Hypoport AG

Recommendation: Risk: Price Target:

BUY (BUY) HIGH (HIGH) EUR 17.00 (17.00)

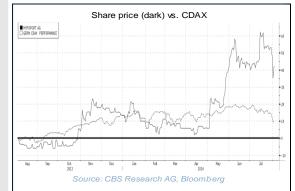
Close Brothers Seydler Research AG

04 August 2014

Hypoport confirms full year guidance 1H14: Revenues +12.1% yoy, EBIT and EPS > +100% yoy

- Hypoport AG announced its 1H14 figures, carrying on with the strong top line development in 1Q14. At EUR 53.3m (PY: EUR 47.6m), consolidated revenues rose 12.1% yoy, which was in line with our expectations. Supported by favourable impulses across all product lines, EUROPACE processed a new record high in terms of quarterly transaction volume in 2Q14, which arrived at EUR 9.0bn, whereas 1H14 transaction volume reached EUR 17.5bn (PY: EUR 15.7bn). Accordingly, the revenue contribution of the Financial Service Providers (FSP) business unit increased by 5.4% to EUR 14.6m (PY: EUR 13.9m). While the volume of loans brokered by Dr. Klein widened out 10.0% yoy, the new insurance business continued to struggle, falling 22.2% yoy. By contrast, the insurance portfolio managed by Dr. Klein grew by 8.4%, where a 7.4% decrease in health insurance was offset by a good performance of life insurance & investments and by a notable increase of 38.1% concerning general insurance. Based on these developments the revenue contribution of the Private Clients (PC) segment rose by 11.5% to EUR 31.7m (PY: EUR 28.4m). Generating revenues of EUR 6.8m (PY: EUR 5.1m) the Institutional Clients (IC) business unit recorded the strongest top-line growth at 33.1%.
- As already observed in 1Q14, a favourable trend with regard to mortgage finance products across all business units, combined with a significant cost improvement in the PC insurance business led to significantly higher earnings. Accordingly, consolidated EBITDA reached EUR 6.6m (PY: EUR 2.7m), whereas consolidated EBIT even rose more than five times to EUR 4.3m (PY: EUR 0.7m) with the following segmental EBIT breakdown: PC EUR 1.0 (PY: EUR -1.3m), FSP EUR 3.0m (PY: EUR 2.8m) and IC EUR 2.2m (PY: EUR 1.2m). EPS stood at EUR 0.54 (PY: EUR 0.23).
- Against the backdrop of the 1H14 results, Ronald Slabke (CEO) reaffirmed its prior guidance, which we believe is reasonable as we anticipate that FSP will further benefit from building finance products being used to hedge the interest-rate risk of home loans and personal loans progressively being used as add-on to home loans. Furthermore, we expect for Dr. Klein enduring tailwind from the brokerage of loans which should compensate for the pressurised insurance business. Coupled with the introduced restructuring measures, we assume the return to profitability in the PC business unit to be sustainable on a full year basis. Hence we leave our estimates unchanged.
- Backed by our valuation (DCF, Peer Group) we confirm our PT of EUR
 17.00 and reiterate our BUY recommendation as the stock is still cheap, if one considers the forward P/E ratios.

Key data						
Y/E Dec 31, EUR m	2011	2012	2013	2014E	2015E	2016E
Revenues	84.4	87.8	101.1	112.0	118.3	124.7
EBITDA	11.5	8.1	8.2	11.6	12.8	14.1
EBIT	6.8	3.2	4.0	7.4	8.0	8.8
Net result	3.7	-0.8	3.2	5.4	5.2	5.6
Basic EPS	0.60	-0.13	0.52	0.88	0.85	0.92
DPS	0.00	0.00	0.00	0.00	0.00	0.00
EBITDA margin	13.6%	9.3%	8.1%	10.3%	10.8%	11.3%
EBIT margin	8.0%	3.6%	3.9%	6.6%	6.7%	7.0%
EV/EBITDA	6.9	9.7	9.7	6.8	6.2	5.6
EV/EBIT	11.7	24.6	19.9	10.6	9.9	9.0
P/E	19.0	n.a.	22.2	13.1	13.5	12.5
Source: CBS Research AG, I	Hypoport AG				_	



Change	201	4E	2015	5E	20)16E
EURm	new	old	new	old	new	old
Revenues	-	112.0	-	118.3	-	124.7
BIT	-	7.4	-	8.0	-	8.8
EPS	-	0.88	-	0.85	-	0.92

www.hypoport.com Sector: Financial Services
WKN: 549336 ISIN: DE0005493365
Reuters: HYQGn.DE Bloomberg: HYQ GY

Short company profile:

The Hypoport Group is an internet-based financial services provider that consists of two mutually supportive pillars, namely Dr. Klein and EUROPACE.

