#### **MeVis Medical Solutions**

(CDAX, Software/IT)



| Sell             | _         |
|------------------|-----------|
| EUR <b>18.50</b> |           |
| D. 1             | 5UD 04 70 |
| Price            | EUR 21.78 |
| Downside         | -15.0 %   |
|                  |           |

| Share data: |              |
|-------------|--------------|
| Bloomberg:  | M3V GR       |
| Reuters:    | M3VG         |
| ISIN:       | DE000A0LBFE4 |
|             |              |

| Bloomberg:    | M3V GR       |
|---------------|--------------|
| Reuters:      | M3VG         |
| ISIN:         | DE000A0LBFE4 |
| Shareholders: |              |
| Freefloat     | 26.5 %       |

**Description:** A leading supplier of software for visual-based medical equipment

| Risk Profile (WRe): | 2015e |
|---------------------|-------|
| Beta:               | 1.8   |
| Price / Book:       | 1.2 x |
| Equity Ratio:       | 80 %  |
|                     |       |

## Q1 with a mixed picture

| Stated Figure              | Stated Figures Q1/2015: |                         |                         |             |             |                         |              |  |  |  |  |  |  |
|----------------------------|-------------------------|-------------------------|-------------------------|-------------|-------------|-------------------------|--------------|--|--|--|--|--|--|
| FY End: 31.12.<br>in EUR m | Q1<br>15                | Q1<br>15e               | Q1<br>14                | yoy         | 15e         | 14                      | yoy          |  |  |  |  |  |  |
| Sales<br>EBITDA            | 3.4<br>1.1              | 3.0<br>1.2              | 2.8                     | 21 %<br>1 % | 13.1<br>4.2 | 13.1<br>5.6             | 0 %<br>-24 % |  |  |  |  |  |  |
| Margin EBIT Margin         | 32.5 %<br>0.5<br>15.9 % | 40.0 %<br>0.6<br>20.7 % | 38.9 %<br>0.7<br>24.5 % | -22 %       | 2.4         | 42.7 %<br>3.9<br>29.7 % | -38 %        |  |  |  |  |  |  |
| EPS                        | 0.37                    | 0.35                    | 0.40                    | -8 %        | 1.28        | 2.16                    | -41 %        |  |  |  |  |  |  |

#### Comment on Figures:

Varian Medical Systems

 Strong sales increase caused by currency effects. MeVis generated 88% of sales in USD.

73.5 %

- EBITDA and EBIT slightly below expectations due to high advisory costs which are related to the takeover by Varian Medical Solutions.
- Furthermore, MeVis stopped the capitalisation of development expenses in the fourth quarter of 2014. In Q1 last year, MeVis capitalised FUR 0.4m

On May 21, MeVis reported Q1 figures which provided a mixed picture. On the bottom line, the quarterly results were reported stable, driven by currency effects and negatively impacted by one-time special items.

Revenues from both the licensing business and maintenance activities increased compared to the same period last year. It is due, however, to positive development in currency exchange rates that the total sales in Q1 grew by EUR 0.6m to EUR 3.4m (+21% yoy). As a result of the stopped capitalisation of own work (EUR 0.4m in Q1 14), in combination with higher other operating expenses in this quarter (EUR 0.2m), almost all currency gains were eaten up. Hence, while EBITDA was reported flattish, a slightly higher depreciation and amortisation led to a reduced EBIT. This explains the EBIT margin decline. These quarterly results do not, however, stand for the full year and consequently, management confirmed its guidance for 2015.

Liquid resources increased clearly. Within the first three months of the current fiscal year, MeVis was able improve its liquid funds by EUR 1.5m to EUR 19.0m (+8.6% goq). At the end of last year, the position amounted to EUR 17.5m. Liquid funds are guided to amount to EUR 22-23m at the year's end. The main driver for this further increase is the sale of treasury shares in April, which should have already caused an additional increase of liquid funds of EUR 1.7m.

A Sell recommendation for the stock, however, is provided, as upside potentials should be limited after the successful takeover by VMS Deutschland GmbH: it holds some 73.5% of shares outstanding. Speculation on a high cash compensation and the guaranteed dividend should not provide significant potential, as MeVis has already reduced the annual dividend to a minimum of EUR 0.04 (EUR 0.84 WRe). Sell price target 18.50.

