

Buy EUR 145.00 Price EUR 120.00 Upside 20.8 %	Value Indicators: EUR SotP: 144.53	Share data: Bloomberg: HYQ GR Reuters: HYQGn.DE ISIN: DE0005493365	Description: Technology-based financial services provider
	Market Snapshot: EUR m Market cap: 713.02 No. of shares (m): 5.94 EV: 687.68 Freefloat MC: 424.96 Ø Trad. Vol. (30d): 3.05 m	Shareholders: Freefloat 59.6 % Revenia (Ronald Slabke) 36.3 % Treasury shares 4.1 %	Risk Profile (WRe): 2017e Beta: 1.2 Price / Book: 8.5 x Equity Ratio: 63 %

Preliminary Q2 figures out

- Preliminary Q2 2017 figures were released Friday.** The results were better on the revenue line and slightly worse at EBIT level. Q2 2017 sales came in at "over" EUR 47m (vs. EUR 45m expected), up more than 24.4% yoy. Q2 2017 EBIT grew more than 5.2% yoy to more than EUR 6m (vs. EUR 6.8m expected), with the margin down 240 bps yoy at most at 12.7% (vs. 15.1% expected). We spoke to the company but it would not give a breakdown by division at this stage. Nevertheless all divisions seem to have performed well on the top line. Operating leverage continues to be held back by ongoing investments in key account support, digitalization in the Private Client segment and roll-out of the insuretech platform, which seems to be proceeding according to plan.
- Guidance:** H1 2017 yoy sales growth amounts to over 29% yoy. EBIT growth amounts to over 20% yoy. CEO Mr Slabke had highlighted that anything up to 30% in growth falls within the realm of the current guidance.
- Both top-line and EBIT growth were slower than in Q1 2017 (32% yoy and 29% yoy, respectively), partly due to five extra public holidays and accelerating operating expenses.
- On a full-year basis,** we are currently expecting 13% top-line growth to EUR 177.1m (**Bloomberg consensus:** EUR 191m, +22% yoy) and 19% EBIT growth to EUR 27.5m (Bloomberg consensus EUR 27.2m, +17.6% growth yoy). Full-year EBIT seems within reach given H1. Margins will probably decline on a full-year basis, which is already expected by consensus (14.2% margin vs. our 15.55% and 14.8% achieved in 2016). Our top-line forecasts are subject to review pending the full set of figures.
- The solid preliminary figures come on the back of solid data regarding Q2 EUROPACE transaction volumes** released on July 21. Q2 2017 transaction volumes on EUROPACE amounted to EUR 11.8 billion, which is in line with our estimate and represents a 7.2% increase year-on-year. In Q1 2017, EUROPACE transaction volumes amounted to EUR 12.2 billion (17% yoy growth). To provide a like-for-like comparison, the company pointed to volumes per business day in Q2, which increased by 13% yoy to EUR 199m, and sequentially by 6.4%, bearing in mind that Q1 was a very strong quarter (transaction volumes up 17% yoy). According to the Bundesbank, the overall market for mortgage finance grew by only 3% from January to May while, according to CEO Mr Slabke, June should have seen a market decline. This once again highlights ongoing market share gains.
- Full Q2 17 numbers will be released August 7. Remains a Buy. PT EUR 145.0

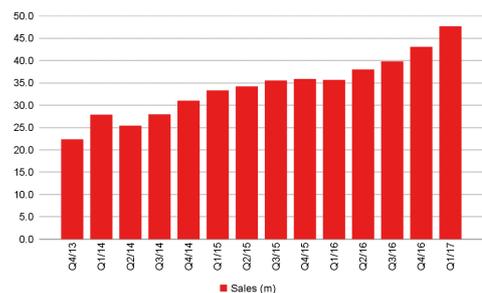


Rel. Performance vs SDAX:	
1 month:	3.6 %
6 months:	29.5 %
Year to date:	39.8 %
Trailing 12 months:	7.4 %

