

**Buy** (old: Buy)

**PT EUR 30.00** (old: 30.00)

**Price** EUR 20.00  
**Bloomberg** M3V GR  
**Reuters** M3VG  
**Sector** Software

**Leading software provider of equipment for the image-based medicine**



Share data: 27.08.2009 / Closing price

**Market cap:** EUR 34.8 m  
**Enterprise Value (EV):** EUR 35.3 m  
**Book value:** EUR 34.5 m  
**No. of shares:** 1.7 m  
**Trading volume Ø:** EUR 0.0 m

**Shareholders:**  
 Freefloat 38.0 %  
 Professor Dr. Heinz-Otto Peitgen 19.4 %  
 Dr. Carl J. G. Evertsz 19.4 %  
 Dr. Hartmut Jürgens 16.5 %  
 MeVis Medical Solutions AG 6.7 %

**Calendar:**  
 Figures Q3 11/11/2009

Change	2009E		2010E		2011E	
	old	Δ%	old	Δ%	old	Δ%
<b>Sales</b>	14.1	0	17.7	0	22.1	0
<b>EBIT</b>	2.0	0	3.4	0	5.2	0
<b>EPS</b>	1.11	0	1.66	0	2.28	0

Analysis: SES Research  
 Date of publication: 28.08.2009  
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## H1 still weak

On August 28, 2009 MeVis Medical Solutions AG released the business figures for Q2/09. As expected, in terms of sales the figures reflect an extremely restrained investment behaviour as a result of the crisis, particularly in the American health care, which is the main sales market of MeVis. Sales increased by 16% a half-yearly basis, without the consolidation of the acquired stake in the JV with Siemens (see also Comment of October 21, 2008) sales would have declined by approx. 21%. The sales development and earnings development was not surprising against the backdrop of the situation in the health care market which also strongly hit MeVis' most important customer, Hologic. The company has considerably optimised the cost situation and has nevertheless achieved the targeted number of employees. The number of employees increased by almost 60% (242) on average in the half year.

### Me Vis Medical Solutions - Q2 2009

Figures in EUR m	Q2/09	Q2/09e	Q2/08	yoy	6M/09	6M/09e	6M/08	yoy
<b>Sales</b>	2.9	2.7	3.0	-4.6%	6.4	6.1	5.5	16.3%
<b>EBITDA</b>	0.6	0.0	0.9	-30.2%	1.7	1.0	1.4	21.2%
<i>margin</i>	22.0%	-0.1%	30.1%		26.0%	16.5%	25.0%	
<b>EBIT</b>	0.0	-0.2	0.7	-95.1%	0.5	0.3	1.0	-53.2%
<i>margin</i>	1.2%	-6.0%	22.8%		7.4%	4.5%	18.4%	
<b>EPS in EUR</b>	0.02	0.00	0.30	-93.3%	0.09	0.07	0.68	-86.8%

Sources: MeVis Medical Solutions (historical data), SES Research (estimates)

The estimates for the full year will not be adjusted. They seem ambitious from today's point of view, however, MeVis' unique cost structure should be pointed out: The predominant majority of costs arise in research and development and are thus independent of the generated earnings. If the sales situation improves in H2, this would be reflected clearly disproportionately in earnings. **There are several reasons for a recovery of sales:**

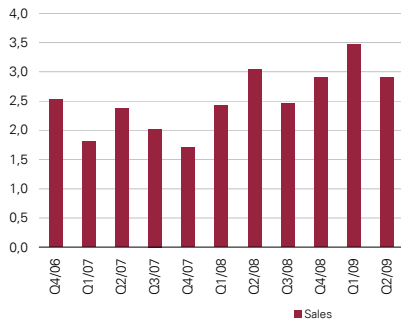
- MeVis will generate the **complete revenue effect of two new products** for the first time in H2 (ACUSON S2000 / DynaDAD Prostate).
- The US market should stabilise on a low level or should even recover slightly.
- Currently, MeVis gradually opens **sales channel in after sales** under the brand name Visia which are not directly linked to the sale of devices anymore. The sale of new software for existing devices and the continuously increasing maintenance basis offer attractive earnings potential.

These developments and the announcement of additional product releases are expected to impact **the newsflow positively in H2**. The **BUY rating** of the share is reiterated with an **unchanged PT of EUR 30**.

Fiscal year ending: 31.12.	2005	2006	2007	2008	2009E	2010E	2011E
<b>Sales</b>	4.0	8.3	7.9	10.8	14.1	17.7	22.1
<i>Change Sales yoy</i>	125.6 %	111.0 %	-5.4 %	37.4 %	30.2 %	25.0 %	25.0 %
<b>Gross profit</b>	3.8	7.9	7.2	12.4	16.0	19.3	23.6
<i>Gross margin</i>	95.9 %	94.9 %	91.8 %	114.5 %	113.0 %	109.5 %	106.9 %
<b>EBITDA</b>	1.7	5.0	0.9	1.8	3.6	6.1	8.5
<i>EBITDA-margin</i>	42.0 %	59.9 %	11.9 %	16.2 %	25.8 %	34.3 %	38.4 %
<b>EBIT</b>	1.5	4.7	0.5	0.7	2.0	3.4	5.2
<i>EBIT-margin</i>	37.2 %	56.8 %	6.3 %	6.1 %	14.3 %	19.3 %	23.4 %
<b>Net income</b>	-0.8	2.9	0.1	2.1	1.9	2.9	4.0
<b>EPS</b>	-16.92	5.44	0.17	1.21	1.11	1.66	2.28
<b>Free Cash Flow per share</b>	27.30	7.68	-5.00	-0.64	-0.72	0.51	1.40
<b>Dividend</b>	0.00	0.00	0.00	0.00	0.00	0.55	0.76
<i>Dividend Yield</i>	n.a.	n.a.	n.a.	n.a.	n.a.	2.8 %	3.8 %
<b>EV/Sales</b>	8.6	4.1	4.3	3.1	2.5	1.9	1.5
<b>EV/EBITDA</b>	20.5	6.8	36.3	19.4	9.7	5.7	3.9
<b>EV/EBIT</b>	23.1	7.2	68.6	51.2	17.5	10.1	6.4
<b>PER</b>	-1.2	3.7	117.6	16.5	18.0	12.0	8.8
<b>ROCE</b>	66.2 %	117.3 %	2.6 %	1.5 %	3.8 %	6.1 %	8.8 %
<b>Adj. Free Cash Flow Yield</b>	-0.5 %	14.1 %	2.2 %	4.5 %	9.7 %	16.8 %	24.9 %