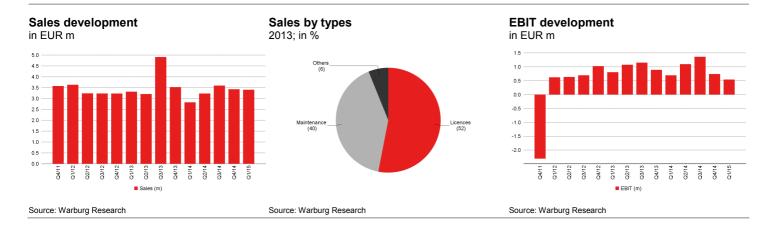




| FY End: 31.12.      | CAGR         | 0044        | 2042        | 2042     | 2011    | 2045    | 2042    | 2017    |
|---------------------|--------------|-------------|-------------|----------|---------|---------|---------|---------|
| in EUR m            | (14-17e)     | 2011        | 2012        | 2013     | 2014    | 2015e   | 2016e   | 2017e   |
| Sales               | -9.6 %       | 13.7        | 13.3        | 14.6     | 13.1    | 13.1    | 12.0    | 9.7     |
| Change Sales yoy    |              | -4.3 %      | -2.4 %      | 9.4 %    | -10.3 % | 0.1 %   | -8.4 %  | -19.5 % |
| Gross profit margin |              | 112.3 %     | 114.1 %     | 104.9 %  | 104.3 % | 102.6 % | 103.3 % | 105.4 % |
| EBITDA              | -31.7 %      | 4.4         | 6.0         | 6.1      | 5.6     | 4.2     | 4.0     | 1.8     |
| Margin              |              | 32.3 %      | 44.6 %      | 41.8 %   | 42.7 %  | 32.4 %  | 33.3 %  | 18.4 %  |
| EBIT                | -52.2 %      | -1.6        | 3.0         | 4.1      | 3.9     | 2.4     | 2.3     | 0.4     |
| Margin              |              | -12.0 %     | 22.3 %      | 27.8 %   | 29.7 %  | 18.4 %  | 19.3 %  | 4.4 %   |
| Net income          | -50.1 %      | -4.1        | 2.2         | 3.7      | 3.7     | 2.2     | 2.1     | 0.5     |
| EPS                 | -50.0 %      | -2.38       | 1.26        | 2.15     | 2.16    | 1.28    | 1.24    | 0.27    |
| EPS adj.            | -50.0 %      | -2.38       | 1.26        | 2.15     | 2.16    | 1.28    | 1.24    | 0.27    |
| DPS                 | 0.0 %        | 0.00        | 0.00        | 0.00     | 0.04    | 0.04    | 0.04    | 0.04    |
| Dividend Yield      |              | 0.0 %       | 0.0 %       | 0.0 %    | 0.3 %   | 0.2 %   | 0.2 %   | 0.2 %   |
| FCFPS               |              | 1.34        | 1.56        | 3.39     | 1.90    | 1.48    | 1.32    | 0.31    |
| EV / Sales          |              | 0.7 x       | 0.2 x       | 0.8 x    | 1.3 x   | 2.0 x   | 2.0 x   | 2.4 x   |
| EV / EBITDA         |              | 2.2 x       | 0.4 x       | 2.0 x    | 3.1 x   | 6.2 x   | 6.0 x   | 13.2 x  |
| EV / EBIT           |              | n.a.        | 0.9 x       | 3.0 x    | 4.5 x   | 10.8 x  | 10.3 x  | 55.4 x  |
| P/E                 |              | n.a.        | 5.2 x       | 6.0 x    | 7.2 x   | 17.0 x  | 17.6 x  | 80.6 x  |
| P / E adj.          |              | n.a.        | 5.2 x       | 6.0 x    | 7.2 x   | 17.0 x  | 17.6 x  | 80.6 x  |
| FCF Yield Potential |              | 3.2 %       | 123.0 %     | 35.5 %   | 15.2 %  | 10.9 %  | 10.9 %  | 2.7 %   |
| Net Debt            |              | -2.8        | -8.7        | -9.8     | -9.3    | -13.5   | -15.7   | -16.1   |
| ROE                 |              | -18.0 %     | 9.9 %       | 15.1 %   | 13.1 %  | 6.9 %   | 6.0 %   | 1.3 %   |
| ROCE (NOPAT)        |              | -11.0 %     | 17.0 %      | 25.4 %   | 15.5 %  | 10.2 %  | 9.9 %   | 1.8 %   |
| Guidance:           | 2015e: Sales | EUR 13-13.5 | im; EBIT EU | R 2-2.5m |         |         |         |         |

