(CDAX, Software/IT)



Hold		Value Indicators:	EUR	Share data:		Description:	
Hold		DCF:	21.98	Bloomberg:	M3V GR	A leading supplier of softwa	ro for
		FCF-Value Potential:	27.55	Reuters:	M3VG	visual-based medical equip	ment
EUR <b>22.00</b>	(EUR 21.70)			ISIN: E	DE000A0LBFE4		
		Market Snapshot:	EUR m	Shareholders:		Risk Profile (WRe):	2013e
		Market cap:	39.6	Freefloat	21.1 %	Beta:	1.8
Price	EUR 21.74	No. of shares (m):	1.8	Others	22.7 %	Price / Book:	1.5 x
Upside	1.2 %	EV:	27.2	Prof. Dr. Heinz-Otto Peito	gen 19.4 %	Equity Ratio:	77 %
		Freefloat MC:	8.3	Dr. Hartmut Jürgens	16.5 %	Net Fin. Debt / EBITDA:	-2.0 x
		Ø Trad. Vol. (30d):	22.62 th	Dr. Carl J. G. Evertsz	14.9 %	Net Debt / EBITDA:	-2.0 x

### Impressive earnings strength

MeVis Medica	al Solutions	s - Q3 20	013					
in EUR m	Q3/13	Q3/13e	Q3/12	yoy	9M/13	9M/13e	9M/12	yo
Sales	4.2	4.0	3.2	30.1%	11.1	10.9	10.1	9.5%
EBITDA margin	<b>2.1</b> 49.6%	2.0 50.0%	1.4 43.3%	49.0%	<b>4.8</b> 43.0%	4.7 43.0%	4.3 42.7%	10.3%
EBIT margin	<b>1.5</b> 36.2%	1.3 32.5%	0.7 21.5%	119.6%	<b>3.2</b> 28.6%	2.9 27.0%	2.0 19.3%	62.1%
Net income margin	<b>1.4</b> 33.2%	1.1 27.5%	-0.2 -6.1%	-	<b>2.9</b> 26.6%	2.7 24.4%	0.5 4.6%	528.8%
EPS in EUR	0.81	0.63	-0.12		1.71	1.53	0.27	533.3%

Comment on Figures:

- On 11.11.13 MeVis Medical Solutions AG presented the final business figures for the third quarter and first nine months of 2013.
- The figures were above the adjusted estimates (see Comment 06.11.13). As a result, the forecasts are again being increased slightly. Additionally, smaller structural adjustments are being made to the model forecast.

The **Digital Mammography segment again made the greatest contribution to revenue (77%) in 9m** with EUR 8.5m. This area was the main driver of revenue growth (9M/12: EUR 7.7m). New product development in the area of Digital Tomosynthesis also played an important role in the recovery in unit sales in the core business. Revenues from other new developments and products outside the area of breast care ("Other Diagnostics") grew only moderately to EUR 2.6m (+6%).

As well as the strong quarterly revenue, the main driver of the high earnings growth yoy was cost cutting, above all the reduction in personnel expenses by 7% to EUR 5.8m. The company plans however to expand capacity in 2013/14 again based on increased demand from important customers for existing products (see Comment 06.11.13). In this respect, operating expenses are expected to rise again in the future.

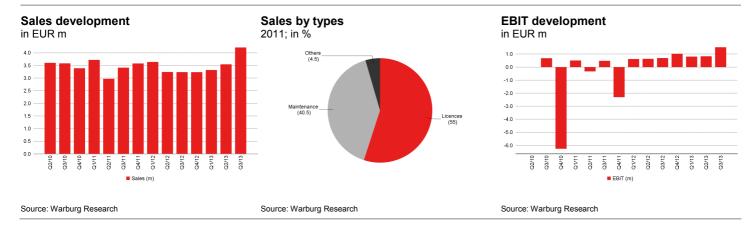
Based on further adjustments to the forecasts, the price target is raised slightly again (EUR 22). The share continues to be rated at Hold.

Changes in E	stimates:						Comment on Changes:
FY End: 31.12. in EUR m	2013e (old)	+ / -	2014e (old)	+ / -	2015e (old)	+ / -	<ul> <li>Following the release of Q3 figures, the forecasts are again being raised slightly.</li> </ul>
Sales	14.0	5.0 %	15.0	3.3 %	15.5	3.2 %	<ul> <li>Additionally, smaller structural adjustments are being made to the</li> </ul>
EBITDA	7.3	-14.0 %	7.5	-14.5 %	7.5	-12.3 %	forecast model. In the course of the forecast revision, lower amortisation
EBIT	4.0	1.5 %	3.9	2.9 %	3.9	8.1 %	than assumed so far is being factored in for all cost positions.
EBT	4.1	1.5 %	4.0	2.9 %	4.0	7.9 %	
Net income	3.9	1.5 %	3.7	2.9 %	3.5	7.9 %	