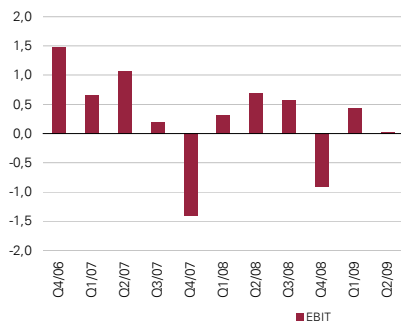
Per Share figures in EUR, other figures in EUR m., price: EUR 20.00

**Sales growth**  
in EUR m



Sources: MeVis Medical Solutions

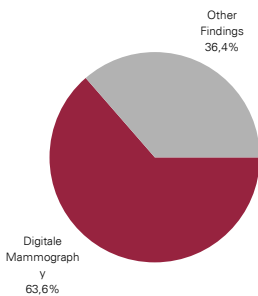
**EBIT growth**  
in EUR m



Sources: MeVis Medical Solutions

**Sales by segments**

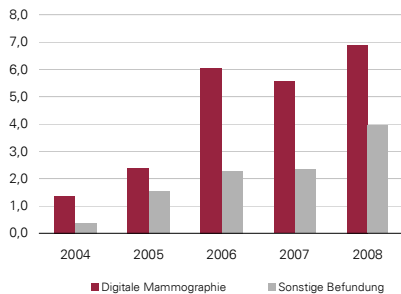
2008



Sources: MeVis Medical Solutions

**Sales Split according to segments**

in EUR m



Sources: MeVis Medical Solutions

**Company profile**

The origin of MeVis Medical Solutions AG, founded in 1998, goes back to the year 1992, when CeVis (Center for Complex Systems and Visualization) was founded at the University of Bremen. MeVis Medical Solutions AG was created with the goal of developing and marketing commercially successful disease-related products on the basis of the scientific successes in the field of research. Since its founding, MeVis has been active in the field of computer assistance of imaging-based, medical diagnostics and therapy.

MeVis has managed to become one of the world's leading suppliers of software solutions for the image-based medicine. This development is based much on the success in the field of digital mammography. Together with Hologic and Siemens, MeVis's solutions dominate this segment today. In addition, MeVis has a broad range of products at its disposal, some of which are already on the market or in the final stage of development.

**Competitive quality**

MeVis is pursuing a strategy of early market occupation in new fields of medical imaging technology. At the focus here are products for mass markets (such as breast cancer screening or computer-aided neurosurgery). MeVis features the ability to occupy market niches very early on compared to its rivals. This strategy is based on a combination of important factors:

- Excellence of employees: The scientific excellence of the employee team surrounding Prof. Peitgen (founder of the MeVis Group) and Dr. Carl J. G. Evertsz forms the basis for the firstclass expertise of the company. MeVis's employees include top researchers in the field of computer-aided medicine.
- Global partner network with R&D centres and clinics: MeVis supports long-term and interdisciplinary co-operations with more than 100 clinics and leading research centres in Germany, Europe, the US and Asia. The high market proximity of MeVis is again and again the root of product innovation.
- Partnerships with leading equipment manufacturers: MeVis supports partnerships with the globally leading medical engineering OEMs. The following examples are mentioned here: together with Siemens, a joint venture has been undertaken (MeVis Breastcare) through which the leading products in the field of digital mammography can be marketed. The most important supplier of digital mammogram devices (Hologic) uses exclusively MeVis software for its digital mammography workstations. There is also a co-operation with Invivo/Philips in the field of MRI and biopsy.

The major aspect of the strategy and uniqueness of MeVis lie in its close co-operation with OEMs and its ability to offer these manufacturers marketable, technological products early on. Billion EUR groups such as Siemens, Hologic and Invivo/Philips have already impressively shown that this approach has stood the test of time.

<b>Consolidated Profit &amp; Loss MeVis Medical Solutions</b>							
in EUR m	2005	2006	2007	2008	2009E	2010E	2011E
<b>Sales</b>	<b>4.0</b>	<b>8.3</b>	<b>7.9</b>	<b>10.8</b>	<b>14.1</b>	<b>17.7</b>	<b>22.1</b>
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	0.0	0.0	0.0	1.9	2.3	2.3	2.3
<b>Total sales</b>	<b>4.0</b>	<b>8.3</b>	<b>7.9</b>	<b>12.8</b>	<b>16.4</b>	<b>20.0</b>	<b>24.4</b>
Material Expenses	0.2	0.4	0.7	0.4	0.5	0.6	0.8
<b>Gross profit</b>	<b>3.8</b>	<b>7.9</b>	<b>7.2</b>	<b>12.4</b>	<b>16.0</b>	<b>19.3</b>	<b>23.6</b>
Personnel expenses	1.4	2.3	4.2	7.7	10.1	10.6	11.7
Other operating income	0.2	0.9	1.2	1.1	0.9	1.1	1.2
Other operating expenses	0.9	1.5	3.3	4.1	3.1	3.7	4.6
Unfrequent items	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>EBITDA</b>	<b>1.7</b>	<b>5.0</b>	<b>0.9</b>	<b>1.8</b>	<b>3.6</b>	<b>6.1</b>	<b>8.5</b>
Depreciation of fixed assets	0.1	0.1	0.2	0.4	0.4	0.5	0.7
<b>EBITA</b>	<b>1.6</b>	<b>4.9</b>	<b>0.7</b>	<b>1.4</b>	<b>3.2</b>	<b>5.5</b>	<b>7.8</b>
Amortisation of intangible fixed assets	0.1	0.1	0.2	0.7	1.2	2.1	2.6
Impairment charges and amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>1.5</b>	<b>4.7</b>	<b>0.5</b>	<b>0.7</b>	<b>2.0</b>	<b>3.4</b>	<b>5.2</b>
Interest income	0.0	0.1	0.2	1.1	0.8	0.9	0.9
Interest expenses	0.4	0.3	0.1	0.3	0.4	0.4	0.4
Financial result	-0.4	-0.3	0.0	2.0	0.4	0.5	0.5
<b>Recurring pretax income from cont. operations</b>	<b>1.1</b>	<b>4.5</b>	<b>0.5</b>	<b>2.7</b>	<b>2.4</b>	<b>3.9</b>	<b>5.7</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBT</b>	<b>1.1</b>	<b>4.5</b>	<b>0.5</b>	<b>2.7</b>	<b>2.4</b>	<b>3.9</b>	<b>5.7</b>
Taxes total	0.1	1.5	0.4	0.6	0.5	1.0	1.7
<b>Net income from continuing operations</b>	<b>1.0</b>	<b>2.9</b>	<b>0.1</b>	<b>2.1</b>	<b>1.9</b>	<b>2.9</b>	<b>4.0</b>
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income before minorities</b>	<b>1.0</b>	<b>2.9</b>	<b>0.1</b>	<b>2.1</b>	<b>1.9</b>	<b>2.9</b>	<b>4.0</b>
Minority interest	1.8	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>-0.8</b>	<b>2.9</b>	<b>0.1</b>	<b>2.1</b>	<b>1.9</b>	<b>2.9</b>	<b>4.0</b>