19.11.15

Q3

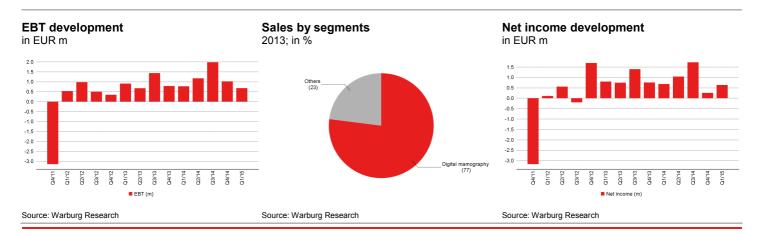


## **Company Background**

- 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                   |          |           |           |         |        |        |        |           |           |        |        |        |        |             |
|-----------------------------|----------|-----------|-----------|---------|--------|--------|--------|-----------|-----------|--------|--------|--------|--------|-------------|
|                             | Detailed | d forecas | st period |         |        |        | Т      | ransition | al period |        |        |        |        | Term. Value |
| Figures in EUR m            | 2015e    | 2016e     | 2017e     | 2018e   | 2019e  | 2020e  | 2021e  | 2022e     | 2023e     | 2024e  | 2025e  | 2026e  | 2027e  |             |
| Sales                       | 13.1     | 12.0      | 9.7       | 7.8     | 7.5    | 7.3    | 7.2    | 7.2       | 7.3       | 7.5    | 7.7    | 7.9    | 8.1    |             |
| Sales change                | 0.1 %    | -8.4 %    | -19.5 %   | -19.5 % | -3.2 % | -3.1 % | -1.1 % | -0.7 %    | 2.3 %     | 2.5 %  | 2.5 %  | 2.5 %  | 2.5 %  | 2.5 %       |
| EBIT                        | 2.4      | 2.3       | 0.4       | 0.3     | 0.4    | 0.8    | 0.9    | 1.1       | 1.4       | 1.5    | 1.7    | 1.7    | 1.8    |             |
| EBIT-margin                 | 18.4 %   | 19.3 %    | 4.4 %     | 4.4 %   | 5.1 %  | 10.4 % | 13.0 % | 15.8 %    | 19.1 %    | 20.0 % | 22.0 % | 22.0 % | 22.0 % |             |
| Tax rate (EBT)              | 12.0 %   | 12.0 %    | 12.0 %    | 12.0 %  | 12.0 % | 12.0 % | 28.0 % | 28.0 %    | 28.0 %    | 28.0 % | 28.0 % | 28.0 % | 28.0 % |             |
| NOPAT                       | 2.1      | 2.0       | 0.4       | 0.3     | 0.3    | 0.7    | 0.7    | 8.0       | 1.0       | 1.1    | 1.2    | 1.3    | 1.3    |             |
| Depreciation                | 1.8      | 1.7       | 1.4       | 1.1     | 1.0    | 0.9    | 0.9    | 0.9       | 0.8       | 0.8    | 0.8    | 0.7    | 0.6    |             |
| in % of Sales               | 14.0 %   | 14.0 %    | 14.0 %    | 14.0 %  | 13.0 % | 13.0 % | 12.0 % | 12.0 %    | 11.0 %    | 11.0 % | 10.0 % | 9.0 %  | 8.0 %  |             |
| 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           | -0.3     | -0.2      | -0.4      | -0.1    | 0.0    | 0.0    | 0.0    | 0.0       | 0.0       | 0.0    | 0.0    | 0.0    | 0.0    |             |
| - Capex                     | 1.8      | 1.7       | 1.7       | 1.2     | 1.0    | 8.0    | 0.7    | 0.7       | 0.7       | 8.0    | 0.6    | 0.6    | 0.6    |             |
| Capex in % of Sales         | 13.4 %   | 14.4 %    | 17.4 %    | 15.0 %  | 13.0 % | 11.0 % | 10.0 % | 10.0 %    | 10.0 %    | 10.0 % | 8.0 %  | 8.0 %  | 8.0 %  |             |
| 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) | 2.5      | 2.2       | 0.4       | 0.4     | 0.4    | 0.8    | 0.8    | 1.0       | 1.1       | 1.1    | 1.3    | 1.3    | 1.3    | 1           |
| PV of FCF                   | 2.3      | 1.8       | 0.3       | 0.2     | 0.2    | 0.5    | 0.4    | 0.4       | 0.4       | 0.4    | 0.4    | 0.4    | 0.3    | 4           |
| share of PVs                |          | 37.73 %   |           |         |        |        |        | 31.10     | 6 %       |        |        |        |        | 31.11 %     |

| Model parameter          |         |                     |      | Valuation (m)              |    |                       |       |  |  |  |  |  |
|--------------------------|---------|---------------------|------|----------------------------|----|-----------------------|-------|--|--|--|--|--|
| Derivation of WACC:      |         | Derivation of Beta: |      | Present values 2027e       | 8  |                       |       |  |  |  |  |  |
|                          |         |                     |      | Terminal Value             | 4  |                       |       |  |  |  |  |  |
| Debt ratio               | 0.00 %  | Financial Strength  | 1.00 | Financial liabilities      | 0  |                       |       |  |  |  |  |  |
| Cost of debt (after tax) | 4.2 %   | Liquidity (share)   | 2.00 | Pension liabilities        | 1  |                       |       |  |  |  |  |  |
| Market return            | 7.00 %  | Cyclicality         | 2.00 | Hybrid capital             | 0  |                       |       |  |  |  |  |  |
| Risk free rate           | 1.50 %  | Transparency        | 2.00 | Minority interest          | 0  |                       |       |  |  |  |  |  |
|                          |         | Others              | 2.00 | Market val. of investments | 0  |                       |       |  |  |  |  |  |
|                          |         |                     |      | Liquidity                  | 22 | No. of shares (m)     | 1.8   |  |  |  |  |  |
| WACC                     | 11.40 % | Beta                | 1.80 | Equity Value               | 33 | Value per share (EUR) | 18.38 |  |  |  |  |  |

