

Buy EUR 235.00 Price EUR 170.00 Upside 38.2 %	Value Indicators: EUR DCF: 234.69	Warburg ESG Risk Score: 3.7 ESG Score (MSCI based): 4.0 Balance Sheet Score: 4.0 Market Liquidity Score: 3.0	Description: Technology-based financial services provider
	Market Snapshot: EUR m Market cap: 1,126.55 No. of shares (m): 6.63 EV: 1,227.98 Freefloat MC: 695.08 Ø Trad. Vol. (30d): 1.98 m	Shareholders: Freefloat: 61.70 % Revenia (Ronald Slabke): 34.60 % Treasury shares: 3.70 %	Key Figures (WRE): 2023e Beta: 1.2 Price / Book: 3.4 x Equity Ratio: 51 % Net Fin. Debt / EBITDA: 2.2 x Net Debt / EBITDA: 2.2 x

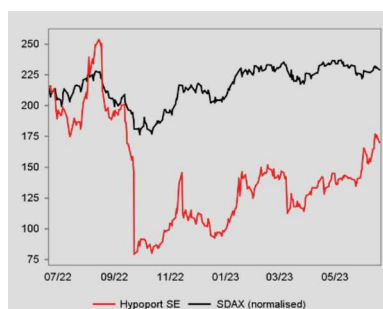
Perfectly positioned for market recovery

Meeting Highlights

- CEO Slabke stated that Q4 should have constituted the low point of the German mortgage market. In Q1 and Q2 the market showed a slight upward tendency, yet not at the pace the company would have hoped. However, he expects the market to continue its recovery, which should, at some point in time, pick up the pace as the pressure in the rental market increases and people start to accept the current prices in the higher interest-rate environment.
- The implemented cost-savings programme is progressing according to plan. However, once the market starts to normalize, about one-third of the costs saved will presumably return. Going forward, cost increases will most likely be driven by general wage inflation and increasing headcount.
- Last week, Deutsche Bank announced the restructuring of its mortgage business and the harmonization of business processes within the unit. In this context, Hypoport managed to become the provider of mortgage software for the whole group going forward. Ultimately, this will result in an increased mortgage volume on the platform as each standardized mortgage sold by Deutsche Bank will be handled by Europace. While this will result in a volume effect on the platform, the signalling effect from the migration of the largest German bank to Europace should not be underestimated.
- Hypoport introduced a new pricing scheme for independent mortgage brokers at Europace. Formerly, the pricing was at 1bps discounted to today per year of fixed-interest rates. On average, this resulted in a fee of about 10bps on the financing volume. As of July, the 1bps will remain untouched but the discount factor will be removed. Consequently, this should result in a price increase of about 20% on the volume brokered by independent mortgage agents. We expect Hypoport currently generates about 40-50% of the volume on Europace via such agents.

Conclusion

- The market recovery that has just started, according to Hypoport, should help the company to show improving results over the next quarters.
- Furthermore, the deal with Deutsche Bank should ensure a sustained outperformance of the underlying mortgage market.
- Finally, the price increases for mortgage volume brokered by independent agents should help Hypoport to ensure the achievement of its 2023 guidance.
- Overall, the investment case remains highly market-driven but it appears that all market participants agree on a recovery, sooner or later, in the market for real estate and therefore mortgages. With Hypoport remaining perfectly positioned to benefit from a recovery, the share continues to be attractively valued.

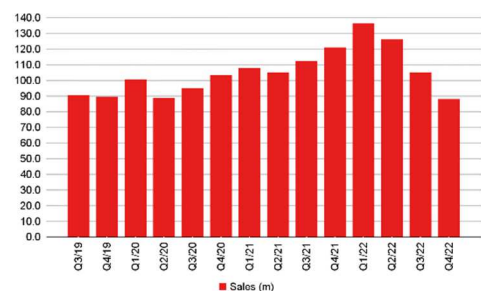


Rel. Performance vs SDAX:	
1 month:	22.7 %
6 months:	70.6 %
Year to date:	63.0 %
Trailing 12 months:	-25.7 %

