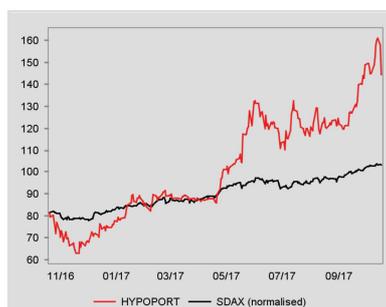


Buy EUR 170.00 Price EUR 144.50 Upside 17.6 %	Value Indicators: EUR SotP: 169.61	Share data: Bloomberg: HYQ GR Reuters: HYQGn.DE ISIN: DE0005493365	Description: Technology-based financial services provider
	Market Snapshot: EUR m Market cap: 858.60 No. of shares (m): 5.94 EV: 834.30 Freefloat MC: 511.72 Ø Trad. Vol. (30d): 3.71 m	Shareholders: Freefloat 59.6 % Revenia (Ronald Slabke) 36.3 % Treasury shares 4.1 %	Risk Profile (WRe): 2017e Beta: 1.2 Price / Book: 10.2 x Equity Ratio: 62 %

Q3 transaction volumes announced for Europace

Q3 2017 transaction volumes for Hypoport's Credit Platform unit (approximately 39.6% of group revenues and 58.3% of group EBIT before eliminations as of H1 2017) were released yesterday.

- Transaction volumes for the first nine months amounted to **EUR 36.4 billion, up 9.6% yoy**, once again clearly outperforming a sluggish market, which according to Bundesbank figures was up an anemic +1% into August. **Q3 transaction volumes amounted to EUR 12.3 billion, +4.3% yoy, a clear slowdown following the very strong Q1 at +17.3% yoy, and Q2 at +7.2% yoy.** Sequentially though, Q3 posted the highest absolute figure year-to-date (Q1 EUR 12.2 billion, Q2 EUR 11.8 billion). However Q3 had 5.5 more business days than Q2 due to public holidays and "bridging" days and the transaction volume per-sales-day statistic reveals a dent in sales productivity: Q3 came in at EUR 190m per day, down 4.5% compared to Q2 (EUR 199m) and up 6.1% compared to Q3 2016 (EUR 179m).
- While the company highlights **softness in activity at private banks** (interest rate environment, regulatory burden and other internal issues), **the financial service providers segment and the public banks segment seem fully on track.** FINMAS, the sub marketplace for savings banks, saw brokered transaction volumes up 67.7% over the first months of 2017 at EUR 1.8 billion, showing good acceleration in Q3 compared to H1: Q3 volumes grew 75% at EUR 0.7m. GENOPACE, the sub-marketplace for cooperative banks, saw transaction volumes increase by 21.4% yoy over the first nine months of 2017 and by 50% yoy in Q3 alone. **The acceleration in growth in Q3 both at FINMAS and at GENOPACE** certainly proves that the growth momentum in those relatively under-penetrated markets remains intact, although they are still too small to make a big difference overall.
- One also needs to bear in mind that in Q3 2017, the market was generally in **"pre-election mode"** and that quarterly transaction volumes can be volatile.
- Full Q3 results will be released on October 30.
- Remains a Buy with a PT of EUR 170 based on SotP methods, valuing the legacy (EUR 128.68 per share) and the new insuretech businesses (EUR 40.92) separately, both with a DCF approach.**

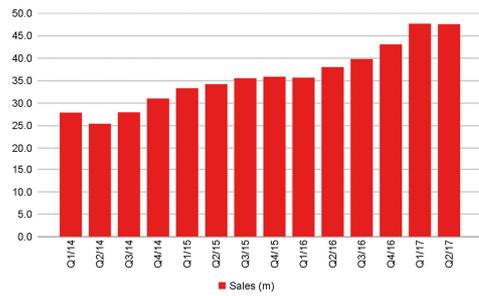


Rel. Performance vs SDAX:	
1 month:	7.8 %
6 months:	49.2 %
Year to date:	61.3 %
Trailing 12 months:	47.8 %