| Sens | itivity Va      | lue per Sh | are (EUR | )      |        |        |        |        |      |        |            |         |         |         |         |         |         |
|------|-----------------|------------|----------|--------|--------|--------|--------|--------|------|--------|------------|---------|---------|---------|---------|---------|---------|
|      | Terminal Growth |            |          |        |        |        |        |        |      |        | Delta EBIT | -margin |         |         |         |         |         |
| Beta | WACC            | 1.75 %     | 2.00 %   | 2.25 % | 2.50 % | 2.75 % | 3.00 % | 3.25 % | 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 | 12.4 %          | 17.70      | 17.73    | 17.77  | 17.81  | 17.86  | 17.90  | 17.95  | 1.98 | 12.4 % | 17.28      | 17.46   | 17.64   | 17.81   | 17.99   | 18.16   | 18.34   |
| 1.89 | 11.9 %          | 17.95      | 17.99    | 18.04  | 18.08  | 18.13  | 18.18  | 18.24  | 1.89 | 11.9 % | 17.53      | 17.72   | 17.90   | 18.08   | 18.27   | 18.45   | 18.63   |
| 1.85 | 11.7 %          | 18.08      | 18.13    | 18.18  | 18.23  | 18.28  | 18.34  | 18.40  | 1.85 | 11.7 % | 17.67      | 17.86   | 18.04   | 18.23   | 18.42   | 18.60   | 18.79   |
| 1.80 | 11.4 %          | 18.23      | 18.27    | 18.33  | 18.38  | 18.44  | 18.50  | 18.57  | 1.80 | 11.4 % | 17.81      | 18.00   | 18.19   | 18.38   | 18.57   | 18.76   | 18.95   |
| 1.75 | 11.2 %          | 18.38      | 18.43    | 18.49  | 18.55  | 18.61  | 18.68  | 18.75  | 1.75 | 11.2 % | 17.96      | 18.16   | 18.35   | 18.55   | 18.74   | 18.94   | 19.13   |
| 1.71 | 10.9 %          | 18.53      | 18.59    | 18.65  | 18.72  | 18.79  | 18.87  | 18.94  | 1.71 | 10.9 % | 18.12      | 18.32   | 18.52   | 18.72   | 18.92   | 19.12   | 19.32   |
| 1.62 | 10.4 %          | 18.88      | 18.95    | 19.02  | 19.10  | 19.19  | 19.28  | 19.37  | 1.62 | 10.4 % | 18.48      | 18.68   | 18.89   | 19.10   | 19.31   | 19.52   | 19.73   |

- The DCF model bases on the assumption of declining revenues and earnings in the years to come.
- Operating leverage is expected to be burdened by lower sales volumes.
- Main aspect is the changed business model with Hologic (2016 onwards).
- Revenues with clients beside Hologic are not impacted by the transformation process.

## **MeVis Medical Solutions**



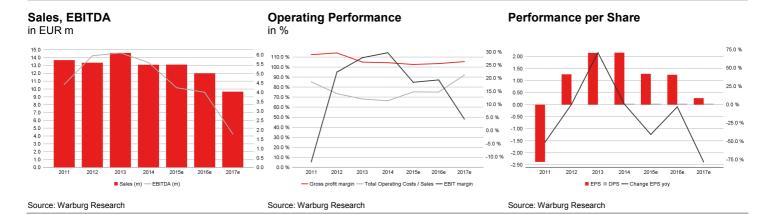
| Valuation                           |       |         |        |        |        |        |        |
|-------------------------------------|-------|---------|--------|--------|--------|--------|--------|
|                                     | 2011  | 2012    | 2013   | 2014   | 2015e  | 2016e  | 2017e  |
| Price / Book                        | 0.6 x | 0.5 x   | 0.8 x  | 0.9 x  | 1.2 x  | 1.1 x  | 1.1 x  |
| Book value per share ex intangibles | 1.05  | 3.44    | 6.26   | 8.50   | 10.83  | 12.00  | 12.09  |
| EV / Sales                          | 0.7 x | 0.2 x   | 0.8 x  | 1.3 x  | 2.0 x  | 2.0 x  | 2.4 x  |
| EV / EBITDA                         | 2.2 x | 0.4 x   | 2.0 x  | 3.1 x  | 6.2 x  | 6.0 x  | 13.2 x |
| EV / EBIT                           | n.a.  | 0.9 x   | 3.0 x  | 4.5 x  | 10.8 x | 10.3 x | 55.4 x |
| EV / EBIT adj.*                     | n.a.  | 0.9 x   | 3.0 x  | 4.5 x  | 10.8 x | 10.3 x | 55.4 x |
| P/FCF                               | 5.4 x | 4.2 x   | 3.8 x  | 8.2 x  | 14.7 x | 16.4 x | 70.5 x |
| P/E                                 | n.a.  | 5.2 x   | 6.0 x  | 7.2 x  | 17.0 x | 17.6 x | 80.6 x |
| P / E adj.*                         | n.a.  | 5.2 x   | 6.0 x  | 7.2 x  | 17.0 x | 17.6 x | 80.6 x |
| Dividend Yield                      | 0.0 % | 0.0 %   | 0.0 %  | 0.3 %  | 0.2 %  | 0.2 %  | 0.2 %  |
| Free Cash Flow Yield Potential      | 3.2 % | 123.0 % | 35.5 % | 15.2 % | 10.9 % | 10.9 % | 2.7 %  |
| *Adjustments made for: -            |       |         |        |        |        |        |        |