Company events:	
14.08.23	Q2
13.11.23	Q3

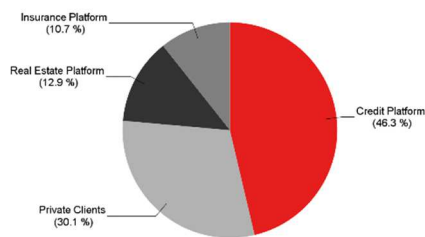
FY End: 31.12. in EUR m	CAGR (22-25e)	2019	2020	2021	2022	2023e	2024e	2025e
Sales	6.7 %	337.24	387.73	446.35	455.50	433.62	490.64	553.72
Change Sales yoy		26.8 %	15.0 %	15.1 %	2.1 %	-4.8 %	13.1 %	12.9 %
Gross profit margin		58.9 %	59.7 %	61.2 %	58.0 %	58.2 %	59.3 %	60.7 %
EBITDA	19.2 %	52.22	63.85	77.10	51.90	46.60	63.41	87.97
Margin		15.5 %	16.5 %	17.3 %	11.4 %	10.7 %	12.9 %	15.9 %
EBIT	29.9 %	33.01	36.24	47.68	24.71	20.72	34.21	54.12
Margin		9.8 %	9.3 %	10.7 %	5.4 %	4.8 %	7.0 %	9.8 %
Net income	31.9 %	24.40	27.27	30.16	17.67	14.57	25.06	40.55
EPS	29.3 %	3.90	4.36	4.83	2.83	2.20	3.78	6.12
EPS adj.	29.3 %	3.90	4.36	4.83	2.83	2.20	3.78	6.12
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		3.07	1.59	4.35	0.12	-0.46	0.76	3.73
FCF / Market cap		1.4 %	0.4 %	0.9 %	0.0 %	-0.3 %	0.4 %	3.3 %
EV / Sales		4.4 x	6.9 x	7.5 x	3.5 x	2.8 x	2.5 x	1.5 x
EV / EBITDA		28.5 x	41.7 x	43.1 x	30.4 x	26.4 x	19.3 x	9.3 x
EV / EBIT		45.0 x	73.5 x	69.8 x	63.8 x	59.3 x	35.7 x	15.1 x
P / E		57.2 x	92.0 x	105.3 x	83.6 x	77.3 x	45.0 x	18.4 x
P / E adj.		57.2 x	92.0 x	105.3 x	83.6 x	77.3 x	45.0 x	18.4 x
FCF Potential Yield		3.0 %	2.2 %	1.9 %	3.0 %	3.5 %	4.6 %	9.4 %
Net Debt		90.89	156.89	149.11	98.37	101.43	96.37	71.67
ROCE (NOPAT)		10.9 %	9.3 %	8.4 %	4.7 %	3.8 %	6.0 %	9.1 %
Guidance:		2023: Revenue up to -10%; EBIT up to -30%						

Sales development in EUR m



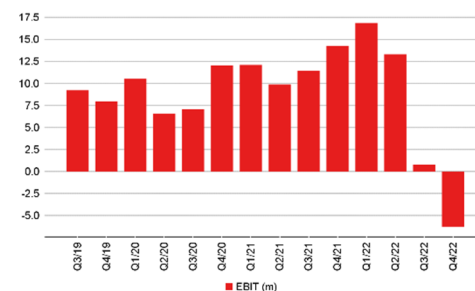
Source: Warburg Research

Sales by Segments 2021; in %



Source: Warburg Research

EBIT development in EUR m



Source: Warburg Research

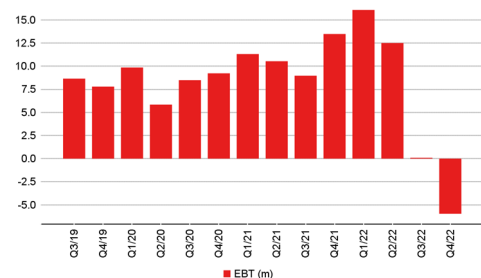
Company Background

- 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

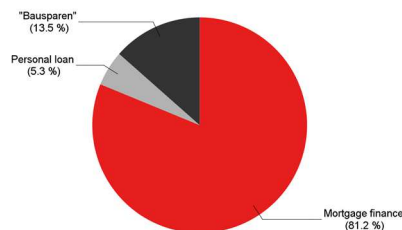
- The online B2B marketplace for property financing (EUROPACE) is the largest of its kind in Germany
- As the number of affiliated suppliers is decisive for marketplaces of this type, this forms a central competitive advantage and a considerable market entry barrier for third parties.
- The Dr. Klein 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