Sources: MeVis Medical Solutions (historical data), SES Research (forecasts)

<b>Consolidated Profit &amp; Loss MeVis Medical Solutions</b>							
in % of Sales	2005	2006	2007	2008	2009E	2010E	2011E
<b>Sales</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
Increase / decrease in inventory	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Own work capitalised	0.0 %	0.0 %	0.0 %	17.9 %	16.3 %	13.0 %	10.4 %
<b>Total sales</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>117.9 %</b>	<b>116.3 %</b>	<b>113.0 %</b>	<b>110.4 %</b>
Material Expenses	4.1 %	5.1 %	8.2 %	3.4 %	3.3 %	3.5 %	3.5 %
<b>Gross profit</b>	<b>95.9 %</b>	<b>94.9 %</b>	<b>91.8 %</b>	<b>114.5 %</b>	<b>113.0 %</b>	<b>109.5 %</b>	<b>106.9 %</b>
Personnel expenses	35.3 %	27.9 %	53.2 %	70.7 %	71.7 %	60.2 %	53.0 %
Other operating income	4.7 %	10.8 %	15.0 %	9.8 %	6.5 %	6.0 %	5.5 %
Other operating expenses	23.3 %	17.9 %	41.6 %	37.4 %	22.0 %	21.0 %	21.0 %
Unfrequent items	<b>0.0 %</b>	<b>0.0 %</b>	<b>0.0 %</b>	<b>0.0 %</b>	<b>0.0 %</b>	<b>0.0 %</b>	<b>0.0 %</b>
<b>EBITDA</b>	<b>42.0 %</b>	<b>59.9 %</b>	<b>11.9 %</b>	<b>16.2 %</b>	<b>25.8 %</b>	<b>34.3 %</b>	<b>38.4 %</b>
Depreciation of fixed assets	1.9 %	1.5 %	2.8 %	3.6 %	3.0 %	3.0 %	3.0 %
<b>EBITA</b>	<b>40.1 %</b>	<b>58.4 %</b>	<b>9.1 %</b>	<b>12.6 %</b>	<b>22.8 %</b>	<b>31.3 %</b>	<b>35.4 %</b>
Amortisation of intangible fixed assets	2.8 %	1.5 %	2.8 %	6.5 %	8.5 %	12.0 %	12.0 %
Impairment charges and amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBIT</b>	<b>37.2 %</b>	<b>56.8 %</b>	<b>6.3 %</b>	<b>6.1 %</b>	<b>14.3 %</b>	<b>19.3 %</b>	<b>23.4 %</b>
Interest income	0.2 %	0.8 %	2.5 %	9.7 %	5.7 %	4.8 %	4.1 %
Interest expenses	9.9 %	4.0 %	1.7 %	3.0 %	2.8 %	2.3 %	1.8 %
Financial result	-10.0 %	-3.2 %	-0.1 %	18.8 %	2.8 %	2.6 %	2.2 %
<b>Recurring pretax income from cont. operations</b>	<b>27.2 %</b>	<b>53.7 %</b>	<b>6.2 %</b>	<b>25.0 %</b>	<b>17.1 %</b>	<b>21.9 %</b>	<b>25.7 %</b>
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBT</b>	<b>27.2 %</b>	<b>53.7 %</b>	<b>6.2 %</b>	<b>25.0 %</b>	<b>17.1 %</b>	<b>21.9 %</b>	<b>25.7 %</b>
Taxes total	2.2 %	18.5 %	4.5 %	5.5 %	3.4 %	5.5 %	7.7 %
<b>Net income from continuing operations</b>	<b>25.0 %</b>	<b>35.2 %</b>	<b>1.7 %</b>	<b>19.5 %</b>	<b>13.7 %</b>	<b>16.4 %</b>	<b>18.0 %</b>
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net income before minorities</b>	<b>25.0 %</b>	<b>35.2 %</b>	<b>1.7 %</b>	<b>19.5 %</b>	<b>13.7 %</b>	<b>16.4 %</b>	<b>18.0 %</b>
Minority interest	46.4 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net income</b>	<b>-21.4 %</b>	<b>35.2 %</b>	<b>1.7 %</b>	<b>19.5 %</b>	<b>13.7 %</b>	<b>16.4 %</b>	<b>18.0 %</b>

Sources: MeVis Medical Solutions (historical data), SES Research (forecasts)

