

# Quarterly Report III

2011







		Q1-3/2011	Q1-3/2010	Change
Sales	Million EUR	83.6	81.0	3%
Return on revenue before tax	<u>%</u>	18%	18%	3%
EBITDA	Million EUR	21.7	21.4	1%
EBIT	Million EUR	16.5	15.6	6%
EBT	Million EUR	15.3	14.4	6%
Net income before other shareholder's interests	Million EUR	9.5	8.8	8%
Profit	Million EUR	8.8	7.9	11%
Earnings per share (basic)	Million EUR	1.68	1.51	11%
Operational cash flow	Million EUR	11.1	9.2	20%
Depreciation and amortization on non-current assets	Million EUR	5.2	5.8	-10%
Staff as of September 30	Persons	575	540	6%













### Bioscan

Eckert & Ziegler acquires the Analytic Instrumentation and Radiochemistry Equipment Business from the American market leader Bioscan, Inc. The transaction involves both analytical instruments used in quality assurance of radioactive pharmaceuticals and automated radiopharmaceutical synthesis units. Such equipment is used worldwide in the production of radiolabeled molecular imaging agents used in nuclear medicine. (1)

## Award

The Federal Chancellor, Angela Merkel, honours Eckert & Ziegler for its engagement in training of apprentices and awards a prize to the Eckert & Ziegler Eurotope and Torsten Petsching, who has completed his apprenticeship, within the framework of the information event "successful through (the) training". (2)

### Good Citizen

The American subsidiary Eckert & Ziegler Isotope Products Inc. receives a certificate of recognition as "good corporate citizen" for the year 2010 from the Sanitation Districts of Los Angeles County for complying consistently with all their industrial wastewater discharge requirements. (3)

## Bucher Füchse

Eckert & Ziegler promotes the initiative "Bucher Füchse" and thereby supports elementary school pupils in Berlin with their natural scientific investigations in forest and fields. (4)

# Public tender awarded

Eckert & Ziegler BEBIG Ltd., has been awarded a public tender for the supply of lodine-125 brachytherapy seeds, associated consumables and planning system for prostate implant to The Christie NHS Foundation Trust in Manchester, UK. The Christie is the largest cancer centre in Europe. (5)

## Colombia

Eckert & Ziegler BEBIG has recently installed the latest generation Multi-Source® device in the leading private clinic in Bogota, Colombia. (6)

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# Business development of the Eckert & Ziegler Group

#### Excellent 9-month period

The first nine months of 2011 developed extraordinarily successful for the Eckert & Ziegler Group. The revenue of EUR 83.6 million and the profit after taxes and minorities of EUR 8.8 million mean new record results for the period of time January to September. Compared with the corresponding period of the previous year the revenue increased by EUR 2.6 million or 3% and the profit by EUR 0.9 million or 11%. The earnings per share in the 9-month period are EUR 1.68 per share.

The key figures for the third quarter of 2011 alone are also pleasing, even if in the direct comparison with the same quarter of the previous year a slight fall in revenue can be recorded from 1% to EUR 27.8 million and with the profit from 20% to EUR 2.2 million. There are several reasons for this fall and it is partly due to the exchange rates and the development in interest rates. In addition, the revenue and income of the previous year from the Russia project from the Radiation Therapy segment are missing in 2011. Seen in purely operative terms no negative trend can be determined in the development of business.

The Isotope Products segment accounts for the greatest share of the total results. The revenue rose by 6% here. All product categories recorded growth with the exception of the Medical segment. In the ratio to the revenue the costs only increased less than proportionate owing to economies of scale. Thus, EBIT could be increased by 16%.

The Radiopharma segment recorded the strongest growth. Increases were also achieved here in all product lines. In total the segment increased the revenue by 20% to EUR 19.1 million. As the segment partly profits from very low marginal costs for the

production and sales a large part of the growth in revenue is reflected in the profits.