Share	data:

11.50
6.1
70.5
78.7
1,446

Performance data:	
High 52 weeks (EUR):	14.10
Low 52 weeks (EUR):	7.97
Absolute performance (12 months):	37.6%
Relative performance vs. CDAX:	
1 month	4.2%
3 months	35.0%
6 months	29.3%

6 months 12 months	29.3% 25.6%
Shareholders:	
Revenia GmbH	34.8%
Kretschmar Familienstiftung	12.9%
Deutsche Postbank AG	9.7%
Sparta AG	5.1%

Financial calendar:

Free Float

3Q 2014 Report	November 3, 2014
German Equity Forum in Frankfurt/M.	November 24, 2014

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Appendix

Key figures and ratios

	2011	2012	2013	2014E	2015E	2016E
Growth analysis						
Revenue growth in %	26.1%	4.0%	15.2%	10.8%	5.6%	5.5%
EBITDA growth in %	2.9%	-29.1%	0.3%	41.8%	10.7%	10.2%
EBIT growth in %	5.1%	-52.7%	24.1%	87.6%	7.1%	10.1%
EPS growth in %	12.7%	-122.3%	-486.4%	69.2%	-3.0%	8.4%
Profitability ratios	1211 /0	122.070	100.170	00.270	0.070	0.170
Gross profit margin in %	52.7%	51.0%	49.1%	49.9%	50.4%	50.9%
EBITDA margin in %	13.6%	9.3%	8.1%	10.3%	10.8%	11.3%
EBIT margin in %	8.0%	3.6%	3.9%	6.6%	6.7%	7.0%
Net profit margin in %	4.4%	-0.9%	3.1%	4.8%	4.4%	4.5%
Return on equity (ROE) in %	12.8%	-2.6%	9.8%	14.9%	12.7%	12.2%
Return on assets (ROA) in %	5.6%	-1.2%	4.5%	7.4%	6.1%	6.1%
Return on net assets (RONA) in %	9.0%	-1.8%	7.0%	10.5%	9.3%	9.0%
Basic Earnings Power Ratio in %	9.4%	4.5%	5.3%	9.1%	9.1%	9.2%
Efficiency ratios						
Operating costs / revenues in %	45.5%	49.2%	47.9%	45.3%	45.3%	45.3%
Revenues per employee in EUR	185,407	192,864	222,105	246,074	259,912	274,090
EBITDA per employee in EUR	25,215	17,870	17,925	25,418	28,131	30,992
Personnel expenses per employee in EUR	58,305	65,796	72,156	77,297	81,644	86,098
iquidity ratios						
Current Ratio	1.2	1.4	1.3	1.4	1.6	1.8
Acid Ratio	1.2	1.4	1.3	1.4	1.6	1.8
Cash Ratio	0.2	0.3	0.4	0.4	0.5	0.8
Operating Cash Flow Ratio	0.2	0.4	0.6	0.3	0.5	0.6
Activity ratios						
Asset turnover	1.2	1.2	1.4	1.4	1.3	1.3
Assets / Revenues	0.9	0.8	0.7	0.7	0.7	0.8
Solvency ratios						
Debt Ratio in %	56.7%	57.8%	55.6%	53.0%	50.5%	48.5%
Net debt to equity ratio (Gearing) in %	35.6%	32.7%	16.0%	12.7%	-1.6%	-16.8%
Long-term debt to equity Ratio in %	10.8%	18.3%	16.2%	14.7%	13.7%	12.6%
Total debt to EBITDA Ratio	1.6	2.3	2.1	1.5	1.3	1.2
Net debt to EBITDA Ratio	1.0	1.2	0.6	0.4	-0.1	-0.6
Cash flow analysis	0.00/	0.00/	5 40/	0.50/	5 40/	0.00/
Free cash flow / revenues in %	0.0%	2.3%	5.1%	0.5%	5.4%	6.8%
FCF / net income in %	-1.0%	-244.3%	163.4%	11.2%	121.8%	150.7%
FCF yield in %	-1.9%	106.2%	276.9%	32.1%	338.4%	454.1%
CAPEX/ revenues in %	6.2%	7.4%	5.7%	3.6%	3.1%	2.0%
CAPEX / depn in %	101.7%	99.8%	137.5%	97.8%	75.1%	47.7%
Per share data	0.60	0.12	0.52	0.00	0.05	0.00
EPS Basic	0.60	-0.13	0.52	0.88	0.85	0.92
Operating cash flow per share	0.75	1.26	1.65	0.72	1.50	1.65
Book value per share	5.05	4.84	5.39	6.26	7.11	8.03
Dividends per share	0.00	0.00	0.00	0.00	0.00	0.00
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Valuation Ratios P/E-Ratio	19.0	20	22.2	13.1	13.5	12.5
		n.a.				
EV/EBIT EV/EBITDA	11.7 6.9	24.6 9.7	19.9 9.7	10.6 6.8	9.9 6.2	9.0 5.6
EV/Sales P/B	0.9	0.9 1.1	0.8 1.1	0.7 1.0	0.7 0.9	0.6 0.8
	1.1					
Dividend Yield in %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Profit and loss yoy comparison