## Balance sheet MeVis Medical Solutions

in EUR m

	2005	2006	2007	2008	2009E	2010E	2011E
<b>Assets</b>							
Intangible assets	0.3	0.4	1.4	26.9	29.3	30.9	31.9
thereof other intangible assets	0.3	0.4	1.2	10.1	12.5	14.1	15.2
thereof Goodwill	0.0	0.0	0.1	16.7	16.7	16.7	16.7
Property, plant and equipment	0.1	0.3	0.4	1.4	1.3	1.1	0.9
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Fixed assets</b>	<b>0.4</b>	<b>0.7</b>	<b>1.8</b>	<b>28.3</b>	<b>30.5</b>	<b>32.0</b>	<b>32.8</b>
Inventories	0.0	0.0	0.0	0.2	0.1	0.1	0.1
Accounts receivable	1.0	1.9	2.6	2.3	3.1	3.9	4.8
Other Assets	0.6	1.1	2.7	8.5	8.5	8.5	8.5
Liquid assets	2.0	5.4	28.5	20.3	19.0	19.9	21.4
<b>Current assets</b>	<b>3.7</b>	<b>8.4</b>	<b>33.8</b>	<b>31.3</b>	<b>30.7</b>	<b>32.4</b>	<b>34.8</b>
<b>Total assets</b>	<b>4.1</b>	<b>9.1</b>	<b>35.6</b>	<b>59.6</b>	<b>61.3</b>	<b>64.4</b>	<b>67.6</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	0.0	0.1	1.8	1.8	1.8	1.8	1.8
Additional paid-in capital	0.0	0.0	28.3	28.4	28.4	28.4	28.4
Surplus capital	0.0	0.0	0.0	0.0	1.9	4.8	8.8
Other equity components	-0.3	2.6	0.7	2.4	2.4	2.4	1.5
Book value	-0.3	2.7	30.8	32.6	34.5	37.4	40.5
Minority Interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total equity</b>	<b>-0.3</b>	<b>2.7</b>	<b>30.8</b>	<b>32.6</b>	<b>34.5</b>	<b>37.4</b>	<b>40.5</b>
Provision for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Provisions	0.4	0.1	0.1	0.2	0.2	0.2	0.2
Financial liabilities	3.2	2.0	2.9	19.4	19.4	19.4	19.4
Accounts payable	0.3	0.4	0.7	1.0	0.8	1.0	1.2
Other liabilities	0.4	3.9	1.2	6.3	6.3	6.3	6.3
<b>Liabilities</b>	<b>4.4</b>	<b>6.5</b>	<b>4.8</b>	<b>27.0</b>	<b>26.7</b>	<b>26.9</b>	<b>27.1</b>
<b>Total liabilities and shareholders equity</b>	<b>4.1</b>	<b>9.1</b>	<b>35.6</b>	<b>59.6</b>	<b>61.3</b>	<b>64.4</b>	<b>67.6</b>

Sources: MeVis Medical Solutions (historical data), SES Research (forecasts)

## Balance sheet MeVis Medical Solutions

in % of Balance Sheet Total

	2005	2006	2007	2008	2009E	2010E	2011E
<b>Assets</b>							
Intangible assets	7.9 %	4.3 %	3.9 %	45.1 %	47.8 %	47.9 %	47.2 %
thereof other intangible assets	7.9 %	4.3 %	3.5 %	17.0 %	20.5 %	21.9 %	22.5 %
thereof Goodwill	0.0 %	0.0 %	0.4 %	28.1 %	27.3 %	26.0 %	24.8 %
Property, plant and equipment	3.0 %	3.2 %	1.1 %	2.4 %	2.1 %	1.7 %	1.3 %
Financial assets	0.0 %	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Fixed assets</b>	<b>10.9 %</b>	<b>7.4 %</b>	<b>5.1 %</b>	<b>47.5 %</b>	<b>49.8 %</b>	<b>49.6 %</b>	<b>48.5 %</b>
Inventories	0.4 %	0.3 %	0.0 %	0.3 %	0.2 %	0.2 %	0.2 %
Accounts receivable	24.4 %	20.6 %	7.3 %	3.9 %	5.1 %	6.1 %	7.1 %
Other Assets	14.9 %	12.0 %	7.5 %	14.3 %	13.9 %	13.3 %	12.6 %
Liquid assets	49.4 %	59.7 %	80.0 %	34.0 %	31.0 %	30.9 %	31.6 %
<b>Current assets</b>	<b>89.1 %</b>	<b>92.6 %</b>	<b>94.8 %</b>	<b>52.5 %</b>	<b>50.1 %</b>	<b>50.4 %</b>	<b>51.5 %</b>
<b>Total assets</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	0.0 %	0.6 %	5.1 %	3.1 %	3.0 %	2.8 %	2.7 %
Additional paid-in capital	0.0 %	0.0 %	79.4 %	47.6 %	46.3 %	44.0 %	42.0 %
Surplus capital	0.0 %	0.0 %	0.0 %	0.0 %	3.2 %	7.5 %	13.0 %
Other equity components	-6.9 %	28.6 %	1.9 %	4.1 %	4.0 %	3.8 %	2.2 %
Book value	-6.9 %	29.2 %	86.4 %	54.7 %	56.4 %	58.2 %	59.8 %
Minority Interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Total equity</b>	<b>-6.9 %</b>	<b>29.2 %</b>	<b>86.4 %</b>	<b>54.7 %</b>	<b>56.4 %</b>	<b>58.2 %</b>	<b>59.8 %</b>
Provision for pensions and similar obligations	0.0 %	0.0 %	0.0 %	0.1 %	0.1 %	0.1 %	0.1 %
Provisions	10.7 %	0.8 %	0.1 %	0.4 %	0.4 %	0.3 %	0.3 %
Financial liabilities	78.2 %	21.9 %	8.1 %	32.6 %	31.7 %	30.2 %	28.8 %
Accounts payable	7.3 %	4.8 %	1.8 %	1.7 %	1.3 %	1.6 %	1.8 %
Other liabilities	10.7 %	43.3 %	3.4 %	10.5 %	10.2 %	9.8 %	9.3 %
<b>Liabilities</b>	<b>106.8 %</b>	<b>70.9 %</b>	<b>13.5 %</b>	<b>45.3 %</b>	<b>43.6 %</b>	<b>41.8 %</b>	<b>40.1 %</b>
<b>Total liabilities and shareholders equity</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>