The Radiation Therapy segment (previously: Therapy) could not as expected achieve the record revenue of the previous year. Profits were realised from the plant sale to Russia in the comparable period of the previous year. Comparable are therefore only the figures within the year 2011. The revenue increased slightly compared with the previous quarter. The EBIT with EUR 0.6 million is less than the directly preceding quarter as the development costs have increased. Detailed statements relating to the Radiation Therapy segment can be taken from the quarterly report of Eckert & Ziegler BEBIG S.A. (previously: IBt S.A.), which is published at the same time (www.bebig.eu). In the Profit and Loss segment there are smaller shifts and valuation differences between the Eckert & Ziegler Group and the BEBIG financial statements which are presented in the table below.

The revenue with external customers is constant compared with the previous year in the Environmental Services segment. As however orders are also placed within the Group and moreover costs were saved there are no losses suffered any more as opposed to the previous year. Unfortunately this does not apply to the Miscellaneous segment which contains the allocations and costs of the holding. The segment loss increased by EUR 0.7 million. Responsible for this are increased personnel costs and lower interest income from other segments as a result of redemptions which were carried out in the meantime. An interest rate hedge made negative contributions owing to fallen long-term interest rates.

	Radiation Therapy segment of Eckert & Ziegler AG	9-month report of the listed Eckert & Ziegler BEBIG S.A.	Deviation	Thereof depreciation customer base
	TEUR	TEUR	TEUR	TEUR
Revenues	19,625	19,625		
Costs	-18,113	-17,834	-279	-279
EBT	1,512	1,791	-279	-279
Income tax expense	-753	-753	-	-
Net income	759	1,038	-279	-279
Profit/loss attributable to minority interests	-207			
Dividend to shareholders to Eckert & Ziegler AG	552			

#### Liquidity

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The cash flow statement features a gross cash flow (cash inflow from operational activity before the change in the current assets and liabilities) of EUR 16.6 million for the 9-month period of 2011. Thus, the gross cash flow is 4% above the value of the previous year of EUR 16.0 million. The increase stems above all from the period results which have increased by 8%.

Less receivables were built up and less current liabilities and provisions reduced compared with the previous year. In total the cash inflow from operational activity rose substantially by 20% to EUR 11.1 million.

The investments increased sharply from EUR 3.7 million to EUR 9.0 million compared with the previous year. The introduction of a standard ERP system group-wide as well as new building projects are mainly responsible for the increase.

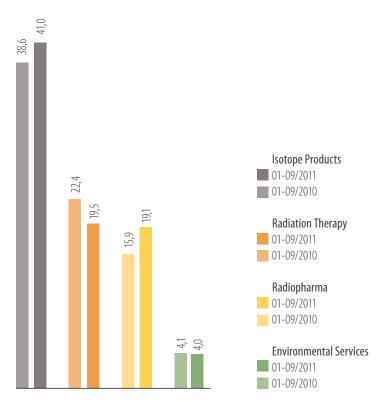
The dividend payment increased by 36% to EUR 3.2 million. Regular redemptions led to the fact that the loans fell by EUR 2.4 million. Not comparable with this are the capital movements in the 9-month period 2010. At the time external capital of balanced EUR 3.7 million were borrowed and a payment was made from the IBt take-over bid of EUR 22.5 million.

Together with a devaluation of the liquid funds of EUR 0.1 million, due to exchange rates, a fall in the liquidity is produced by EUR 3.8 million to EUR 25.4 million during the first nine months of 2011.

#### Balance sheet

Compared with 31 December 2010 the balance sheet only changed marginally in the 9-month period of 2011. The balance sheet total increased by EUR 4 million. The change can be found on the assets side in the long-term assets. The goodwill as well as the property, plant and equipment essentially increased there due to the acquisition of the Bioscan Device segment. On the liabilities side the liabilities fell by EUR 2 million owing to loan redemptions and reduction of provisions. The equity increased by EUR 6 million as the profit substantially exceeded the dividend payment of May. The equity ratio thus increased from 51% to 54%.

#### External sales (in Mio. EUR)



#### Research and development

Further accessory was developed ready for launch on the market for the cancer radiation device MultiSource® in the Radiation Therapy segment, e.g. for the interstitial brachytherapy of malignant soft tissue sarcoma. In addition, an intelligent coupling system was developed for the easier and quicker use of flexible catheters and plastic needles, with which the clinic staff can safely connect the patients and the radiation device.