IFRS EURm	1H 14	1H 13	Δ	% change	2Q 14	2Q 13	Δ	% change
Revenues	53.3	47.6	5.8	12.1%	25.4	25.9	-0.4	-1.7%
Selling expenses	-25.4	-24.8	-0.5	2.1%	-12.0	-14.4	2.4	-16.4%
% of total revenue	-47.5%	-52.2%			-47.3%	-55.6%		
Gross Profit	28.0	22.7	5.2	23.0%	13.4	11.5	1.9	16.6%
Gross Profit margin in %	52.5%	47.8%			52.7%	44.4%		
Own work capitalised	2.1	2.0	0.1	5.8%	1.0	1.0	0.0	0.4%
% of total revenue	3.9%	4.2%			3.8%	3.7%		
Other operating income	1.1	1.4	-0.3	-22.8%	0.6	1.0	-0.3	-36.4%
% of total revenue	2.0%	2.9%			2.4%	3.7%		
Cost of materials	0.0	0.0	0.0	n.a.	0.0	0.0	0.0	n.a.
% of total revenue	0.0%	0.0%			0.0%	0.0%		
Personnel expenses	-17.0	-16.3	-0.8	4.9%	-8.6	-8.1	-0.5	5.7%
% of total revenue	-32.0%	-34.2%			-33.8%	-31.4%		
Other operating expenses	-7.5	-7.2	-0.3	3.9%	-4.1	-3.8	-0.3	8.0%
% of total revenue	-14.1%	-15.2%			-16.0%	-14.6%		
Income from investments valued at equity	0.0	0.1	-0.1	-89.7%	0.0	0.1	-0.1	-77.6%
% of total revenue	-2.9%	-26.1%			-5.5%	-20.9%		
EBITDA	6.6	2.7	3.8	139.3%	2.3	1.6	0.7	44.0%
EBITDA margin in %	12.3%	5.8%			9.1%	6.2%		
Depreciation, amortisation exp. & impairment loss	-2.3	-2.0	-0.3	13.1%	-1.2	-1.0	-0.2	21.4%
% of total revenue	-4.3%	-4.3%			-4.6%	-3.8%		
EBIT	4.3	0.7	3.6	502.3%	1.1	0.6	0.5	78.3%
EBIT margin in %	8.0%	1.5%			4.5%	2.5%		
Financial result	-0.2	-0.3	0.0	-17.1%	0.0	-0.1	0.1	-68.5%
% of total revenue	-0.4%	-0.5%			-0.2%	-0.5%		
EBT	4.1	0.5	3.6	788.6%	1.1	0.5	0.6	114.6%
EBT margin in %	7.6%	1.0%			4.3%	2.0%		
Taxes on income & def.	-0.7	0.9	-1.6	-178.2%	-0.4	0.4	-0.9	-207.8%
% of EBT	-17.7%	200.9%			-40.0%	79.6%		
Net profit/loss for the year	3.3	1.4	2.0	143.1%	0.7	0.9	-0.3	-28.3%
Attributable to non-controlling/minority interest	0.0	0.0	0.0	n.a.	-0.2	0.0	-0.2	n.a.
Attributable to Hypoport AG shareholders	3.3	1.4	2.0	141.4%	0.8	0.9	-0.1	-8.3%
Weighted number of shares , basic in million shares	6.13	6.14	0.0	0.0%	6.13	6.14	0.0	0.0%
Weighted number of shares, diluted in million shares	6.13	6.14	0.0	0.0%	6.13	6.14	0.0	0.0%
PS Basic	0.54	0.23	0.32	141.5%	0.13	0.15	-0.01	-8.3%
EPS Diluted	0.54	0.23	0.32	141.5%	0.13	0.15	-0.01	-8.3%