Company events:	
07.08.17	Q2
30.10.17	Q3

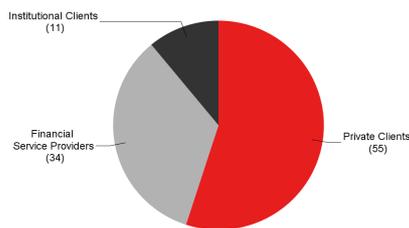
FY End: 31.12. in EUR m	CAGR (16-19e)	2013	2014	2015	2016	2017e	2018e	2019e
Sales	12.8 %	98.09	112.33	138.98	156.60	177.13	199.93	224.48
Change Sales yoy		11.8 %	14.5 %	23.7 %	12.7 %	13.1 %	12.9 %	12.3 %
Gross profit margin		54.3 %	53.9 %	54.9 %	58.0 %	57.9 %	57.9 %	57.9 %
EBITDA	16.4 %	8.12	12.70	25.08	28.20	32.68	38.04	44.48
Margin		8.3 %	11.3 %	18.0 %	18.0 %	18.4 %	19.0 %	19.8 %
EBIT	18.6 %	3.95	7.94	19.26	23.12	27.40	32.44	38.57
Margin		4.0 %	7.1 %	13.9 %	14.8 %	15.5 %	16.2 %	17.2 %
Net income	18.6 %	3.18	5.92	15.87	17.97	21.13	25.12	29.96
EPS	18.9 %	0.52	0.97	2.56	3.00	3.56	4.23	5.04
EPS adj.	18.9 %	0.52	0.97	2.56	3.00	3.56	4.23	5.04
DPS	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend Yield		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCFPS		0.61	0.37	3.16	1.90	2.34	3.35	4.17
FCF / Market cap		7.4 %	3.3 %	10.2 %	2.4 %	1.9 %	2.7 %	3.4 %
EV / Sales		0.6 x	0.6 x	1.4 x	2.8 x	3.9 x	3.4 x	2.9 x
EV / EBITDA		7.0 x	5.6 x	7.8 x	15.6 x	21.4 x	17.9 x	14.7 x
EV / EBIT		14.4 x	9.0 x	10.2 x	19.0 x	25.5 x	20.9 x	17.0 x
P / E		15.9 x	11.3 x	13.2 x	25.0 x	33.7 x	28.4 x	23.8 x
P / E adj.		15.9 x	11.3 x	13.2 x	25.0 x	33.7 x	28.4 x	23.8 x
FCF Potential Yield		14.5 %	15.9 %	11.2 %	5.3 %	3.9 %	4.6 %	5.6 %
Net Debt		5.97	4.08	-13.29	-11.46	-25.34	-45.26	-70.03
ROCE (NOPAT)		10.3 %	15.8 %	38.9 %	39.6 %	38.4 %	40.9 %	44.9 %
Guidance:		2017: revenues and earnings growth just into double digit figures						

Sales development in EUR m



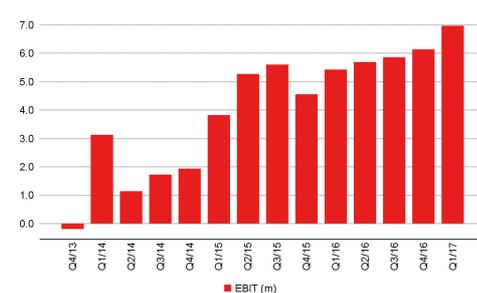
Source: Warburg Research

Sales by Segments 2016e; in %



Source: Warburg Research

EBIT development in EUR m



Source: Warburg Research

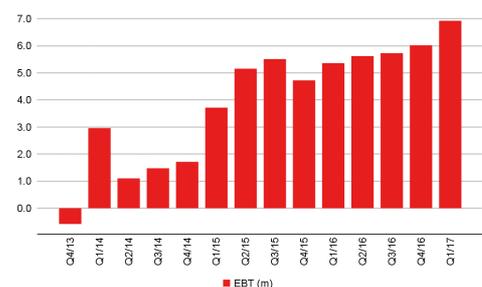
Company Background

- The company, founded in 1999, is specialised as a property financing intermediary
- With Europace, Hypoport operates the largest German internet platform for property financing and similar products
- Under the Dr. Klein brand, Hypoport operates a franchise system of stationary advisors
- Hypoport is also in a leading position in the area of institutional property financing (also under the Dr. Klein brand)
- An advanced level of technology is shown in all segments (fintech)