22.5 -	- FY End: 31.12.	CAGR							
	in EUR m	(12-15e)	2009	2010	2011	2012	2013e	2014e	2015e
20 -	Sales	6.2 %	13.9	14.3	13.7	13.3	14.7	15.5	16.0
17.6 -	Change Sales yoy		27.9 %	3.0 %	-4.3 %	-2.4 %	10.1 %	5.4 %	3.2 %
	Gross profit margin		113.3 %	114.7 %	112.3 %	114.1 %	106.1 %	106.6 %	106.3 %
15 -	EBITDA	3.5 %	4.5	3.5	4.4	6.0	6.3	6.4	6.6
N	Margin		32.3 %	24.2 %	32.3 %	44.6 %	42.8 %	41.1 %	41.3 %
12.5	EBIT	12.2 %	1.6	-5.4	-1.6	3.0	4.1	4.1	4.2
10- Hanny June	Margin		11.8 %	-38.0 %	-12.0 %	22.3 %	27.8 %	26.1 %	26.3 %
mmmmml	Net income	20.5 %	0.4	-8.3	-4.1	2.2	3.9	3.8	3.8
7.5 D1/13 03/13 05/13 07/13 08/13 11	EPS	20.4 %	0.23	-4.89	-2.38	1.26	2.29	2.22	2.20
	EPS adj.	20.4 %	0.23	-4.89	-2.38	1.26	2.29	2.22	2.20
	DPS	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Rel. Performance vs CDAX:	Dividend Yield		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
1 month: 27.4	% FCFPS		0.02	1.04	1.34	1.56	2.61	2.52	2.36
	EV / Sales		2.9 x	2.2 x	0.7 x	0.3 x	1.9 x	1.5 x	1.2 x
6 months: 110.5	EV / EBIIDA		9.0 x	9.3 x	2.2 x	0.6 x	4.3 x	3.6 x	2.9 x
Year to date: 137.0	W EV / EBIT		24.7 x	n.a.	n.a.	1.2 x	6.7 x	5.7 x	4.5 x
Trailing 12 months: 133.6	% P/E		102.1 x	n.a.	n.a.	5.2 x	9.5 x	9.8 x	9.9 x
	P / E adj.		102.1 x	n.a.	n.a.	5.2 x	9.5 x	9.8 x	9.9 x
Company events:	FCF Yield Potentia	l	1.9 %	-7.7 %	3.2 %	93.3 %	17.2 %	20.3 %	24.9 %
	Net Debt		-0.6	-0.7	-2.8	-7.8	-12.3	-16.7	-20.7
	ROE		1.2 %	-29.1 %	-18.0 %	9.9 %	16.0 %	13.3 %	11.7 %
	ROCE (NOPAT)		1.7 %	-28.8 %	-11.0 %	16.6 %	26.5 %	26.4 %	26.9 %
	Guidance:	Improvement	of revenues,	significant in	nprovement o	of EBIT			

Analyst **Felix Ellmann** fellmann@warburg-research.com +49 40 309537-120



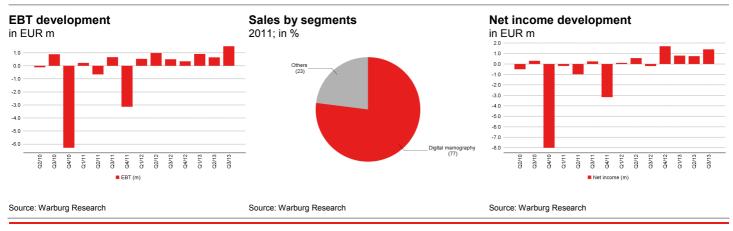


### **Company Background**

- The origin of MeVis Medical Solutions AG, which was set up in 1998, dates back to 1992, when the CeVis (Center for Complex Systems and Visualization) was founded at the University of Bremen.
- The public company was founded with the aim of developing commercially successful disease-oriented products based on successes in scientific research and to market these.
- Since its foundation, MeVis has been active in the area of computer-aided, image-based medical diagnostics and therapy.
- MeVis has successfully risen to become a globally-leading provider of software solutions for medical imaging. This development is
  mainly based on the success in the area of digital mammography.
- Together with products by Hologic and Siemens, MeVis's solutions dominate this segment today. Furthermore, MeVis has a broad portfolio of new products.

### **Competitive Quality**

- MeVis follows a strategy of early market presence in the new areas of image-based medical technology. In focus here are mass market products.
- The ability to be an early market entrant differentiates MeVis from competitors.
- MeVis maintains long-term and interdisciplinary cooperation agreements with more than 100 hospitals and leading R&D centres in Germany, Europe, the US and Asia.
- MeVis fosters partnerships with the globally leading medical technology OEMs, for instance Siemens and Hologic.





