

Buy EUR 400.00 (EUR 320.00) Price EUR 318.00 Upside 25.8 %	Value Indicators: EUR DCF: 400.78	Share data: Bloomberg: HYQ GR Reuters: HYQGn.DE ISIN: DE0005493365	Description: Technology-based financial services provider
	Market Snapshot: EUR m Market cap: 1,986.85 No. of shares (m): 6.25 EV: 2,012.32 Freefloat MC: 1,225.89 Ø Trad. Vol. (30d): 3.70 m	Shareholders: Freefloat 61.7 % Revenia (Ronald Slabke) 34.6 % Treasury shares 3.7 %	Risk Profile (WRe): 2019e Beta: 1.1 Price / Book: 11.1 x Equity Ratio: 53 % Net Fin. Debt / EBITDA: 0.9 x Net Debt / EBITDA: 0.9 x

Robust growth expected even in times of corona; PT up

After rallying in 2019 and in the first weeks of 2020, Hypoport's shares fell significantly in the course of the current sell-off in the capital markets, triggered by coronavirus fears. While the coronavirus will certainly have a negative impact on the operations of some companies, Hypoport's business should remain relatively unaffected.

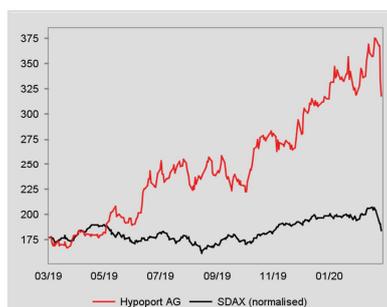
The segments Private Clients, Credit Platform and Real Estate Platform focus broadly on services related to the purchase of a private property. So far, the turnover rate in the private housing market would not seem to be affected by the coronavirus and there would seem to be no reason why this should be the case. The process of purchasing a property is usually personal, which is why we assume the market will remain robust for Hypoport, even if the coronavirus outbreak worsens. Furthermore, the key drivers of Hypoport's future growth are in the B2B area and include the increasing penetration of FINMAS and GENOPACE among savings banks and cooperative banks in the credit platform, high growth rates in the valuation business and the general real estate platform, as well as increasing penetration rates of the company's insurance solutions among insurance brokers. These general trends are non-cyclical, which is why the coronavirus should have a negligible impact.

More generally, Hypoport's business is going very well. The transaction figures for FY 2019 published in mid-January demonstrated once again the high growth momentum among cooperative and savings banks. We expect this strong development to continue, which will lead to significant market share gains in the relevant sectors. The current market shares should be in the region of 7% at GENOPACE and 11% at FINMAS and we expect the transaction volume to grow at rates well in excess of 50% in 2020 in both markets. Furthermore, the future of the real estate platform should become more transparent with the publication of the 2019 annual report. Further investment should be expected, which will lead to higher top-line growth than EBIT growth. With the sale of treasury shares, Hypoport increased its firepower for further investments. Therefore there could be some smaller additions to the current business ahead, especially in the fields of the credit platform, the insurance platform or the corporate finance business.

Assessment: The robustness of Hypoport's business model is reflected in our DCF model. Furthermore, the current investment mode is mirrored in higher top-line assumptions while margin expansion is expected to occur over time. Hypoport will publish preliminary 2019 figures on March 9, presumably including 2020 guidance, which should point to top-line growth in excess of 20% and which should constitute the next trigger for the share. In sum, the PT is increased to EUR 400 and the Buy rating reiterated.

Changes in Estimates:			Comment on Changes:			
FY End: 31.12. in EUR m	2019e (old)	+ / -	2020e (old)	+ / -	2021e (old)	+ / -
Sales	336.85	-0.4 %	411.72	0.5 %	474.71	2.6 %
EBIT	34.96	-1.9 %	47.57	-3.2 %	60.29	-3.9 %
EPS	4.28	-2.1 %	5.82	-3.3 %	7.41	-3.9 %

- Fine-tuning of expectations
- Higher mid-term top-line growth assumed in light of increasing growth investments.
- EBIT margin expected to expand just slightly over the next three years