Competitive Quality

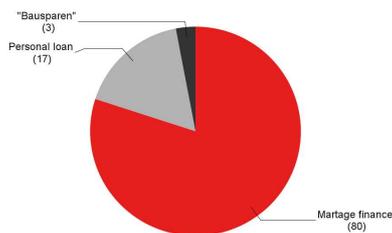
- The online marketplace for property financing operated by Hypoport (Europace) is the largest of its kind in Germany
- As the number of affiliated suppliers is decisive for marketplaces of this type, this forms a central competitive advantage and a considerable market entry barrier for third parties.
- The Dr. Klein business segments (private clients) benefits from market access over Europace but also from the many years of experience in the area of property financing
- Dr. Klein has regional presence (200 branches) and, in this way, achieves customer proximity.
- Most importantly however Dr. Klein is strongly focused (mainly property financing) and neutral (with offers from every provider). Other financial sales teams or retail banks normally cannot afford both.

EBT development in EUR m



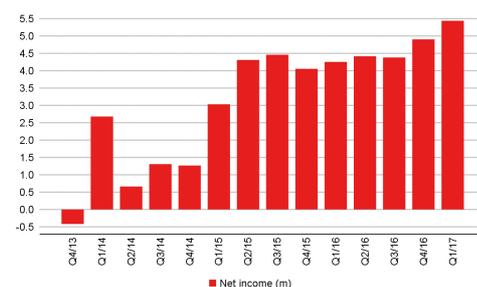
Source: Warburg Research

Europace by product segments 2016e; in %



Source: Warburg Research

Net income development in EUR m



Source: Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2017e	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	
Sales	177.13	199.93	224.48	246.92	271.62	298.78	328.65	351.66	376.28	402.62	422.75	443.88	454.98	
Sales change	13.1 %	12.9 %	12.3 %	10.0 %	10.0 %	10.0 %	10.0 %	7.0 %	7.0 %	7.0 %	5.0 %	5.0 %	2.5 %	2.5 %
EBIT	27.40	32.44	38.57	44.45	48.89	53.78	59.16	63.30	67.73	72.47	76.09	79.90	81.90	
EBIT-margin	15.5 %	16.2 %	17.2 %	18.0 %	18.0 %	18.0 %	18.0 %	18.0 %	18.0 %	18.0 %	18.0 %	18.0 %	18.0 %	
Tax rate (EBT)	20.9 %	20.9 %	20.9 %	20.9 %	20.9 %	20.9 %	20.9 %	20.9 %	20.9 %	20.9 %	20.9 %	20.9 %	20.9 %	
NOPAT	21.68	25.67	30.52	35.17	38.68	42.55	46.81	50.09	53.59	57.34	60.21	63.22	64.80	
Depreciation	5.27	5.60	5.91	9.88	10.86	11.95	13.15	14.07	15.05	16.10	16.91	17.76	18.20	
in % of Sales	3.0 %	2.8 %	2.6 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	
Changes in provisions	0.00	0.00	0.00	0.01	0.02	0.03	0.03	0.02	0.02	0.03	0.02	0.02	0.01	
Change in Liquidity from														
- Working Capital	2.52	2.80	3.10	2.78	3.06	3.36	3.70	2.85	3.05	3.26	2.49	2.62	1.37	
- Capex	10.00	8.00	8.00	12.35	13.58	14.94	16.43	17.58	18.81	20.13	21.14	22.19	22.75	
Capex in % of Sales	5.6 %	4.0 %	3.6 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	
Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Free Cash Flow (WACC Model)	14.44	20.47	25.33	29.92	32.94	36.23	39.85	43.74	46.80	50.08	53.51	56.18	58.89	60
PV of FCF	13.71	17.98	20.58	22.49	22.90	23.30	23.71	24.08	23.83	23.59	23.31	22.65	21.96	402
share of PVs	7.62 %			33.79 %										58.59 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	0.00 %	Financial Strength	1.00
Cost of debt (after tax)	2.4 %	Liquidity (share)	1.00
Market return	7.00 %	Cyclicality	1.40
Risk free rate	1.50 %	Transparency	1.30
		Others	1.30
WACC	8.10 %	Beta	1.20

Valuation (m)

Present values 2029e	284		
Terminal Value	402		
Financial liabilities	11		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	22	No. of shares (m)	5.9
Equity Value	697	Value per share (EUR)	117.33