Profit and loss account

IFRS EURm	2011	2012	2013	2014E	2015E	2016E
Revenues	84.4	87.8	101.1	112.0	118.3	124.7
YoY growth	26.1%	4.0%	15.2%	10.8%	5.6%	5.5%
Selling expenses	-39.9	-43.0	-51.5	-56.1	-58.7	-61.3
% of total revenue	-47.3%	-40.0%	-50.9%	-50.1%	-49.6%	-49.1%
Gross Profit	44.5	44.7	49.6	55.8	59.5	63.4
Gross Profit margin in %	52.7%	51.0%	49.1%	49.9%	50.4%	50.9%
Own work capitalised	3.6	4.2	4.2	4.7	4.9	5.2
% of total revenue	6.4%	4.8%	4.2%	4.2%	4.2%	4.2%
Other operating income	1.8	2.4	2.8	1.8	1.9	2.0
% of total revenue	2.2%	2.7%	2.7%	1.6%	1.6%	1.6%
Personnel expenses	-26.5	-29.9	-32.8	-35.2	-37.1	-39.2
% of total revenue	-31.4%	-34.1%	-32.5%	-31.4%	-31.4%	-31.4%
Other operating expenses	-11.9	-13.2	-15.6	-15.5	-16.4	-17.3
% of total revenue	-14.1%	-15.1%	-15.5%	-13.9%	-13.9%	-13.9%
Income from investments valued at equity	0.0	0.0	0.0	0.0	0.0	0.0
% of total revenue	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBITDA	11.5	8.1	8.2	11.6	12.8	14.1
EBITDA margin in %	13.6%	9.3%	8.1%	10.3%	10.8%	11.3%
Depreciation, amortisation exp. & impairment loss	-4.7	-4.9	-4.2	-4.1	-4.8	-5.3
EBIT	6.8	3.2	4.0	7.4	8.0	8.8
EBIT margin in %	8.0%	3.6%	3.9%	6.6%	6.7%	7.0%
Financial result	-0.7	-0.9	-0.9	-0.9	-1.0	-1.1
EBT	6.0	2.3	3.1	6.5	6.9	7.7
EBT margin in %	7.1%	2.7%	3.1%	5.8%	5.9%	6.2%
Taxes on income & def.	-1.6	-0.4	0.1	-1.2	-1.7	-2.0
% of EBT	-25.8%	-16.9%	2.8%	-17.9%	-25.0%	-26.6%
Profit/loss from continuing operations, net of tax	4.5	1.9	3.2	5.4	5.2	5.6
as % of total revenue	5.3%	2.2%	3.1%	4.8%	4.4%	4.5%
Profit/loss from discontinued operations	-0.7	-2.8	0.0	0.0	0.0	0.0
Net profit/loss for the year	3.7	-0.8	3.2	5.4	5.2	5.6
Net profit margin in %	4.4%	-0.9%	3.1%	4.8%	4.4%	4.5%
Attributable to non-controlling/minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Attributable to Hypoport AG shareholders	3.8	-0.8	3.2	5.4	5.2	5.6
Weighted number of shares , basic in million shares	6.19	6.16	6.14	6.13	6.13	6.13
Weighted number of shares, diluted in million shares	6.19	6.16	6.14	6.13	6.13	6.13
EPS Basic	0.60	-0.13	0.52	0.88	0.85	0.92
EPS Diluted	0.60	-0.13	0.52	0.88	0.85	0.92