Company events:
30.10.17 Q3

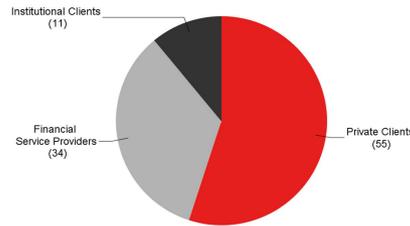
FY End: 31.12. in EUR m	CAGR (16-19e)	2013	2014	2015	2016	2017e	2018e	2019e
Sales	15.8 %	98.09	112.33	138.98	156.60	191.78	216.60	243.06
Change Sales yoy		11.8 %	14.5 %	23.7 %	12.7 %	22.5 %	12.9 %	12.2 %
Gross profit margin		54.3 %	53.9 %	54.9 %	58.0 %	57.9 %	57.9 %	57.9 %
EBITDA	16.0 %	8.12	12.70	25.08	28.20	33.54	38.22	44.03
Margin		8.3 %	11.3 %	18.0 %	18.0 %	17.5 %	17.6 %	18.1 %
EBIT	17.7 %	3.95	7.94	19.26	23.12	27.93	32.26	37.73
Margin		4.0 %	7.1 %	13.9 %	14.8 %	14.6 %	14.9 %	15.5 %
Net income	17.7 %	3.18	5.92	15.87	17.97	21.55	24.97	29.30
EPS	18.0 %	0.52	0.97	2.56	3.00	3.63	4.20	4.93
EPS adj.	18.0 %	0.52	0.97	2.56	3.00	3.63	4.20	4.93
DPS	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend Yield		n.a.						
FCFPS		0.61	0.37	3.16	1.90	2.16	3.34	4.09
FCF / Market cap		7.4 %	3.3 %	10.2 %	2.4 %	1.5 %	2.3 %	2.8 %
EV / Sales		0.6 x	0.6 x	1.4 x	2.8 x	4.4 x	3.8 x	3.3 x
EV / EBITDA		7.0 x	5.6 x	7.8 x	15.6 x	25.3 x	21.7 x	18.3 x
EV / EBIT		14.4 x	9.0 x	10.2 x	19.0 x	30.4 x	25.7 x	21.3 x
P / E		15.9 x	11.3 x	13.2 x	25.0 x	39.8 x	34.4 x	29.3 x
P / E adj.		15.9 x	11.3 x	13.2 x	25.0 x	39.8 x	34.4 x	29.3 x
FCF Potential Yield		14.5 %	15.9 %	11.2 %	5.3 %	3.3 %	3.8 %	4.5 %
Net Debt		5.97	4.08	-13.29	-11.46	-24.30	-44.13	-68.43
ROCE (NOPAT)		10.3 %	15.8 %	38.9 %	39.6 %	38.6 %	39.8 %	43.1 %
Guidance:	2017: revenues and earnings growth just into double digit figures							

Sales development in EUR m



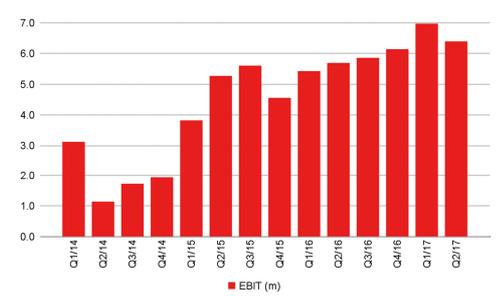
Source: Warburg Research

Sales by Segments 2016; in %



Source: Warburg Research

EBIT development in EUR m



Source: Warburg Research

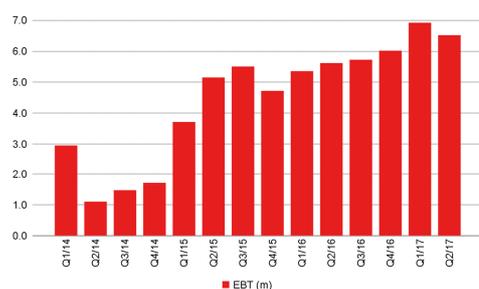
Company Background

- 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

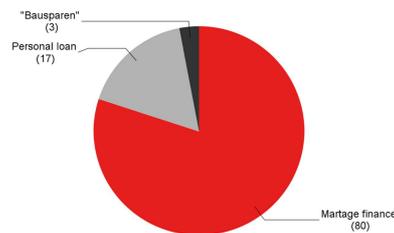
- The online marketplace for property financing operated by Hypoport (Europace) is the largest of its kind in Germany
- As the number of affiliated suppliers is decisive for marketplaces of this type, this forms a central competitive advantage and a considerable market entry barrier for third parties.
- 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