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		1.75 %	2.00 %	2.25 %	2.50 %	2.75 %	3.00 %	3.25 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.38	9.1 %	92.60	94.21	95.95	97.81	99.82	102.00	104.36	1.38	9.1 %	88.62	91.69	94.75	97.81	100.87	103.93	107.00
1.29	8.6 %	100.34	102.31	104.44	106.75	109.25	111.98	114.96	1.29	8.6 %	96.74	100.08	103.41	106.75	110.09	113.42	116.76
1.25	8.4 %	104.66	106.86	109.23	111.81	114.61	117.68	121.05	1.25	8.4 %	101.33	104.82	108.32	111.81	115.30	118.79	122.29
1.20	8.1 %	109.34	111.78	114.44	117.33	120.49	123.96	127.79	1.20	8.1 %	106.34	110.00	113.67	117.33	120.99	124.65	128.32
1.15	7.9 %	114.41	117.15	120.12	123.38	126.95	130.89	135.26	1.15	7.9 %	111.83	115.68	119.53	123.38	127.23	131.07	134.92
1.11	7.6 %	119.93	123.00	126.35	130.03	134.09	138.59	143.61	1.11	7.6 %	117.87	121.93	125.98	130.03	134.08	138.14	142.19
1.02	7.1 %	132.57	136.47	140.78	145.55	150.88	156.85	163.60	1.02	7.1 %	131.96	136.49	141.02	145.55	150.08	154.61	159.14

- The growth anticipated for Hypoport is based on robust business development in all segments
- Financial Services (Europace) in particular offers systematic potential for economies of scale and margin growth
- On this basis the group assumes a positive long-term margin trend
- Based on a sophisticated regional dispersion of tax obligations a low tax rate is assumed long term.

Valuation

	2013	2014	2015	2016	2017e	2018e	2019e
Price / Book	1.5 x	1.7 x	4.0 x	7.0 x	8.5 x	6.6 x	5.2 x
Book value per share ex intangibles	0.53	1.25	3.40	3.72	6.55	10.45	15.21
EV / Sales	0.6 x	0.6 x	1.4 x	2.8 x	3.9 x	3.4 x	2.9 x
EV / EBITDA	7.0 x	5.6 x	7.8 x	15.6 x	21.4 x	17.9 x	14.7 x
EV / EBIT	14.4 x	9.0 x	10.2 x	19.0 x	25.5 x	20.9 x	17.0 x
EV / EBIT adj.*	14.4 x	9.0 x	10.2 x	19.0 x	25.5 x	20.9 x	17.0 x
P / FCF	13.5 x	29.9 x	9.8 x	42.4 x	51.4 x	35.8 x	28.8 x
P / E	15.9 x	11.3 x	13.2 x	25.0 x	33.7 x	28.4 x	23.8 x
P / E adj.*	15.9 x	11.3 x	13.2 x	25.0 x	33.7 x	28.4 x	23.8 x
Dividend Yield	n.a.						
FCF Potential Yield (on market EV)	14.5 %	15.9 %	11.2 %	5.3 %	3.9 %	4.6 %	5.6 %

*Adjustments made for: -

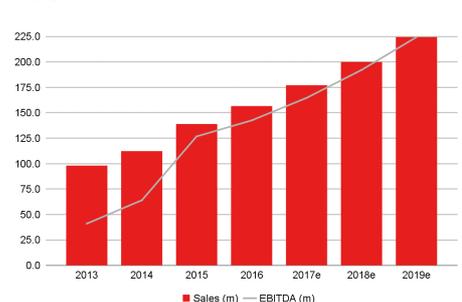
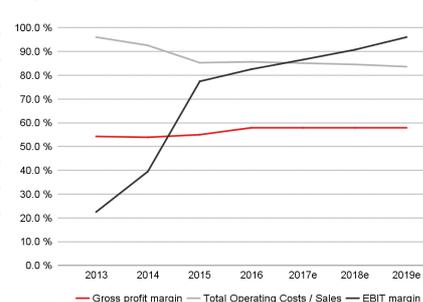
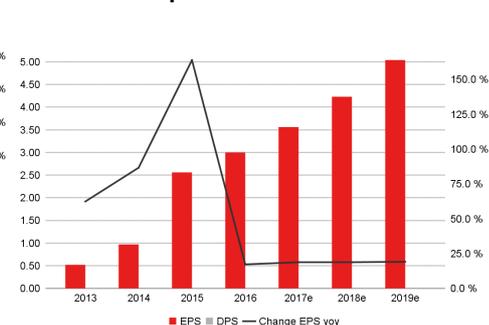
Consolidated profit & loss