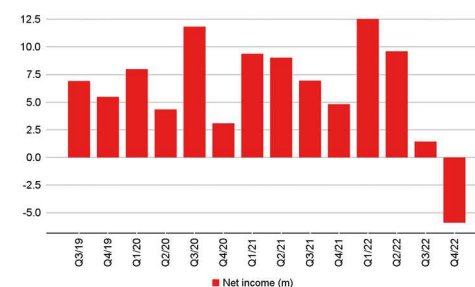
Source: Warburg Research

EUROPACE by product segments 2022; 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
	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	
Sales	423.77	479.49	541.14	604.88	669.42	736.36	810.00	891.00	971.19	1,039.17	1,080.74	1,113.16	1,135.43	1.5 %
Sales change	-7.0 %	13.1 %	12.9 %	11.8 %	10.7 %	10.0 %	10.0 %	10.0 %	9.0 %	7.0 %	4.0 %	3.0 %	2.0 %	
EBIT	20.72	34.21	54.12	72.47	96.57	132.55	162.00	196.02	233.09	259.79	270.19	278.29	283.86	1.5 %
EBIT-margin	4.7 %	6.9 %	9.7 %	12.0 %	14.4 %	18.0 %	20.0 %	22.0 %	24.0 %	25.0 %	25.0 %	25.0 %	25.0 %	
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 %	1.5 %
NOPAT	16.12	26.62	42.11	56.53	75.32	103.39	126.36	152.90	181.81	202.64	210.74	217.07	221.41	
Depreciation	25.88	29.20	33.85	33.27	33.47	33.14	32.40	35.64	38.85	41.57	43.23	44.53	45.42	1.5 %
in % of Sales	6.1 %	6.1 %	6.3 %	5.5 %	5.0 %	4.5 %	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	0.06	0.07	0.07	0.08	0.08	0.07	0.04	0.03	0.02	1.5 %
Change in Liquidity from														
- Working Capital	-1.50	4.20	4.70	3.97	4.84	5.02	5.52	6.08	6.01	5.10	3.12	2.43	1.67	1.5 %
- Capex	45.00	45.00	45.00	42.34	40.17	36.82	32.40	35.64	38.85	41.57	43.23	44.53	45.42	
Capex in % of Sales	10.6 %	9.4 %	8.3 %	7.0 %	6.0 %	5.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	1.5 %
- 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)	-1.50	6.62	26.26	43.48	63.85	94.75	120.91	146.90	175.87	197.61	207.67	214.67	219.76	223
PV of FCF share of PVs	-1.41	5.68	20.65	31.33	42.16	57.33	67.04	74.64	81.88	84.30	81.18	76.90	72.14	961
	1.51 %			40.41 %										58.08 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	0.00 %	Financial Strength	1.00
Cost of debt (after tax)	2.3 %	Liquidity (share)	1.20
Market return	8.25 %	Cyclicality	1.30
Risk free rate	2.75 %	Transparency	1.00
		Others	1.30
WACC	9.13 %	Beta	1.16

Valuation (m)

Present values 2035e	694		
Terminal Value	961		
Financial liabilities	185		
Pension liabilities	1		
Hybrid capital	0		
Minority interest	2		
Market val. of investments	0		
Liquidity	88	No. of shares (m)	6.6
Equity Value	1,555	Value per share (EUR)	234.69