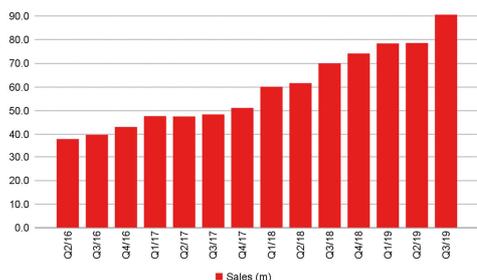


Rel. Performance vs SDAX:	
1 month:	4.6 %
6 months:	23.4 %
Year to date:	8.2 %
Trailing 12 months:	84.5 %

Company events:	
09.03.20	Prel. FY 2019
23.03.20	FY 2019
11.05.20	Q1
15.05.20	AGM

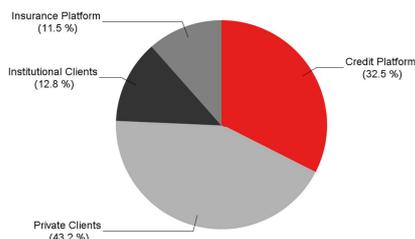
FY End: 31.12. in EUR m	CAGR (18-21e)	2015	2016	2017	2018	2019e	2020e	2021e
Sales	22.3 %	138.98	156.64	194.86	265.96	335.45	413.76	486.96
Change Sales yoy		23.7 %	12.7 %	24.4 %	36.5 %	26.1 %	23.3 %	17.7 %
Gross profit margin		54.9 %	58.0 %	56.1 %	56.7 %	55.9 %	56.1 %	56.0 %
EBITDA	24.8 %	25.08	28.24	30.12	39.09	47.00	61.86	75.97
Margin		18.0 %	18.0 %	15.5 %	14.7 %	14.0 %	15.0 %	15.6 %
EBIT	25.5 %	19.26	23.16	23.32	29.29	34.28	46.05	57.95
Margin		13.9 %	14.8 %	12.0 %	11.0 %	10.2 %	11.1 %	11.9 %
Net income	25.5 %	15.87	18.07	18.42	22.47	26.21	35.21	44.46
EPS	25.5 %	2.56	3.00	3.10	3.60	4.19	5.63	7.12
EPS adj.	25.5 %	2.56	3.00	3.10	3.60	4.19	5.63	7.12
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		3.16	1.78	-0.48	2.75	2.85	4.80	6.75
FCF / Market cap		9.4 %	2.4 %	-0.4 %	1.7 %	0.9 %	1.5 %	2.1 %
EV / Sales		1.4 x	2.8 x	3.5 x	3.9 x	6.1 x	4.9 x	4.1 x
EV / EBITDA		7.8 x	15.6 x	22.6 x	26.7 x	43.2 x	32.5 x	26.1 x
EV / EBIT		10.2 x	19.0 x	29.1 x	35.6 x	59.2 x	43.7 x	34.2 x
P / E		13.2 x	25.0 x	36.8 x	44.2 x	75.9 x	56.5 x	44.7 x
P / E adj.		13.2 x	25.0 x	36.8 x	44.2 x	75.9 x	56.5 x	44.7 x
FCF Potential Yield		11.2 %	5.3 %	3.8 %	3.2 %	1.9 %	2.6 %	3.2 %
Net Debt		-13.29	-11.46	2.15	49.26	43.45	25.46	-4.70
ROCE (NOPAT)		38.9 %	39.7 %	27.1 %	16.3 %	12.5 %	15.5 %	18.2 %
Guidance:		2019: Revenue between EUR 310m and 340m and EBIT between EUR 32m and 40m						

Sales development in EUR m



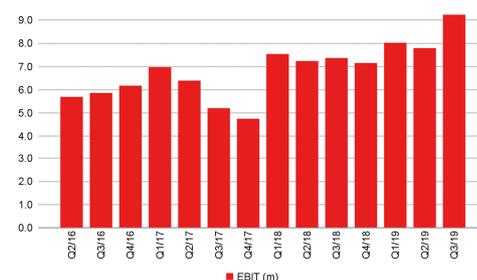
Source: Warburg Research

Sales by Segments 2018; in %



Source: Warburg Research

EBIT development in EUR m



Source: Warburg Research

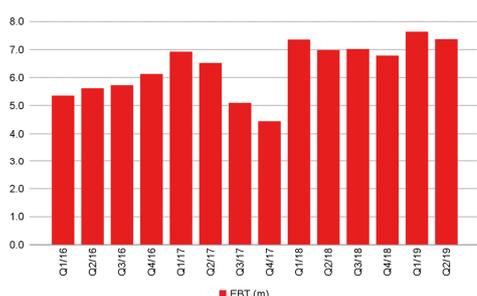
Company Background

- The company, founded in 1999, is specialised as a property financing intermediary and is expanding its value chain towards the insurance and real estate sectors
- With EUROPACE, Hypoport operates the largest German online B2B platform for property financing and similar products
- Under the Dr. Klein brand, Hypoport operates a franchise system of stationary advisors for private customers
- 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