| Consolidated profit & loss                       |         |         |         |         |         |         |         |
|--|---------|---------|---------|---------|---------|---------|---------|
| In EUR m   | 2011    | 2012    | 2013    | 2014    | 2015e   | 2016e   | 2017e   |
| Sales  | 13.7    | 13.3    | 14.6    | 13.1    | 13.1    | 12.0    | 9.7     |
| Change Sales yoy                                 | -4.3 %  | -2.4 %  | 9.4 %   | -10.3 % | 0.1 %   | -8.4 %  | -19.5 % |
| Increase / decrease in inventory                 | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     |
| Own work capitalised                             | 2.4     | 2.4     | 1.4     | 1.2     | 1.0     | 1.0     | 1.0     |
| Total Sales                                      | 16.1    | 15.8    | 16.0    | 14.3    | 14.1    | 13.0    | 10.7    |
| Material Expenses                                | 0.7     | 0.5     | 0.7     | 0.6     | 0.7     | 0.6     | 0.5     |
| Gross profit                                     | 15.4    | 15.2    | 15.3    | 13.7    | 13.4    | 12.4    | 10.2    |
| Gross profit margin                              | 112.3 % | 114.1 % | 104.9 % | 104.3 % | 102.6 % | 103.3 % | 105.4 % |
| Personnel expenses                               | 9.2     | 8.1     | 7.9     | 7.0     | 7.5     | 7.2     | 7.2     |
| Other operating income                           | 1.1     | 1.1     | 0.5     | 1.0     | 0.4     | 0.4     | 0.4     |
| Other operating expenses                         | 2.9     | 2.3     | 1.9     | 2.0     | 2.1     | 1.6     | 1.6     |
| Unfrequent items                                 | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     |
| EBITDA   | 4.4     | 6.0     | 6.1     | 5.6     | 4.2     | 4.0     | 1.8     |
| Margin   | 32.3 %  | 44.6 %  | 41.8 %  | 42.7 %  | 32.4 %  | 33.3 %  | 18.4 %  |
| Depreciation of fixed assets                     | 3.0     | 0.5     | 0.4     | 0.2     | 0.3     | 0.2     | 0.2     |
| EBITA  | 1.5     | 5.5     | 5.7     | 5.4     | 4.0     | 3.8     | 1.6     |
| Amortisation of intangible assets                | 3.1     | 2.5     | 1.9     | 1.5     | 1.6     | 1.4     | 1.2     |
| Goodwill amortization                            | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     |
| EBIT   | -1.6    | 3.0     | 4.1     | 3.9     | 2.4     | 2.3     | 0.4     |
| Margin   | -12.0 % | 22.3 %  | 27.8 %  | 29.7 %  | 18.4 %  | 19.3 %  | 4.4 %   |
| EBIT adj.  | -1.6    | 3.0     | 4.1     | 3.9     | 2.4     | 2.3     | 0.4     |
| Interest income                                  | 0.1     | 0.1     | 0.1     | 0.2     | 0.1     | 0.1     | 0.1     |
| Interest expenses                                | 0.3     | 0.3     | 0.1     | 0.0     | 0.0     | 0.0     | 0.0     |
| Other financial income (loss)                    | -1.0    | -0.3    | -0.2    | 0.9     | 0.0     | 0.0     | 0.0     |
| EBT  | -2.9    | 2.4     | 3.8     | 4.9     | 2.5     | 2.4     | 0.5     |
| Margin   | -21.3 % | 17.7 %  | 26.3 %  | 37.8 %  | 19.2 %  | 20.2 %  | 5.4 %   |
| Total taxes                                      | 1.2     | 0.2     | 0.1     | 1.2     | 0.3     | 0.3     | 0.1     |
| Net income from continuing operations            | -4.1    | 2.2     | 3.7     | 3.7     | 2.2     | 2.1     | 0.5     |
| 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                     | -4.1    | 2.2     | 3.7     | 3.7     | 2.2     | 2.1     | 0.5     |
| Minority interest                                | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     |
| Net income                                       | -4.1    | 2.2     | 3.7     | 3.7     | 2.2     | 2.1     | 0.5     |
| Margin   | -29.9 % | 16.2 %  | 25.4 %  | 28.4 %  | 16.9 %  | 17.7 %  | 4.8 %   |
| Number of shares, average                        | 1.7     | 1.7     | 1.7     | 1.7     | 1.7     | 1.7     | 1.7     |
| EPS  | -2.38   | 1.26    | 2.15    | 2.16    | 1.28    | 1.24    | 0.27    |
| EPS adj.   | -2.38   | 1.26    | 2.15    | 2.16    | 1.28    | 1.24    | 0.27    |
| *Adjustments made for:                           |         |         |         |         |         |         |         |