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		0.75 %	1.00 %	1.25 %	1.50 %	1.75 %	2.00 %	2.25 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.34	10.1 %	186.78	189.66	192.70	195.91	199.32	202.93	206.78	1.34	10.1 %	179.43	184.79	190.16	195.53	200.90	206.26	211.63
1.25	9.6 %	203.17	206.58	210.19	214.02	218.10	222.44	227.07	1.25	9.6 %	196.39	202.14	207.89	213.64	219.38	225.13	230.88
1.21	9.4 %	212.15	215.86	219.81	224.00	228.47	233.25	238.35	1.21	9.4 %	205.74	211.70	217.66	223.62	229.57	235.53	241.49
1.16	9.1 %	221.70	225.76	230.08	234.69	239.60	244.86	250.50	1.16	9.1 %	215.75	221.94	228.12	234.30	240.48	246.66	252.84
1.11	8.9 %	231.90	236.34	241.08	246.14	251.56	257.37	263.62	1.11	8.9 %	226.49	232.91	239.33	245.75	252.18	258.60	265.02
1.07	8.6 %	242.79	247.67	252.88	258.46	264.44	270.87	277.81	1.07	8.6 %	238.03	244.71	251.39	258.07	264.74	271.42	278.10
0.98	8.1 %	266.96	272.88	279.22	286.04	293.40	301.36	309.99	0.98	8.1 %	263.90	271.15	278.40	285.65	292.90	300.15	307.40

- 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	2019	2020	2021	2022	2023e	2024e	2025e
Price / Book	7.8 x	11.4 x	12.6 x	4.6 x	3.4 x	3.1 x	1.9 x
Book value per share ex intangibles	-11.24	-13.76	-11.38	-2.74	-2.57	-0.67	3.99
EV / Sales	4.4 x	6.9 x	7.5 x	3.5 x	2.8 x	2.5 x	1.5 x
EV / EBITDA	28.5 x	41.7 x	43.1 x	30.4 x	26.4 x	19.3 x	9.3 x
EV / EBIT	45.0 x	73.5 x	69.8 x	63.8 x	59.3 x	35.7 x	15.1 x
EV / EBIT adj.*	45.0 x	73.5 x	69.8 x	63.8 x	59.3 x	35.7 x	15.1 x
P / FCF	72.7 x	252.7 x	116.8 x	n.a.	n.a.	222.5 x	30.2 x
P / E	57.2 x	92.0 x	105.3 x	83.6 x	77.3 x	45.0 x	18.4 x
P / E adj.*	57.2 x	92.0 x	105.3 x	83.6 x	77.3 x	45.0 x	18.4 x
Dividend Yield	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCF Potential Yield (on market EV)	3.0 %	2.2 %	1.9 %	3.0 %	3.5 %	4.6 %	9.4 %