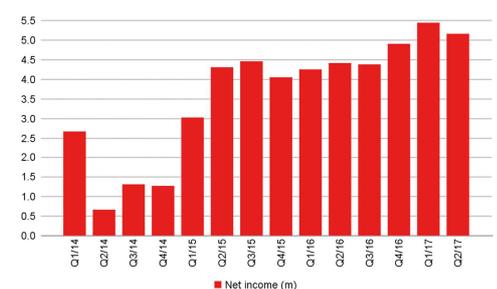
Source: Warburg Research

Europace by product segments 2016; 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	191.78	216.60	243.06	272.22	304.89	335.38	368.92	394.74	422.37	451.94	474.54	498.26	510.72	
Sales change	22.5 %	12.9 %	12.2 %	12.0 %	12.0 %	10.0 %	10.0 %	7.0 %	7.0 %	7.0 %	5.0 %	5.0 %	2.5 %	2.5 %
EBIT	27.93	32.26	37.73	43.56	50.31	57.01	66.40	71.05	76.03	81.35	85.42	89.69	91.93	
EBIT-margin	14.6 %	14.9 %	15.5 %	16.0 %	16.5 %	17.0 %	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	22.10	25.52	29.85	34.46	39.81	45.11	52.54	56.22	60.16	64.37	67.59	70.96	72.74	
Depreciation	5.61	5.97	6.30	10.89	12.20	13.42	14.76	15.79	16.89	18.08	18.98	19.93	20.43	
in % of Sales	2.9 %	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	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.02	0.02	0.01	
Change in Liquidity from														
- Working Capital	4.32	3.10	3.30	3.61	4.05	3.78	4.15	3.20	3.42	3.66	2.80	2.94	1.54	
- Capex	10.00	8.00	8.00	13.61	15.24	16.77	18.45	19.74	21.12	22.60	23.73	24.91	25.54	
Capex in % of Sales	5.2 %	3.7 %	3.3 %	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)	13.39	20.39	24.86	28.16	32.74	38.01	44.73	49.10	52.54	56.22	60.06	63.07	66.10	68
PV of FCF	12.72	17.91	20.19	21.16	22.77	24.45	26.62	27.02	26.75	26.48	26.17	25.42	24.65	451
share of PVs	6.74 %			33.38 %										59.88 %

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	302		
Terminal Value	451		
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	765	Value per share (EUR)	128.68

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 %	101.00	102.81	104.76	106.85	109.11	111.55	114.20	1.38	9.1 %	96.59	100.01	103.43	106.85	110.27	113.69	117.11
1.29	8.6 %	109.65	111.87	114.26	116.85	119.66	122.72	126.06	1.29	8.6 %	105.66	109.39	113.12	116.85	120.58	124.31	128.04
1.25	8.4 %	114.48	116.95	119.61	122.50	125.66	129.10	132.88	1.25	8.4 %	110.79	114.70	118.60	122.50	126.41	130.31	134.22
1.20	8.1 %	119.71	122.46	125.44	128.68	132.23	136.12	140.42	1.20	8.1 %	116.40	120.49	124.59	128.68	132.78	136.87	140.97
1.15	7.9 %	125.39	128.46	131.80	135.45	139.46	143.89	148.79	1.15	7.9 %	122.54	126.84	131.15	135.45	139.75	144.06	148.36
1.11	7.6 %	131.57	135.01	138.77	142.90	147.46	152.51	158.14	1.11	7.6 %	129.30	133.83	138.37	142.90	147.43	151.97	156.50
1.02	7.1 %	145.70	150.09	154.92	160.28	166.26	172.96	180.54	1.02	7.1 %	145.08	150.14	155.21	160.28	165.35	170.42	175.48

- 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	10.2 x	7.9 x	6.2 x
Book value per share ex intangibles	0.53	1.25	3.40	3.72	6.68	10.63	15.33
EV / Sales	0.6 x	0.6 x	1.4 x	2.8 x	4.4 x	3.8 x	3.3 x
EV / EBITDA	7.0 x	5.6 x	7.8 x	15.6 x	25.3 x	21.7 x	18.3 x
EV / EBIT	14.4 x	9.0 x	10.2 x	19.0 x	30.4 x	25.7 x	21.3 x
EV / EBIT adj.*	14.4 x	9.0 x	10.2 x	19.0 x	30.4 x	25.7 x	21.3 x
P / FCF	13.5 x	29.9 x	9.8 x	42.4 x	66.9 x	43.3 x	35.3 x
P / E	15.9 x	11.3 x	13.2 x	25.0 x	39.8 x	34.4 x	29.3 x
P / E adj.*	15.9 x	11.3 x	13.2 x	25.0 x	39.8 x	34.4 x	29.3 x
Dividend Yield	n.a.						
FCF Potential Yield (on market EV)	14.5 %	15.9 %	11.2 %	5.3 %	3.3 %	3.8 %	4.5 %

