 419 employees. With offices in Hamburg, Frankfurt, Berlin, Hanover and Munich, it mainly provides its services to German companies but has some overseas clients. Its emphasis is the use of the Internet for e-commerce, marketing, communications and acquisition and retention of customers. Over the last 18 months it has invested in extending its service offerings and is now well represented in most areas of digital marketing.

Key assets and operations: Well represented

Services range from advisory (digital/marketing strategy); design and technical development (websites/mobile apps); implementation and execution (e-commerce outsourcing/online advertising); to performance measurement (targeted ad serving) and optimisation. It is organised across three divisions: Interactive Marketing (SinnerSchrader, spot-media, Haasenstein, SinnerSchrader Mobile) represents 87% of sales; Interactive Media (Mediaby, newtention, memento) 8% of sales, and Interactive Commerce 5% of sales. 2010/11 revenues increased 29% (23% organic) to €30.9m. Investment in service expansion (launch of Haasenstein the creative agency and memento retargeting network) and the integration of recent acquisitions (Maris consulting; TIC mobile) held back EBITA growth to 19% (to €2.6m). Management expects 2011/12 revenue growth of 15% (to €35.5m). However, due to restructuring measures resulting from the unforeseen loss of an account EBITA will be lower than 2011 (€1.3-2.0m).

Key management

Chairman of the supervisory board: Dieter Heyde is a veteran in the field of IT solutions. In 1971 he founded a consulting firm for IT solutions in logistics, which he led until 2001. Since 2002; he has been a managing partner of SALT Solutions.

Chief executive officer: Matthias Schrader: Following his studies and a period as a journalist, Mr Schrader together with Oliver Sinner founded SinnerSchrader in 1996 and jointly ran it until 2002, when Mr Schrader took on sole responsibility as CEO. He is also responsible for sales, marketing and strategy.

Chief financial officer: Thomas Dyckhoff has a wide range of experience in finance. He worked for seven years at Daimler-Benz AG in Stuttgart in group treasury, risk management, group controlling and was head of group reporting before he moved to debis Systemhaus GmbH as head of acquisitions.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
08/10	23.9	1.7	0.4	(8.3)
08/11	30.9	2.1	1.3	(5.7)

Source: Thomson Datastream

Price €1.87*

Market cap €22m

*as at 19 October 2012

Free float 52%

Code SZZ

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Matthias Schrader, Oliver Sinner and families	32.1%
Strategic Investor	10.3%
SinnerSchrader employees	3.1%
Treasury stock	3.0%

Next events

2011/12 results	8 November 2012
AGM	20 December 2012

Analyst

Bridie Barrett Schmidt
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Business transformation expert

Software

Overview

SNP Schneider-Neureither & Partner AG (SNP) was founded in 1994 and listed in 2000. SNP developed SNP Transformation Backbone (T-Bone), a standard software solution for automated analysis and standardised implementation of changes in IT systems. The transformation platform is based on the experience of more than 1,500 projects completed worldwide. The company gained this experience with its software-related services for Business Landscape Transformation. Both the software and consulting services are designed to help businesses implement change more quickly and efficiently. SNP has operations in Germany, Austria, South Africa, Switzerland and the US.

Key assets and operations: Shifting the mix

The company is aiming to grow the business through a combination of internationalisation and driving sales of T-Bone software, which in turn should lead to related consulting services. SNP recently set up subsidiaries in South Africa and the US and expects them to start to make a material contribution in H212. The company sells software via its direct sales team and partners such as T-Systems and HP. It would also consider acquisitions, particularly to gain additional software expertise to build out T-Bone functionality. The company is targeting growth in software to 40% of revenues in FY12, versus 28% in FY11. H112 revenues grew 14% y-o-y, with consulting making up 74% of revenues (+12% y-o-y) and software the remaining 26% (+21% y-o-y).

Key management

Chairman: Thomas Volk has been chairman of the supervisory board since 2011. He is currently VP EMEA – Large countries for Dell, Inc.