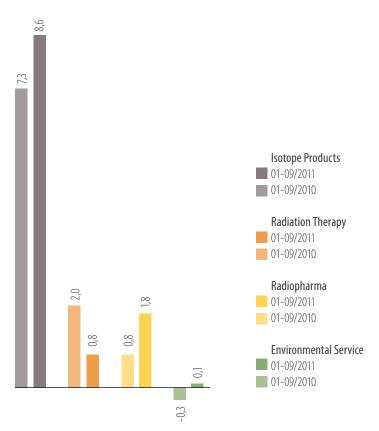
#### **Employees**

As of 30 September 2011 the Eckert & Ziegler Group employed 393 in Germany and 575 employees worldwide. Compared with the end of 2010 the number of employees increased by 29 (31 December 2010: 546). The increases can be found in the three large segments Isotope Products (+ 9; essentially in Braunschweig), Radiation Therapy (+ 7; mainly acquisition sonoTECH GmbH) and Radiopharma (+ 7; mainly acquisition device segment of Bioscan).

#### Outlook

The revenue target is EUR 110 to 120 million for the fiscal year 2011. The Executive Board reinforces its profit forecast of EUR 2.00 per share (results after taxes and minorities > EUR 10 million). The acquired radiopharmaceutical device business in the USA does not lead to a significant change in the revenue and income targets.

#### Profit after taxes (in Mio. EUR)



	Quarterly Report QIII/2011	Quarterly Report QIII/2010	9-monthly Report	9-monthly Report	
Group Statement of Income	07-09/2011	07-09/2010	01-09/2011	01-09/2010	
	TEUR	TEUR	TEUR	TEUR	
Revenues	27,834		83,608	81,048	
Cost of sales	- 11,736	- 13,197	- 35,559	- 37,771	
Gross profit on sales	16,098	14,967	48,049	43,277	
Selling expenses	- 4,606	- 4,746	- 14,045	- 14,188	
General and administrative expenses	- 5,479	- 4,097	- 15,196	- 13,350	
Research and non-capitalized development expenses	- 816	- 491	- 1,995	- 1,525	
Other operating income	- 85	330	730	1,375	
Other operating expenses	- 111	35	- 233	- 213	
Profit from operations	5,001	5,998	17,310	15,376	
Other financial results	- 439	- 417	- 822	221	
Earnings before interest and taxes (EBIT)	4,562	5,581	16,488	15,597	
Interest received	31		65	142	
Interest paid	- 478	- 609	- 1,228	- 1,327	
Profit before tax	4,115	4,991	15,325	14,412	
Income tax expense	- 1,620	- 2,026	- 5,776	- 5,588	
Net income	2,495	2,965	9,549	8,824	
Profit/loss attributable to minority interests	- 313			- 971	
Dividend to shareholders of Eckert & Ziegler AG	2,182	2,726	8,752	7,853	
Earnings per share					
Basic	0,42	0,52	1,68	1,51	
Diluted	0,42	0,52	1,68	1,51	
Average number of shares in circulation (basic)	5,221	5,221	5,221	5,194	
Average number of shares in circulation (diluted)	5,221	5,221	5,221	5,208	

Group Statement of Comprehensive Income	Quarterly Report Q III/2011 07-09/2011	Quarterly Report Q III/2010 07-09/2010	9-monthly Report 01-09/2011	9-monthly Report 01-09/2010
	TEUR	TEUR	TEUR	TEUR
Profit for the period	2,495	2,965	9,549	8,824
Of which attributable to other shareholders	313	239	797	971
Of which attributable to shareholders of Eckert & Ziegler AG	2,182	2,726	8,752	7,853
Adjustment to fair value of available for-sale financial assets		-4	0	-2
Amount reposted to income statement	0	0	0	0
Profit tax	0	2	0	1
Adjustment of amount recorded in shareholders' equity (Financial assets available-for-sale)	0	-2	0	-1
Adjustment of balancing item from the currency translation of foreign subsidiaries	1,104	-434	-277	587
Amount reposted to income statement	0	0	0	0
Adjustment of amount recorded in shareholders' equity (Currency translation)	1,104	-434	-277	587
Total of value adjustments recorded in shareholders' equity	1,104	-436	-277	586
Of which attributable to other shareholders	-5	6	13	36
Of which attributable to shareholders of Eckert & Ziegler AG	1,109	-442	-290	550
Total from net income and value adjustments recorded in shareholders' equity	3,599	2,529	9,272	9,410
Of which attributable to other shareholders	308	245	810	1,007
Of which attributable to shareholders of Eckert & Ziegler AG	3,291	2,284	8,462	8,403