Guidance: 2015e: Sales EUR 13-13.5m; EBIT EUR 2-2.5m

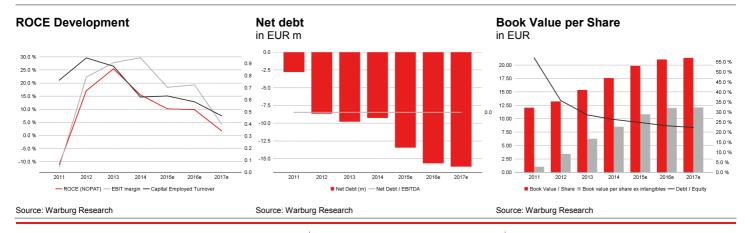
| Financial Ratios              |         |         |         |         |          |         |        |
|-------------------------------|---------|---------|---------|---------|----------|---------|--------|
|                               | 2011    | 2012    | 2013    | 2014    | 2015e    | 2016e   | 2017e  |
| Total Operating Costs / Sales | 85.2 %  | 73.5 %  | 68.1 %  | 66.5 %  | 75.2 %   | 75.0 %  | 92.0 % |
| Operating Leverage            | 16.3 x  | n.a.    | 3.9 x   | 0.4 x   | -410.6 x | 0.5 x   | 4.2 x  |
| EBITDA / Interest expenses    | 12.8 x  | 17.2 x  | 57.5 x  | 253.9 x | n.a.     | n.a.    | n.a.   |
| Tax rate (EBT)                | -40.4 % | 8.3 %   | 3.5 %   | 24.9 %  | 12.0 %   | 12.0 %  | 12.0 % |
| Dividend Payout Ratio         | 0.0 %   | 0.0 %   | 0.0 %   | 1.9 %   | 3.1 %    | 3.2 %   | 14.9 % |
| Sales per Employee            | 102,075 | 113,110 | 135,185 | 116,884 | 116,992  | 107,143 | 86,245 |





| Consolidated balance sheet                              |      |      |      |      |       |       |      |
|---|------|------|------|------|-------|-------|------|
| In EUR m  | 2011 | 2012 | 2013 | 2014 | 2015e | 2016e | 2017 |
| Assets  |      |      |      |      |       |       |      |
| Goodwill and other intangible assets                    | 18.9 | 16.8 | 15.7 | 15.6 | 15.5  | 15.6  | 15.9 |
| thereof other intangible assets                         | 6.3  | 6.2  | 5.0  | 5.0  | 4.9   | 5.0   | 5.3  |
| thereof Goodwill  | 12.6 | 10.6 | 10.6 | 10.6 | 10.6  | 10.6  | 10.6 |
| Property, plant and equipment                           | 0.7  | 0.3  | 0.5  | 0.4  | 0.4   | 0.4   | 0.4  |
| Financial assets  | 0.3  | 0.3  | 1.2  | 1.6  | 1.6   | 1.6   | 1.6  |
| Other long-term assets                                  | 0.0  | 0.0  | 0.0  | 0.0  | 0.0   | 0.0   | 0.0  |
| Fixed assets  | 19.9 | 17.5 | 17.4 | 17.6 | 17.5  | 17.5  | 17.9 |
| Inventories   | 0.3  | 0.2  | 0.0  | 0.0  | 0.1   | 0.1   | 0.0  |
| Accounts receivable                                     | 4.4  | 3.9  | 2.0  | 2.7  | 2.9   | 2.6   | 2.1  |
| Liquid assets   | 7.5  | 8.7  | 9.8  | 9.3  | 13.5  | 15.7  | 16.1 |
| Other short-term assets                                 | 0.5  | 0.7  | 4.8  | 8.7  | 8.8   | 8.8   | 8.8  |
| Current assets  | 12.7 | 13.4 | 16.6 | 20.7 | 25.2  | 27.2  | 27.0 |
| Total Assets  | 32.5 | 30.9 | 34.0 | 38.3 | 42.7  | 44.7  | 44.9 |
| Liabilities and shareholders' equity                    |      |      |      |      |       |       |      |
| Subscribed capital                                      | 1.8  | 1.8  | 1.8  | 1.8  | 1.8   | 1.8   | 1.8  |
| Capital reserve   | 28.1 | 28.1 | 9.8  | 9.8  | 9.8   | 9.8   | 9.8  |
| Retained earnings                                       | 0.0  | 0.0  | 0.0  | 0.0  | 0.0   | 2.1   | 2.6  |
| Other equity components                                 | -9.2 | -7.1 | 14.9 | 18.7 | 22.6  | 22.5  | 22.5 |
| Shareholder's equity                                    | 20.7 | 22.8 | 26.4 | 30.3 | 34.2  | 36.2  | 36.7 |
| Minority interest                                       | 0.0  | 0.0  | 0.0  | 0.0  | 0.0   | 0.0   | 0.0  |
| Total equity  | 20.7 | 22.8 | 26.4 | 30.3 | 34.2  | 36.2  | 36.7 |
| Provisions  | 1.1  | 0.8  | 0.4  | 0.5  | 0.5   | 0.5   | 0.5  |
| thereof provisions for pensions and similar obligations | 0.0  | 0.0  | 0.0  | 0.0  | 0.0   | 0.0   | 0.0  |
| Financial liabilites (total)                            | 4.7  | 0.0  | 0.0  | 0.0  | 0.0   | 0.0   | 0.0  |
| thereof short-term financial liabilities                | 0.0  | 0.0  | 0.0  | 0.0  | 0.0   | 0.0   | 0.0  |
| Accounts payable  | 1.2  | 1.1  | 0.8  | 0.6  | 1.1   | 1.0   | 3.0  |
| Other liabilities                                       | 4.8  | 6.2  | 6.3  | 6.9  | 6.9   | 6.9   | 6.9  |
| Liabilities   | 11.8 | 8.1  | 7.6  | 8.0  | 8.5   | 8.4   | 8.2  |
| Total liabilities and shareholders' equity              | 32.5 | 30.9 | 34.0 | 38.3 | 42.7  | 44.7  | 44.9 |