Chief executive officer: Dr Andreas Schneider-Neureither founded SNP in 1994. He is responsible for strategy, sales & marketing and software.

Chief financial officer: Andy Watson was appointed to the management board in 2011. He is responsible for finance, consulting, HR, and administration. He was previously COO of Global Services at SAP.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	22.1	4.7	11.4	(5.1)
12/11	26.6	4.7	12.3	(6.7)

Source: Thomson Datastream

Price €50.93*

Market cap €58m

*as at 19 October 2012

Free float 33%

Code SHF

Primary exchange Frankfurt
(General Standard)

Share price performance



Principal shareholders

Dr Andreas Schneider-Neureither	29.4%
Petra Neureither	13.4%
Ingrid Weispfenning	13.3%
Christiane Weispfenning	8.2%
Universal-Investment GmbH	5.0%

Next events

FY12 results 31 January 2013

Analysts

Katherine Thompson

tech@edisoninvestmentresearch.co.uk

Telecoms & comms technology

Sector focus: Telecoms & communication technology



Analyst: Edwin Lloyd

The telecommunication sector is now one of the smaller sectors by weight on the Frankfurt Stock Exchange, representing some 4-5% of the total. It is dominated by Deutsche Telekom, with a market capitalisation of €39bn.

Until 2002 the global telecoms market in aggregate was seen as an attractive, high-growth part of the broader technology sector. However, the sector has now seen several years of declining revenues and EBITDA levels that have been at best stable. This revenue reversal results from a decline in the number of subscribers to fixed-line services (ie the number of mobile-only households is increasing), and the saturation of mobile penetration in developed markets (the number of mobile phone contracts now exceeds the population in most developed countries). EBITDA levels have been declining or at best sustained by programmes of cost cutting from most incumbent operators. This has supported cash flow generation, but it is generally accepted that this situation is not sustainable and that telecom operators will not be able to cut costs indefinitely.

The key battleground in the telecoms sector has become data speed. In the fixed-line space the competitive offerings from cable operators that run to 100Mbps are being met by incumbent operators' upgrades from ADSL to VDSL or fibre optic networks (FTTH). These FTTH upgrades are the only truly competitive response to the threat of cable, but come at a high capex cost. Cable operators now pass by 40% of households in Europe on average, with 70% coverage in Germany.

In the mobile segment operators are now beginning the launch of LTE (long-term evolution), otherwise known as 4G, services. These will offer mobile broadband speeds of up to five times greater than existing 3G services.

In the case of both the fixed and mobile segments, with speed improvements come the opportunity for operators to gain (or retain) subscribers and to charge a premium over slower data services. The challenge is to translate these upgrades into improved differentiation and to move consumers away from flat rate packages. As speeds increase there is a propensity to consume more data (it becomes more practical to download larger files on a fast line), so core network capacity needs upgrading too. The current battle being fought is for the iPhone 5, which is predicted to become one of the fastest selling consumer gadgets of all time. The lack of the iPhone is the key reason for the decline of T-Mobile USA's growth in 2011. In the UK EE (the combined mobile business of France Telecom and Deutsche Telekom) looks set to launch its LTE network with an LTE-enabled iPhone5. This will give the customer the best of both worlds, offering the fastest network technology with the most desirable handset. The emergence of Samsung to provide Apple with genuine competition at the high end of the smartphone market may dilute this advantage, but ultimately we do not think a duopoly is an attractive scenario for mobile operators, in that it will ultimately reduce their scope for differentiation and could scotch any residual hopes of generating material revenues from content and applications.

Specialist integrated telephony

Overview

ecotel is a specialist telecommunications company. Its core division supplies around 20,000 business customers with an integrated product portfolio that includes voice, data and mobile solutions. It also provides a wholesale service to other telecommunications companies. The group has a Dusseldorf HQ and around 210 employees. Its strategic ambition is to become a Virtual Network Operator (VNO) focused on small and medium business enterprises (SME) as well as large key accounts. It seeks to gain market share via a mix of direct and indirect sales. At the core is a low cost base that leverages excess market infrastructure to build an independent network.