In EUR m	2013	2014	2015	2016	2017e	2018e	2019e
Sales	98.09	112.33	138.98	156.60	177.13	199.93	224.48
Change Sales yoy	11.8 %	14.5 %	23.7 %	12.7 %	13.1 %	12.9 %	12.3 %
Increase / decrease in inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Own work capitalised	4.25	4.18	4.66	5.66	6.20	7.00	7.86
Total Sales	102.34	116.50	143.65	162.26	183.33	206.93	232.33
Material expenses	49.11	55.95	67.31	71.44	80.77	91.17	102.36
Gross profit	53.23	60.55	76.34	90.82	102.56	115.76	129.97
<i>Gross profit margin</i>	<i>54.3 %</i>	<i>53.9 %</i>	<i>54.9 %</i>	<i>58.0 %</i>	<i>57.9 %</i>	<i>57.9 %</i>	<i>57.9 %</i>
Personnel expenses	32.68	35.33	38.22	46.36	51.90	58.18	65.10
Other operating income	2.77	1.83	2.18	3.07	3.90	4.60	5.39
Other operating expenses	15.23	14.50	15.25	19.33	21.88	24.14	25.78
Unfrequent items	0.04	0.15	0.03	0.00	0.00	0.00	0.00
EBITDA	8.12	12.70	25.08	28.20	32.68	38.04	44.48
<i>Margin</i>	<i>8.3 %</i>	<i>11.3 %</i>	<i>18.0 %</i>	<i>18.0 %</i>	<i>18.4 %</i>	<i>19.0 %</i>	<i>19.8 %</i>
Depreciation of fixed assets	1.06	0.97	1.12	1.24	1.20	1.20	1.20
EBITA	7.07	11.73	23.96	26.96	31.48	36.84	43.28
Amortisation of intangible assets	3.12	3.80	4.70	3.84	4.07	4.40	4.71
Goodwill amortisation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EBIT	3.95	7.94	19.26	23.12	27.40	32.44	38.57
<i>Margin</i>	<i>4.0 %</i>	<i>7.1 %</i>	<i>13.9 %</i>	<i>14.8 %</i>	<i>15.5 %</i>	<i>16.2 %</i>	<i>17.2 %</i>
EBIT adj.	3.95	7.94	19.26	23.12	27.40	32.44	38.57
Interest income	0.11	0.14	0.37	0.23	0.10	0.10	0.10
Interest expenses	0.99	0.82	0.52	0.63	0.80	0.80	0.80
Other financial income (loss)	0.00	0.00	0.00	0.01	0.00	0.00	0.00
EBT	3.07	7.25	19.10	22.73	26.70	31.74	37.87
<i>Margin</i>	<i>3.1 %</i>	<i>6.5 %</i>	<i>13.7 %</i>	<i>14.5 %</i>	<i>15.1 %</i>	<i>15.9 %</i>	<i>16.9 %</i>
Total taxes	-0.10	1.32	3.24	4.76	5.57	6.63	7.90
Net income from continuing operations	3.18	5.93	15.87	17.97	21.13	25.12	29.96
Income from discontinued operations (net of tax)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net income before minorities	3.18	5.93	15.87	17.97	21.13	25.12	29.96
Minority interest	0.00	0.01	0.00	0.00	0.00	0.00	0.00
Net income	3.18	5.92	15.87	17.97	21.13	25.12	29.96
<i>Margin</i>	<i>3.2 %</i>	<i>5.3 %</i>	<i>11.4 %</i>	<i>11.5 %</i>	<i>11.9 %</i>	<i>12.6 %</i>	<i>13.3 %</i>
Number of shares, average	6.14	6.12	6.19	6.01	5.94	5.94	5.94
EPS	0.52	0.97	2.56	3.00	3.56	4.23	5.04
EPS adj.	0.52	0.97	2.56	3.00	3.56	4.23	5.04

*Adjustments made for:

Guidance: 2017: revenues and earnings growth just into double digit figures**Financial Ratios**

	2013	2014	2015	2016	2017e	2018e	2019e
Total Operating Costs / Sales	96.1 %	92.5 %	85.3 %	85.6 %	85.1 %	84.5 %	83.7 %
Operating Leverage	2.0 x	7.0 x	6.0 x	1.6 x	1.4 x	1.4 x	1.5 x
EBITDA / Interest expenses	8.2 x	15.4 x	48.0 x	44.9 x	40.8 x	47.6 x	55.6 x
Tax rate (EBT)	-3.3 %	18.2 %	16.9 %	20.9 %	20.9 %	20.9 %	20.9 %
Dividend Payout Ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sales per Employee	n.a.						

