



# Hypoport AG

Germany | Financial Services  
Industrials

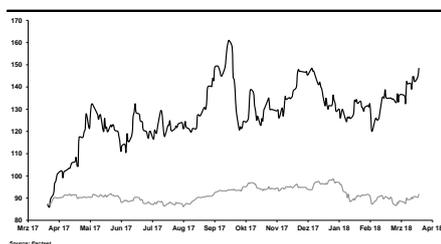
Investment Research

## Company Flash Note

<b>Buy</b>			
Recommendation unchanged			
<b>Share price: EUR</b>	<b>148.40</b>		
closing price as of 17/04/2018			
<b>Target price: EUR</b>	<b>164.00</b>		
Target Price unchanged			
<b>Upside/Downside Potential</b>	<b>10.5%</b>		
Reuters/Bloomberg		HYQGN.DE/HYQ GR	
<b>Market capitalisation (EURm)</b>	<b>919</b>		
Current N° of shares (m)	6		
<b>Free float</b>	<b>64%</b>		
Daily avg. no. trad. sh. 12 mth	19		
Daily avg. trad. vol. 12 mth (m)	1,463.85		
Price high/low 12 months	85.94 / 160.95		
Abs Perfs 1/3/12 mths (%)	9.76/12.08/69.19		
<b>Key financials (EUR)</b>	<b>12/17</b>	<b>12/18e</b>	<b>12/19e</b>
Sales (m)	195	230	260
EBITDA (m)	30	38	44
EBITDA margin	15.5%	16.4%	17.1%
EBIT (m)	23	29	34
EBIT margin	12.0%	12.7%	13.2%
Net Profit (adj.)(m)	18	24	28
ROCE	20.4%	26.6%	30.4%
Net debt/(cash) (m)	12	(22)	(49)
Net Debt/Equity	0.1	-0.2	-0.4
Net Debt/EBITDA	0.4	-0.6	-1.1
Int. cover(EBITDA/Fin.int)	92.1	115.4	135.5
EV/Sales	4.7	3.9	3.4
EV/EBITDA	30.3	23.8	19.6
EV/EBITDA (adj.)	30.3	23.8	19.6
EV/EBIT	39.1	30.7	25.4
P/E (adj.)	46.9	37.2	31.7
P/BV	10.9	8.6	6.9
OpFCF yield	-1.4%	3.1%	2.7%
Dividend yield	0.0%	0.0%	0.0%
EPS (adj.)	3.10	3.99	4.69
BVPS	13.33	17.16	21.66
DPS	0.00	0.00	0.00

### Shareholders

Slabke 36%;



### Analyst(s)

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## Reason: Company newsflow

18 April 2018

### Europeace with good Q1 results

Europeace has just reported good new business figures for Q1. Transaction volumes were up by 11% yoy to EUR 13.5bn, on a daily basis the volume was even up by 15% yoy. Note that Q1 2017 had been quite a good quarter with an increase by 17% yoy. Market volume (measured by new business figures from the Bundesbank) was up by 2% yoy in the first two months 2018, i.e. Europeace has once again gained market share. FINMAS (JV with the savings banks) performed particularly strong with an increase by 76% yoy to EUR 0.8bn, GENOPACE (JV with the mutual banks) reached an increase by 16% yoy to EUR 0.4bn.

Good Europeace figures support our Buy case for Hypoport. While the institutional business showed a somewhat disappointing performance in Q3 and Q4, Hypoport's core business remains well on track. We stick to our Buy recommendation with a target price of EUR 164.00 as HYP is the key beneficiary of the strong housing market in Germany which led to an increased demand for mortgage loans. Additionally HYP's online marketplace for insurance policies, should become HYP's second earnings driver in the coming years. Earnings growth should remain strong with an expected EPS CAGR of 22% (2017-2020e).

- ✓ On the product supply side the savings and mutual banks have also become more active on Europeace in Q1 2018. Savings banks have provided loans with a volume of EUR 1.9bn in Q1 2018 (+67% yoy) and mutual banks EUR 1.0bn (+15% yoy). We see this development positively as it clearly shows in our view that Europeace becomes more and more accepted among the mutual and savings banks.

Development of Europeace transaction volumes (in EUR bn; sources: Europeace, equinet)



- ✓ **Financials:** Following the publication of the annual report end of March we have slightly revised our earnings estimates. We have reduced our EPS estimates from EUR 4.20 to EUR 3.99 and from EUR 4.97 to EUR 4.69 as we have slightly lowered our top line assumptions.