Key assets and operations: Strong start to 2012

The group had its most successful year in 2011, with free cash flow at €4.9m (FY10: €4.0m) and ended the year virtually debt-free. Gross profit was 7% ahead year-on-year at €22.9m, despite an expected decline in revenues to €84.5m (FY10: €98.3m), with an increase in the gross margin from 23% to 29%. EBITDA was up 45% year-on-year to €7.1m at an 8.3% margin (FY11: 5%). Sales for the first half of FY12 were €47.6m, 17% ahead year-on-year. ecotel bought back 67,000 shares in Q2 and Q3; these were converted to treasury shares.

Key management

Chief executive officer: Peter Zils is responsible for strategy and business development. He is also CEO of subsidiary Nacamar GmbH, a leading full-service provider for streaming and new media services.

Chief financial officer: Bernhard Seidl has been CFO since September 2006. He has 15 years of management experience in the telecommunications industry, and is also MD of subsidiary Nacamar GmbH.

Marketing & sales director: Achim Theis joined the group in January 1999 as MD of Ecotel Communication Inc. He has been a member of the board for marketing and sales since 2001.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	98.3	1.5	20.0	7.2
12/11	84.5	3.2	21.4	3.1

Source: Thomson Datastream

Telecoms & comms

Price €4.76*

Market cap €19m

*as at 19 October 2012

Free float 20%

Code E4C

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Peter Zils	25.6%
Intellect Investment & Mngmt	25.1%
IQ Martrade Holding & Mngmt	14.6%
PVM Private Values Media, Inc.	9.3%
Treasury	5.0%

Next events

Q3 results November 2012

Analyst

Roger Leboff

tech@edisoninvestmentresearch.co.uk

Residential and SOHO security solutions

Telecoms & comms

Overview

Electronics Line 3000 develops and provides security for the residential and small and home office (SOHO) business markets. Its products provide a virtual security presence, convenient home automation and energy efficiency. These enable customers to choose the required level of control and monitoring and encompass environmental and personal safety, including smoke, gas and water detection and panic buttons. Add-ons include home automation modules for lighting and appliances, zone expanders, receivers, sirens, child and elderly care and whatever is needed to create a more complete security offering. The group's sophisticated two-way wireless technology allows video verification with motion detector cameras, smartphone applications and advanced remote management and services.

Key assets and operations: Remote security offering

The EL Application Server provides 24/7 remote access to EL security systems and enables customers to check, activate, modify and communicate with their security system from anywhere in the world, via web-based or smartphone applications. EL3000 aims to increase its market share organically and via acquisition to build a leading player in this global market. In early October the group announced that it will miss its FY12 sales forecast by c 28% due to lower than expected orders from a key customer and adverse economic conditions.

Key management

Chairman: Moshe Alkelai has been chairman since 2010. He has a background in the management of electronics companies since 1978, which includes manufacturers of detection technology (Rokonet), security integration and building management (Risco Ltd).

Chief executive officer: Douglas Luscombe joined EL3000 in May 2010 as CEO. Previously he was MD of RISCO Group UK, international leader in the global security solutions market, and MD of Rokonet Industries UK.

Chief financial officer: Sigal Yehuda joined EL3000 in 2010. Has five years of financial and audit experience and holds a BA in economics and accounting from Ben Gurion University, and is a CPA in Israel.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	26.7	(5.0)	N/A	N/A
12/11	24.2	1.5	N/A	N/A