DCF model														
	Detaile	d forecas	t period				Т	ransition	al period					Term. Valu
Figures in EUR m	2013e	2014e	2015e	2016e	2017e	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	
Sales	14.7	15.5	16.0	16.2	16.3	16.5	16.6	16.8	17.0	17.2	17.3	17.5	17.7	
Sales change	10.1 %	5.4 %	3.2 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	0.0 %
EBIT	4.1	4.1	4.2	4.0	3.9	3.8	3.8	3.9	3.9	3.8	3.8	3.8	3.8	
EBIT-margin	27.8 %	26.1 %	26.3 %	25.0 %	24.0 %	23.0 %	23.0 %	23.0 %	22.7 %	22.4 %	22.1 %	21.8 %	21.5 %	
Tax rate (EBT)	5.0 %	8.0 %	12.0 %	20.0 %	20.0 %	20.0 %	20.0 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %	
NOPAT	3.9	3.7	3.7	3.2	3.1	3.0	3.1	2.9	2.9	2.9	2.9	2.9	2.8	
Depreciation	2.2	2.3	2.4	3.6	3.6	3.5	3.3	3.2	3.1	2.9	2.8	2.6	2.5	
in % of Sales	15.0 %	15.0 %	15.0 %	22.0 %	22.0 %	21.0 %	20.0 %	19.0 %	18.0 %	17.0 %	16.0 %	15.0 %	14.0 %	
Changes in provisions	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	
Change in Liquidity from														
- Working Capital	-0.4	-0.3	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Capex	2.1	2.1	2.1	3.6	3.6	3.5	3.3	3.2	3.1	2.9	2.8	2.6	2.5	
Capex in % of Sales	14.2 %	13.6 %	13.3 %	22.0 %	22.0 %	21.0 %	20.0 %	19.0 %	18.0 %	17.0 %	16.0 %	15.0 %	14.0 %	
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	
Free Cash Flow (WACC Model)	4.4	4.2	4.0	3.0	3.1	3.0	3.0	2.9	2.9	2.9	2.8	2.8	2.8	
PV of FCF	4.6	3.9	3.3	2.2	2.0	1.8	1.6	1.3	1.2	1.0	0.9	0.8	0.7	
share of PVs		38.81 %						44.4	5 %					16.74 %
Model parameter							Valuati	on (m)						
Derivation of WACC:			Derivation	of Beta:			Presen	t values 20	)25e	2	25			
	0.00.0/							al Value			5			
Debt ratio Cost of debt	0.00 % 4.2 %		Financial S Liquidity	strength		1.00 2.00		al liabilitie: n liabilities			-1 0			
Market return	4.2 % 8.00 %		Cyclicality			2.00	Hybrid				0			
Risk free rate	8.00 % 2.50 %		Transpare	201/		2.00		/ interest			0			
ואסת ווכב ומנכ	2.00 %		Others	icy		2.00		val. of inve	estmente		0			
						2.00	Liquidit		5501161115			No. of sha	res (m)	1.
WACC	12.40 %	ī	Beta			1.80	Equity	,				Value per	,	

#### Sensitivity Value per Share (EUR)

		Terminal (	Growth								Delta EBIT	-margin					
Beta	WACC	-0.75 %	-0.50 %	-0.25 %	0.00 %	0.25 %	0.50 %	0.75 %	Beta	WACC	-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.98	13.4 %	20.97	21.01	21.05	21.10	21.14	21.19	21.24	1.98	13.4 %	20.14	20.46	20.78	21.10	21.42	21.73	22.05
1.89	12.9 %	21.38	21.43	21.47	21.52	21.57	21.63	21.68	1.89	12.9 %	20.54	20.87	21.19	21.52	21.85	22.18	22.51
1.85	12.7 %	21.60	21.65	21.70	21.75	21.80	21.86	21.92	1.85	12.7 %	20.75	21.08	21.41	21.75	22.08	22.41	22.75
1.80	12.4 %	21.82	21.87	21.93	21.98	22.04	22.10	22.16	1.80	12.4 %	20.97	21.31	21.64	21.98	22.32	22.66	23.00
1.75	12.2 %	22.05	22.11	22.16	22.22	22.29	22.35	22.42	1.75	12.2 %	21.19	21.54	21.88	22.22	22.57	22.91	23.26
1.71	11.9 %	22.29	22.35	22.41	22.48	22.54	22.61	22.68	1.71	11.9 %	21.43	21.78	22.13	22.48	22.83	23.18	23.52
1.62	11.4 %	22.80	22.87	22.94	23.01	23.09	23.17	23.25	1.62	11.4 %	21.93	22.29	22.65	23.01	23.38	23.74	24.10

• The DCF model bases on the assumption of marginally increasing revenues and earnings in the years to come.

• Apart from this the calculation includes a slowly growing costbase for 2014 onwards.



Valuation							
	2009	2010	2011	2012	2013e	2014e	2015e
Price / Book	1.3 x	1.3 x	0.6 x	0.5 x	1.5 x	1.3 x	1.2 x
Book value per share ex intangibles	3.17	1.63	1.05	3.44	5.80	8.14	10.50
EV / Sales	2.9 x	2.2 x	0.7 x	0.3 x	1.9 x	1.5 x	1.2 x
EV / EBITDA	9.0 x	9.3 x	2.2 x	0.6 x	4.3 x	3.6 x	2.9 x
EV / EBIT	24.7 x	n.a.	n.a.	1.2 x	6.7 x	5.7 x	4.5 x
EV / EBIT adj.*	24.7 x	n.a.	n.a.	1.2 x	6.7 x	5.7 x	4.5 x
P / FCF	n.a.	18.5 x	5.4 x	4.2 x	8.3 x	8.6 x	9.2 x
P/E	102.1 x	n.a.	n.a.	5.2 x	9.5 x	9.8 x	9.9 x
P / E adj.*	102.1 x	n.a.	n.a.	5.2 x	9.5 x	9.8 x	9.9 x
Dividend Yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Free Cash Flow Yield Potential	1.9 %	-7.7 %	3.2 %	93.3 %	17.2 %	20.3 %	24.9 %
*Adjustments made for: -							