*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	191.78	216.60	243.06
Change Sales yoy	11.8 %	14.5 %	23.7 %	12.7 %	22.5 %	12.9 %	12.2 %
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	6.71	7.58	8.51
Total Sales	102.34	116.50	143.65	162.26	198.50	224.18	251.56
Material expenses	49.11	55.95	67.31	71.44	87.45	98.77	110.83
Gross profit	53.23	60.55	76.34	90.82	111.04	125.41	140.73
<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	56.19	63.03	70.49
Other operating income	2.77	1.83	2.18	3.07	4.22	4.98	5.83
Other operating expenses	15.23	14.50	15.25	19.33	25.53	29.14	32.04
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	33.54	38.22	44.03
<i>Margin</i>	<i>8.3 %</i>	<i>11.3 %</i>	<i>18.0 %</i>	<i>18.0 %</i>	<i>17.5 %</i>	<i>17.6 %</i>	<i>18.1 %</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	32.34	37.02	42.83
Amortisation of intangible assets	3.12	3.80	4.70	3.84	4.41	4.77	5.10
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	27.93	32.26	37.73
<i>Margin</i>	<i>4.0 %</i>	<i>7.1 %</i>	<i>13.9 %</i>	<i>14.8 %</i>	<i>14.6 %</i>	<i>14.9 %</i>	<i>15.5 %</i>
EBIT adj.	3.95	7.94	19.26	23.12	27.93	32.26	37.73
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	27.23	31.56	37.03
<i>Margin</i>	<i>3.1 %</i>	<i>6.5 %</i>	<i>13.7 %</i>	<i>14.5 %</i>	<i>14.2 %</i>	<i>14.6 %</i>	<i>15.2 %</i>
Total taxes	-0.10	1.32	3.24	4.76	5.68	6.59	7.73
Net income from continuing operations	3.18	5.93	15.87	17.97	21.55	24.97	29.30
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	21.55	24.97	29.30
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	21.55	24.97	29.30
<i>Margin</i>	<i>3.2 %</i>	<i>5.3 %</i>	<i>11.4 %</i>	<i>11.5 %</i>	<i>11.2 %</i>	<i>11.5 %</i>	<i>12.1 %</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	3.63	4.20	4.93
EPS adj.	0.52	0.97	2.56	3.00	3.63	4.20	4.93

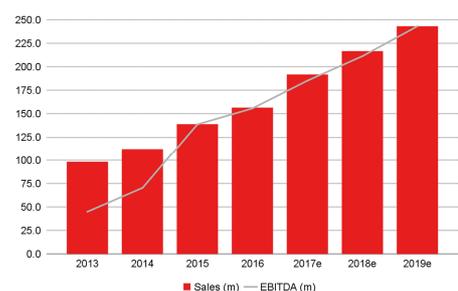
*Adjustments made for:

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

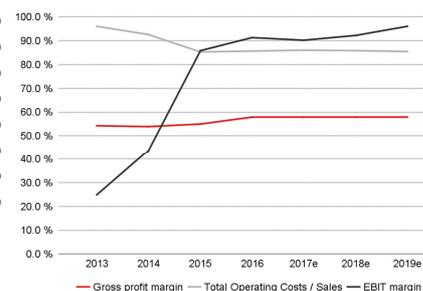
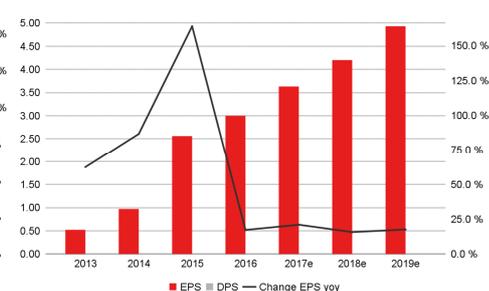
	2013	2014	2015	2016	2017e	2018e	2019e
Total Operating Costs / Sales	96.1 %	92.5 %	85.3 %	85.6 %	86.0 %	85.9 %	85.4 %
Operating Leverage	2.0 x	7.0 x	6.0 x	1.6 x	0.9 x	1.2 x	1.4 x
EBITDA / Interest expenses	8.2 x	15.4 x	48.0 x	44.9 x	41.9 x	47.8 x	55.0 x
Tax rate (EBT)	-3.3 %	18.2 %	16.9 %	20.9 %	20.9 %	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