Source: Thomson Datastream

Price €0.66*

Market cap €9m

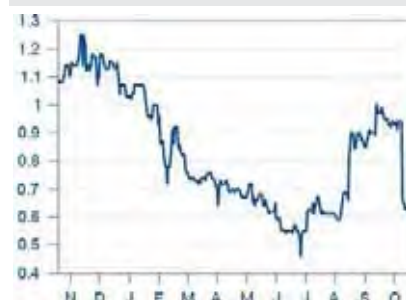
*as at 19 October 2012

Free float 41%

Code ELN

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

RISCO Group 55.0%

Next events

Q3 results 30 November 2012

Annual report March 2013

Analyst

Roger Leboff

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Cordless telephones

Overview

Gigaset, based in Munich, is an internationally operating company in the area of communications technology. It is Europe's market leader for DECT (Digital Enhanced Cordless Telephones) telephones, and ranks second worldwide. It has around 1,700 employees and a market presence in over 70 countries. Europe (84% sales) is the largest territory (and Germany within that), followed by the Americas (9%) and Asia (7%). Against a challenging backdrop in the industry, management has recently reoriented the group and is looking to expand into the SME business market and home network solutions. By 2015 management is targeting sales of €400-420m from its existing Consumer division, €70-90m from Business Customers and €30-50m from Home Network Solutions.

Key assets and operations: New segments

The market for cordless voice products is challenging (2011 revenues -9% for continuing business), and although strict cost control ensured that 2011 EBITDA increased to €51m, management has recently completed a strategic review and plans to reorient the group by leveraging the Gigaset brand and distribution network to expand into two new markets: Business Customers (SMEs and SoHo's) and Home Network solutions (due to launch in Q213). In its core consumer cordless market, it strives to offset pricing and volumes pressures by continuing with its efficiency programme and targets market share expansion (through industry consolidation).

The decline in group revenues stabilised in H112 (-2.2%) and for the full year management has guided a decrease in revenues in the single-digit percentage range. EBITDA is expected to decline owing to increased investment in new product development in the new divisions and dollar strength.

Key management

Chairman and chief executive officer: Charles Fränkl, 53, has been CEO of Gigaset AG since January 2012. Prior to Gigaset, among other positions in the telecommunications sector, he was CEO at Vodafone Information Systems and AOL and served as director of the Data and Multimedia Products division of Swisscom.

Chief financial officer: Dr Alexander Blum: Following a consulting career, Dr Blum joined Gigaset in 2008. He was appointed CFO in 2010, prior to which he managed the restructuring of Gigaset Communications GmbH.

Key financial indicators (continued operations)

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	503.7	0.1	35.0	(31.8)
12/11	458.6	24.8	76.2	(56.2)

Source: Thomson Datastream

Telecoms & comms

Price €1.14*

Market cap €57m

*as at 19 October 2012

Free float 95%

Code GGS

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Drean (Antoine) 5.2%

Low (Peter) 3.6%

Next events

FY results March 2013

Analyst

Bridie Barrett Schmidt

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Global telephony service provider

Overview

Founded in 1998, Mox Telecom provides telephony services – mobile, fixed and VoIP (Internet telephony) products – into over 50 countries. Its core market is business customers requiring international telephony. It also provides wholesale distributor partners with the tools to manage and bill their customers with considerable price flexibility. The group's investment in R&D and success in marketing prepaid calling-card telecommunications services has made it a world leader in this area. It has diversified its product range into prepaid MasterCard for migrant workers and operates in North America, South-East Asia, Africa and the Middle East. These calling cards can readily be customised; the Mox-dial number enables customers to be accessed anywhere: at work, home or on vacation, or via their mobile phone.

Key assets and operations: Entering new markets

In September the group announced its intention to enter the Australian and New Zealand markets. Uniquely for Mox this will include business and consumer offerings. This strategy reflects its intention to build upon its recent experience of markets in South-East Asia and its established sales presence in the South Pacific region. The group's newest division, Mox Deals, contributed €1.4m sales in the first half. It is a platform for merchants and online retailers to offer vouchers for products and services

Key management

Chairman: Ulrich WA Kranz has been chairman of the supervisory board since March 2006. He is an engineering graduate with long experience in telecommunications. He is also managing partner of Target Business Consultants Group.

Chief executive officer: Dr Gunter Schamel founded Mox in 1998. He is now responsible for strategy, marketing and product management. A qualified electrical and communications engineer, he was previously a management consultant and head of product research at for RWE-Telliance.