Group Statement of Cash Flows	9-monthly Report 01-01/2011 - 09-30/2011	9-monthly Report 01-01/2010 - 09-30/2010
	TEUR	TEUR
Cash flows from operating activities:		
Profit for the period	9,549	8,824
Adjustments for:		
Depreciation	5,175	5,758
Proceeds from grants less release of deferred income from grants	150	- 200
Long-term provisions, other non-current liabilities	86	358
Gains (-)/losses on the disposal of non-current assets	13	- 4
Miscellaneous	1,651	1,255
Changes in current assets and liabilities:		
Receivables	- 2,940	- 3,847
Inventories	- 1,439	1,529
Accruals, other current assets	- 62	- 147
Change in the current liabilities and provisions	- 1,107	- 4,330
Cash inflows generated from operating activities	11,076	9,196
Cash flows from investment activities:		
Purchase (-)/sale of non-current assets	- 8,987	- 3,663
Purchases and sales of available–for–sale securities		-
Cash outflows from investment activity	- 8,786	- 3,663
Cash flows from financing activities:		
Paid dividends	- 3,173	- 2,335
Distribution of shares of third parties	- 398	- 314
Change in long-term borrowings	- 2,006	4,248
Change in short-term borrowings	- 401	- 548
Sales of own shares and cash inflow from the exercising of stock options		712
Aquisition of shares of consolidated companies		- 22,539
Cash outflows from financing activities	- 5,978	- 20,776
Effect of exchange rates on cash and cash equivalents	- 106	159
Increase/reduction in cash and cash equivalents	- 3,794	- 15,084
Cash and cash equivalents at beginning of period	29,216	43,674
Cash and cash equivalents at end of period	25,422	28,590

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	C 1	1 1 5 1		_		Cumulative	other equity items				
-	Subscril Number	Nominal value	Capital reserve	Retained reserves	Unrealized profit securities	Unrealized profit pension commitments	Foreign currency exchange differences	Own shares	Equity attribu- table to share- holders' equity	Minority shares	Group share hol- ders' equity
	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR
As of January 1, 2010	5,260,283	5,260	52,719	21,955	4	-149	-3,234	-703	75,852	10,223	86,075
Foreign currency translation differences							1,047		1,047	-16	1,031
Unrealized gains/losses on performanceorientated pension commitments at balance sheet date (after tax of EUR –0)						1			1		1
Unrealized gains/losses on securities at balance sheet date (after tax of EUR -1)					3				3		3
Reversal of unrealized gains/ losses on securities at previous balance sheet date					-4	149			145		145
Total of expenditures and income directly entered in equity	0	0	0	0	-1	150	1,047	0	1,196	-16	1,180
Net profit for the year				9,413	1				9,413	1,002	10,415
			0	9,413	-1	150	1.047				
Total income for the period					-1		1,047	0	10,609	986	11,595
Dividends paid				-2,335					-2,335	-351	-2,686
Purchase or sale of minority interests				-17,304					-17,304	-5,565	-22,869
Sale of own shares for purchase of minority interests			583					189	772		772
Sale of own shares			368					113	481		481
Capital increases	32,700	33	204						237		237
As of December 31, 2010	5,292,983	5,293	53,874	11,729	3	1	-2,187	-401	68,312	5,293	73,605
As of January 1, 2011	5,292,983	5,293	53,874	11,729	3	1	-2,187	-401	68,312	5,293	73,605
Foreign currency translation differences							-290		-290	13	-277
Unrealized gains/losses by performance oriented pensions on balance sheet date (after tax of EUR 0)						1			1		1
Unrealized gains/losses on securities at balance sheet date											
(after tax of EUR 3 thousand)					3				3		3
Reversal of unrealized gains/ losses at previous balance sheet date					-3				-4		-4
Total of expenditures and income											
directly entered in equity	0	0	0	0.752	0	0	-290	0	-290	13	-277
Net profit for the year				8,752			-290		8,752 8,462	797	9,549
Total income for the period  Dividends paid	0	0	0	-3,173 -	0	0	-290	0	-3,173	<u>810</u> -398	9,272 -3,571
Purchase or sale of minority											J,J/ I
interests								374	0	0	0
As of September 30, 2011	5,292,983	5,293	53,874	16,934	3	1	-2,477	-27	73,601	5,705	79,306