Source: Warburg Research

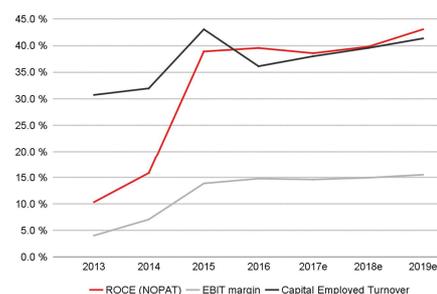
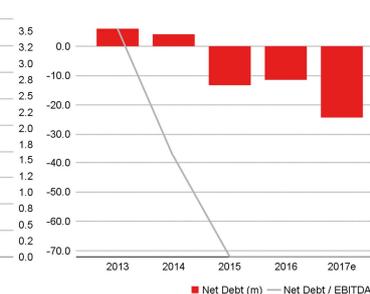
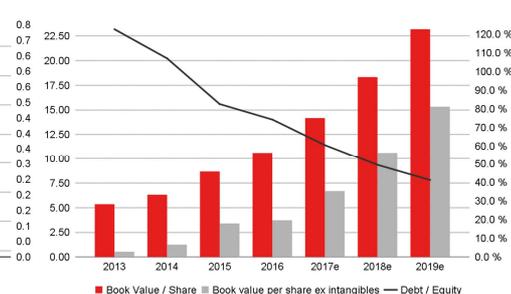
Source: Warburg Research

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	45.25	46.48	47.38
thereof other intangible assets	0.00	0.00	0.00	3.06	6.64	7.88	8.78
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	52.78	54.82	56.51
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	46.60	52.70	59.10
Liquid assets	10.95	12.02	24.76	22.41	35.25	55.08	79.39
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	85.06	110.99	141.69
Total Assets	73.60	80.40	96.10	112.10	137.80	165.80	198.20
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	77.09	102.06	131.36
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	85.58	110.65	139.95
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	85.85	110.92	140.22
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	22.90	25.90	29.00
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	51.93	54.93	58.03
Total liabilities and shareholders' equity	73.60	80.40	96.10	112.10	137.80	165.80	198.20

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	7.1 x	7.0 x	6.9 x
Capital Employed Turnover	2.5 x	2.6 x	3.5 x	3.0 x	3.1 x	3.2 x	3.4 x
ROA	9.7 %	17.0 %	43.6 %	37.1 %	40.8 %	45.5 %	51.8 %
Return on Capital							
ROCE (NOPAT)	10.3 %	15.8 %	38.9 %	39.6 %	38.6 %	39.8 %	43.1 %
ROE	10.2 %	16.6 %	34.9 %	30.8 %	28.8 %	25.4 %	23.4 %
Adj. ROE	10.2 %	16.6 %	34.9 %	30.8 %	28.8 %	25.4 %	23.4 %
Balance sheet quality							
Net Debt	5.97	4.08	-13.29	-11.46	-24.30	-44.13	-68.43
Net Financial Debt	5.87	3.88	-13.50	-11.70	-24.54	-44.37	-68.68
Net Gearing	18.1 %	10.5 %	-25.2 %	-17.8 %	-28.3 %	-39.8 %	-48.8 %
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	14.2	18.3	23.2
Book value per share ex intangibles	0.5	1.2	3.4	3.7	6.7	10.6	15.3

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

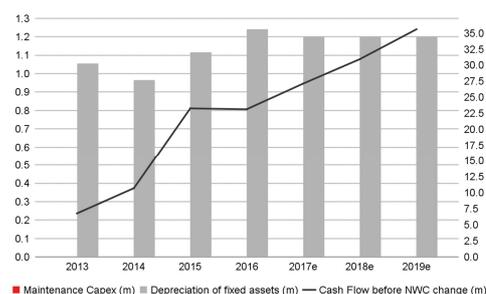
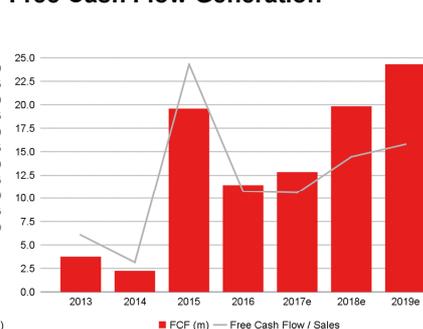
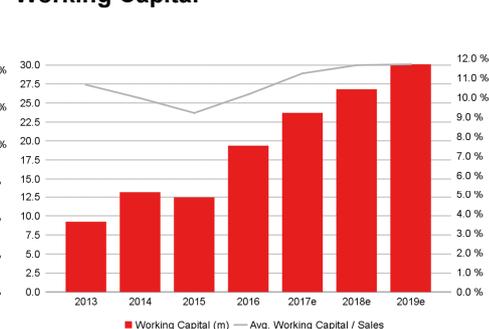
In EUR m	2013	2014	2015	2016	2017e	2018e	2019e
Net income	3.18	5.93	15.87	18.05	21.55	24.97	29.30
Depreciation of fixed assets	1.06	0.97	1.12	1.24	1.20	1.20	1.20
Amortisation of goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Amortisation of intangible assets	3.12	3.80	4.70	3.84	4.41	4.77	5.10
Increase/decrease 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	27.16	30.93	35.60
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	-8.51	-6.10	-6.40
Increase / decrease in accounts payable	2.77	1.77	4.60	-1.69	4.19	3.00	3.10
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	-4.32	-3.10	-3.30
Net cash provided by operating activities [1]	9.49	8.42	26.69	18.34	22.84	27.83	32.30
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	12.84	19.83	24.30
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	35.25	55.08	79.39