*Adjustments made for: -

Consolidated profit & loss

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Sales	337.24	387.73	446.35	455.50	433.62	490.64	553.72
Change Sales yoy	26.8 %	15.0 %	15.1 %	2.1 %	-4.8 %	13.1 %	12.9 %
Increase / decrease in inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Own work capitalised	16.58	20.78	23.62	24.60	23.42	26.49	29.90
Total Sales	353.82	408.51	469.97	480.10	457.04	517.14	583.63
Material expenses	155.32	177.20	196.86	216.03	204.60	226.18	247.58
Gross profit	198.50	231.31	273.10	264.07	252.44	290.96	336.05
<i>Gross profit margin</i>	<i>58.9 %</i>	<i>59.7 %</i>	<i>61.2 %</i>	<i>58.0 %</i>	<i>58.2 %</i>	<i>59.3 %</i>	<i>60.7 %</i>
Personnel expenses	106.64	133.88	155.46	165.03	161.20	178.20	195.06
Other operating income	3.03	6.61	5.64	5.24	4.96	5.48	7.00
Other operating expenses	42.06	40.48	46.06	52.37	49.60	54.83	60.02
Unfrequent items	-0.62	0.28	-0.12	0.00	0.00	0.00	0.00
EBITDA	52.22	63.85	77.10	51.90	46.60	63.41	87.97
<i>Margin</i>	<i>15.5 %</i>	<i>16.5 %</i>	<i>17.3 %</i>	<i>11.4 %</i>	<i>10.7 %</i>	<i>12.9 %</i>	<i>15.9 %</i>
Depreciation of fixed assets	9.69	14.70	13.49	10.88	10.35	11.68	13.54
EBITA	42.52	49.15	63.61	41.03	36.25	51.73	74.43
Amortisation of intangible assets	9.52	12.92	15.93	16.32	15.53	17.52	20.31
Goodwill amortisation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EBIT	33.01	36.24	47.68	24.71	20.72	34.21	54.12
<i>Margin</i>	<i>9.8 %</i>	<i>9.3 %</i>	<i>10.7 %</i>	<i>5.4 %</i>	<i>4.8 %</i>	<i>7.0 %</i>	<i>9.8 %</i>
EBIT adj.	33.01	36.24	47.68	24.71	20.72	34.21	54.12
Interest income	0.51	0.23	0.16	0.80	0.80	0.80	0.80
Interest expenses	2.07	3.07	3.59	3.00	3.00	3.00	3.00
Other financial income (loss)	0.00	0.00	0.00	0.20	0.20	0.20	0.20
EBT	31.44	33.40	44.25	22.71	18.72	32.21	52.12
<i>Margin</i>	<i>9.3 %</i>	<i>8.6 %</i>	<i>9.9 %</i>	<i>5.0 %</i>	<i>4.3 %</i>	<i>6.6 %</i>	<i>9.4 %</i>
Total taxes	7.04	5.54	13.68	5.04	4.16	7.15	11.57
Net income from continuing operations	24.40	27.86	30.58	17.67	14.57	25.06	40.55
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	24.40	27.86	30.58	17.67	14.57	25.06	40.55
Minority interest	0.00	0.59	0.41	0.00	0.00	0.00	0.00
Net income	24.40	27.27	30.16	17.67	14.57	25.06	40.55
<i>Margin</i>	<i>7.2 %</i>	<i>7.0 %</i>	<i>6.8 %</i>	<i>3.9 %</i>	<i>3.4 %</i>	<i>5.1 %</i>	<i>7.3 %</i>
Number of shares, average	6.25	6.25	6.25	6.25	6.63	6.63	6.63
EPS	3.90	4.36	4.83	2.83	2.20	3.78	6.12
EPS adj.	3.90	4.36	4.83	2.83	2.20	3.78	6.12

*Adjustments made for:

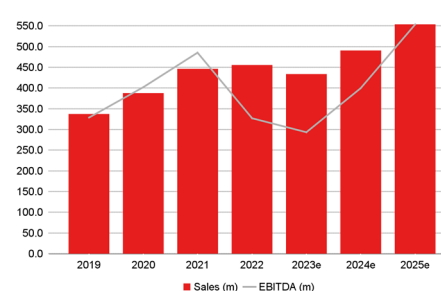
Guidance: 2023: Revenue up to -10%; EBIT up to -30%

Financial Ratios

	2019	2020	2021	2022	2023e	2024e	2025e
Total Operating Costs / Sales	89.2 %	89.0 %	88.0 %	94.0 %	94.7 %	92.5 %	89.5 %
Operating Leverage	0.5 x	0.7 x	2.1 x	-23.5 x	3.4 x	4.9 x	4.5 x
EBITDA / Interest expenses	25.2 x	20.8 x	21.5 x	17.3 x	15.5 x	21.1 x	29.3 x
Tax rate (EBT)	22.4 %	16.6 %	30.9 %	22.2 %	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.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