Sales, EBITDA
in EUR m**Operating Performance**
in %**Performance per Share**

Source: Warburg Research

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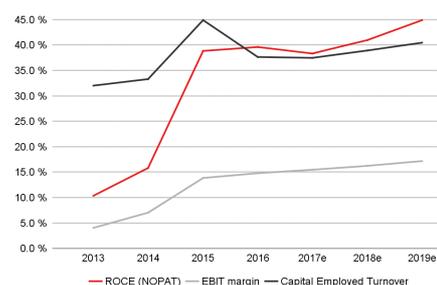
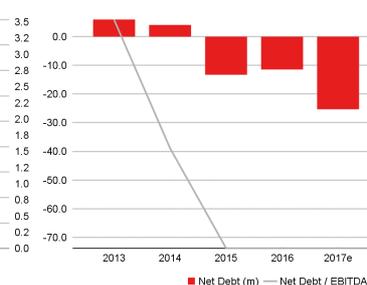
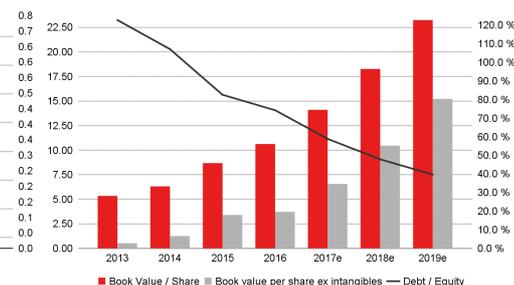
Source: Warburg Research

Consolidated balance sheet

In EUR m	2013	2014	2015	2016	2017e	2018e	2019e
Assets							
Goodwill and other intangible assets	29.57	30.95	31.89	41.66	45.59	47.19	48.47
thereof other intangible assets	0.00	0.00	0.00	3.06	6.98	8.58	9.87
thereof Goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Property, plant and equipment	2.50	2.66	3.04	2.63	3.43	4.23	5.03
Financial assets	0.07	0.08	0.03	1.09	1.09	1.09	1.09
Other long-term assets	0.71	1.12	1.42	3.01	3.01	3.01	3.01
Fixed assets	32.85	34.82	36.38	48.39	53.12	55.52	57.61
Inventories	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Accounts receivable	24.45	29.62	32.85	38.09	43.10	48.60	54.60
Liquid assets	10.95	12.02	24.76	22.41	36.29	56.21	80.99
Other short-term assets	5.40	3.94	2.09	3.21	3.21	3.21	3.21
Current assets	40.80	45.59	59.70	63.71	82.60	108.02	138.79
Total Assets	73.60	80.40	96.10	112.10	135.70	163.50	196.40
Liabilities and shareholders' equity							
Subscribed capital	6.20	6.20	6.20	6.20	6.20	6.20	6.20
Capital reserve	2.06	2.21	2.35	2.35	2.35	2.35	2.35
Retained earnings	24.60	30.26	44.01	55.54	76.67	101.79	131.75
Other equity components	-0.06	-0.08	-0.16	0.05	-0.05	-0.05	0.05
Shareholders' equity	32.80	38.59	52.39	64.13	85.16	110.28	140.34
Minority interest	0.26	0.26	0.27	0.27	0.27	0.27	0.27
Total equity	33.05	38.85	52.66	64.40	85.43	110.55	140.61
Provisions	0.11	0.20	0.21	0.25	0.25	0.25	0.25
thereof provisions for pensions and similar obligations	0.11	0.20	0.21	0.24	0.24	0.24	0.24
Financial liabilities (total)	16.82	15.90	11.26	10.71	10.71	10.71	10.71
thereof short-term financial liabilities	4.76	4.64	4.34	6.27	6.27	6.27	6.27
Accounts payable	15.20	16.49	20.39	18.71	21.20	23.90	26.80
Other liabilities	8.41	8.96	11.55	18.07	18.07	18.07	18.07
Liabilities	40.54	41.56	43.42	47.74	50.23	52.93	55.83
Total liabilities and shareholders' equity	73.60	80.40	96.10	112.10	135.70	163.50	196.40