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For important disclosure information, please refer to the disclaimer page of this report.

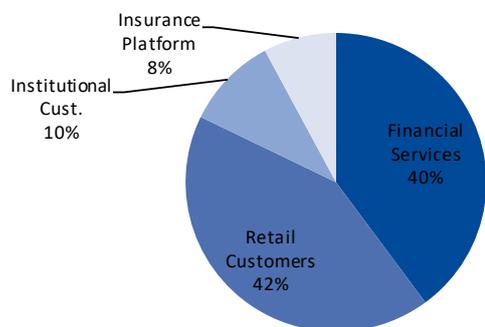
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**Exhibit 1: Investment Case in Charts**

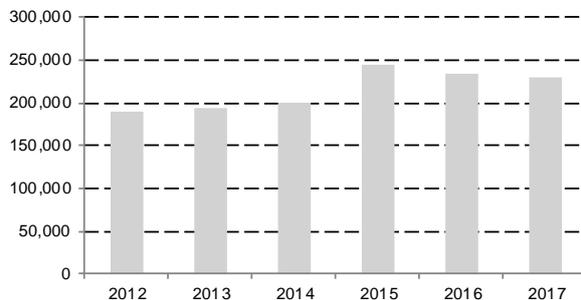
**Business split**



Financial Services (Europace) is Hypoport's key revenue pillar.

Source: Hypoport, equinet Research

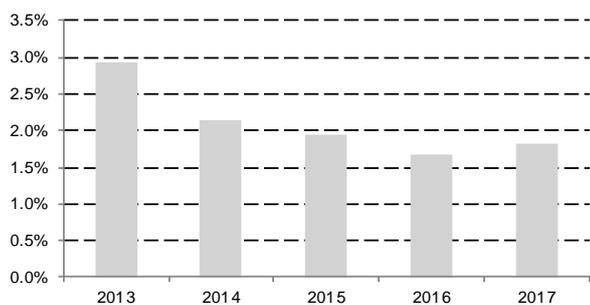
**Market development (new mortgage loans in EUR m)**



New mortgage loan volumes in GER have benefited from a decline in interest rates, 2016 being negatively impacted from regulation.

Source: Bundesbank, equinet Research

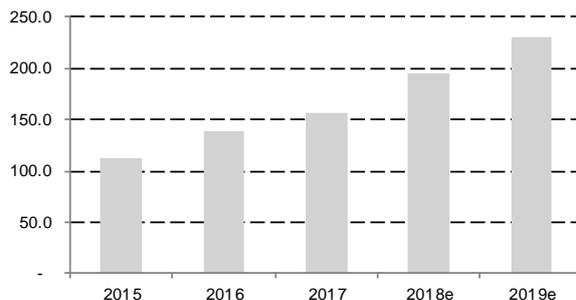
**10YR Mortgage Rate development**



10YR Mortgage rates on record low levels; we do not expect a sharp increase in the short term.

Source: Bundesbank, equinet Research

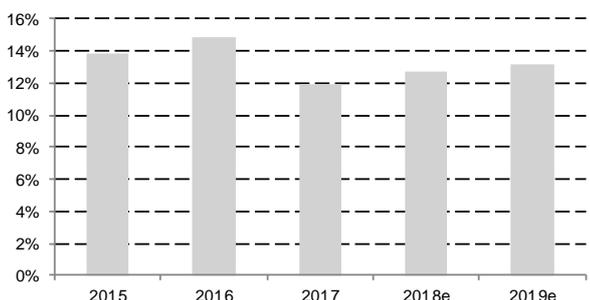
**Revenues development (in EUR m)**



A positive overall market development and a growing market share of Hypoport should be the main revenues drivers.

Source: Hypoport, equinet Research

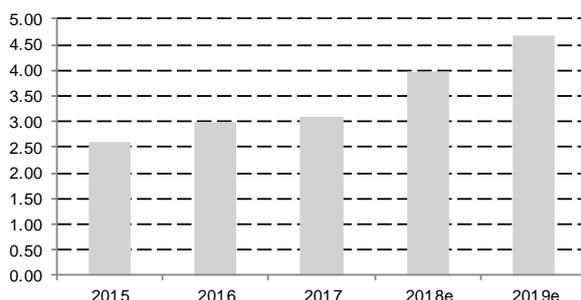
**EBIT margin development**



EBIT Margins should only slightly increase in 2018e/'19e due to investments into the online insurance marketplace.