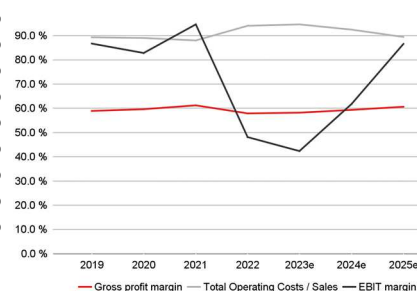
Sales, EBITDA

in EUR m

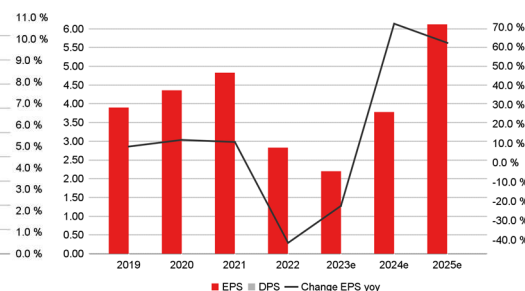


Operating Performance

in %



Performance per Share



Source: Warburg Research

Source: Warburg Research

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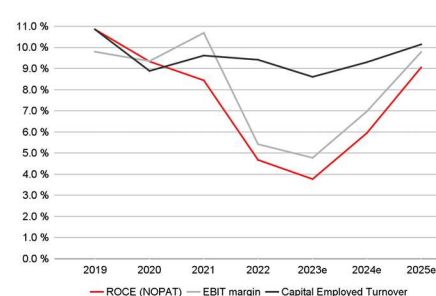
Consolidated balance sheet

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Assets							
Goodwill and other intangible assets	248.24	306.42	322.89	336.57	351.05	363.53	373.22
thereof other intangible assets	14.64	24.06	27.74	41.42	55.89	68.37	78.06
thereof Goodwill	186.40	221.96	222.41	222.41	222.41	222.41	222.41
Property, plant and equipment	34.99	97.66	101.89	106.01	110.66	113.98	115.44
Financial assets	0.19	0.40	0.78	0.78	0.78	0.78	0.78
Other long-term assets	14.14	28.96	28.30	28.30	28.30	28.30	28.30
Fixed assets	297.56	433.44	453.86	471.67	490.79	506.59	517.74
Inventories	1.09	1.51	1.50	0.00	0.00	0.00	0.00
Accounts receivable	63.07	75.20	83.03	84.70	80.70	91.30	103.00
Liquid assets	24.89	33.51	48.92	87.66	72.60	65.66	78.36
Other short-term assets	4.97	8.39	8.45	8.45	8.45	8.45	8.45
Current assets	94.02	118.61	141.91	180.81	161.75	165.42	189.82
Total Assets	391.60	552.00	595.80	652.50	652.50	672.00	707.60
Liabilities and shareholders' equity							
Subscribed capital	6.49	6.49	6.49	6.87	6.87	6.87	6.87
Capital reserve	51.11	65.77	66.93	116.55	116.55	116.55	116.55
Retained earnings	120.67	148.38	178.56	196.22	210.79	235.85	276.40
Other equity components	-0.24	-0.19	-0.19	-0.19	-0.19	-0.19	-0.19
Shareholders' equity	178.03	220.46	251.78	319.45	334.02	359.08	399.63
Minority interest	0.34	0.94	1.65	1.65	1.65	1.65	1.65
Total equity	178.38	221.39	253.43	321.10	335.67	360.73	401.28
Provisions	0.92	0.74	0.62	0.62	0.62	0.62	0.62
thereof provisions for pensions and similar obligations	0.92	0.74	0.62	0.62	0.62	0.62	0.62
Financial liabilities (total)	114.87	189.66	197.41	185.41	173.41	161.41	149.41
Short-term financial liabilities	16.41	14.02	16.11	16.11	16.11	16.11	16.11
Accounts payable	39.58	46.94	49.66	50.70	48.20	54.60	61.60
Other liabilities	57.84	93.31	94.65	94.65	94.65	94.65	94.65
Liabilities	213.20	330.66	342.34	331.38	316.88	311.28	306.28
Total liabilities and shareholders' equity	391.60	552.00	595.80	652.50	652.50	672.00	707.60