Financial Ratios

	2013	2014	2015	2016	2017e	2018e	2019e
Efficiency of Capital Employment							
Operating Assets Turnover	8.4 x	7.1 x	9.0 x	7.1 x	7.0 x	6.9 x	6.8 x
Capital Employed Turnover	2.5 x	2.6 x	3.5 x	3.0 x	2.9 x	3.1 x	3.2 x
ROA	9.7 %	17.0 %	43.6 %	37.1 %	39.8 %	45.2 %	52.0 %
Return on Capital							
ROCE (NOPAT)	10.3 %	15.8 %	38.9 %	39.6 %	38.4 %	40.9 %	44.9 %
ROE	10.2 %	16.6 %	34.9 %	30.8 %	28.3 %	25.7 %	23.9 %
Adj. ROE	10.2 %	16.6 %	34.9 %	30.8 %	28.3 %	25.7 %	23.9 %
Balance sheet quality							
Net Debt	5.97	4.08	-13.29	-11.46	-25.34	-45.26	-70.03
Net Financial Debt	5.87	3.88	-13.50	-11.70	-25.58	-45.50	-70.28
Net Gearing	18.1 %	10.5 %	-25.2 %	-17.8 %	-29.7 %	-40.9 %	-49.8 %
Net Fin. Debt / EBITDA	72.2 %	30.5 %	n.a.	n.a.	n.a.	n.a.	n.a.
Book Value / Share	5.3	6.3	8.7	10.6	14.1	18.3	23.2
Book value per share ex intangibles	0.5	1.2	3.4	3.7	6.6	10.4	15.2

ROCE Development

Net debt in EUR m

Book Value per Share in EUR


Source: Warburg Research

Source: Warburg Research

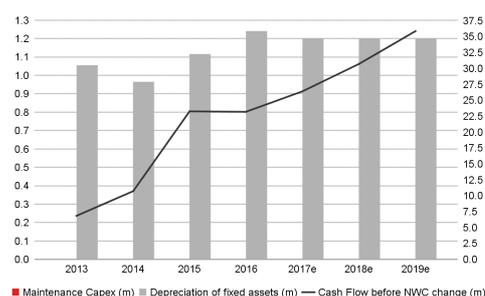
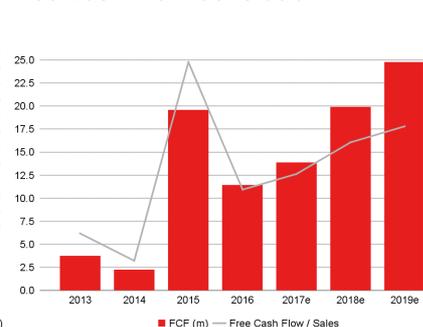
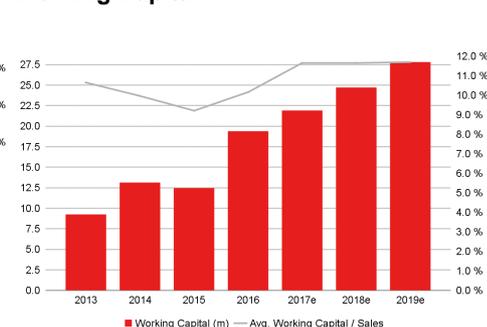
Source: Warburg Research