Source: Hypoport, equinet Research

**EPS development (in EUR)**



We forecast EPS CAGR of 22% (2017e-'20e).

Source: Hypoport, equinet Research



**Exhibit 2: At a Glance**

Business Units	Credit Platform	Private Clients	Institutional Clients	Insurance Platform									
		 DIE PARTNER FÜR IHRE FINANZEN											
Products/ applications	Through its credit platform Europace the company is enabling banks to distribute loans of more than hundred banks to its customers. Banks can also use Europace to solely process their own loan business.	Dr. Klein is the brand through which Hypoport is servicing retail customers. Dr. Klein's more than 500 IFAs advise customers on different financial products, the focus being clearly on mortgage loans.	Hypoport is brokering real estate loans to institutional customers via Dr. Klein. In addition to the pure brokerage of loans Dr. Klein has recently started to more and more advise customers on how to finance real estate transactions.	Hypoport's youngest business unit targets the insurance market. Idea is to build an Europace for the insurance industry, i.e. an online insurance market place which comprises products comparison, advice tools and processing of the policies and claims management.									
Customers	Customers range from mortgage brokers via Postbank to savings and mutual banks. Savings and mutual banks are serviced via two separate joint ventures.	Customers are normal retail customers with average financing needs. Mortgage customers should be above average incomes.	Customers are professional real estate investors, mainly public housing investors.	Potential customers include insurance brokers, IFAs and insurance companies. At the moment HYP has only customers which use certain parts of the software.									
	Although we do not have any figures we do not see Europace being dependent on a few single customers.	Very diversified customer base, no dependence on single customers at all.	We do not have any figures, but the dependence on single customers may be somewhat higher in this unit.	Revenues are still on low level, i.e. customer dependence not an issue yet.									
Market share/ positioning	Overall market share of Europace in GER Europace's only market, in mortgage loans is around 15%. Market share of around 50% among mortgage brokers, market share of only 2% among savings/mutual banks.	No figures available, we estimate that Dr. Klein has a market share of below 5%.	No figures available, but Dr. Klein's market share should be well below 5%.	Market share not yet meaningful as this unit is still in the ramp-up phase.									
Drivers	Main driver is the demand for mortgage loans which is impacted by level of interest rates and demand for apartments/housing.	Main driver is the demand for mortgage loans which is impacted by level of interest rates and demand for apartments/housing.	High dependence on the public hand; even if the need for more public housing is high, the process until construction starts and a loan is needed may take long.	Overall growth of insurance premiums and growing need for insurers and brokers to increase efficiency.									
Main competitors	Interhyp is the only important competitor offering a similar service.	Interhyp as mortgage broker, other IFAs like MLP, OVB, DVAG.	Mainly savings banks, but also mutual, private banks and other loan brokers.	At the moment similar software solutions are offered by Acturis and Finanzsoft/softair.									
Entry barriers/ competitive advantage	Entry barriers depend on the different business units. Highest entry barriers exist in our view in Hypoport's strongest growing unit, Europace. With the underlying technology and the extensive customer relationships HYP has a decisive competitive advantage compared to other players.												
Strategy & Guidance	<b>Strategy:</b> (I) Winning more customers for Europace to realize economies of scale. (II) Build-up of an insurance marketplace in the mid-to-long term. (III) Developing Private and Institutional Clients further which should continue to benefit from the housing boom in Germany		<b>Guidance 2018:</b> Revenue: EUR 220m-240m EBIT: EUR 26m-31m	<table border="1"> <thead> <tr> <th></th> <th>equinet Estimates</th> <th>Consensus</th> </tr> </thead> <tbody> <tr> <td>Revenue: y/y</td> <td>230 18.0%</td> <td>225 15.6%</td> </tr> <tr> <td>EBIT margin</td> <td>12.7%</td> <td>12.8%</td> </tr> </tbody> </table>		equinet Estimates	Consensus	Revenue: y/y	230 18.0%	225 15.6%	EBIT margin	12.7%	12.8%
	equinet Estimates	Consensus											
Revenue: y/y	230 18.0%	225 15.6%											
EBIT margin	12.7%	12.8%											
2017	<b>Sales (EURm)</b> 194.9 y/y 24.4%	<b>EBITDA (EURm)</b> 30.1 Margin 15.5%	<b>EBIT (EURm)</b> 23.3 Margin 12.0%	<b>EPS 3Y hist. CAGR</b> 47.7%									
Sales & EBIT Split	 Retail Cust: 43%, Credit Platform: 42%, Insitut. Cust.: 12%, Insurance Platform: 3%	 Retail Cust: 37%, Credit Platform: 48%, Insitut. Cust.: 15%, Insurance Platform: 0%	 Shows revenue growth from 2012 to 2017, broken down by division.	 Shows EBIT margin growth from 2012 to 2017.									
Shareholder structure & management	<b>CEO</b>  Major shareholder and CEO (since 2010) • With Hypoport since 2002 • >20 years experience in the banking industry • prior to becoming CEO he was board member of Hypoport (since 2002). He joined Dr. Klein & Co GmbH & Co. KG in 1996, he became a board member in 2000.	<b>Stephan Gawarecki</b>  Board Member (since 2010) • With Dr. Klein since 2004 • almost 20 years experience in the banking/insurance industry • Prior to his career at Dr. Klein Mr. Gwarecki worked for FinanceScout 24 and Deutscher Ring • Mr. Gawarecki is responsible for Retail Customers and Commercial Insurance business for all distribution channels.	<b>Shareholder structure</b>  Ronald Slabke: 36%, Free Float: 64%										
# of employees FY	917												