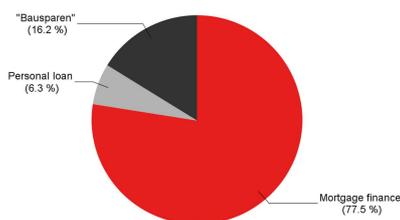
- The online B2B marketplace for property financing (EUROPACE) is the largest of its kind in Germany
- As the number of affiliated suppliers is decisive for marketplaces of this type, this forms a central competitive advantage and a considerable market entry barrier for third parties.
- The Dr. Klein business segments (private clients) benefits from market access over EUROPACE but also from the many years of experience in the area of property financing
- Most importantly however Dr. Klein is strongly focused on property financing and neutral (with offers from every provider). Other financial sales teams or retail banks normally cannot afford both.
- The new platform businesses insurance platform and real estate platform should strongly benefit of the market-leading credit platform and the excellent track record of the company.

EBT development in EUR m



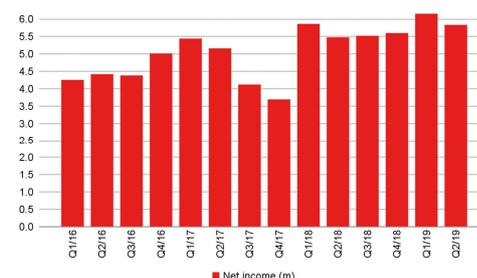
Source: Warburg Research

EUROPACE by product segments 2018; 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
	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	
Sales	335.93	414.36	487.66	560.24	631.70	704.23	785.50	861.07	931.77	992.33	1,032.02	1,062.98	1,089.56	
Sales change	26.3 %	23.3 %	17.7 %	14.9 %	12.8 %	11.5 %	11.5 %	9.6 %	8.2 %	6.5 %	4.0 %	3.0 %	2.5 %	2.0 %
EBIT	34.25	46.12	60.66	73.78	89.14	105.35	140.62	168.27	193.15	218.31	247.69	265.75	283.29	
EBIT-margin	10.2 %	11.1 %	12.4 %	13.2 %	14.1 %	15.0 %	17.9 %	19.5 %	20.7 %	22.0 %	24.0 %	25.0 %	26.0 %	
Tax rate (EBT)	22.2 %	22.2 %	22.2 %	22.0 %	22.0 %	22.0 %	22.0 %	22.0 %	22.0 %	22.0 %	22.0 %	22.0 %	22.0 %	
NOPAT	26.65	35.88	47.19	57.55	69.53	82.18	109.68	131.25	150.65	170.28	193.19	207.28	220.96	
Depreciation	12.74	15.74	15.31	22.41	25.27	28.17	31.42	34.44	37.27	39.69	41.28	42.52	43.58	
in % of Sales	3.8 %	3.8 %	3.1 %	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	0.28	0.07	0.07	0.08	0.08	0.07	0.06	0.04	0.03	0.03	
Change in Liquidity from														
- Working Capital	8.59	7.50	6.80	10.12	7.15	7.25	8.13	7.56	7.07	6.06	3.97	3.10	2.66	
- Capex	12.52	13.52	13.52	22.41	25.27	28.17	31.42	34.44	37.27	39.69	41.28	42.52	43.58	
Capex in % of Sales	3.7 %	3.3 %	2.8 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	
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)	18.28	30.60	42.18	47.70	62.45	74.99	101.63	123.77	143.66	164.29	189.27	204.22	218.33	223
PV of FCF	18.61	28.98	37.17	39.10	47.62	53.19	67.06	75.97	82.03	87.26	93.52	93.87	93.36	1,736
share of PVs	3.32 %			28.70 %										67.98 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	5.00 %	Financial Strength	1.00
Cost of debt (after tax)	2.3 %	Liquidity (share)	1.20
Market return	7.00 %	Cyclicality	1.40
Risk free rate	1.50 %	Transparency	1.00
		Others	1.10
WACC	7.50 %	Beta	1.14