Consolidated cash flow statement

In EUR m	2013	2014	2015	2016	2017e	2018e	2019e
Net income	3.18	5.93	15.87	18.05	21.13	25.12	29.96
Depreciation of fixed assets	1.06	0.97	1.12	1.24	1.20	1.20	1.20
Amortisation of goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Amortisation of intangible assets	3.12	3.80	4.70	3.84	4.07	4.40	4.71
Increase/decrease in long-term provisions	0.00	0.00	0.00	0.03	0.00	0.00	0.00
Other non-cash income and expenses	-0.54	0.03	1.60	0.00	0.00	0.00	0.00
Cash Flow before NWC change	6.81	10.72	23.28	23.16	26.40	30.72	35.88
Increase / decrease in inventory	0.96	-4.13	-1.66	0.00	0.00	0.00	0.00
Increase / decrease in accounts receivable	0.00	0.00	0.00	-5.24	-5.01	-5.50	-6.00
Increase / decrease in accounts payable	2.77	1.77	4.60	-1.69	2.49	2.70	2.90
Increase / decrease in other working capital positions	-1.05	0.05	0.47	2.10	0.00	0.00	0.00
Increase / decrease in working capital (total)	2.68	-2.31	3.41	-4.83	-2.52	-2.80	-3.10
Net cash provided by operating activities [1]	9.49	8.42	26.69	18.34	23.88	27.92	32.78
Investments in intangible assets	-5.16	-5.55	-4.70	-6.90	-8.00	-6.00	-6.00
Investments in property, plant and equipment	-0.57	-0.62	-0.62	-0.80	-2.00	-2.00	-2.00
Payments for acquisitions	0.00	0.00	0.00	-3.40	0.00	0.00	0.00
Financial investments	0.00	0.02	0.01	3.00	0.00	0.00	0.00
Income from asset disposals	0.04	0.00	0.05	0.00	0.00	0.00	0.00
Net cash provided by investing activities [2]	-5.70	-6.18	-7.06	-13.30	-10.00	-8.00	-8.00
Change in financial liabilities	-1.39	-0.85	-4.60	-0.55	0.00	0.00	0.00
Dividends paid	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Purchase of own shares	0.00	-0.31	-2.30	-6.91	0.00	0.00	0.00
Capital measures	0.00	0.00	0.00	0.50	0.00	0.00	0.00
Other	0.00	0.00	0.00	-0.50	0.00	0.00	0.00
Net cash provided by financing activities [3]	-1.39	-1.16	-6.90	-7.46	0.00	0.00	0.00
Change in liquid funds [1]+[2]+[3]	2.40	1.07	12.73	-2.42	13.88	19.92	24.78
Effects of exchange-rate changes on cash	0.00	0.00	0.00	0.10	0.00	0.00	0.00
Cash and cash equivalent at end of period	10.95	12.02	24.76	22.43	36.29	56.21	80.99

Financial Ratios

	2013	2014	2015	2016	2017e	2018e	2019e
Cash Flow							
FCF	3.75	2.25	19.59	11.44	13.88	19.92	24.78
Free Cash Flow / Sales	3.8 %	2.0 %	15.4 %	6.8 %	7.8 %	10.0 %	11.0 %
Free Cash Flow Potential	8.23	11.38	21.84	23.52	27.10	31.42	36.58
Free Cash Flow / Net Profit	118.2 %	38.0 %	134.7 %	59.2 %	65.7 %	79.3 %	82.7 %
Interest Received / Avg. Cash	1.1 %	1.2 %	2.0 %	1.0 %	0.3 %	0.2 %	0.1 %
Interest Paid / Avg. Debt	5.6 %	5.0 %	3.8 %	5.7 %	7.5 %	7.5 %	7.5 %
Management of Funds							
Investment ratio	5.8 %	5.5 %	3.8 %	4.9 %	5.6 %	4.0 %	3.6 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	137.4 %	129.5 %	91.4 %	151.4 %	189.6 %	142.9 %	135.3 %
Avg. Working Capital / Sales	10.7 %	10.0 %	9.2 %	10.2 %	11.7 %	11.7 %	11.7 %
Trade Debtors / Trade Creditors	160.8 %	179.6 %	161.1 %	203.6 %	203.3 %	203.3 %	203.7 %
Inventory Turnover	n.a.						
Receivables collection period (days)	91	96	86	89	89	89	89
Payables payment period (days)	113	108	111	96	96	96	96
Cash conversion cycle (Days)	n.a.						

CAPEX and Cash Flow
in EUR m

Free Cash Flow Generation

Working Capital


Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

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HYPOPORT	5	http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005493365.htm

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

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

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Rating	Number of stocks	% of Universe
Buy	103	52
Hold	88	44
Sell	7	4
Rating suspended	2	1
Total	200	100

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

... taking into account only those companies which were provided with major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	28	68
Hold	10	24
Sell	1	2
Rating suspended	2	5
Total	41	100

PRICE AND RATING HISTORY HYPOPORT AS OF 31.07.2017


Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details the date and closing price on the day of the rating change.

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