	Isotope Products Radiation Therapy		Environmental roducts Radiation Therapy Radiopharma Services			Others Elimination			Total					
	01-09 2011	01-09 2010	01-09 2011	01-09 2010	01-09 2011	01-09 2010	01-09 2011	01-09 2010	01-09 2011	01-09 2010	01-09 2011	01-09 2010	01-09 2011	01-09
	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR
Sales to external customers	40,950	38,564	19,477	22,432	19,144	15,946	4,034	4,106	3				83,608	81,048
Sales to other segments	1,388	690	148	215	185	18	408	104	942	801	-3,070	-1,828	0	0
Total segment sales	42,338	39,254	19,625	22,647	19,329	15,964	4,442	4,210	945	801	-3,070	-1,828	83,608	81,048
Segment profit before interest and profit taxes (EBIT)	12,995	11,205	1,942	3,586	3,234	2,261	304	-135	-1,987	-1,319	0	-1	16,488	15,597
Interest expenditures and revenues	-281	-430	-430	-312	-740	-756	0	-30	288	342	0	1	-1,163	-1,185
Income tax expense	-4,089	-3,520	-753	-1,284	-736	-689	-198	-86	0	-9	0	0	-5,776	-5,588
Profit before minority interests	8,625	7,255	759	1,990	1,758	816	106	-251	-1,699	-986	0	0	9,549	8,824

	Isotope Products Radiation Therapy Radiopharma			Enviro	nmental Services		Others						
	<u> </u>					<u> </u>							
	01-09	01-09	01-09	01-09	01-09	01-09	01-09	01-09	01-09	01-09	01-09	01-09	
	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	
	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR -	TEUR -	TEUR	TEUR	TEUR	TEUR	TEUR	
Segmental assets	70,576	64,939	49,753	53,512	25,778	17,946	_*	_*	97,712	106,024	243,819	242,421	
Elimination of inter- segmental shares, equity investments and receivables	· ·	<u> </u>	<u>,                                      </u>	<u> </u>		·			<u> </u>		-95,849	-97,308	
Consolidated total assets											147,970	145,113	
Segmental liabilities	-32,587	-33,077	-21,038	-24,974	-23,292	-20,451	_*	_*	-17,081	-23,808	-93,998	-102,310	
Elimination of inter- segmental liabilities											25,334	29,535	
Consolidated liabilities											-68,664	-72,775	
Investments													
(without acquisitions)	2,721	1,124	1,674	1,497	2,049	1,034	0	0	2,543	8	8,987	3,663	
Depreciation	-1,570	-1,941	-1,923	-2,059	-1,315	-1,313	-254	-335	-113		-5,175	-5,758	
Non-cash income/expenses	248	120	-693	-902	-591	135	0	-105	-864	-657	-1,900	-1,409	

<sup>\*</sup> In internal reporting, the asset and liability items of the Environmental Services segment are still shown in the Isotope Products segment. For this reason, the numbers are shown in the same way in the segment reporting.

Sales by regions	January - S	September 2011	Januar	ry – September 2010
	Million EUR	%	Million EUR	%
Europe	49.5	59	47.8	59
North America	23.4	28	23.2	29
Asia/Pacific	7.9	10	8.2	10
Others	2.8	3	1.8	2
Total	83.6	100	81.0	100

## Explanations for the interim financial statements

#### 1. General information

These non-audited consolidated interim financial statements as of 30 September 2011 comprise the financial statements of Eckert & Ziegler Strahlen- und Medizintechnik AG and its subsidiaries (hereinafter also referred to as "Eckert & Ziegler AG").