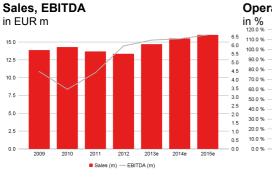
### **Consolidated profit & loss**

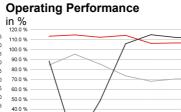
In EUR m	2009	2010	2011	2012	2013e	2014e	2015e
Sales	13.9	14.3	13.7	13.3	14.7	15.5	16.0
Change Sales yoy	27.9 %	3.0 %	-4.3 %	-2.4 %	10.1 %	5.4 %	3.2 %
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	2.3	2.8	2.4	2.4	1.6	1.8	1.8
Total Sales	16.2	17.1	16.1	15.8	16.3	17.3	17.8
Material Expenses	0.5	0.7	0.7	0.5	0.7	0.8	0.8
Gross profit	15.7	16.4	15.4	15.2	15.6	16.5	17.0
Gross profit margin	113.3 %	114.7 %	112.3 %	114.1 %	106.1 %	106.6 %	106.3 %
Personnel expenses	9.8	10.4	9.2	8.1	7.9	8.6	8.8
Other operating income	1.8	1.1	1.1	1.1	0.5	0.5	0.5
Other operating expenses	3.3	3.7	2.9	2.3	1.9	2.0	2.1
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	4.5	3.5	4.4	6.0	6.3	6.4	6.6
Margin	32.3 %	24.2 %	32.3 %	44.6 %	42.8 %	41.1 %	41.3 %
Depreciation of fixed assets	0.5	5.8	3.0	0.5	0.3	0.3	0.3
EBITA	3.9	-2.3	1.5	5.5	6.0	6.1	6.3
Amortisation of intangible assets	2.3	3.1	3.1	2.5	1.9	2.0	2.1
Goodwill amortization	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	1.6	-5.4	-1.6	3.0	4.1	4.1	4.2
Margin	11.8 %	-38.0 %	-12.0 %	22.3 %	27.8 %	26.1 %	26.3 %
EBIT adj.	1.6	-5.4	-1.6	3.0	4.1	4.1	4.2
Interest income	0.6	0.4	0.1	0.1	0.1	0.1	0.1
Interest expenses	1.0	0.7	0.3	0.3	0.0	0.0	0.0
Other financial income (loss)	-0.1	0.1	-1.0	-0.3	0.0	0.0	0.0
EBT	1.2	-5.6	-2.9	2.4	4.2	4.2	4.3
Margin	8.4 %	-39.2 %	-21.3 %	17.7 %	28.3 %	26.8 %	26.9 %
Total taxes	0.8	2.7	1.2	0.2	0.2	0.3	0.5
Net income from continuing operations	0.4	-8.3	-4.1	2.2	3.9	3.8	3.8
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income before minorities	0.4	-8.3	-4.1	2.2	3.9	3.8	3.8
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	0.4	-8.3	-4.1	2.2	3.9	3.8	3.8
Margin	2.9 %	-58.4 %	-29.9 %	16.2 %	26.9 %	24.6 %	23.7 %
Number of shares, average	1.7	1.7	1.7	1.7	1.7	1.7	1.7
EPS	0.23	-4.89	-2.38	1.26	2.29	2.22	2.20
EPS adj.	0.23	-4.89	-2.38	1.26	2.29	2.22	2.20
*Adjustments made for:							

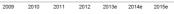
Guidance: Improvement of revenues, significant improvement of EBIT

#### **Financial Ratios**

	2009	2010	2011	2012	2013e	2014e	2015e
Total Operating Costs / Sales	84.4 %	95.3 %	85.2 %	73.5 %	68.1 %	70.5 %	70.0 %
Operating Leverage	5.2 x	n.a.	16.3 x	n.a.	3.7 x	-0.2 x	1.1 x
EBITDA / Interest expenses	4.5 x	4.8 x	12.8 x	17.2 x	n.a.	n.a.	n.a.
Tax rate (EBT)	65.9 %	-48.9 %	-40.4 %	8.3 %	5.0 %	8.0 %	12.0 %
Dividend Payout Ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sales per Employee	58,029	63,799	102,075	119,170	133,636	138,393	142,857