Sources: MeVis Medical Solutions (historical data), SES Research (forecasts)

<b>Statement of Cash Flows MeVis Medical Solutions</b>							
in EUR m							
	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009E</b>	<b>2010E</b>	<b>2011E</b>
Net income	1.4	4.5	-2.7	0.6	1.9	2.9	4.0
Depreciation of fixed assets	0.1	0.1	0.2	0.4	0.4	0.5	0.7
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.1	0.1	0.2	0.7	1.2	2.1	2.6
Increase/decrease in long-term provisions	0.2	-0.2	0.0	0.2	0.0	0.0	0.0
Other costs affecting income / expenses	0.0	-0.3	0.0	1.4	0.0	0.0	0.0
<b>Cash Flow</b>	<b>1.8</b>	<b>4.2</b>	<b>-2.3</b>	<b>3.2</b>	<b>3.6</b>	<b>5.5</b>	<b>7.3</b>
Increase / decrease in inventory	0.0	0.0	0.0	-0.1	0.1	0.0	0.0
Increase / decrease in accounts receivable	-0.9	-0.3	-1.2	-0.6	-0.8	-0.8	-0.9
Increase / decrease in accounts payable	0.9	0.7	1.0	0.4	-0.2	0.2	0.2
Increase / decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase / decrease in working capital	-0.1	0.4	-0.2	-0.3	-0.9	-0.6	-0.7
<b>Cash flow from operating activities</b>	<b>1.8</b>	<b>4.6</b>	<b>-2.5</b>	<b>2.9</b>	<b>2.6</b>	<b>4.9</b>	<b>6.6</b>
CAPEX	-0.4	-0.4	-1.4	-4.0	-3.9	-4.1	-4.1
Payments for acquisitions	0.0	0.1	-0.2	-4.5	0.0	0.0	0.0
Financial investments	0.0	0.0	-0.1	-5.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>-0.4</b>	<b>-0.3</b>	<b>-1.6</b>	<b>-13.5</b>	<b>-3.9</b>	<b>-4.1</b>	<b>-4.1</b>
Change in financial liabilities	0.0	-0.9	-0.3	-0.4	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0	-1.0
Purchase of own shares	0.0	0.0	-2.2	-2.2	0.0	0.0	0.0
Capital measures	0.0	0.0	27.7	0.0	0.0	0.0	0.0
Others	0.0	0.0	2.0	0.0	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>0.0</b>	<b>-0.9</b>	<b>27.1</b>	<b>-2.6</b>	<b>0.0</b>	<b>0.0</b>	<b>-1.0</b>
Change in liquid funds	1.4	3.4	23.0	-13.2	-1.3	0.9	1.5
<b>Effects of exchange rate changes on cash</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Liquid assets at end of period</b>	<b>2.0</b>	<b>5.4</b>	<b>28.5</b>	<b>15.3</b>	<b>14.0</b>	<b>19.9</b>	<b>21.4</b>

Sources: MeVis Medical Solutions (historical data), SES Research (forecasts)

## Financial Ratios MeVis Medical Solutions

	2005	2006	2007	2008	2009E	2010E	2011E
<b>Operational Efficiency</b>							
Total Operating Costs / Sales	58.0 %	40.1 %	88.1 %	101.7 %	90.5 %	78.7 %	72.0 %
Sales per Employee	152,039	157,396	85,783	59,912	65,028	73,895	83,972
EBITDA per Employee	63,808	94,226	10,207	9,707	16,779	25,357	32,274
EBIT-margin	37.2 %	56.8 %	6.3 %	6.1 %	14.3 %	19.3 %	23.4 %
EBITDA / Operating Assets	197.5 %	304.9 %	40.0 %	61.1 %	99.2 %	147.9 %	185.4 %
ROA	-189.7 %	434.2 %	7.3 %	7.5 %	6.3 %	9.1 %	12.1 %
<b>Efficiency of Capital Employment</b>							
Plant Turnover	32.4	29.1	19.8	7.7	11.1	16.1	25.2
Operating Assets Turnover	4.7	5.1	3.4	3.8	3.8	4.3	4.8
Capital Employed Turnover	1.2	1.8	0.2	0.2	0.3	0.3	0.4
<b>Return on Capital</b>							
ROCE	66.2 %	117.3 %	2.6 %	1.5 %	3.8 %	6.1 %	8.8 %
EBITDA / Avg. Capital Employed	74.6 %	123.6 %	4.9 %	4.1 %	6.8 %	10.9 %	14.5 %
ROE	300.0 %	110.6 %	0.4 %	6.5 %	5.6 %	7.7 %	9.8 %
Net Profit / Avg. Equity	109.1 %	247.6 %	0.8 %	6.7 %	5.8 %	8.1 %	10.2 %
Recurring Net Profit / Avg. Equity	-127.3 %	247.6 %	0.8 %	6.7 %	5.8 %	8.1 %	10.2 %
ROIC	28.7 %	58.0 %	0.4 %	3.9 %	3.5 %	4.9 %	6.4 %
<b>Solvency</b>							
Net Debt	1.2	-3.4	-25.6	-0.8	0.4	-0.5	-1.9
Net Gearing	-418.4 %	-129.4 %	-83.1 %	-2.5 %	1.3 %	-1.2 %	-4.8 %
Book Value of Equity / Book Value of Debt	-8.8 %	133.0 %	1063.6 %	167.8 %	177.7 %	192.6 %	208.1 %
Current ratio	0.9	1.3	7.1	1.2	1.2	1.2	1.3
Acid Test Ratio	0.8	1.3	7.0	1.2	1.1	1.2	1.3
EBITDA / Interest Paid	4.2	15.1	6.9	5.5	9.1	15.1	21.2
Interest Cover	3.8	18.0	n.a.	n.a.	n.a.	n.a.	n.a.
<b>Cash Flow</b>							
Free Cash Flow	1.4	4.1	-3.8	-1.1	-1.3	0.9	2.4
Free Cash Flow / Sales	34.5 %	49.7 %	-48.7 %	-10.2 %	-8.9 %	5.1 %	11.0 %
Adj. Free Cash Flow	-0.2	4.8	0.8	1.5	3.4	5.8	8.2
Adj. Free Cash Flow / Sales	25.9 %	30.0 %	3.0 %	1.0 %	18.0 %	25.0 %	27.7 %
Free Cash Flow / Net Profit	-161.3 %	141.3 %	-2912.9 %	-52.5 %	-65.1 %	30.8 %	61.4 %
Interest Received / Avg. Cash	0.5 %	1.8 %	1.2 %	4.3 %	4.1 %	4.4 %	4.3 %
Interest Paid / Avg. Debt	14.2 %	12.7 %	5.6 %	2.9 %	2.1 %	2.1 %	2.1 %
Dividend Payout Ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	33.0 %	33.4 %
<b>Fund Management</b>							
Investment ratio	10.0 %	5.4 %	18.8 %	83.2 %	27.5 %	23.0 %	18.8 %
Maint. Capex / Sales	1.9 %	2.3 %	2.3 %	2.0 %	1.5 %	1.6 %	1.3 %
Capex / Dep	211.2 %	176.7 %	334.3 %	825.8 %	239.0 %	153.0 %	125.1 %
Avg. Working Capital / Sales	15.9 %	13.7 %	20.9 %	15.7 %	13.7 %	15.3 %	15.2 %
Trade Creditors / Trade Debtors	333.3 %	427.6 %	397.7 %	225.9 %	387.5 %	390.0 %	400.0 %
Inventory turnover (days)	1.7	1.3	0.4	5.2	1.8	1.8	1.8
Receivables collection period (DSOs)	92.3	82.0	120	78.9	80.0	80.0	80.0
Payables collection period (days)	27.7	19.2	30.2	34.9	20.0	20.0	20.0
Cash conversion cycle (days)	66.3	59.1	90.1	49.2	61.8	61.8	61.8
<b>Valuation</b>							
P/B	neg.	13.1	1.1	1.1	1.0	0.9	0.9
EV/sales	8.6	4.1	4.3	3.1	2.5	1.9	1.5
EV/EBITDA	20.5	6.8	36.3	19.4	9.7	5.7	3.9
EV/EBIT	23.1	7.2	68.6	51.2	17.5	10.1	6.4
EV/FCF	24.9	8.2	-8.9	-30.7	-28.0	38.5	13.5
P/E	-1.2	3.7	117.6	16.5	18.0	12.0	8.8
P/CF	19.2	8.2	neg.	10.9	9.8	6.3	4.8