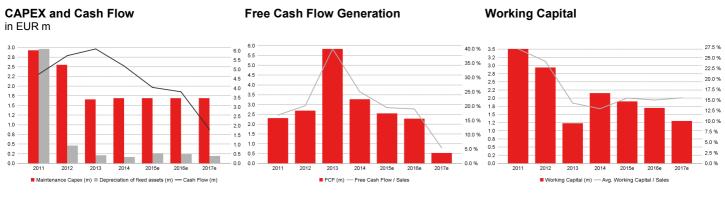
| Financial Ratios                    |         |         |         |         |         |         |         |
|-------------------------------------|---------|---------|---------|---------|---------|---------|---------|
|                                     | 2011    | 2012    | 2013    | 2014    | 2015e   | 2016e   | 2017e   |
| Efficiency of Capital Employment    |         |         |         |         |         |         |         |
| Operating Assets Turnover           | 3.3 x   | 4.1 x   | 8.4 x   | 5.2 x   | 5.8 x   | 5.8 x   | 5.8 x   |
| Capital Employed Turnover           | 0.8 x   | 0.9 x   | 0.9 x   | 0.6 x   | 0.6 x   | 0.6 x   | 0.5 x   |
| ROA                                 | -20.6 % | 12.4 %  | 21.3 %  | 21.1 %  | 12.7 %  | 12.1 %  | 2.6 %   |
| Return on Capital                   |         |         |         |         |         |         |         |
| ROCE (NOPAT)                        | -11.0 % | 17.0 %  | 25.4 %  | 15.5 %  | 10.2 %  | 9.9 %   | 1.8 %   |
| ROE                                 | -18.0 % | 9.9 %   | 15.1 %  | 13.1 %  | 6.9 %   | 6.0 %   | 1.3 %   |
| Adj. ROE                            | -18.0 % | 9.9 %   | 15.1 %  | 13.1 %  | 6.9 %   | 6.0 %   | 1.3 %   |
| Balance sheet quality               |         |         |         |         |         |         |         |
| Net Debt                            | -2.8    | -8.7    | -9.8    | -9.3    | -13.5   | -15.7   | -16.1   |
| Net Financial Debt                  | -2.8    | -8.7    | -9.8    | -9.3    | -13.5   | -15.7   | -16.1   |
| Net Gearing                         | -13.5 % | -38.1 % | -37.0 % | -30.6 % | -39.4 % | -43.2 % | -43.9 % |
| Net Fin. Debt / EBITDA              | n.a.    |
| Book Value / Share                  | 12.0    | 13.2    | 15.4    | 17.6    | 19.8    | 21.0    | 21.3    |
| Book value per share ex intangibles | 1.1     | 3.4     | 6.3     | 8.5     | 10.8    | 12.0    | 12.1    |





| Consolidated cash flow statement                       |      |      |      |      |       |       |       |
|--|------|------|------|------|-------|-------|-------|
| In EUR m   | 2011 | 2012 | 2013 | 2014 | 2015e | 2016e | 2017e |
| Net income   | -1.3 | 3.1  | 3.7  | 3.7  | 2.2   | 2.1   | 0.5   |
| Depreciation of fixed assets                           | 3.0  | 0.5  | 0.2  | 0.2  | 0.3   | 0.2   | 0.2   |
| Amortisation of goodwill                               | 0.0  | 0.0  | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| Amortisation of intangible assets                      | 3.1  | 2.5  | 1.9  | 1.5  | 1.6   | 1.4   | 1.2   |
| Increase/decrease in long-term provisions              | 0.0  | -0.4 | -0.3 | 0.0  | 0.0   | 0.0   | 0.0   |
| Other non-cash income and expenses                     | 0.0  | 0.1  | 0.6  | -0.3 | 0.0   | 0.0   | 0.0   |
| Cash Flow  | 4.8  | 5.7  | 6.1  | 5.2  | 4.0   | 3.8   | 1.8   |
| Increase / decrease in inventory                       | -0.2 | 0.1  | 0.2  | 0.0  | -0.1  | 0.0   | 0.1   |
| Increase / decrease in accounts receivable             | 1.0  | 0.1  | 1.0  | -0.2 | -0.2  | 0.3   | 0.5   |
| Increase / decrease in accounts payable                | -0.5 | -0.6 | 0.4  | -0.1 | 0.5   | -0.1  | -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 (total)         | 0.4  | -0.4 | 1.6  | -0.3 | 0.3   | 0.2   | 0.4   |
| Net cash provided by operating activities              | 5.1  | 5.3  | 7.7  | 4.8  | 4.3   | 4.0   | 2.2   |
| Investments in intangible assets                       | -2.7 | -2.5 | -1.5 | -1.5 | -1.5  | -1.5  | -1.5  |
| Investments in property, plant and equipment           | -0.1 | -0.1 | -0.4 | -0.1 | -0.3  | -0.2  | -0.2  |
| Payments for acquisitions                              | -3.0 | -1.4 | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| Financial investments                                  | 1.1  | 0.9  | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| Income from asset disposals                            | 0.0  | 0.0  | -3.7 | -3.5 | 0.0   | 0.0   | 0.0   |
| Net cash provided by investing activities              | -4.7 | -3.1 | -5.6 | -5.0 | -1.8  | -1.7  | -1.7  |
| Change in financial liabilities                        | 0.0  | 0.0  | -0.1 | 0.0  | 0.0   | 0.0   | 0.0   |
| Dividends paid   | 0.0  | 0.0  | 0.0  | 0.0  | -0.1  | -0.1  | -0.1  |
| Purchase of own shares                                 | 0.0  | 0.0  | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| Capital measures                                       | 0.0  | 0.0  | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| Other  | 0.0  | 0.0  | 0.0  | 0.0  | 1.7   | 0.0   | 0.0   |
| Net cash provided by financing activities              | 0.0  | 0.0  | -0.1 | 0.0  | 1.6   | -0.1  | -0.1  |
| Change in liquid funds                                 | 0.4  | 2.1  | 2.1  | -0.2 | 4.2   | 2.2   | 0.5   |
| Effects of exchange-rate changes on cash               | 0.1  | -0.1 | -0.1 | 0.2  | 0.0   | 0.0   | 0.0   |
| Cash and cash equivalent at end of period              | 6.1  | 8.1  | 10.1 | 9.3  | 13.5  | 15.7  | 16.1  |