Financial Ratios

	2013	2014	2015	2016	2017e	2018e	2019e
Cash Flow							
FCF	3.75	2.25	19.59	11.44	12.84	19.83	24.30
Free Cash Flow / Sales	3.8 %	2.0 %	15.4 %	6.8 %	6.7 %	9.2 %	10.0 %
Free Cash Flow Potential	8.23	11.38	21.84	23.52	27.86	31.63	36.30
Free Cash Flow / Net Profit	118.2 %	38.0 %	134.7 %	59.2 %	59.6 %	79.4 %	82.9 %
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 %	5.2 %	3.7 %	3.3 %
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 %	178.2 %	134.1 %	126.9 %
Avg. Working Capital / Sales	10.7 %	10.0 %	9.2 %	10.2 %	11.2 %	11.7 %	11.7 %
Trade Debtors / Trade Creditors	160.8 %	179.6 %	161.1 %	203.6 %	203.5 %	203.5 %	203.8 %
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

LEGAL DISCLAIMER

This research report (“investment recommendation” or “recommendation”) was prepared by the Warburg Research GmbH, a fully owned subsidiary of the M.M.Warburg & CO (AG & Co.) KGaA and is passed on by the M.M.Warburg & CO (AG & Co.) KGaA. It contains selected information and does not purport to be complete. The report is based on publicly available information and data (“the information”) believed to be accurate and complete. Warburg Research GmbH neither examines the information for accuracy and completeness, nor guarantees its accuracy and completeness. Possible errors or incompleteness of the information do not constitute grounds for liability of M.M.Warburg & CO (AG & Co.) KGaA or Warburg Research GmbH for damages of any kind whatsoever, and M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are not liable for indirect and/or direct and/or consequential damages. In particular, neither M.M.Warburg & CO (AG & Co.) KGaA nor Warburg Research GmbH are liable for the statements, plans or other details contained in these analyses concerning the examined companies, their affiliated companies, strategies, economic situations, market and competitive situations, regulatory environment, etc. Although due care has been taken in compiling this research report, it cannot be excluded that it is incomplete or contains errors. M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH, their shareholders and employees are not liable for the accuracy and completeness of the statements, estimations and the conclusions derived from the information contained in this document. Provided a research report is being transmitted in connection with an existing contractual relationship, i.e. financial advisory or similar services, the liability of M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH shall be restricted to gross negligence and wilful misconduct. In case of failure in essential tasks, M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are liable for normal negligence. In any case, the liability of M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH is limited to typical, expectable damages. This research report does not constitute an offer or a solicitation of an offer for the purchase or sale of any security. Partners, directors or employees of M.M.Warburg & CO (AG & Co.) KGaA, Warburg Research GmbH or affiliated companies may serve in a position of responsibility, i.e. on the board of directors of companies mentioned in the report. Opinions expressed in this report are subject to change without notice. All rights reserved.

COPYRIGHT NOTICE

This work including all its parts is protected by copyright. Any use beyond the limits provided by copyright law without permission is prohibited and punishable. This applies, in particular, to reproductions, translations, microfilming, and storage and processing on electronic media of the entire content or parts thereof.

DISCLOSURE ACCORDING TO §34B OF THE GERMAN SECURITIES TRADING ACT (WHPG), THE ORDINANCE ON THE ANALYSIS OF FINANCIAL INSTRUMENTS (FINANV) AND MAR INCL. COMMISSION DELEGATED REGULATION (EU) 2016/958

The valuation underlying the investment recommendation for the company analysed here is based on generally accepted and widely used methods of fundamental analysis, such as e.g. DCF Model, Free Cash Flow Potential, Peer Group Comparison or Sum of the Parts Model. The result of this fundamental valuation is modified to take into consideration the analyst’s assessment as regards the expected development of investor sentiment and its impact on the share price.

Independent of the applied valuation methods, there is the risk that the price target will not be met, for instance because of unforeseen changes in demand for the company’s products, changes in management, technology, economic development, interest rate development, operating and/or material costs, competitive pressure, supervisory law, exchange rate, tax rate etc. For investments in foreign markets and instruments there are further risks, generally based on exchange rate changes or changes in political and social conditions.

This commentary reflects the opinion of the relevant author at the point in time of its compilation. A change in the fundamental factors underlying the valuation can mean that the valuation is subsequently no longer accurate. Whether, or in what time frame, an update of this commentary follows is not determined in advance.