Sources: MeVis Medical Solutions (historical data), SES Research (forecasts)

## Free Cash Flow Yield - MeVis Medical Solutions

Figures in EUR m	2005	2006	2007	2008	2009e	2010e	2011e	
Net Income	-0.8	2.9	0.1	2.1	1.9	2.9	4.0	
+ Depreciation + Amortisation	0.2	0.3	0.4	1.1	1.6	2.6	3.3	
- Net Interest Income	-0.4	-0.3	0.0	2.0	0.4	0.5	0.5	
+ Taxes	0.1	1.5	0.4	0.6	0.5	1.0	1.7	
- Maintenance Capex	0.0	0.2	0.2	0.2	0.2	0.3	0.3	
+ Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
<b>= Adjusted Free Cash Flow</b>	<b>-0.2</b>	<b>4.8</b>	<b>0.8</b>	<b>1.5</b>	<b>3.4</b>	<b>5.8</b>	<b>8.2</b>	
Adjusted Free Cash Flow Yield	-0.5%	14.1%	2.2%	4.5%	9.7%	16.8%	24.9%	
Hurdle rate	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	
<b>= Enterprise Value</b>	<b>34.0</b>	<b>34.0</b>	<b>34.0</b>	<b>34.0</b>	<b>35.3</b>	<b>34.4</b>	<b>32.9</b>	
<b>= Fair Enterprise Value</b>	<b>-</b>	<b>48.0</b>	<b>7.6</b>	<b>15.4</b>	<b>34.3</b>	<b>57.8</b>	<b>82.1</b>	
- Net Debt (Cash)	-0.8	-0.8	-0.8	-0.8	0.4	-0.5	-1.9	
- Pension Liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
<b>= Fair Market Capitalisation</b>	<b>-</b>	<b>48.8</b>	<b>8.4</b>	<b>16.2</b>	<b>33.8</b>	<b>58.2</b>	<b>84.0</b>	
No. of shares (m)	1.7	1.7	1.7	1.7	1.7	1.7	1.7	
<b>= Fair value per share (EUR)</b>	<b>-</b>	<b>28.01</b>	<b>4.81</b>	<b>9.32</b>	<b>19.40</b>	<b>33.44</b>	<b>48.21</b>	
premium (-) / discount (+) in %	-	40.1%	-76.0%	-53.4%	-3.0%	67.2%	141.1%	
<b>Sensitivity Fair value per Share (EUR)</b>								
	13.0%	-	21.65	3.80	7.27	14.86	25.78	37.34
	12.0%	-	23.42	4.08	7.84	16.12	27.91	40.36
	11.0%	-	25.51	4.41	8.51	17.61	30.43	43.93
Hurdle rate	<b>10.0%</b>	-	<b>28.01</b>	<b>4.81</b>	<b>9.32</b>	<b>19.40</b>	<b>33.44</b>	<b>48.21</b>
	9.0%	-	31.08	5.29	10.30	21.59	37.13	53.45
	8.0%	-	34.91	5.90	11.53	24.32	41.75	59.99
	7.0%	-	39.83	6.67	13.12	27.83	47.68	68.41

Sources: MeVis Medical Solutions (historical data), SES Research (estimates)