Valuation (m)

Present values 2031e	818		
Terminal Value	1,736		
Financial liabilities	81		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	32	No. of shares (m)	6.2
Equity Value	2,504	Value per share (EUR)	400.78

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		1.25 %	1.50 %	1.75 %	2.00 %	2.25 %	2.50 %	2.75 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.33	8.5 %	303.53	310.28	317.53	325.34	333.78	342.92	352.85	1.33	8.5 %	302.13	309.86	317.60	325.34	333.08	340.82	348.56
1.24	8.0 %	332.98	341.23	350.14	359.78	370.27	381.71	394.25	1.24	8.0 %	334.50	342.93	351.36	359.78	368.21	376.64	385.07
1.19	7.7 %	349.51	358.66	368.58	379.36	391.11	403.99	418.16	1.19	7.7 %	352.90	361.72	370.54	379.36	388.18	397.00	405.81
1.14	7.5 %	367.43	377.62	388.70	400.78	414.01	428.57	444.66	1.14	7.5 %	373.04	382.28	391.53	400.78	410.03	419.27	428.52
1.09	7.2 %	386.92	398.30	410.72	424.32	439.28	455.82	474.19	1.09	7.2 %	395.17	404.89	414.60	424.32	434.04	443.75	453.47
1.04	7.0 %	408.18	420.94	434.92	450.30	467.30	486.18	507.29	1.04	7.0 %	419.60	429.84	440.07	450.30	460.53	470.76	481.00
0.95	6.5 %	457.05	473.30	491.26	511.21	533.51	558.61	587.04	0.95	6.5 %	476.90	488.34	499.77	511.21	522.65	534.09	545.53

- The growth anticipated for Hypoport is based on robust business development in all segments
- Credit platform segment (EUROPACE) in particular offers systematic potential for economies of scale and margin growth
- On this basis we assume a positive long-term margin trend
- Based on a sophisticated regional dispersion of tax obligations a low tax rate is assumed long term.

Valuation	2015	2016	2017	2018	2019e	2020e	2021e
Price / Book	4.0 x	7.0 x	8.2 x	6.5 x	11.1 x	9.3 x	7.7 x
Book value per share ex intangibles	3.40	3.72	4.41	-6.00	-3.93	-0.14	5.47
EV / Sales	1.4 x	2.8 x	3.5 x	3.9 x	6.1 x	4.9 x	4.1 x
EV / EBITDA	7.8 x	15.6 x	22.6 x	26.7 x	43.2 x	32.5 x	26.1 x
EV / EBIT	10.2 x	19.0 x	29.1 x	35.6 x	59.2 x	43.7 x	34.2 x
EV / EBIT adj.*	10.2 x	19.0 x	29.1 x	35.6 x	59.2 x	43.7 x	34.2 x
P / FCF	10.7 x	42.2 x	n.a.	57.8 x	111.6 x	66.2 x	47.1 x
P / E	13.2 x	25.0 x	36.8 x	44.2 x	75.9 x	56.5 x	44.7 x
P / E adj.*	13.2 x	25.0 x	36.8 x	44.2 x	75.9 x	56.5 x	44.7 x
Dividend Yield	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCF Potential Yield (on market EV)	11.2 %	5.3 %	3.8 %	3.2 %	1.9 %	2.6 %	3.2 %