Balance Sheet

IFRS EURr	n 2011	2012	2013	2014E	2015E	2016E
Assets						
Total non-current assets	35.0	35.5	37.4	38.2	37.3	35.8
as % of total assets	48.6%	50.1%	50.2%	46.6%	42.3%	37.4%
Intangible assets	27.9	27.7	29.6	29.5	28.5	26.1
Tangible Assets; PPE	2.5	2.6	2.3	2.2	2.1	1.7
Investments valued at equity	0.0	0.0	0.0	0.0	0.0	0.0
Financial assets	1.0	0.1	0.1	0.1	0.1	0.1
Trade receivables	2.5	4.6	4.3	5.9	6.3	6.6
Deferred tax assets	1.2	0.4	0.4	0.4	0.4	0.4
Other assets	0.0	0.0	0.7	0.0	0.0	1.0
Current assets	37.1	35.3	37.0	43.7	50.8	59.9
as % of total assets	51.4%	49.9%	49.8%	53.4%	57.7%	62.6%
Trade receivables	25.1	21.1	20.6	26.9	28.4	30.0
Other assets	3.9	4.7	4.8	4.8	4.8	4.8
Current income tax assets	0.6	1.0	0.0	0.0	0.0	0.0
Cash & cash equivalents	7.5	8.6	11.5	11.9	17.5	25.1
Total assets	72.1	70.7	74.4	81.8	88.1	95.7
Total Shareholder's Equity & Liabilities						
Fotal shareholders equity	31.3	29.8	33.1	38.4	43.6	
Fotal shareholders equity as % of total equity and liabilities	43.3%	42.2%	44.4%	47.0%	49.5%	51.5%
Fotal shareholders equity as % of total equity and liabilities Subscribed capital	43.3% 6.2	42.2% 6.2	44.4% 6.2	47.0% 6.2	49.5% 6.2	51.5% 6.2
Fotal shareholders equity as % of total equity and liabilities Subscribed capital Reserves	43.3% 6.2 24.9	42.2% 6.2 23.5	44.4% 6.2 26.7	47.0% 6.2 32.0	49.5% 6.2 37.2	51.5% 6.2 42.9
Fotal shareholders equity as % of total equity and liabilities Subscribed capital Reserves Treasury shares	43.3% 6.2 24.9 0.0	42.2% 6.2 23.5 -0.1	44.4% 6.2 26.7 -0.1	47.0% 6.2 32.0 -0.1	49.5% 6.2 37.2 -0.1	51.5% 6.2 42.9 -0.1
Fotal shareholders equity as % of total equity and liabilities Subscribed capital Reserves	43.3% 6.2 24.9	42.2% 6.2 23.5	44.4% 6.2 26.7	47.0% 6.2 32.0	49.5% 6.2 37.2	51.5% 6.2 42.9 -0.1
Total shareholders equity as % of total equity and liabilities Subscribed capital Reserves Treasury shares Minority interests Non-current liabilities	43.3% 6.2 24.9 0.0 0.2	42.2% 6.2 23.5 -0.1	44.4% 6.2 26.7 -0.1 0.3	47.0% 6.2 32.0 -0.1 0.3	49.5% 6.2 37.2 -0.1 0.3	51.5% 6.2 42.9 -0.1 0.3
as % of total equity and liabilities Subscribed capital Reserves Treasury shares Minority interests Non-current liabilities as % of total equity and liabilities	43.3% 6.2 24.9 0.0 0.2 10.3 14.3%	42.2% 6.2 23.5 -0.1 0.2 14.8 21.0%	44.4% 6.2 26.7 -0.1 0.3	47.0% 6.2 32.0 -0.1 0.3 12.6	49.5% 6.2 37.2 -0.1 0.3 12.6 14.3%	51.5% 6.2 42.9 -0.1 0.3
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as % of total equity and liabilities Subscribed capital Reserves Treasury shares Minority interests Non-current liabilities as % of total equity and liabilities Financial liabilities	43.3% 6.2 24.9 0.0 0.2 10.3 14.3% 7.8	42.2% 6.2 23.5 -0.1 0.2 14.8 21.0% 12.9	44.4% 6.2 26.7 -0.1 0.3 12.6 16.9% 12.1	47.0% 6.2 32.0 -0.1 0.3 12.6 15.4% 12.1	49.5% 6.2 37.2 -0.1 0.3 12.6 14.3% 12.1	51.5% 6.2 42.9 -0.1 0.3 13.6 14.2% 12.1 0.1