## DCF Model - MeVis Medical Solutions

Figures in EUR m	2009e	2010e	2011e	2012e	2013e	2014e	2015e	2016e	2017e	2018e	2019e	2020e	2021e	2022e
Sales	14.1	17.7	22.1	24.3	26.7	29.4	32.3	35.5	37.3	39.2	41.1	43.2	44.5	45.8
Change	30.2%	25.0%	25.0%	10.0%	10.0%	10.0%	10.0%	10.0%	5.0%	5.0%	5.0%	5.0%	3.0%	3.0%
EBIT	2.0	3.4	5.2	6.1	6.7	7.3	9.7	10.7	11.2	11.8	12.3	15.1	15.6	16.0
EBIT-Margin	14.3%	19.3%	23.4%	25.0%	25.0%	25.0%	30.0%	30.0%	30.0%	30.0%	30.0%	35.0%	35.0%	35.0%
Tax rate	20.0%	25.0%	30.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%
NOPAT	1.6	2.6	3.6	3.9	4.3	4.8	6.3	6.9	7.3	7.6	8.0	9.8	10.1	10.4
Depreciation	1.6	2.6	3.3	3.6	3.7	3.8	3.9	3.9	3.7	3.5	3.3	3.0	2.7	2.3
in % of Sales	11.5%	15.0%	15.0%	15.0%	14.0%	13.0%	12.0%	11.0%	10.0%	9.0%	8.0%	7.0%	6.0%	5.0%
Change in Liquidity from														
- Working Capital	-0.9	-0.6	-0.7	-0.4	-0.4	-0.5	-0.5	-0.5	-0.3	-0.3	-0.3	-0.3	-0.2	-0.2
- Capex	-3.9	-4.1	-4.1	-3.6	-3.7	-3.8	-3.9	-3.9	-3.7	-3.5	-3.3	-3.0	-2.7	-2.3
Capex in % of Sales	27.5%	23.0%	18.8%	15.0%	14.0%	13.0%	12.0%	11.0%	10.0%	9.0%	8.0%	7.0%	6.0%	5.0%
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Free Cash Flow (WACC-Model)	-1.6	0.6	2.1	3.5	3.9	4.3	5.8	6.4	7.0	7.3	7.7	9.5	9.9	10.2

### Model parameter

Debt ratio	15.00%	Beta	1.50
Costs of Debt	6.8%	WACC	10.33%
Market return	9.00%		
Risk free rate	4.25%	Terminal Growth	3.00%

### Valuation (mln)

Present values 2022e	31.3	Special items	16.0
Terminal Value	36.6		
Liabilities	-19.5		
Liquidity	20.3	No. of shares (mln)	1.74
<b>Equity Value</b>	<b>52.6</b>	<b>Value per share (EUR)</b>	<b>30.23</b>

### Sensitivity Value per Share (EUR)

#### Terminal Growth

WACC	2.25%	2.50%	2.75%	<b>3.00%</b>	3.25%	3.50%	3.75%
11.33%	22.88	23.31	23.76	24.23	24.74	25.28	25.85
10.83%	25.41	25.92	26.46	27.03	27.64	28.29	28.99
10.58%	26.80	27.36	27.95	28.58	29.25	29.97	30.74
<b>10.33%</b>	28.28	28.89	29.54	<b>30.23</b>	30.97	31.77	32.63
10.08%	29.86	30.53	31.25	32.01	32.83	33.72	34.67
9.83%	31.55	32.29	33.08	33.93	34.84	35.82	36.89
9.33%	35.32	36.22	37.19	38.23	39.37	40.60	41.93

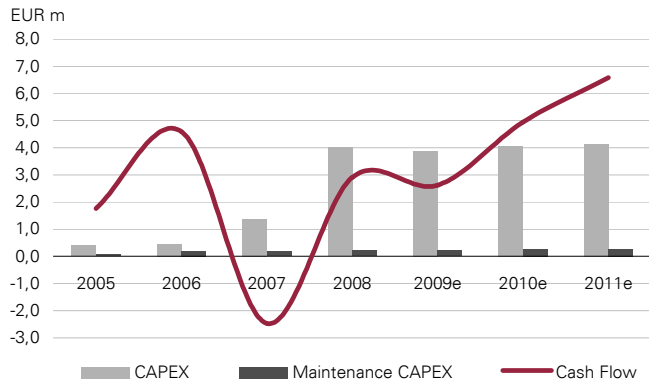
#### Delta EBIT-margin

WACC	-1.5 pp	-1.0 pp	-0.5 pp	<b>0.0</b>	+0.5 pp	+1.0 pp	+1.5 pp
11.33%	22.35	22.98	23.60	24.23	24.86	25.49	26.12
10.83%	25.02	25.69	26.36	27.03	27.70	28.37	29.05
10.58%	26.49	27.18	27.88	28.58	29.27	29.97	30.66
<b>10.33%</b>	28.07	28.79	29.51	<b>30.23</b>	30.95	31.67	32.39
10.08%	29.77	30.52	31.26	32.01	32.76	33.51	34.26
9.83%	31.60	32.37	33.15	33.93	34.70	35.48	36.26
9.33%	35.71	36.55	37.39	38.23	39.08	39.92	40.76

Source: SES Research



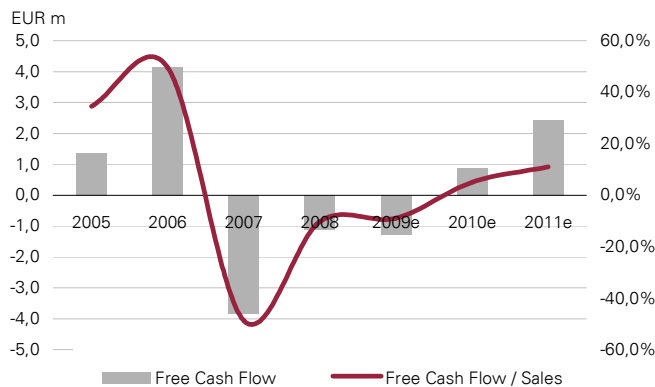
## CAPEX and Cash Flow - MeVis Medical Solutions



Sources: MeVis Medical Solutions (historical data), SES Research (forecasts)

- CAPEX is increasing massively due to considerable product developments
- Maintenance investments are of subordinate significance at software companies