Additional internal and organisational arrangements to prevent or to deal with conflicts of interest have been implemented. Among these are the spatial separation of Warburg Research GmbH from M.M.Warburg & CO (AG & Co.) KGaA and the creation of areas of confidentiality. This prevents the exchange of information, which could form the basis of conflicts of interest for Warburg Research in terms of the analysed issuers or their financial instruments.

The analysts of Warburg Research GmbH do not receive a gratuity – directly or indirectly – from the investment banking activities of M.M.Warburg & CO (AG & Co.) KGaA or of any company within the Warburg Group.

All prices of financial instruments given in this investment recommendation are the closing prices on the last stock-market trading day before the publication date stated, unless another point in time is explicitly stated.

M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are subject to the supervision of the Federal Financial Supervisory Authority, BaFin. M.M.Warburg & CO (AG & Co.) KGaA is additionally subject to the supervision of the European Central Bank (ECB).

SOURCES

All data and consensus estimates have been obtained from FactSet except where stated otherwise.

Additional information for clients in the United States

1. This research report (the "Report") is a product of Warburg Research GmbH, Germany, a fully owned subsidiary of M.M.Warburg & CO (AG & Co.) KGaA, Germany (in the following collectively "Warburg"). Warburg is the employer of the research analyst(s), who have prepared the Report. The research analyst(s) reside outside the United States and are not associated persons of any U.S. regulated broker-dealer and therefore are not subject to the supervision of any U.S. regulated broker-dealer.
2. The Report is provided in the United States for distribution solely to "major U.S. institutional investors" under Rule 15a-6 of the U.S. Securities Exchange Act of 1934.
3. Any recipient of the Report should effect transactions in the securities discussed in the Report only through J.P.P. Euro-Securities, Inc., Delaware.
4. J.P.P. Euro-Securities, Inc. does not accept or receive any compensation of any kind for the dissemination of the research reports from Warburg.

Reference in accordance with section 34b of the German Securities Trading Act (WpHG), the Ordinance on the Analysis of Financial Instruments (FinAnV), MAR and Commission Delegated Regulation (EU) regarding possible conflicts of interest with companies analysed:

- 1- Warburg Research, or an affiliated company, or an employee of one of these companies responsible for the compilation of the research, hold a **share of more than 5%** of the equity capital of the analysed company.
- 2- Warburg Research, or an affiliated company, within the last twelve months participated in the **management of a consortium** for an issue in the course of a public offering of such financial instruments, which are, or the issuer of which is, the subject of the investment recommendation.
- 3- Companies affiliated with Warburg Research **manage financial instruments**, which are, or the issuers of which are, subject of the investment recommendation, in a market based on the provision of buy or sell contracts.
- 4- MMWB, Warburg Research, or an affiliated company, reached an agreement with the issuer to provide **investment banking and/or investment services** and the relevant agreement was in force in the last 12 months or there arose for this period, based on the relevant agreement, the obligation to provide or to receive a service or compensation - provided that this disclosure does not result in the disclosure of confidential business information.
- 5- The company compiling the analysis or an affiliated company had reached an **agreement on the compilation of the investment recommendation** with the analysed company.
- 6- Companies affiliated with Warburg Research **regularly trade** financial instruments of the analysed company or derivatives of these.
- 6a- Warburg Research, or an affiliated company, holds a **net long position of more than 0.5%** of the total issued share capital of the analysed company.
- 6b- Warburg Research, or an affiliated company, holds a **net short position of more than 0.5%** of the total issued share capital of the analysed company.
- 6c- The issuer holds shares of more than 5% of the total issued capital of Warburg Research or an affiliated company.
- 7- The company preparing the analysis as well as its affiliated companies and employees have **other important interests** in relation to the analysed company, such as, for example, the exercising of mandates at analysed companies.

Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
HYPOPORT	5	http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005493365.htm

INVESTMENT RECOMMENDATION

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.

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING

Rating	Number of stocks	% of Universe
Buy	107	52
Hold	88	43
Sell	8	4
Rating suspended	1	0
Total	204	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	29	73
Hold	9	23
Sell	1	3
Rating suspended	1	3
Total	40	100

PRICE AND RATING HISTORY HYPOPORT AS OF 18.10.2017


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.