Source: Hypoport, equinet Research



## Hypoport AG : Summary tables

PROFIT & LOSS (EURm)	12/2014	12/2015	12/2016	12/2017	12/2018e	12/2019e
<b>Sales</b>	<b>112</b>	<b>139</b>	<b>157</b>	<b>195</b>	<b>230</b>	<b>260</b>
Cost of Sales & Operating Costs	0.0	0.0	0.0	0.0	0.0	0.0
Non Recurrent Expenses/Income	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>12.7</b>	<b>25.1</b>	<b>28.3</b>	<b>30.1</b>	<b>37.7</b>	<b>44.3</b>
<b>EBITDA (adj.)*</b>	<b>12.7</b>	<b>25.1</b>	<b>28.3</b>	<b>30.1</b>	<b>37.7</b>	<b>44.3</b>
Depreciation	4.8	5.8	5.1	6.8	8.5	10.0
<b>EBITA</b>	<b>17.5</b>	<b>30.9</b>	<b>33.4</b>	<b>36.9</b>	<b>46.2</b>	<b>54.3</b>
<b>EBITA (adj)*</b>	<b>17.5</b>	<b>30.9</b>	<b>33.4</b>	<b>36.9</b>	<b>46.2</b>	<b>54.3</b>
Amortisations and Write Downs	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>7.9</b>	<b>19.3</b>	<b>23.2</b>	<b>23.3</b>	<b>29.2</b>	<b>34.3</b>
<b>EBIT (adj.)*</b>	<b>7.9</b>	<b>19.3</b>	<b>23.2</b>	<b>23.3</b>	<b>29.2</b>	<b>34.3</b>
Net Financial Interest	-0.7	-0.1	-0.4	-0.3	-0.3	-0.3
Other Financials	0.0	0.0	0.0	0.0	0.0	0.0
Associates	0.0	0.0	0.0	0.0	0.0	0.0
Other Non Recurrent Items	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings Before Tax (EBT)</b>	<b>7.3</b>	<b>19.1</b>	<b>22.8</b>	<b>23.0</b>	<b>28.9</b>	<b>34.0</b>
Tax	1.3	3.2	4.8	4.6	5.2	6.1
<i>Tax rate</i>	<i>n.m.</i>	<i>n.m.</i>	<i>n.m.</i>	<i>n.m.</i>	<i>n.m.</i>	<i>n.m.</i>
Discontinued Operations	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net Profit (reported)</b>	<b>5.9</b>	<b>15.9</b>	<b>18.0</b>	<b>18.4</b>	<b>23.7</b>	<b>27.9</b>
<b>Net Profit (adj.)</b>	<b>5.9</b>	<b>15.9</b>	<b>18.0</b>	<b>18.4</b>	<b>23.7</b>	<b>27.9</b>
CASH FLOW (EURm)	12/2014	12/2015	12/2016	12/2017	12/2018e	12/2019e
Cash Flow from Operations before change in NWC	10.7	23.7	25.8	24.2	26.9	36.9
Change in Net Working Capital	-2.3	2.9	-8.2	-16.0	10.8	-2.0
<b>Cash Flow from Operations</b>	<b>8.4</b>	<b>26.7</b>	<b>17.6</b>	<b>8.3</b>	<b>37.7</b>	<b>34.9</b>
Capex	-6.2	-7.1	-12.6	-21.2	-9.0	-10.0
Net Financial Investments	-1.2	-6.9	-7.4	4.9	4.1	2.0
<b>Free Cash Flow</b>	<b>1.1</b>	<b>12.7</b>	<b>-2.4</b>	<b>-8.1</b>	<b>32.8</b>	<b>26.9</b>
Dividends	0.0	0.0	0.0	0.0	0.0	0.0
Other (incl. Capital Increase & share buy backs)	-1.1	-3.6	1.5	-2.8	1.0	0.0
<b>Change in Net Debt</b>	<b>0.0</b>	<b>9.1</b>	<b>-0.8</b>	<b>-10.9</b>	<b>33.8</b>	<b>26.9</b>
NOPLAT	5.6	13.5	16.3	16.3	20.5	24.0
BALANCE SHEET & OTHER ITEMS (EURm)	12/2014	12/2015	12/2016	12/2017	12/2018e	12/2019e
Net Tangible Assets	2.2	2.6	2.6	4.4	4.4	4.4
Net Intangible Assets (incl. Goodwill)	31.0	31.9	41.7	56.0	56.5	56.5
Net Financial Assets & Other	0.1	0.0	1.1	1.4	1.4	1.4
<b>Total Fixed Assets</b>	<b>33.3</b>	<b>34.5</b>	<b>45.4</b>	<b>61.8</b>	<b>62.3</b>	<b>62.3</b>
Cash (-)	-12.0	-24.8	-22.4	-14.3	-47.1	-74.0
Shareholders Equity	38.6	52.4	63.8	82.6	106	134
Minority	0.3	0.3	0.3	0.3	0.3	0.3
Total Equity	38.9	52.7	64.1	82.9	107	134
Long term interest bearing debt	0.0	0.0	0.0	0.0	0.0	0.0
Provisions	0.0	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	-5.8	-9.3	-6.7	-13.1	-6.1	-5.1
<b>Total Long Term Liabilities</b>	<b>-5.8</b>	<b>-9.3</b>	<b>-6.7</b>	<b>-13.1</b>	<b>-6.1</b>	<b>-5.1</b>
Short term interest bearing debt	21.1	24.7	23.2	26.0	25.0	25.0
<b>Net Working Capital</b>	<b>8.9</b>	<b>8.9</b>	<b>12.9</b>	<b>19.6</b>	<b>16.0</b>	<b>18.0</b>
GROWTH & MARGINS	12/2014	12/2015	12/2016	12/2017	12/2018e	12/2019e
<i>Sales growth</i>	<i>11.1%</i>	<i>23.7%</i>	<i>12.7%</i>	<i>24.4%</i>	<i>18.0%</i>	<i>13.0%</i>
<b>EBITDA (adj.)* growth</b>	<b>55.7%</b>	<b>97.5%</b>	<b>12.9%</b>	<b>6.4%</b>	<b>25.2%</b>	<b>17.4%</b>
<i>EBITA (adj.)* growth</i>	<i>41.4%</i>	<i>76.9%</i>	<i>8.1%</i>	<i>10.6%</i>	<i>25.2%</i>	<i>17.5%</i>
<i>EBIT (adj.)* growth</i>	<i>100.1%</i>	<i>142.7%</i>	<i>20.6%</i>	<i>0.3%</i>	<i>25.4%</i>	<i>17.4%</i>