*Adjustments made for: -

Consolidated profit & loss

In EUR m	2015	2016	2017	2018	2019e	2020e	2021e
Sales	138.98	156.64	194.86	265.96	335.45	413.76	486.96
Change Sales yoy	23.7 %	12.7 %	24.4 %	36.5 %	26.1 %	23.3 %	17.7 %
Increase / decrease in inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Own work capitalised	4.66	5.66	6.99	10.71	10.06	13.24	14.61
Total Sales	143.65	162.30	201.84	276.67	345.51	427.00	501.57
Material expenses	67.31	71.44	92.57	125.78	158.16	194.88	228.87
Gross profit	76.34	90.86	109.27	150.89	187.35	232.12	272.70
<i>Gross profit margin</i>	<i>54.9 %</i>	<i>58.0 %</i>	<i>56.1 %</i>	<i>56.7 %</i>	<i>55.9 %</i>	<i>56.1 %</i>	<i>56.0 %</i>
Personnel expenses	38.22	46.36	58.56	81.75	103.99	126.40	147.55
Other operating income	2.18	3.07	4.52	3.95	7.38	8.28	9.74
Other operating expenses	15.25	19.33	25.35	34.27	43.74	52.13	58.92
Unfrequent items	0.03	0.00	0.26	0.26	0.00	0.00	0.00
EBITDA	25.08	28.24	30.12	39.09	47.00	61.86	75.97
<i>Margin</i>	<i>18.0 %</i>	<i>18.0 %</i>	<i>15.5 %</i>	<i>14.7 %</i>	<i>14.0 %</i>	<i>15.0 %</i>	<i>15.6 %</i>
Depreciation of fixed assets	1.12	1.24	1.69	2.89	3.02	3.31	3.41
EBITA	23.96	27.00	28.44	36.20	43.98	58.55	72.56
Amortisation of intangible assets	4.70	3.84	5.12	6.91	9.69	12.50	14.61
Goodwill amortisation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EBIT	19.26	23.16	23.32	29.29	34.28	46.05	57.95
<i>Margin</i>	<i>13.9 %</i>	<i>14.8 %</i>	<i>12.0 %</i>	<i>11.0 %</i>	<i>10.2 %</i>	<i>11.1 %</i>	<i>11.9 %</i>
EBIT adj.	19.26	23.16	23.32	29.29	34.28	46.05	57.95
Interest income	0.37	0.23	0.55	0.58	0.80	0.80	0.80
Interest expenses	0.52	0.63	0.88	1.74	1.60	1.80	1.80
Other financial income (loss)	0.00	0.08	0.00	0.00	0.20	0.20	0.20
EBT	19.10	22.84	22.99	28.13	33.68	45.25	57.15
<i>Margin</i>	<i>13.7 %</i>	<i>14.6 %</i>	<i>11.8 %</i>	<i>10.6 %</i>	<i>10.0 %</i>	<i>10.9 %</i>	<i>11.7 %</i>
Total taxes	3.24	4.76	4.56	5.67	7.48	10.05	12.69
Net income from continuing operations	15.87	18.07	18.43	22.47	26.21	35.21	44.46
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	15.87	18.07	18.43	22.47	26.21	35.21	44.46
Minority interest	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net income	15.87	18.07	18.42	22.47	26.21	35.21	44.46
<i>Margin</i>	<i>11.4 %</i>	<i>11.5 %</i>	<i>9.5 %</i>	<i>8.4 %</i>	<i>7.8 %</i>	<i>8.5 %</i>	<i>9.1 %</i>
Number of shares, average	6.19	6.01	5.94	6.25	6.25	6.25	6.25
EPS	2.56	3.00	3.10	3.60	4.19	5.63	7.12
EPS adj.	2.56	3.00	3.10	3.60	4.19	5.63	7.12

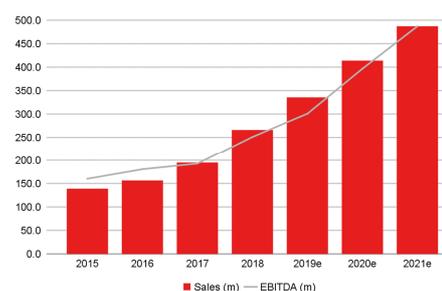
*Adjustments made for:

Guidance: 2019: Revenue between EUR 310m and 340m and EBIT between EUR 32m and 40m
Financial Ratios

	2015	2016	2017	2018	2019e	2020e	2021e
Total Operating Costs / Sales	85.3 %	85.6 %	88.3 %	89.4 %	89.0 %	88.3 %	87.4 %
Operating Leverage	6.0 x	1.6 x	0.0 x	0.7 x	0.7 x	1.5 x	1.5 x
EBITDA / Interest expenses	48.0 x	45.0 x	34.3 x	22.5 x	29.4 x	34.4 x	42.2 x
Tax rate (EBT)	16.9 %	20.8 %	19.9 %	20.1 %	22.2 %	22.2 %	22.2 %
Dividend Payout Ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sales per Employee	n.a.						