as % of total equity and liabilities Subscribed capital Reserves Treasury shares Minority interests Non-current liabilities as % of total equity and liabilities Financial liabilities Provisions	43.3% 6.2 24.9 0.0 0.2 10.3 14.3% 7.8 0.3	42.2% 6.2 23.5 -0.1 0.2 14.8 21.0% 12.9 0.2	44.4% 6.2 26.7 -0.1 0.3 12.6 16.9% 12.1 0.1	47.0% 6.2 32.0 -0.1 0.3 12.6 15.4% 12.1 0.1	49.5% 6.2 37.2 -0.1 0.3 12.6 14.3% 12.1 0.1	51.5% 6.2 42.9 -0.1 0.3 13.6 14.2% 12.1 0.1
as % of total equity and liabilities Subscribed capital Reserves Treasury shares Minority interests Non-current liabilities as % of total equity and liabilities Financial liabilities Provisions Other liabilities	43.3% 6.2 24.9 0.0 0.2 10.3 14.3% 7.8 0.3 0.0	42.2% 6.2 23.5 -0.1 0.2 14.8 21.0% 12.9 0.2 0.0	44.4% 6.2 26.7 -0.1 0.3 12.6 16.9% 12.1 0.1	47.0% 6.2 32.0 -0.1 0.3 12.6 15.4% 12.1 0.1 0.0	49.5% 6.2 37.2 -0.1 0.3 12.6 14.3% 12.1 0.1 0.0	51.5% 6.2 42.9 -0.1 0.3 13.6 14.2% 12.1 0.1 0.4
as % of total equity and liabilities Subscribed capital Reserves Treasury shares Minority interests Non-current liabilities as % of total equity and liabilities Financial liabilities Provisions Other liabilities Deferred tax liabilities	43.3% 6.2 24.9 0.0 0.2 10.3 14.3% 7.8 0.3 0.0 2.2	42.2% 6.2 23.5 -0.1 0.2 14.8 21.0% 12.9 0.2 0.0 1.6	44.4% 6.2 26.7 -0.1 0.3 12.6 16.9% 12.1 0.1 0.0 0.4	47.0% 6.2 32.0 -0.1 0.3 12.6 15.4% 12.1 0.1 0.0 0.4	49.5% 6.2 37.2 -0.1 0.3 12.6 14.3% 12.1 0.1 0.0 0.4	51.5% 6.2 42.9 -0.1 0.3 13.6 14.2% 12.1 0.1 1.0 0.4
as % of total equity and liabilities Subscribed capital Reserves Treasury shares Minority interests Non-current liabilities as % of total equity and liabilities Financial liabilities Provisions Other liabilities Deferred tax liabilities Current liabilities	43.3% 6.2 24.9 0.0 0.2 10.3 14.3% 7.8 0.3 0.0 2.2 30.6	42.2% 6.2 23.5 -0.1 0.2 14.8 21.0% 12.9 0.2 0.0 1.6 26.1	44.4% 6.2 26.7 -0.1 0.3 12.6 16.9% 12.1 0.1 0.0 0.4 28.8	47.0% 6.2 32.0 -0.1 0.3 12.6 15.4% 12.1 0.1 0.0 0.4 30.8	49.5% 6.2 37.2 -0.1 0.3 12.6 14.3% 12.1 0.1 0.0 0.4 31.8	51.5% 6.2 42.9 -0.1 0.3 13.6 14.2% 12.1 0.1 1.0 0.4 32.9 34.3%
as % of total equity and liabilities Subscribed capital Reserves Treasury shares Minority interests Non-current liabilities as % of total equity and liabilities Financial liabilities Provisions Other liabilities Deferred tax liabilities Current liabilities as % of total equity and liabilities	43.3% 6.2 24.9 0.0 0.2 10.3 14.3% 7.8 0.3 0.0 2.2 30.6	42.2% 6.2 23.5 -0.1 0.2 14.8 21.0% 12.9 0.2 0.0 1.6 26.1 36.9%	44.4% 6.2 26.7 -0.1 0.3 12.6 16.9% 12.1 0.1 0.0 0.4 28.8 38.7%	47.0% 6.2 32.0 -0.1 0.3 12.6 15.4% 12.1 0.1 0.0 0.4 30.8 37.7%	49.5% 6.2 37.2 -0.1 0.3 12.6 14.3% 12.1 0.1 0.0 0.4 31.8 36.2%	51.5% 6.2 42.9 -0.1 0.3 13.6 14.2% 12.1 0.1 1.0 0.4 32.9 34.3% 0.1
as % of total equity and liabilities Subscribed capital Reserves Treasury shares Minority interests Non-current liabilities as % of total equity and liabilities Financial liabilities Provisions Other liabilities Deferred tax liabilities as % of total equity and liabilities Provisions Other liabilities Deferred tax liabilities as % of total equity and liabilities Provisions	43.3% 6.2 24.9 0.0 0.2 10.3 14.3% 7.8 0.3 0.0 2.2 30.6 42.4% 0.3	42.2% 6.2 23.5 -0.1 0.2 14.8 21.0% 12.9 0.2 0.0 1.6 26.1 36.9% 0.1	44.4% 6.2 26.7 -0.1 0.3 12.6 16.9% 12.1 0.1 0.0 0.4 28.8 38.7% 0.1	47.0% 6.2 32.0 -0.1 0.3 12.6 15.4% 12.1 0.1 0.0 0.4 30.8 37.7% 0.1	49.5% 6.2 37.2 -0.1 0.3 12.6 14.3% 12.1 0.1 0.0 0.4 31.8 36.2% 0.1	51.5% 6.2 42.9 -0.1 0.3 13.6 14.2% 12.1 0.1 1.0 0.4 32.9 34.3% 0.1 4.8