Chief financial officer: Christof Zwingmann is responsible for finance, HR and administration. His previous career was in energy supply and media industry start-ups. He has been a Mox Telecom board member since June 2000.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	129.6	4.3	30.9	10.8
12/11	210.9	6.1	45.6	26.1

Source: Thomson Datastream

Telecoms & comms

Price €4.68

Market cap €23m

*as at 19 October 2012

Free float 65%

Code MOT

Primary exchange Frankfurt
(Entry Standard)

Share price performance



Principal shareholders

Dr Günter Schamel	26.3%
Christoph Zwingmann	6.3%
Claudia Zwingmann	1.3%
Dr Jürgen Schulz	0.8%
Eigene Aktien	0.3%

Next events

Annual report March 2013

Analyst

Roger Leboff

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Sports betting and gaming

Overview

mybet Holding SE is based in Kiel and is one of Europe's largest sports betting brands with about a million registered customers and c 470 betting shops (270 in Germany). In H112, 50% of revenue came from sports betting, 29% from casino and poker, 12% from lotteries and 9% from horse betting. The lottery business and JAXX brand name was sold in May 2012 (effective from January 2012) for €12.5m (€8.0m immediately, €1.0m in Q312 and the balance via a six-year loan). The company changed its name from JAXX SE to mybet Holding SE in June 2012.

Key assets and operations: Sports betting expertise

mybet benefits from its dual sales approach (internet plus shops). It is the number two offline and number three online sports betting operator in Germany, and the leading online horse betting operator (source: November 2011 Analyst Presentation). mybet was loss-making from 2006 to 2010 with pressures from an unfavourable German regulatory situation and costs of marketing and expansion into new business areas (eg Spain and Italy). Regulation remains a key issue – in Germany, mybet has a sports betting licence in Schleswig Holstein, but the new State Treaty on gaming for the other 15 länder came into effect on 1 July with a tax of 5% on sports wagers, only 20 licence holders and no casino and poker. This is being contested by the industry as counter to EU law. In the meantime, operators have begun passing the 5% tax on to customers, limiting the financial impact.

Key management

Board of management spokesman: Mathias Dahms joined the management board in December 1998 and has been spokesman since April 1999. Mathias was MD of EIP Entertaining Interactiv Productions (the forerunner to mybet) from 1997.

Chief financial officer: Stefan Hänel: Stefan has been a management board member since 2003. Prior to that he was finance director of Frankfurt-based Portum AG, the market leader for internet-based software solutions in the field of e-sourcing.

Supervisory board chair: Antje Stoltenberg: A tax expert, Antje Stoltenberg has been managing partner of GWU Gesellschaft für Wirtschaftsprüfung und Unternehmensberatung mbH Wirtschaftsprüfungsgesellschaft since April 1991.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	51.2	(3.8)	15.0	(5.8)
12/11	60.7	1.6	22.7	(7.2)

Source: Thomson Datastream

Telecoms & comms

Price €1.34*

Market cap €31m

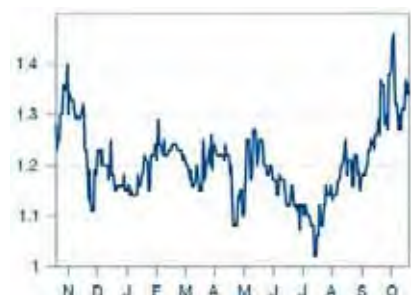
*as at 19 October 2012

Free float 87%

Code XMY

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

DWS Investment GmbH	5.1%
Brickell Investments SL	4.9%
Arcalis Balear SL	4.7%
Clemens Jakopitsch	4.6%
DGF GmbH	4.5%

Next events

Q3 results	8 November 2012
2012 annual report	March 2013

Analyst

Jane Anscombe

consumer@edisoninvestmentresearch.co.uk

Technology and aerospace

Overview

Founded 30 years ago, OHB is Germany's first listed technology and aerospace group. It operates two business units, Space Systems and Aerospace & Industrial Products. The former develops and implements space flight projects, specifically low-orbit and geostationary satellites for navigation, research, communications and earth observation, including scientific payloads. Its manned space flight activities include the fitting and operation of the International Space Station ISS, Columbus and ATV. The second business unit manufactures products for aviation/aerospace and industry. OHB Group is the largest German supplier for the Ariane 5 project and an established producer of critical components for aircraft engines. In addition, OHB is an experienced vendor of mechatronic systems for antennas and telescopes and is involved in several major radio telescope projects. OHB telematics systems serve the logistics industry around the world by offering efficient transport management and consignment tracking facilities.