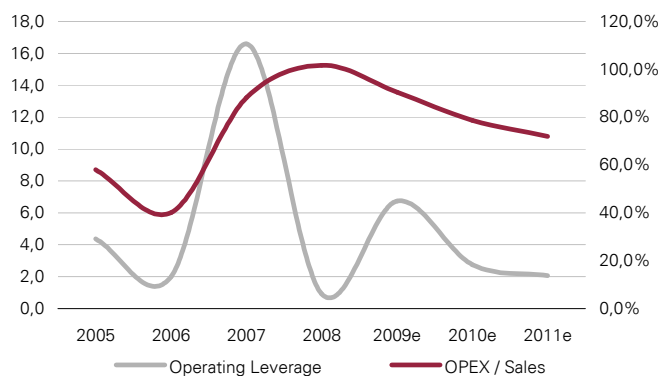
## Free Cash Flow Generation - MeVis Medical Solutions



Sources: MeVis Medical Solutions (historical data), SES Research (forecasts)

- Cash flow is highly impacted by investments in new products
- Return to growth path expected in the long term

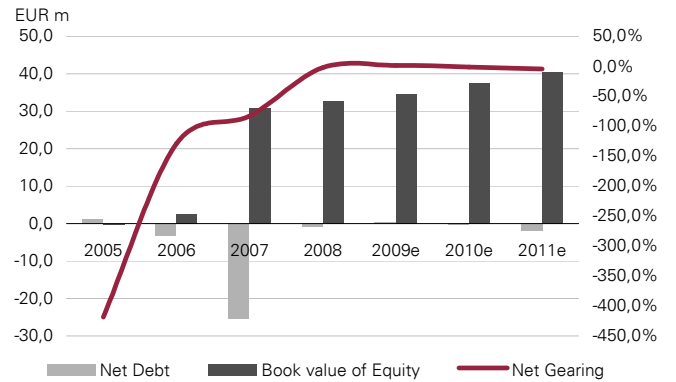
## Operating Leverage - MeVis Medical Solutions



Sources: MeVis Medical Solutions (historical data), SES Research (forecasts)

- Operating leverage and operating expenses/sales are strongly deviating as costs of MeVis are barely changing

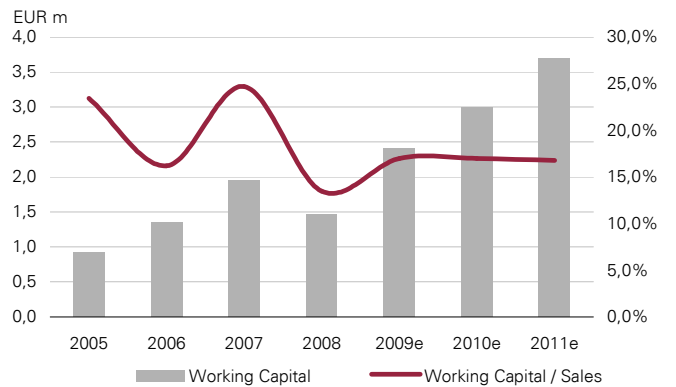
## Balance Sheet Quality - MeVis Medical Solutions



Sources: MeVis Medical Solutions (historical data), SES Research (forecasts)

- IPO led to considerable inflow of cash in 2007
- The equity book value and the entire balance sheet quality also improved considerably

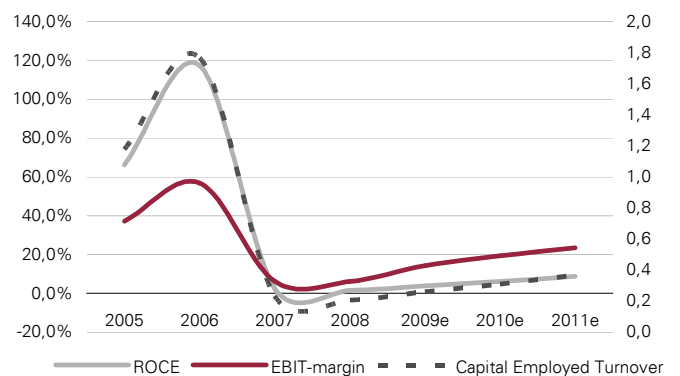
## Working Capital - MeVis Medical Solutions



Sources: MeVis Medical Solutions (historical data), SES Research (forecasts)

- Stabilisation of Working Capital expected at approx. 15
- Increase of Working Capital within the scope of business expansion

## ROCE Development - MeVis Medical Solutions



Sources: MeVis Medical Solutions (historical data), SES Research (forecasts)

- ROCE and EBIT margin have little significance before the IPO due to base effects
- Increase/Scaling of EBIT margin expected in the long term

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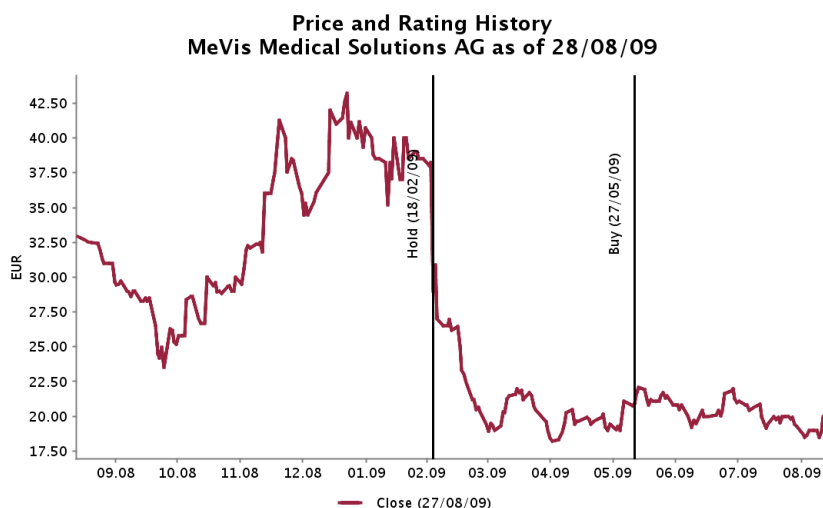
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