Sales, EBITDA

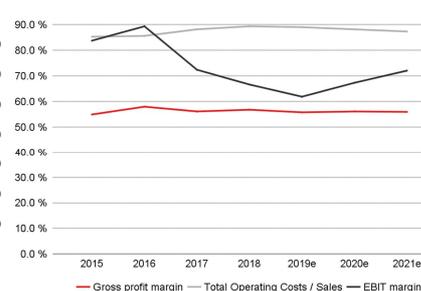
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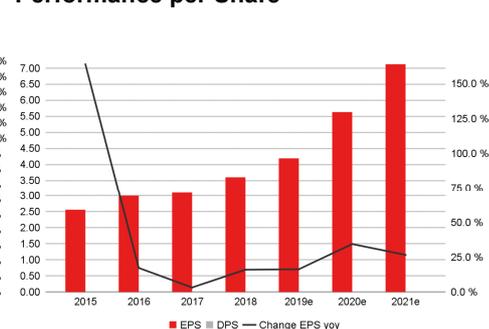
Source: Warburg Research

Operating Performance

in %



Source: Warburg Research

Performance per Share


Source: Warburg Research

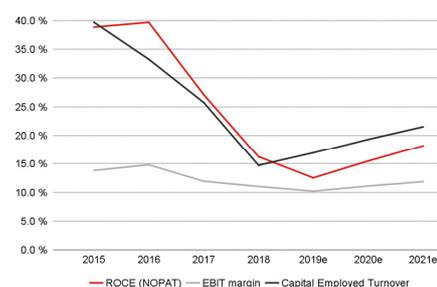
Consolidated balance sheet

In EUR m	2015	2016	2017	2018	2019e	2020e	2021e
Assets							
Goodwill and other intangible assets	31.89	41.66	55.97	190.64	203.94	215.45	224.84
thereof other intangible assets	0.00	3.83	6.77	25.74	39.04	50.55	59.94
thereof Goodwill	0.00	0.00	24.77	140.46	140.46	140.46	140.46
Property, plant and equipment	3.04	2.63	4.45	10.33	8.83	7.04	5.15
Financial assets	0.03	1.09	1.43	0.29	0.29	0.29	0.29
Other long-term assets	1.42	3.01	4.09	12.15	12.15	12.15	12.15
Fixed assets	36.38	48.39	65.93	213.41	225.22	234.93	242.43
Inventories	0.00	0.00	0.00	0.78	0.00	0.00	0.00
Accounts receivable	32.85	38.09	49.14	54.22	68.40	84.40	99.30
Liquid assets	24.76	22.41	14.33	31.76	41.17	62.76	96.52
Other short-term assets	2.09	3.21	11.57	5.45	5.45	5.45	5.45
Current assets	59.70	63.71	75.05	92.21	115.01	152.61	201.26
Total Assets	96.10	112.10	141.00	305.60	340.20	387.50	443.70
Liabilities and shareholders' equity							
Subscribed capital	6.20	6.20	6.20	6.49	6.49	6.49	6.49
Capital reserve	2.35	2.35	2.91	50.59	50.59	50.59	50.59
Retained earnings	44.01	55.54	73.75	96.34	122.54	157.75	202.21
Other equity components	-0.16	0.05	-0.25	-0.25	-0.25	-0.25	-0.25
Shareholders' equity	52.39	64.13	82.60	153.17	179.38	214.58	259.04
Minority interest	0.27	0.27	0.31	0.31	0.31	0.31	0.31
Total equity	52.66	64.40	82.91	153.48	179.69	214.90	259.36
Provisions	0.21	0.25	0.18	0.28	0.28	0.28	0.28
thereof provisions for pensions and similar obligations	0.21	0.24	0.18	0.28	0.28	0.28	0.28
Financial liabilities (total)	11.26	10.71	16.30	80.74	84.34	87.94	91.54
thereof short-term financial liabilities	4.34	4.44	2.94	9.78	9.78	9.78	9.78
Accounts payable	20.39	18.71	23.06	31.99	36.80	45.30	53.40
Other liabilities	11.55	18.07	18.53	39.12	39.12	39.12	39.12
Liabilities	43.42	47.74	58.07	152.13	160.54	172.64	184.34
Total liabilities and shareholders' equity	96.10	112.10	141.00	305.60	340.20	387.50	443.70