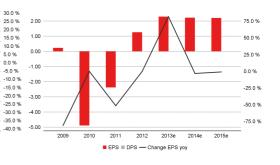






#### - Gross profit margin - Total Operating Costs / Sales - EBIT margin

### Performance per Share



Source: Warburg Research

Source: Warburg Research

5

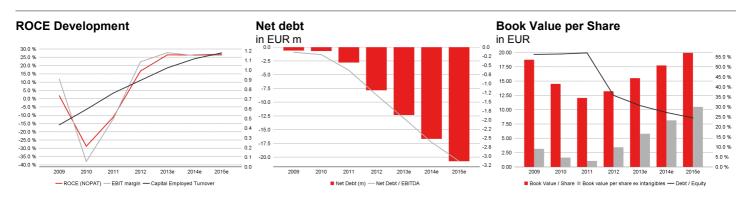


### **Consolidated balance sheet**

In EUR m	2009	2010	2011	2012	2013e	2014e	2015e
Assets							
Goodwill and other intangible assets	27.1	22.0	18.9	16.8	16.7	16.5	16.2
thereof other intangible assets	10.5	9.4	6.3	6.2	6.1	5.9	5.6
thereof Goodwill	16.6	12.6	12.6	10.6	10.6	10.6	10.6
Property, plant and equipment	1.2	0.9	0.7	0.3	0.3	0.3	0.3
Financial assets	0.0	1.3	0.3	0.3	0.3	0.3	0.3
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed assets	28.3	24.2	19.9	17.5	17.4	17.2	16.9
Inventories	0.1	0.1	0.3	0.2	0.1	0.1	0.1
Accounts receivable	4.2	5.1	4.4	3.9	3.6	3.4	3.5
Liquid assets	15.1	8.2	7.5	8.7	13.2	17.5	21.6
Other short-term assets	3.2	1.2	0.5	0.7	0.7	0.7	0.7
Current assets	22.7	14.6	12.7	13.4	17.5	21.7	25.8
Total Assets	51.0	38.8	32.5	30.9	34.9	38.8	42.7
Liabilities and shareholders' equity							
Subscribed capital	1.8	1.8	1.8	1.8	1.8	1.8	1.8
Capital reserve	28.5	28.5	28.1	28.1	28.1	28.1	28.1
Retained earnings	0.0	0.0	0.0	0.0	3.9	7.8	11.5
Other equity components	2.3	-5.5	-9.2	-7.1	-7.1	-7.1	-7.1
Shareholder's equity	32.6	24.8	20.7	22.8	26.7	30.5	34.3
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total equity	32.6	24.8	20.7	22.8	26.7	30.5	34.3
Provisions	0.2	1.1	1.1	0.8	0.8	0.8	0.8
thereof provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial liabilites (total)	14.5	7.5	4.7	0.8	0.8	0.8	0.8
thereof short-term financial liabilities	0.4	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	1.1	1.3	1.2	1.1	1.2	1.3	1.4
Other liabilities	2.6	4.2	4.8	5.4	5.4	5.4	5.4
Liabilities	18.3	14.0	11.8	8.1	8.2	8.3	8.4
Total liabilities and shareholders' equity	51.0	38.8	32.5	30.9	34.9	38.8	42.7

#### **Financial Ratios**

	2009	2010	2011	2012	2013e	2014e	2015e
Efficiency of Capital Employment							
Operating Assets Turnover	3.1 x	3.0 x	3.3 x	4.1 x	5.2 x	6.2 x	6.4 x
Capital Employed Turnover	0.4 x	0.6 x	0.8 x	0.9 x	1.0 x	1.1 x	1.2 x
ROA	1.4 %	-34.5 %	-20.6 %	12.4 %	22.7 %	22.2 %	22.4 %
Return on Capital							
ROCE (NOPAT)	1.7 %	-28.8 %	-11.0 %	16.6 %	26.5 %	26.4 %	26.9 %
ROE	1.2 %	-29.1 %	-18.0 %	9.9 %	16.0 %	13.3 %	11.7 %
Adj. ROE	1.2 %	-29.1 %	-18.0 %	9.9 %	16.0 %	13.3 %	11.7 %
Balance sheet quality							
Net Debt	-0.6	-0.7	-2.8	-7.8	-12.3	-16.7	-20.7
Net Financial Debt	-0.6	-0.7	-2.8	-7.8	-12.3	-16.7	-20.7
Net Gearing	-1.9 %	-2.8 %	-13.5 %	-34.4 %	-46.2 %	-54.6 %	-60.4 %
Net Fin. Debt / EBITDA	-13.8 %	-20.4 %	-63.3 %	-131.6 %	-195.9 %	-261.4 %	-314.1 %
Book Value / Share	18.7	14.5	12.0	13.2	15.5	17.7	19.9
Book value per share ex intangibles	3.2	1.6	1.1	3.4	5.8	8.1	10.5



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

Published 15.11.2013

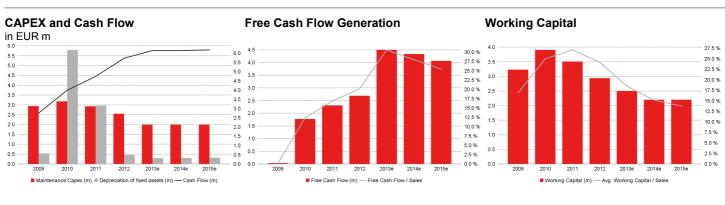
#### **Consolidated cash flow statement**