Key assets and operations: Active first half

Figures for the first half of 2012 saw 19% growth in total revenues to €284m and a 67% year-on-year increase in pre-tax profit to €15m. OHB signed contracts for a further eight Galileo full operational capability (FOC) navigation satellites worth €256m and contracts for €750m with Thales Alenia Space, Meteosat 3rd Generation. It also secured a contract with DLR for the definition phase of the "Heinrich Hertz" satellite mission valued at c €11m and commenced system definition studies for an environmental satellite mission (CarbonSat) for ESA. The mid-year order book stood at €1.8bn.

Key management

Chairman & chief executive officer: Marco R Fuchs has been CEO of OHB AG since 2000. He serves on the supervisory boards of ZARM Technik and MT Aerospace, and the management boards of ORBCOMM, CGS and Telematic Solutions.

Board member for technology development: Ulrich Schulz: An engineer, Mr Schulz has worked for the group since its formation 30 years ago, and been a board member since 2000.

Board member for space technology: Prof Manfred Fuchs joined the company in 1985 and has been a board member since 2002. In 2011 he was awarded the Siemens Ring Foundation prize, Germany's highest honour for achievement in technical sciences.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	425.4	18.4	105.2	(40.3)
12/11	555.7	22.6	113.6	(31.4)

Source: Thomson Datastream

Telecoms & comms

Price €15.15*

Market cap €265m

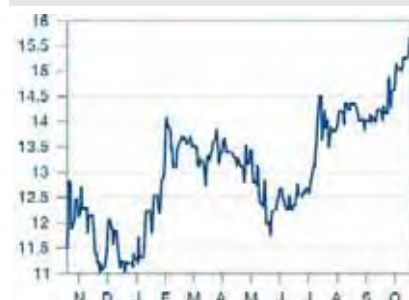
*as at 19 October 2012

Free float 30%

Code OHB

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Fuchs pool 69.7%

Treasury 0.5%

Next events

Q3 results November 2012

Analyst

Roger Leboff

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Telco consulting, rollout & supervision

Overview

Seven Principles AG (7P) is a consulting and IT solutions provider. Its core focus is on the telecoms market, which accounts for around 65% of sales with utilities, transportation and other verticals accounting for the balance. Its telecoms team of more than 400 experts is a similar scale to the German telecoms operations of the major cross disciplinary consultants such as Accenture, Cap Gemini etc. It has frame contracts with the big three German telecoms groups. The company employs around 650 people with offices throughout Germany, in Austria and in the UK.

Key assets and operations: Profit recovery expected in H2

Seven Principles provides consulting, implementation and managed services. Projects are typically highly strategic and often global in nature, for example mobile enterprise and device management solutions, LDAP systems, mobile marketing campaigns, cloud and SAP services. It recently made two small acquisitions: AS Fromdistance, whose software enables corporates to manage employees' smartphones, which enhances 7P's position in device management; and InfoLytics, a specialist consultant in database systems and data migration, which should enable 7P to better capture opportunities arising from evolutions in database technology and cloud computing.

The company endured a tough H1, with turnover down 2.7% y-o-y at €47.1m with an EBITDA loss of €1.3m vs a €3m profit in H111. This was attributed in part to the company underestimating the disruption resulting from a reorganisation of the business, resultant staff churn and disruption in the client base, particularly AT&T's aborted merger with T-Mobile. Management believes that the business has now largely recovered, the pipeline is said to be strong and the group anticipates a strong turnaround in H212. Sales of circa €50m with a €2m EBITDA are anticipated for H2.