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<b>GROWTH &amp; MARGINS</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Net Profit growth	97.0%	168.1%	13.7%	2.1%	28.6%	17.6%
EPS adj. growth	97.0%	175.1%	15.5%	2.0%	28.6%	17.6%
DPS adj. growth						
EBITDA (adj)* margin	11.3%	18.0%	18.1%	15.5%	16.4%	17.1%
EBITA (adj)* margin	15.5%	22.2%	21.3%	19.0%	20.1%	20.9%
EBIT (adj)* margin	7.1%	13.9%	14.8%	12.0%	12.7%	13.2%
<b>RATIOS</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Net Debt/Equity	0.2	0.0	0.0	0.1	-0.2	-0.4
Net Debt/EBITDA	0.7	0.0	0.0	0.4	-0.6	-1.1
Interest cover (EBITDA/Fin.interest)	18.5	n.m.	70.6	92.1	n.m.	n.m.
Capex/D&A	-129.8%	-121.3%	-247.3%	-311.2%	-105.9%	-100.0%
Capex/Sales	5.5%	5.1%	8.0%	10.9%	3.9%	3.8%
NWC/Sales	8.0%	6.4%	8.2%	10.1%	7.0%	6.9%
ROE (average)	16.6%	34.9%	31.0%	25.2%	25.1%	23.2%
ROCE (adj.)	13.2%	31.1%	28.4%	20.4%	26.6%	30.4%
WACC	7.8%	7.8%	7.8%	7.8%	7.8%	7.8%
ROCE (adj.)/WACC	1.7	4.0	3.7	2.6	3.4	3.9
<b>PER SHARE DATA (EUR)***</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Average diluted number of shares	6.2	6.0	5.9	5.9	5.9	5.9
EPS (reported)	0.96	2.63	3.04	3.10	3.99	4.69
EPS (adj.)	0.96	2.63	3.04	3.10	3.99	4.69
BVPS	6.23	8.46	10.30	13.33	17.16	21.66
DPS	0.00	0.00	0.00	0.00	0.00	0.00
<b>VALUATION</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
EV/Sales	0.8	3.6	3.1	4.7	3.9	3.4
EV/EBITDA	6.7	19.9	17.0	30.3	23.8	19.6
<b>EV/EBITDA (adj.)*</b>	<b>6.7</b>	<b>19.9</b>	<b>17.0</b>	<b>30.3</b>	<b>23.8</b>	<b>19.6</b>
EV/EBITA	4.8	16.1	14.4	24.7	19.4	16.0
<b>EV/EBITA (adj.)*</b>	<b>4.8</b>	<b>16.1</b>	<b>14.4</b>	<b>24.7</b>	<b>19.4</b>	<b>16.0</b>
EV/EBIT	10.7	25.9	20.8	39.1	30.7	25.4
<b>EV/EBIT (adj.)*</b>	<b>10.7</b>	<b>25.9</b>	<b>20.8</b>	<b>39.1</b>	<b>30.7</b>	<b>25.4</b>
<b>P/E (adj.)</b>	<b>12.7</b>	<b>30.6</b>	<b>25.6</b>	<b>46.9</b>	<b>37.2</b>	<b>31.7</b>
P/BV	2.0	9.5	7.5	10.9	8.6	6.9
Total Yield Ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EV/CE	2.0	11.5	8.4	11.4	11.7	11.0
OpFCF yield	3.0%	3.9%	1.0%	-1.4%	3.1%	2.7%
OpFCF/EV	2.6%	3.9%	1.0%	-1.4%	3.2%	2.9%
Payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Dividend yield (gross)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>EV AND MKT CAP (EURm)</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Price** (EUR)	12.16	80.50	77.75	145.35	148.40	148.40
Outstanding number of shares for main stock	6.2	6.2	6.2	6.2	6.2	6.2
<b>Total Market Cap</b>	<b>75</b>	<b>499</b>	<b>482</b>	<b>900</b>	<b>919</b>	<b>919</b>
<b>Net Debt</b>	<b>9</b>	<b>0</b>	<b>1</b>	<b>12</b>	<b>-22</b>	<b>-49</b>
<i>o/w Cash &amp; Marketable Securities (-)</i>	<i>-12</i>	<i>-25</i>	<i>-22</i>	<i>-14</i>	<i>-47</i>	<i>-74</i>
<i>o/w Gross Debt (+)</i>	<i>21</i>	<i>25</i>	<i>23</i>	<i>26</i>	<i>25</i>	<i>25</i>
<b>Other EV components</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Enterprise Value (EV adj.)</b>	<b>85</b>	<b>499</b>	<b>483</b>	<b>912</b>	<b>897</b>	<b>871</b>