In EUR m	2009	2010	2011	2012	2013e	2014e	2015e
Net income	-0.2	-5.3	-1.3	3.1	3.9	3.8	3.8
Depreciation of fixed assets	0.5	5.8	3.0	0.5	0.3	0.3	0.3
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	2.3	3.1	3.1	2.5	1.9	2.0	2.1
Increase/decrease in long-term provisions	0.1	0.9	0.0	-0.4	0.0	0.0	0.0
Other non-cash income and expenses	0.1	-0.4	0.0	0.1	0.0	0.0	0.0
Cash Flow	2.8	4.0	4.8	5.7	6.2	6.1	6.2
Increase / decrease in inventory	0.0	0.0	-0.2	0.1	0.1	0.0	0.0
Increase / decrease in accounts receivable	1.9	-0.5	1.0	0.1	0.3	0.2	-0.1
Increase / decrease in accounts payable	-1.6	1.4	-0.5	-0.6	0.1	0.1	0.1
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 (total)	0.3	0.9	0.4	-0.4	0.4	0.3	0.0
Net cash provided by operating activities	3.1	5.0	5.1	5.3	6.6	6.4	6.2
Investments in intangible assets	-2.7	-3.0	-2.7	-2.5	-1.8	-1.8	-1.8
Investments in property, plant and equipment	-0.3	-0.2	-0.1	-0.1	-0.3	-0.3	-0.3
Payments for acquisitions	-4.7	-7.2	-3.0	-1.4	0.0	0.0	0.0
Financial investments	-2.3	3.9	1.1	0.9	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net cash provided by investing activities	-10.0	-6.5	-4.7	-3.1	-2.1	-2.1	-2.1
Change in financial liabilities	-0.1	-0.4	0.0	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Purchase of own shares	-0.5	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net cash provided by financing activities	-0.5	-0.4	0.0	0.0	0.0	0.0	0.0
Change in liquid funds	-7.4	-2.0	0.4	2.1	4.5	4.3	4.1
Effects of exchange-rate changes on cash	-0.1	-0.1	0.1	-0.1	0.0	0.0	0.0
Cash and cash equivalent at end of period	7.7	5.6	6.1	8.1	12.6	17.0	21.0

#### **Financial Ratios**

	2009	2010	2011	2012	2013e	2014e	2015e
Cash Flow							
Free Cash Flow	0.0	1.8	2.3	2.7	4.5	4.3	4.1
Free Cash Flow / Sales	0.2 %	12.4 %	16.9 %	20.1 %	30.6 %	28.0 %	25.4 %
Free Cash Flow Potential	0.8	-2.5	0.3	3.2	4.7	4.6	4.7
Free Cash Flow / Sales	0.2 %	12.4 %	16.9 %	20.1 %	30.6 %	28.0 %	25.4 %
Free Cash Flow / Net Profit	7.8 %	-21.2 %	-56.4 %	124.3 %	114.0 %	113.5 %	107.4 %
Interest Received / Avg. Cash	3.4 %	3.3 %	1.4 %	0.8 %	0.6 %	0.7 %	0.5 %
Interest Paid / Avg. Debt	5.9 %	6.5 %	5.7 %	12.5 %	0.0 %	0.0 %	0.0 %
Management of Funds							
Investment ratio	21.9 %	22.2 %	20.5 %	19.5 %	14.2 %	13.6 %	13.3 %
Maint. Capex / Sales	21.2 %	22.3 %	21.4 %	19.1 %	13.6 %	12.9 %	12.5 %
Capex / Dep	107.0 %	35.8 %	46.2 %	87.3 %	95.0 %	90.8 %	88.3 %
Avg. Working Capital / Sales	16.9 %	25.0 %	27.1 %	24.2 %	18.5 %	15.2 %	13.8 %
Trade Debtors / Trade Creditors	376.6 %	390.2 %	378.4 %	341.2 %	300.0 %	261.5 %	250.0 %
Inventory Turnover	3.5 x	8.0 x	2.8 x	3.0 x	7.0 x	7.8 x	8.0 x
Receivables collection period (days)	111	131	118	107	89	80	80
Payables payment period (days)	891	697	599	780	622	612	639
Cash conversion cycle (Days)	-757	-635	-424	-621	-558	-555	-583



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

Published 15.11.2013

7



#### LEGAL DISCLAIMER

This research report was prepared by the Warburg Research GmbH, a subsidiary of the M.M.Warburg & CO KGaA and is passed on by the M.M.Warburg & CO KGaA. It contains selected information and does not purport to be complete. The report is based on publicly available information and data ("the information") believed to be accurate and complete. Warburg Research GmbH neither does examine the information to be accurate and complete, nor guarantees its accuracy and completeness. Possible errors or incompleteness of the information do not constitute grounds for liability of M.M.Warburg & CO KGaA or Warburg Research GmbH for damages of any kind whatsoever, and M.M.Warburg & CO KGaA and Warburg Research GmbH are not liable for indirect and/or direct and/or consequential damages. In particular, neither M.M.Warburg & CO KGaA nor Warburg Research GmbH are liable for the statements, plans or other details contained in these analyses concerning the examined companies, their affiliated companies, strategies, economic situations, market and competitive situations, regulatory environment, etc. Although due care has been taken in compiling this research report, it cannot be excluded that it is incomplete or contains errors. M.M.Warburg & CO KGaA and Warburg Research GmbH, their shareholders and employees are not liable for the accuracy and completeness of the statements, estimations and the conclusions derived from the information contained in this document. Provided a research report is being transmitted in connection with an existing contractual relationship, i.e. financial advisory or similar services, the liability of M.M.Warburg & CO KGaA and Warburg Research GmbH shall be restricted to gross negligence and wilful misconduct. In case of failure in essential tasks, M.M.Warburg & CO KGaA and Warburg Research GmbH are liable for normal negligence. In any case, the liability of M.M.Warburg & CO KGaA and Warburg Research GmbH is limited to typical, expectable damages. This research report does not constitute an offer or a solicitation of an offer for the purchase or sale of any security. Partners, directors or employees of M.M.Warburg & CO KGaA, Warburg Research GmbH or affiliated companies may serve in a position of responsibility, i.e. on the board of directors of companies mentioned in the report. Opinions expressed in this report are subject to change without notice. All rights reserved.