Key management

Chief executive officer: Jens Harig joined the executive board in October 2005, and was previously responsible for finance, M&A and IR. He has 11 years' experience in the private equity venture capital industry and co-founded Fortknow-Venture AG.

Chief operating officer: Ulrich Trinkaus joined 7P in 2006 and was appointed to the executive board in 2008. He has over 10 years' experience in software development and consulting, most recently as managing partner of Avinci Region West GmbH.

Chief sales officer: Dr Kai Höhmann joined the executive board in July 2011. He previously had consulting positions at Bain & Co, partnership in the Monitor Group and has over 10 years' experience at Deutsche Telekom.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	79.2	3.4	19.4	(6.0)
12/11	98.9	5.0	22.7	(7.8)

Source: Thomson Datastream

Telecoms & comms

Price €4.84*

Market cap €20m

*as at 19 October 2012

Free float 47%

Code T3T

Primary exchange Frankfurt
(Entry Standard)

Share price performance



Principal shareholders

Management 3.0%

Private/Institutional investors 50.0%

Next events

Q3 results November 2012

Analyst

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Comic characters licensee

Overview

United Labels AG designs, markets and sells consumer products based on successful international cartoon and comic-book characters. It has longstanding partnerships with major licensors such as Disney, Warner Bros, and 20th Century Fox, and more than 70 licences covering some 200 characters. These include Snoopy, The Simpsons, Mickey Mouse, Peanuts, Spiderman and Batman. United Labels creates merchandise ranges including clothing, gift items, stationery, bags and accessories. These are sold through more than 52,000 outlets in Europe operated by about 4,500 clients, including specialist retailers, wholesalers and outlets such as Carrefour and Amazon. United Labels also operates nine shops in airports in Germany and Spain.

Key assets and operations: Popular characters

United Labels segments its business between Key Accounts (customised contract production, c 70% of sales) and Special Retail (supplying smaller retailers from stock). It does not have long-term contracts so results can fluctuate and are influenced by factors such economic conditions, exchange rates (notably €/£) and the cost of acquiring merchandise (typically from Asia). In August 2012 United Label reported H112 sales of €25.0m (H111: €29.6m) and an EBIT loss of €8.4m (H111: €0.4m) as well as exceptional costs and write-downs. The business has been affected by difficult economic conditions, particularly in markets such as Italy. In response United Labels is focusing on higher-margin customers. It is also restructuring the business, closing sites in France, Italy and the UK and streamlining the product range. However, it is continuing to pursue positive growth opportunities including its NextGen strategy to grow end consumer business through airport shops and the launch this autumn of its new e-commerce platform for toys and media products.

Key management

Chairman of the supervisory board: Dr Jens Hausmann is a lawyer with his own law firm, Hausmann & Müller Rechtsanwälte. He has been chairman of the supervisory board since August 2003.

Chief executive officer: Peter Boder founded UNITEDLABELS GmbH in 1990 and established foreign subsidiaries in France, Benelux and Ibérica between 1998 and 1999. He has been chairman of the management board since April 2000.

Head of finance: Holger Pentz is director of finance & human resources.

Key financial indicators

Year end	Sales (€m)	EBIT (€m)	Net assets (€m)	Net debt/(cash) (€m)
12/10	58.7	2.0	N/A	N/A
12/11	59.6	1.1	N/A	N/A

Source: Thomson Datastream

Telecoms & comms

Price €1.00*

Market cap €4m

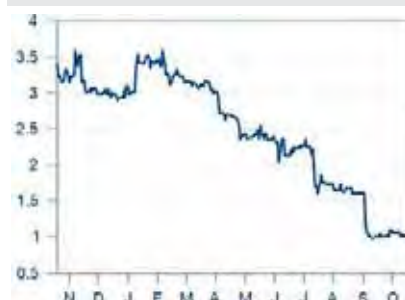
*as at 19 October 2012

Free float 37%

Code ULC

Primary exchange Frankfurt
(Prime Standard)

Share price performance



Principal shareholders

Peter Boder 62.6%

Jih Sun Securities Inv. Trust 0.8%

Next events

Q3 results 15 November

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