as % of total equity and liabilities Subscribed capital Reserves Treasury shares Minority interests Non-current liabilities as % of total equity and liabilities Financial liabilities Provisions Other liabilities Deferred tax liabilities as % of total equity and liabilities Provisions Tourent liabilities Deferred tax liabilities as % of total equity and liabilities Provisions Financial liabilities	43.3% 6.2 24.9 0.0 0.2 10.3 14.3% 7.8 0.3 0.0 2.2 30.6 42.4% 0.3 10.9	42.2% 6.2 23.5 -0.1 0.2 14.8 21.0% 12.9 0.2 0.0 1.6 26.1 36.9% 0.1 5.4	44.4% 6.2 26.7 -0.1 0.3 12.6 16.9% 12.1 0.1 0.0 0.4 28.8 38.7% 0.1 4.8	47.0% 6.2 32.0 -0.1 0.3 12.6 15.4% 12.1 0.1 0.0 0.4 30.8 37.7% 0.1 4.8	49.5% 6.2 37.2 -0.1 0.3 12.6 14.3% 12.1 0.1 0.0 0.4 31.8 36.2% 0.1 4.8	51.5% 6.2 42.9 -0.1 0.3 13.6 14.2% 12.1 0.1 1.0 0.4 32.9 34.3% 0.1 4.8 20.0
as % of total equity and liabilities Subscribed capital Reserves Treasury shares Minority interests Non-current liabilities as % of total equity and liabilities Financial liabilities Provisions Other liabilities Deferred tax liabilities as % of total equity and liabilities Provisions Total equity and liabilities Deferred tax liabilities Financial liabilities Trade payables	43.3% 6.2 24.9 0.0 0.2 10.3 14.3% 7.8 0.3 0.0 2.2 30.6 42.4% 0.3 10.9 12.2	42.2% 6.2 23.5 -0.1 0.2 14.8 21.0% 12.9 0.2 0.0 1.6 26.1 36.9% 0.1 5.4 14.1	44.4% 6.2 26.7 -0.1 0.3 12.6 16.9% 12.1 0.1 0.0 0.4 28.8 38.7% 0.1 4.8 15.9	47.0% 6.2 32.0 -0.1 0.3 12.6 15.4% 12.1 0.1 0.0 0.4 30.8 37.7% 0.1 4.8 18.0	49.5% 6.2 37.2 -0.1 0.3 12.6 14.3% 12.1 0.1 0.0 0.4 31.8 36.2% 0.1 4.8 19.0	51.5% 6.2 42.9 -0.1 0.3 13.6 14.2% 12.1 0.1 1.0 0.4 32.9 34.3% 0.1 4.8 20.0 0.3
as % of total equity and liabilities Subscribed capital Reserves Treasury shares Minority interests Non-current liabilities as % of total equity and liabilities Financial liabilities Provisions Other liabilities Deferred tax liabilities Current liabilities as % of total equity and liabilities Financial liabilities Current liabilities as % of total equity and liabilities Financial liabilities Current income tax liabilities	43.3% 6.2 24.9 0.0 0.2 10.3 14.3% 7.8 0.3 0.0 2.2 30.6 42.4% 0.3 10.9 12.2 0.9	42.2% 6.2 23.5 -0.1 0.2 14.8 21.0% 12.9 0.2 0.0 1.6 26.1 36.9% 0.1 5.4 14.1 0.1	44.4% 6.2 26.7 -0.1 0.3 12.6 16.9% 12.1 0.1 0.0 0.4 28.8 38.7% 0.1 4.8 15.9 0.3	47.0% 6.2 32.0 -0.1 0.3 12.6 15.4% 12.1 0.1 0.0 0.4 30.8 37.7% 0.1 4.8 18.0 0.3	49.5% 6.2 37.2 -0.1 0.3 12.6 14.3% 12.1 0.1 0.0 0.4 31.8 36.2% 0.1 4.8 19.0 0.3	51.5% 6.2 42.9 -0.1 0.3 13.6 14.2% 12.1 0.1 1.0 0.4 32.9 34.3% 0.1 4.8 20.0 0.3 7.7
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Cash flow statement