#### **COPYRIGHT NOTICE**

This work including all its parts is protected by copyright. Any use beyond the limits provided by copyright law without permission is prohibited and punishable. This applies, in particular, to reproductions, translations, microfilming, and storage and processing on electronic media of the entire content or parts thereof.

# DISCLOSURE ACCORDING TO §34B (1) OF THE GERMAN SECURITIES TRADING ACT (WHPG) AND THE ORDINANCE ON THE ANALYSIS OF FINANCIAL INSTRUMENTS (FINANV)

The valuation underlying the investment recommendation for the company analysed here is based on generally accepted and widely used methods of fundamental analysis, such as e.g. DCF Model, Free Cash Flow Potential, Peer Group Comparison or Sum of the Parts Model. The result of this fundamental valuation is modified to take into consideration the analyst's assessment as regards the expected development of investor sentiment and its impact on the share price.

Independent of the applied valuation methods, there is the risk that the price target will not be met, for instance because of unforeseen changes in demand for the company's products, changes in management, technology, economic development, interest rate development, operating and/or material costs, competitive pressure, supervisory law, exchange rate, tax rate etc. For investments in foreign markets and instruments there are further risks, generally based on exchange rate changes or changes in political and social conditions.

This commentary reflects the opinion of the relevant author at the point in time of its compilation. A change in the fundamental factors underlying the valuation can mean that the valuation is subsequently no longer accurate. Whether, or in what time frame, an update of this commentary follows is not determined in advance.

In accordance with § 5 (4) of the Ordinance on the Analysis of Financial Instruments (FinAnV) Warburg Research GmbH has implemented additional internal and organisational arrangements to prevent or to deal with conflicts of interest. Among these are the spatial separation of Warburg Research GmbH from M.M.Warburg & CO KGaA and the creation of areas of confidentiality. This prevents the exchange of information, which could form the basis of conflicts of interest for Warburg Research in terms of the analysed issuers or their financial instruments.

The analysts of Warburg Research GmbH do not receive a gratuity – directly or indirectly – from the investment banking activities of M.M.Warburg & CO KGaA or of any company within the Warburg Group.

All prices of financial instruments given in this financial analysis are the closing prices on the last stock-market trading day before the publication date stated, unless another point in time is explicitly stated.

M.M.Warburg & CO KGaA and Warburg Research GmbH are subject to the supervision of the Federal Financial Supervisory Authority, BaFin.

#### SOURCES

All data and consensus estimates have been obtained from FactSet except where stated otherwise.



Section 34b of the German Securities Trading Act in combination with the FinAnV requires an enterprise preparing a securities analysis to point out possible conflicts of interest with respect to the company that is the subject of the analysis. A conflict of interest is assumed, in particular, when the enterprise preparing the analysis ...

-1-	or companies affiliated with this enterprise holds 5% or more of the share capital of the analysed company
-2-	or companies affiliated with this enterprise were involved in the management of a <b>consortium</b> for a public offering of securities which are or whose issuer is the subject of this report within the last twelve months
-3-	or companies affiliated with this enterprise <b>manages</b> the <b>securities</b> of the analysed company on the basis of an existing contract
-4-	or companies affiliated with this enterprise over the previous 12 months has been providing <b>investment banking services</b> for the analysed company for which a compensation has been or will be paid
-5-	effected an agreement with the analysed company for the preparation of the financial analysis
-6-	or companies affiliated with this enterprise regularly trade in shares or derivatives of the analysed company
-7-	or the analyst responsible for this company has <b>other important financial interests</b> in relation to the analysed company such as e.g. the performance of mandates for the analysed company

This report has been made accessible to the company analysed.

Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
MeVis Medical Solutions	3, 5, 6, 7	http://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A0LBFE4.htm

#### INVESTMENT RECOMMENDATION

Investment recommendation: expected direction of the share price development of the financial instrument up to the given <u>price target</u> in the opinion of the analyst who covers this financial instrument.

-B-	Buy:	The price of the analysed financial instrument is expected to rise over the next 12 months.	
-H-	Hold:	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.	
-S-	Sell:	The price of the analysed financial instrument is expected to fall over the next 12 months.	
"_"	Rating suspended:	The available information currently does not permit an evaluation of the company.	

#### WARBURG RESEARCH GMBH - RESEARCH UNIVERSE BY RATING

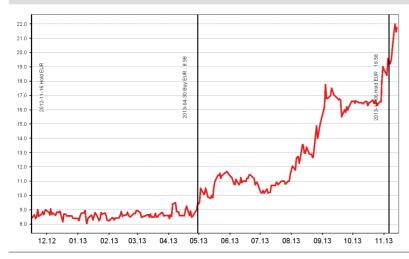
Rating	Number of stocks	% of Universe
Buy	96	48
Hold	87	44
Sell	13	7
Rating suspended	4	2
Total	200	100

#### WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

... Looking only at companies for which a disclosure according to § 34b of the Germany Securities Trading Act and the FinAnV has to be made.