Source: Company, equinet Bank estimates.

### Notes

\* Where EBITDA (adj.) or EBITA (adj.) = EBITDA (or EBITA) -/+ Non Recurrent Expenses/Income and where EBIT (adj.) = EBIT -/+ Non Recurrent Expenses/Income - PPA amortisation

\*\*Price (in local currency): Fiscal year end price for Historical Years and Current Price for current and forecasted years

Sector: Financial Services Industrials/FinSvcs Industrials

Company Description: Hypoport is a financial service provider focusing on real estate loans. Key product is the Europace platform which is an internet based platform enabling banks on the one hand to more efficiently process their mortgage basis and on the other hand to get access to more than 250 product partners.



## Recommendations and Disclosures

Coverage	Analyst	Target	Rating	Disc.	Coverage	Analyst	Target	Rating	Disc.
1&1DRILLISCHAG	Sen	66.00	Buy		Merkur Bank	Häßler	10.00	Buy	2/7
2GEnergy	Rüzgar	19.50	Neutral	2/3/5	Metro AG	Bruns	29.00	Buy	2
Aareal Bank	Häßler	42.00	Accumulate		MLP	Häßler	7.50	Buy	2/3
adidas	Josefson	211.00	Accumulate		MTU Aero Engines	Rüzgar	130.00	Reduce	2
Adler Modemaerkte	Josefson	6.35	Buy	7	Munich Re	Häßler	210.00	Accumulate	
ADLER Real Estate	Mayer	15.70	Buy		Nemetschek SE	Mildner	47.00	Reduce	5
Aixtron	Sen	11.60	Accumulate	2/3	NexusAG	Droste	28.00	Buy	
Allianz	Häßler	200.00	Neutral		NormaGroup	Schuldt	61.00	Neutral	
Axel Springer	Josefson	66.50	Reduce		OHB SE	Rüzgar	40.00	Neutral	7
Bayer	Miemietz	118.00	Buy		OVH Holding AG	Häßler	20.00	Neutral	2/5/7
Baywa	Bruns	33.00	Buy	2/7	Patrizia	Mayer	21.50	Accumulate	
BB Biotech	Miemietz	73.00	Buy	7	Pfeiffer Vacuum	Sen	162.00	Accumulate	5
Biotest	Miemietz	18.00	Neutral	2/3	Procredit Holding	Häßler	15.00	Buy	2/3/5
BMW	Schuldt	105.00	Buy		PSISoftwareAG	Mildner	20.00	Buy	2/3
Brenntag	Hinkel	59.80	Buy	2	Puma	Josefson	475.00	Buy	
Ceconomy AG	Bruns	10.70	Reduce		PWO	Schuldt	51.00	Buy	2/3
Cenit	Droste	22.50	Buy		Rheinmetall	Rüzgar	110.00	Accumulate	
comdirect	Häßler	11.20	Neutral		RIB Software	Mildner	25.00	Buy	2/3
Commerzbank	Häßler	13.00	Neutral		RTL Group	Josefson	72.00	Accumulate	
Continental	Schuldt	270.00	Buy		S&TAG	Sen	21.00	Buy	2/3
CORESTATE Capital Holding S.A.	Mayer	72.00	Buy	2/5	SAF-Holland	Schuldt	17.00	Accumulate	7
CTS Eventim	Heilmann	39.50	Neutral		Schaeffler	Tanzer	14.30	Buy	
Daimler AG	Schuldt	80.00	Accumulate		Schaltbau Holding AG	Becker	32.20	Buy	2/7