IFRS EURm	2011	2012	2013	2014E	2015E	2016E
Earnings before interest and tax (EBIT)	5.9	1.2	4.0	7.4	8.0	8.8
from continuing operations	6.8	3.2	4.0	7.4	8.0	8.8
from discontinued operations	-0.8	-2.0	0.0	0.0	0.0	0.0
Non-cash income (+) / expense (-) from income tax	-0.6	0.3	-0.6	0.0	0.0	0.0
Net Interest received (+) / paid (-)	-1.0	-0.8	-0.6	-0.9	-1.0	-1.1
Net income taxes receipts (+) / payments (-)	-0.4	-0.7	-0.8	-1.2	-1.7	-2.0
Depreciation and amortisation expense, impairment losses (+) / reversals of impairm	5.2	6.5	4.2	4.1	4.8	5.3
Gains (-) / losses (+) on the disposal of non-current assets	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow	9.1	6.5	6.2	9.5	10.0	11.0
Increase (+) / decrease (-) in current provisions	0.1	-0.2	0.0	0.0	0.0	0.0
Increase (-) and decrease (+) in inventories, trade receivables and other assets not attributable to investing or financing activities	-8.1	1.6	0.9	-7.1	-1.8	-2.9
Increase (+) and decrease (-) in trade payables and other liabilities not attributable to investing or financing activities	3.6	-0.1	3.1	2.1	1.0	2.0
Cash flows from operating activities	4.7	7.8	10.1	4.4	9.2	10.1
from discontinued operations	0.0	0.1	0.0	0.0	0.0	0.0
Proceeds from the disposal of property, plant and equipment / intangible assets (+)	0.0	0.0	0.0	0.0	0.0	0.0
Payments to acquire property, plant and equipment / intangible assets (-)	-5.3	-6.5	-5.8	-4.0	-3.6	-2.5
Payments for acquisitions to be consolidated	0.0	0.0	0.0	0.0	0.0	0.0
Proceeds from the disposal of financial assets (+)	0.1	0.1	0.0	0.0	0.0	0.0
Purchase of financial assets (-)	-0.6	0.0	0.0	0.0	0.0	0.0
Cash flows from investing activities	-5.7	-6.5	-5.7	-4.0	-3.6	-2.5
from discontinued operations	0.0	-0.3	0.0	0.0	0.0	0.0
Proceeds from additions to equity (+)	0.0	0.0	0.0	0.0	0.0	0.0
Payments to shareholders, minority interest, treasury shares (-)	0.0	-0.6	0.0	0.0	0.0	0.0
Net issue (+) /redemption of bonds and loans	-2.6	0.4	-1.4	0.0	0.0	0.0
Cash flows from financing activities	-2.6	-0.3	-1.4	0.0	0.0	0.0
from discontinued operations	0.0	0.0	0.0	0.0	0.0	0.0
Net change in cash and cash equivalents	-3.7	1.0	3.0	0.4	5.6	7.6
Cash and cash equivalents at the beginning of the period	11.2	7.5	8.6	11.5	11.9	17.5
Cash and cash equivalents at the end of the period	7.5	8.6	11.5	11.9	17.5	25.1
from discontinued operations	0.0	0.0	0.0	0.0	0.0	0.0



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HOLD: The expected performance of the share price is between 0% and +10%.

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This rating system is only a guideline. Therefore, deviations from this system may apply.

Recommendation history over the last 12 months for the company analysed in this report:

Date	Recommendation	Price at change date	Price target
04 August 2014	BUY (Update)	EUR 11.50	EUR 17.00
05 May 2014	BUY (Update)	EUR 9.00	EUR 17.00
10 March 2014	BUY (Update)	EUR 9.25	EUR 12.50
17 February 2014	BUY (Update)	EUR 8.90	EUR 12.50



04 November 2013	BUY (Update)	EUR 9.02	EUR 13.00
05 August 2013	BUY (Update)	EUR 8.50	EUR 11.00

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