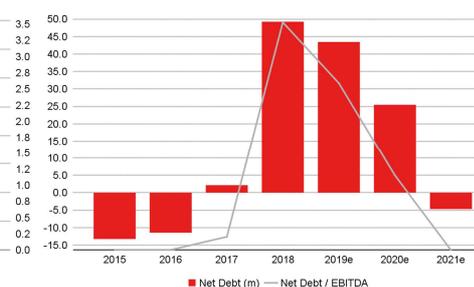
Financial Ratios

	2015	2016	2017	2018	2019e	2020e	2021e
Efficiency of Capital Employment							
Operating Assets Turnover	9.0 x	7.1 x	6.4 x	8.0 x	8.3 x	9.0 x	9.5 x
Capital Employed Turnover	3.5 x	3.0 x	2.3 x	1.3 x	1.5 x	1.7 x	1.9 x
ROA	43.6 %	37.3 %	27.9 %	10.5 %	11.6 %	15.0 %	18.3 %
Return on Capital							
ROCE (NOPAT)	38.9 %	39.7 %	27.1 %	16.3 %	12.5 %	15.5 %	18.2 %
ROE	34.9 %	31.0 %	25.1 %	19.1 %	15.8 %	17.9 %	18.8 %
Adj. ROE	34.9 %	31.0 %	25.1 %	19.1 %	15.8 %	17.9 %	18.8 %
Balance sheet quality							
Net Debt	-13.29	-11.46	2.15	49.26	43.45	25.46	-4.70
Net Financial Debt	-13.50	-11.70	1.97	48.98	43.17	25.18	-4.98
Net Gearing	-25.2 %	-17.8 %	2.6 %	32.1 %	24.2 %	11.8 %	-1.8 %
Net Fin. Debt / EBITDA	n.a.	n.a.	6.5 %	125.3 %	91.9 %	40.7 %	n.a.
Book Value / Share	8.7	10.6	13.7	24.5	28.7	34.3	41.5
Book value per share ex intangibles	3.4	3.7	4.4	-6.0	-3.9	-0.1	5.5

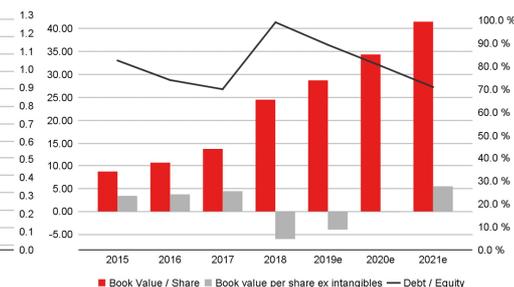
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

Consolidated cash flow statement

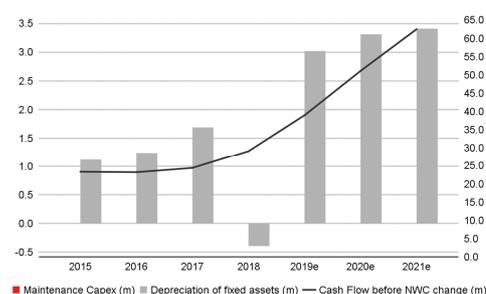
In EUR m	2015	2016	2017	2018	2019e	2020e	2021e
Net income	15.87	18.07	18.43	22.47	26.21	35.21	44.46
Depreciation of fixed assets	1.12	1.24	1.69	-0.39	3.02	3.31	3.41
Amortisation of goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Amortisation of intangible assets	4.70	3.84	5.12	6.91	9.69	12.50	14.61
Increase/decrease in long-term provisions	0.00	0.03	0.00	0.10	0.00	0.00	0.00
Other non-cash income and expenses	1.60	0.00	-0.92	0.00	0.00	0.00	0.00
Cash Flow before NWC change	23.28	23.19	24.31	29.09	38.92	51.01	62.48
Increase / decrease in inventory	-1.66	0.00	0.00	-0.78	0.78	0.00	0.00
Increase / decrease in accounts receivable	0.00	-5.24	-11.05	-5.08	-14.18	-16.00	-14.90
Increase / decrease in accounts payable	4.60	-1.69	4.35	8.93	4.81	8.50	8.10
Increase / decrease in other working capital positions	0.47	2.10	-9.36	7.67	0.00	0.00	0.00
Increase / decrease in working capital (total)	3.41	-4.83	-16.06	10.75	-8.59	-7.50	-6.80
Net cash provided by operating activities [1]	26.69	18.36	8.26	39.83	30.33	43.51	55.68
Investments in intangible assets	-4.70	-7.67	-8.00	-13.70	-11.00	-12.00	-12.00
Investments in property, plant and equipment	-0.62	-0.80	-2.00	-1.52	-1.52	-1.52	-1.52
Payments for acquisitions	0.00	-5.56	-9.56	-63.26	-12.00	-12.00	-12.00
Financial investments	0.01	0.03	0.55	0.00	0.00	0.00	0.00
Income from asset disposals	0.05	0.01	0.02	0.24	0.00	0.00	0.00
Net cash provided by investing activities [2]	-7.06	-13.25	-21.19	-85.64	-24.52	-25.52	-25.52
Change in financial liabilities	-4.60	-0.50	4.85	70.51	3.60	3.60	3.60
Dividends paid	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Purchase of own shares	-2.30	-6.91	0.00	0.00	0.00	0.00	0.00
Capital measures	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other	0.00	0.00	0.00	-7.27	0.00	0.00	0.00
Net cash provided by financing activities [3]	-6.90	-7.41	4.85	63.23	3.60	3.60	3.60
Change in liquid funds [1]+[2]+[3]	12.73	-2.29	-8.08	17.43	9.41	21.59	33.76
Effects of exchange-rate changes on cash	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cash and cash equivalent at end of period	24.76	22.46	14.33	31.76	41.17	62.76	96.52