#### 2. Accounting and valuation methods

The consolidated financial statements (interim financial statements) of Eckert & Ziegler AG as of 30 September 2011 were prepared as the annual financial statements 2010 in line with the International Financial Reporting Standards (IFRS). All standards of the International Accounting Standards Board (IASB), London, which were to be applied in the EU on the financial statements key date, as well as the applicable interpretations of the International Financial Interpretations Committee (IFRIC) or of the Standing Interpretations Committee (SIC) were taken into consideration. The accounting and valuation methods explained in the notes to the annual financial statements 2010 were applied unchanged.

For the preparation of the consolidated financial statements in line with the IFRS it is necessary that estimates and assumptions are made which have implications on the amount and disclosure of the accounted assets and debts, income and expenses. The actual values can deviate from the estimates. Essential assumptions and estimates are made for the useful lives, the income of the fixed assets which can be achieved, the ability to realise receivables and the accounting and valuation of provisions.

This interim report contains all necessary information and adjustments, which are necessary for a picture of the net assets, financial position and results of operations of Eckert & Ziegler AG for the interim report which correspond with the

actual circumstances. The results of the current fiscal year during the year do not necessarily allow conclusions to be drawn about the development of future results.

#### 3. Group of consolidated companies

Included in the consolidated financial statements of Eckert & Ziegler AG are all companies with which Eckert & Ziegler AG indirectly or directly has the possibility to determine the financial and business policies (control concept).

#### Company acquisitions and sales

With regard to the company acquisitions and sales we refer to the explanations under Section 4.

# 4. Limited comparability of the consolidated financial statements with the previous year

The take-over offer for the shares of IBt S.A., which are not in the possession of Eckert & Ziegler AG, ended in March 2010, following which Eckert & Ziegler increased its participation share in the shares of IBt, which are entitled to a dividend, to 72%. In March 2010 the Eckert & Ziegler Group increased the shareholdings in Eckert & Ziegler EURO-PET Berlin GmbH from 70% to 100%. In March 2010 the Eckert & Ziegler Group increased the shareholding in Eckert & Ziegler f-con Europe GmbH from 74% to 77%. As of the end of 2010 the shares in the company sonoTECH Gesellschaft für sonographische Technologie mbH were acquired. As of 1 July 2011 the radiopharmaceutical device segment of Bioscan, Inc. which is based in Washington, D.C., was taken over. Compared with the first nine months of 2010 this had essential implications on the net assets and results of operations of the Group through which the comparability of the group report with the previous year is impaired.

#### 5. Currency conversion

The conversion of the financial statements of the companies outside of the European Monetary Union is carried out according to the concept of the functional currency. The following exchange rates were used for the currency conversion:

Country	Currency	Key date rate on September 30, 2011	Key date rate on Dec. 31, 2010	Average rate Jan. 1 - Sept. 30, 2011	Average rate Jan. 1 – Sept. 30, 2010
USA	USD	1.3597	1.3362	1.4101	1.3225
Czech Republic	CZK	24.5397	25.0610	24.3257	25.6002
Great Britain	GBP	0.8608	0.8565	0.8649	0.8674
Sweden	SEK	9.2305	8.9655	9.0096	9.2412

#### 6. Stocks of own shares

As of 30 September 2011 4,818 own shares were held by Eckert & Ziegler AG. In calculable terms this corresponds with a share of 0.1% of the capital stock of the company.

#### 7. Essential business with associated persons

With regard to the essential business with associated persons we refer to the publications in the consolidated annual financial statements as of 31 December 2010.

Berlin, 2 November 2011

Dr. Andreas Eckert

Chairman of the Executive Board

Dr. Edgar Löffler

Member of the Executive Board

Dr. André Heß

Member of the Executive Board

# Financial Calendar

23.11.2011

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German Equity Forum in Frankfurt

17.-19.01.2012

German Corporate Conference Cheuvreux in Frankfurt

30.03.2012

Annual report 2011

30.03.2012

Balance press conference in Berlin

May 2012

Entry and General Standard Conference in Frankfurt

03.05.2012

Quarterly report I/2012

24.05.2012

Annual General Meeting

14.08.2012

Quarterly report II/2012

06.11.2012

Quarterly report III/2012

November 2012

German Equity Forum in Frankfurt

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