Daldrup & Soehne	Becker	14.50	Buy	2/3/5	SCOUT24	Heilmann	31.00	Reduce	2
Demire	Mayer	4.55	Buy	2/5	Siegfried Holding AG	Miemietz	338.00	Neutral	
Deutsche Bank	Häßler	18.00	Buy		SiemensHealthineersAG	Rüzgar	0.00	0	2
Deutsche EuroShop	Mayer	33.00	Neutral		SLM Solutions	Sen	24.00	Sell	
Deutsche Pfandbriefbank	Häßler	13.50	Neutral		SMTScharf AG	Rüzgar	16.70	Buy	2/3
Deutsche Telekom	Sen	13.30	Neutral		Software AG	Mildner	30.00	Sell	
Duerr	Augustin	120.00	Buy		Stabilus	Tanzer	89.00	Buy	
EringKlinger	Schuldt	10.00	Sell		Suedzucker	Bruns	12.00	Sell	
eluméo SE	Josefson	10.90	Accumulate		SuessMicroTec	Sen	13.80	Accumulate	2/3
EpigenomicsAG	Miemietz	4.72	Accumulate	2/3	Surteco	Mildner	30.00	Buy	2/3
Euro micron AG	Droste	13.00	Buy	2/3/5	Symrise AG	Hinkel	67.00	Neutral	
Eyemaxx Real Estate	Mayer	16.00	Buy	2/5/7	Syzygy AG	Heilmann	12.00	Accumulate	2/3
Ferratum	Häßler	30.00	Buy		TAKKTAG	Bruns	22.30	Neutral	2
Fielmann	Heilmann	79.00	Accumulate		Talanx Group	Häßler	40.00	Accumulate	
Freenet	Sen	36.00	Buy	2	Technotrans	Becker	45.70	Neutral	2/3
FuchsPetrolub	Hinkel	48.00	Neutral		TELECOLUMBUS	Sen	11.00	Buy	
Gea Group	Augustin	39.00	Neutral		Telefonica Deutschland	Sen	3.40	Sell	
Gerrsesheimer AG	Rüzgar	69.00	Neutral		United Internet	Sen	63.00	Buy	
Gerry Weber	Josefson	8.00	Neutral		Vapiano	Bruns	26.50	Buy	2/7
Gesco	Becker	36.00	Accumulate	2/3/5	va-Q-tec	Sen	17.00	Neutral	2/3/5
GFT Technologies	Mildner	15.50	Buy	2/3	Viscom	Rüzgar	28.00	Buy	2/3
Gigaset	Sen	0.85	Accumulate	2/3	Volkswagen	Schuldt	170.00	Neutral	
Grenke	Häßler	90.00	Neutral		Wacker Neuson SE	Becker	27.20	Neutral	
Hannover Re	Häßler	110.00	Neutral		windeln.de	Josefson	3.10	Buy	2
Heidelberg Pharma	Miemietz	3.50	Accumulate	2/3	XINGSE	Heilmann	300.00	Buy	
Heidelberger Druck	Augustin	3.60	Buy		Zalando	Josefson	44.50	Neutral	
HELLA GmbH & Co. KGaA	Tanzer	57.00	Accumulate						
Hornbach Holding	Bruns	89.00	Buy						
Hugo Boss	Josefson	81.00	Buy						
Hypoport AG	Häßler	164.00	Buy	2/7					
INDUS Holding AG	Becker	64.50	Neutral						
K+S AG	Hinkel	24.40	Neutral						
Koenig & Bauer	Augustin	67.00	Accumulate						
KronesAG	Augustin	121.00	Accumulate						
KWS SAAT	Hinkel	348.00	Neutral						
Lanxess	Hinkel	83.00	Buy						
Leoni	Schuldt	57.00	Neutral						
Linde	Hinkel	175.00	Neutral						
Logwin	Mildner	148.00	Neutral	2/3/5					
Manz AG	Rüzgar	35.00	Neutral	2/3					
MAXAutomation AG	Becker	9.40	Buy	2/3/5					
Merck	Miemietz	112.00	Buy						