Financial Ratios

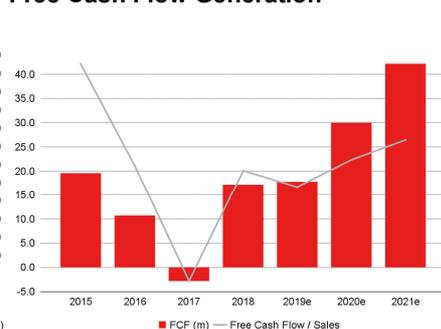
	2015	2016	2017	2018	2019e	2020e	2021e
Cash Flow							
FCF	19.59	10.69	-2.84	17.21	17.81	29.99	42.16
Free Cash Flow / Sales	14.1 %	6.8 %	-1.5 %	6.5 %	5.3 %	7.2 %	8.7 %
Free Cash Flow Potential	21.84	23.48	25.56	33.42	39.52	51.81	63.28
Free Cash Flow / Net Profit	123.5 %	59.2 %	-15.4 %	76.6 %	68.0 %	85.2 %	94.8 %
Interest Received / Avg. Cash	2.0 %	1.0 %	3.0 %	2.5 %	2.2 %	1.5 %	1.0 %
Interest Paid / Avg. Debt	3.8 %	5.7 %	6.5 %	3.6 %	1.9 %	2.1 %	2.0 %
Management of Funds							
Investment ratio	3.8 %	5.4 %	5.1 %	5.7 %	3.7 %	3.3 %	2.8 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	91.4 %	166.6 %	146.9 %	155.4 %	98.5 %	85.5 %	75.0 %
Avg. Working Capital / Sales	9.2 %	10.2 %	11.7 %	9.2 %	8.1 %	8.5 %	8.7 %
Trade Debtors / Trade Creditors	161.1 %	203.6 %	213.1 %	169.5 %	185.9 %	186.3 %	186.0 %
Inventory Turnover	n.a.	n.a.	n.a.	161.3 x	n.a.	n.a.	n.a.
Receivables collection period (days)	86	89	92	74	74	74	74
Payables payment period (days)	111	96	91	93	85	85	85
Cash conversion cycle (Days)	n.a.	n.a.	n.a.	-16	n.a.	n.a.	n.a.

CAPEX and Cash Flow

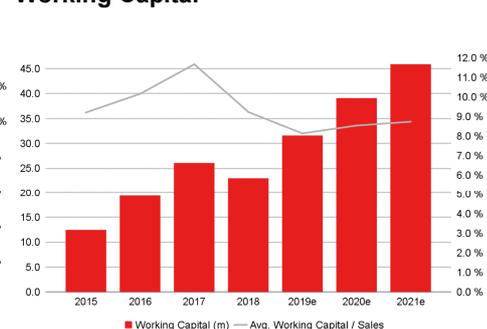
in EUR m



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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-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	117	57
Hold	72	35
Sell	10	5
Rating suspended	5	2
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	34	81
Hold	6	14
Sell	0	0
Rating suspended	2	5
Total	42	100

PRICE AND RATING HISTORY HYPOPORT AS OF 28.02.2020


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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