EQUITIES

Roland Rapelius +49 40 3282-2673
Head of Equities rrapelius@mmwarburg.com

RESEARCH

Michael Heider +49 40 309537-280
Head of Research mheider@warburg-research.com

Henner Rüschemeyer +49 40 309537-270
Head of Research hrueschmeier@warburg-research.com

Lucas Boventer +49 40 309537-290
Renewables, Internet, Media lboventer@warburg-research.com

Christian Cohrs +49 40 309537-175
Engineering, Logistics ccohrs@warburg-research.com

Felix Ellmann +49 40 309537-120
Software, IT fellmann@warburg-research.com

Jörg Philipp Frey +49 40 309537-258
Retail, Consumer Goods jfrey@warburg-research.com

Marie-Thérèse Grübner +49 40 309537-240
Small Cap Research mgruebner@warburg-research.com

Ulrich Huwald +49 40 309537-255
Health Care, Pharma uhuwald@warburg-research.com

Thilo Kleibauer +49 40 309537-257
Retail, Consumer Goods tkleibauer@warburg-research.com

Eggert Kuls +49 40 309537-256
Engineering ekuls@warburg-research.com

Andreas Pläsier +49 40 309537-246
Banks, Financial Services aplaesier@warburg-research.com

Jochen Reichert +49 40 309537-130
Telco, Internet, Media jreichert@warburg-research.com

J. Moritz Rieser +49 40 309537-260
Real Estate mrieser@warburg-research.com

Arash Roshan Zamir +49 40 309537-155
Cap. Goods, Renewables aroshanzamir@warburg-research.com

Malte Schaumann +49 40 309537-170
Technology mschaumann@warburg-research.com

Patrick Schmidt +49 40 309537-125
Small Cap Research pschmidt@warburg-research.com

Oliver Schwarz +49 40 309537-250
Chemicals, Agriculture oschwarz@warburg-research.com

Marc-René Tonn +49 40 309537-259
Automobiles, Car Suppliers mtonn@warburg-research.com

Björn Voss +49 40 309537-254
Steel, Car Suppliers bvoss@warburg-research.com

Alexander Wahl +49 40 309537-230
Car Suppliers, Construction awahl@warburg-research.com

Andreas Wolf +49 40 309537-140
Software, IT awolf@warburg-research.com

INSTITUTIONAL EQUITY SALES

Holger Nass +49 40 3282-2669
Head of Equity Sales, USA hnass@mmwarburg.com

Klaus Schilling +49 40 3282-2664
Dep. Head of Equity Sales, GER kschilling@mmwarburg.com

Tim Beckmann +49 40 3282-2665
United Kingdom tbeckmann@mmwarburg.com

Lyubka Bogdanova +49 69 5050-7411
United Kingdom, Australia lbogdanova@mmwarburg.com

Jens Buchmüller +49 69 5050-7415
Scandinavia, Austria jbuchmueller@mmwarburg.com

Paul Dontenwill +49 40 3282-2666
USA, Poland, The Netherlands pdontenwill@mmwarburg.com

Matthias Fritsch +49 40 3282-2696
United Kingdom mfritsch@mmwarburg.com

Michael Kriszun +49 40 3282-2695
United Kingdom mkriszun@mmwarburg.com

Marc Niemann +49 40 3282-2660
Germany mniemann@mmwarburg.com

Sanjay Oberoi +49 69 5050-7410
United Kingdom soberoi@mmwarburg.com

Simon Pallhuber +49 69 5050-7414
Switzerland, France spallhuber@mmwarburg.com

Angelika Flegler +49 69 5050-7417
Roadshow/Marketing aflegler@mmwarburg.com

Juliane Willenbruch +49 40 3282-2694
Roadshow/Marketing jwillenbruch@mmwarburg.com

SALES TRADING

Oliver Merkel +49 40 3282-2634
Head of Sales Trading omerckel@mmwarburg.com

Elyaz Dust +49 40 3282-2702
Sales Trading edust@mmwarburg.com

Michael Ilgenstein +49 40 3282-2700
Sales Trading milgenstein@mmwarburg.com

Bastian Quast +49 40 3282-2701
Sales Trading bquast@mmwarburg.com

Jörg Treptow +49 40 3282-2658
Sales Trading jtreptow@mmwarburg.com

Jan Walter +49 40 3282-2662
Sales Trading jwalter@mmwarburg.com

MACRO RESEARCH

Carsten Klude +49 40 3282-2572
Macro Research cklude@mmwarburg.com

Dr. Christian Jasperneite +49 40 3282-2439
Investment Strategy cjasperneite@mmwarburg.com

Our research can be found under:

Warburg Research research.mmwarburg.com/en/index.html
Bloomberg MMWA GO
FactSet www.factset.com

Thomson Reuters www.thomsonreuters.com
Capital IQ www.capitaliq.com

For access please contact:

Andrea Schaper +49 40 3282-2632
Sales Assistance aschaper@mmwarburg.com

Kerstin Muthig +49 40 3282-2703
Sales Assistance kmuthig@mmwarburg.com