\* =Coverage suspended

Source: equinet Recommendations



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Buy - The stock is expected to generate a total return of over 20% during the next 12 months time horizon.

Accumulate - The stock is expected to generate a total return of 10% to 20% during the next 12 months time horizon.

Hold - The stock is expected to generate a total return of 0% to 10% during the next 12 months time horizon

Reduce - The stock is expected to generate a total return of 0 to -10% during the next 12 months time horizon

Sell - The stock is expected to generate a total return below -10% during the next 12 months time horizon

#### Basis of Valuation

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#### Share prices

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#### Sources

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Graurheindorfer Straße 108, 53117 Bonn and  
Marie-Curie-Str. 24-28, 60439 Frankfurt am Main



**Recommendation history for HYPOPORT AG**

Date	Recommendation	Target price	Price at change date
01. Nov 17	Buy	164.00	126.10
03. Aug 17	Accumulate	131.00	119.15
08. Mai 17	Accumulate	114.00	103.00
25. Aug 16	Buy	100.00	82.50

Source: Factset & ESN, price data adjusted for stock splits.

This chart shows equinet Bank continuing coverage of this stock; the current analyst may or may not have covered it over the entire period. Current analyst: Philipp Häßler, CFA (since 25/08/2016)





## ESN Recommendation System

The ESN Recommendation System is **Absolute**. It means that each stock is rated on the basis of a **total return**, measured by the upside potential (including dividends and capital reimbursement) over a **12 month time horizon**.



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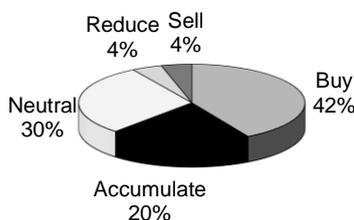
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- **Buy:** the stock is expected to generate total return of **over 15%** during the next 12 months time horizon
- **Accumulate:** the stock is expected to generate total return of **5% to 15%** during the next 12 months time horizon
- **Neutral:** the stock is expected to generate total return of **-5% to +5%** during the next 12 months time horizon
- **Reduce:** the stock is expected to generate total return of **-5% to -15%** during the next 12 months time horizon
- **Sell:** the stock is expected to generate total return **under -15%** during the next 12 months time horizon
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Certain flexibility on the limits of total return bands is permitted especially during higher phases of volatility on the markets

### Equinet Bank Ratings Breakdown



For full ESN Recommendation and Target price history (in the last 12 months) please see ESN Website [Link](#)

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