| Financial Ratios                     |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|
|                                      | 2011    | 2012    | 2013    | 2014    | 2015e   | 2016e   | 2017e   |
| Cash Flow                            |         |         |         |         |         |         |         |
| FCF                                  | 2.3     | 2.7     | 5.8     | 3.3     | 2.5     | 2.3     | 0.5     |
| Free Cash Flow / Sales               | 16.9 %  | 20.1 %  | 40.0 %  | 25.0 %  | 19.5 %  | 19.0 %  | 5.5 %   |
| Free Cash Flow Potential             | 0.3     | 3.2     | 4.4     | 2.7     | 2.9     | 2.6     | 0.6     |
| Free Cash Flow / Net Profit          | -56.4 % | 124.3 % | 157.5 % | 88.1 %  | 115.3 % | 107.1 % | 115.3 % |
| Interest Received / Avg. Cash        | 1.4 %   | 0.8 %   | 1.1 %   | 2.2 %   | 0.9 %   | 0.7 %   | 0.6 %   |
| Interest Paid / Avg. Debt            | 5.7 %   | 14.7 %  | n.a.    | n.a.    | n.a.    | n.a.    | n.a.    |
| Management of Funds                  |         |         |         |         |         |         |         |
| Investment ratio                     | 20.5 %  | 19.5 %  | 12.7 %  | 11.9 %  | 13.4 %  | 14.4 %  | 17.4 %  |
| Maint. Capex / Sales                 | 21.4 %  | 19.1 %  | 11.3 %  | 12.9 %  | 12.9 %  | 14.1 %  | 17.5 %  |
| Capex / Dep                          | 46.2 %  | 87.3 %  | 92.8 %  | 92.1 %  | 95.4 %  | 102.9 % | 124.4 % |
| Avg. Working Capital / Sales         | 27.1 %  | 24.2 %  | 14.3 %  | 12.9 %  | 15.5 %  | 15.0 %  | 15.5 %  |
| Trade Debtors / Trade Creditors      | 378.4 % | 341.2 % | 255.9 % | 472.0 % | 263.6 % | 260.0 % | 262.5 % |
| Inventory Turnover                   | 2.8 x   | 3.0 x   | n.a.    | n.a.    | 6.6 x   | 6.0 x   | n.a.    |
| Receivables collection period (days) | 118     | 107     | 50      | 76      | 81      | 79      | 79      |
| Payables payment period (days)       | 599     | 780     | 422     | 333     | 613     | 608     | 605     |
| Cash conversion cycle (Days)         | -424    | -621    | n.a.    | n.a.    | -545    | -534    | n.a.    |



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| Company                 | Disclosure    | Link to the historical price targets and rating changes (last 12 months) |
|-------------------------|---------------|--|
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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.               |
| <b>"_</b> " | Rating suspended: | The available information currently does not permit an evaluation of the company.                         |

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| Rating           | Number of stocks | % of Universe |
|------------------|------------------|---------------|
| Buy              | 99               | 54            |
| Hold             | 73               | 40            |
| Sell             | 7                | 4             |
| Rating suspended | 3                | 2             |
| Total            | 182              | 100           |

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... 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               | 61            |
| Hold             | 47               | 35            |
| Sell             | 4                | 3             |
| Rating suspended | 2                | 1             |
| Total            | 135              | 100           |

#### PRICE AND RATING HISTORY MEVIS MEDICAL SOLUTIONS AS OF 26.05.2015



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.



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