Rating	Number of stocks	% of Universe
Buy	82	53
Hold	64	41
Sell	6	4
Rating suspended	3	2
Total	155	100

#### PRICE AND RATING HISTORY MEVIS MEDICAL SOLUTIONS AS OF 15.11.2013



The chart has markings if Warburg Research GmbH changed its rating in the last 12 months. Every marking represents the date and closing price on the day of the rating change.

### RESEARCH

Roland Rapelius Head of Research

Henner Rüschmeier Head of Research

Christian Cohrs Engineering, Logistics

Felix Ellmann Software, IT

Jörg Philipp Frey Retail, Consumer Goods

Ulrich Huwald Health Care, Pharma

Thilo Kleibauer Retail, Consumer Goods

Torsten Klingner Real Estate

Eggert Kuls Engineering

Frank Laser Construction, Industrials

Andreas Pläsier Banks, Financial Services

#### SALES

Holger Nass Head of Equity Sales, USA

Klaus Schilling Dep. Head of Equity Sales, GER

Christian Alisch Scandinavia, Spain

Tim Beckmann United Kingdom

Matthias Fritsch United Kingdom

Marie-Therese Grübner France

Michael Kriszun United Kingdom

Marc Niemann Germany

**Dirk Rosenfelder** Austria, Switzerland

Philipp Stumpfegger Australia, United Kingdom +49 40 309537-220 rrapelius@warburg-research.com

+49 40 309537-270 hrueschmeier @warburg-research.com

> +49 40 309537-175 ccohrs@warburg-research.com

+49 40 309537-120 fellmann@warburg-research.com

+49 40 309537-258 jfrey@warburg-research.com

+49 40 309537-255 uhuwald@warburg-research.com

+49 40 309537-257 tkleibauer@warburg-research.com

+49 40 309537-260 tklingner@warburg-research.com

+49 40 309537-256 ekuls@warburg-research.com

+49 40 309537-235 flaser@warburg-research.com

+49 40 309537-246 aplaesier@warburg-research.com

> +49 40 3282-2669 hnass@mmwarburg.com

+49 40 3282-2664 kschilling@mmwarburg.com

+49 40 3282-2667 calisch@mmwarburg.com

+49 40 3282-2665 tbeckmann@mmwarburg.com

> +49 40 3282-2696 mfritsch@mmwarburg.com

+49 40 3282-2630 mgruebner@mmwarburg.com

+49 40 3282-2695 mkriszun@mmwarburg.com

+49 40 3282-2660 mniemann@mmwarburg.com

+49 40 3282-2692 drosenfelder@mmwarburg.com

+49 40 3282-2635 pstumpfegger@mmwarburg.com Malte Räther Technology, Telco, Internet

Jochen Reichert Telco, Internet, Media

Christopher Rodler Utilities

Malte Schaumann Technology

Susanne Schwartze Telco, Internet, Media

Oliver Schwarz Chemicals, Agriculture

Marc-René Tonn Automobiles, Car Suppliers

**Björn Voss** Steel, Car Suppliers

Andreas Wolf Software, IT

Stephan Wulf Utilities

#### SALES TRADING

Oliver Merckel Head of Sales Trading

Gudrun Bolsen Sales Trading

Bastian Quast Sales Trading

Thekla Struve Sales Trading

Jörg Treptow Sales Trading

#### Support

Katharina Merckel Roadshow/Marketing

#### MACRO RESEARCH

Carsten Klude Macro Research

Matthias Thiel Macro Research

Dr. Christian Jasperneite Investment Strategy +49 40 309537-185 mraether@warburg-research.com

+49 40 309537-130 jreichert@warburg-research.com

+49 40 309537-290 crodler@warburg-research.com

+49 40 309537-170 mschaumann@warburg-research.com

+49 40 309537-155 sschwartze@warburg-research.com

+49 40 309537-250 oschwarz@warburg-research.com

+49 40 309537-259 mtonn@warburg-research.com

+49 40 309537-254 bvoss@warburg-research.com

+49 40 309537-140 awolf@warburg-research.com

+49 40 309537-150 swulf@warburg-research.com

> +49 40 3282-2634 omerckel@mmwarburg.com

+49 40 3282-2679 gbolsen@mmwarburg.com

+49 40 3282-2701 bquast@mmwarburg.com

+49 40 3282-2668 tstruve@mmwarburg.com

+49 40 3262-2658 jtreptow@mmwarburg.com

+49 40 3282-2694 kmerckel@mmwarburg.com

+49 40 3282-2572 cklude@mmwarburg.com

+49 40 3282-2401 mthiel@mmwarburg.com

+49 40 3282-2439 cjasperneite@mmwarburg.com

#### Our research can be found under:

Andrea Schaper Sales Assistance	+49 40 3282-2632 aschaper@mmwarburg.com	Kerstin Muthig Sales Assistance	+49 40 3282-2703 kmuthig@mmwarburg.com
For access please co		Korotin Muthia	40 40 2020 2702
FactSet	www.factset.com	Capital IQ	www.capitaliq.com
Bloomberg	MMWA GO	Reuters	www.knowledge.reuters.com
Warburg Research	research.mmwarburg.com/en/index.html	Thomson	www.thomson.com

11