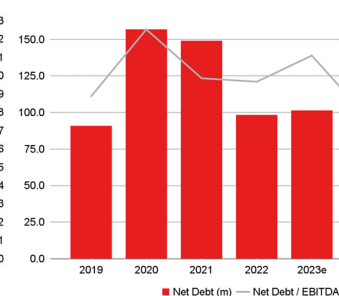
Financial Ratios

	2019	2020	2021	2022	2023e	2024e	2025e
Efficiency of Capital Employment							
Operating Assets Turnover	5.7 x	3.0 x	3.3 x	3.3 x	3.0 x	3.3 x	3.5 x
Capital Employed Turnover	1.3 x	1.0 x	1.1 x	1.1 x	1.0 x	1.1 x	1.2 x
ROA	8.2 %	6.3 %	6.6 %	3.7 %	3.0 %	4.9 %	7.8 %
Return on Capital							
ROCE (NOPAT)	10.9 %	9.3 %	8.4 %	4.7 %	3.8 %	6.0 %	9.1 %
ROE	14.7 %	13.7 %	12.8 %	6.2 %	4.5 %	7.2 %	10.7 %
Adj. ROE	14.7 %	13.7 %	12.8 %	6.2 %	4.5 %	7.2 %	10.7 %
Balance sheet quality							
Net Debt	90.89	156.89	149.11	98.37	101.43	96.37	71.67
Net Financial Debt	89.98	156.15	148.49	97.76	100.81	95.75	71.05
Net Gearing	51.0 %	70.9 %	58.8 %	30.6 %	30.2 %	26.7 %	17.9 %
Net Fin. Debt / EBITDA	172.3 %	244.6 %	192.6 %	188.3 %	216.3 %	151.0 %	80.8 %
Book Value / Share	28.5	35.3	40.3	51.1	50.4	54.2	60.3
Book value per share ex intangibles	-11.2	-13.8	-11.4	-2.7	-2.6	-0.7	4.0

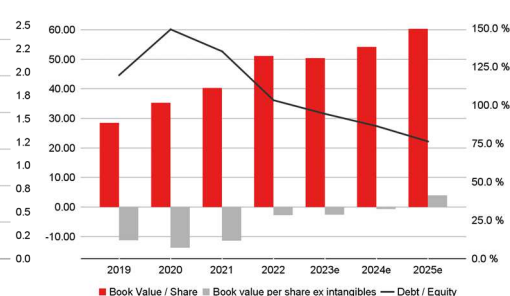
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

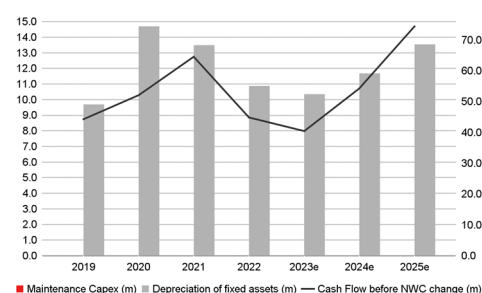
Consolidated cash flow statement

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Net income	24.40	27.86	30.58	17.67	14.57	25.06	40.55
Depreciation of fixed assets	9.69	14.70	13.49	10.88	10.35	11.68	13.54
Amortisation of goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Amortisation of intangible assets	9.52	12.92	15.93	16.32	15.53	17.52	20.31
Increase/decrease in long-term provisions	0.63	-0.18	-0.12	0.00	0.00	0.00	0.00
Other non-cash income and expenses	0.00	-3.25	4.70	0.00	0.00	0.00	0.00
Cash Flow before NWC change	44.24	52.04	64.57	44.86	40.44	54.26	74.40
Increase / decrease in inventory	-0.31	-0.42	0.01	1.50	0.00	0.00	0.00
Increase / decrease in accounts receivable	-8.85	-12.13	-7.83	-1.67	4.00	-10.60	-11.70
Increase / decrease in accounts payable	7.59	7.36	2.72	1.04	-2.50	6.40	7.00
Increase / decrease in other working capital positions	3.53	-0.30	4.88	0.00	0.00	0.00	0.00
Increase / decrease in working capital (total)	1.97	-5.49	-0.22	0.87	1.50	-4.20	-4.70
Net cash provided by operating activities [1]	46.21	46.55	64.35	45.73	41.94	50.06	69.70
Investments in intangible assets	-27.02	-27.10	-30.02	-30.00	-30.00	-30.00	-30.00
Investments in property, plant and equipment	0.00	-77.36	-17.81	-15.00	-15.00	-15.00	-15.00
Payments for acquisitions	-33.04	-22.90	-7.17	0.00	0.00	0.00	0.00
Financial investments	0.02	0.02	0.92	0.00	0.00	0.00	0.00
Income from asset disposals	0.20	0.05	0.53	0.00	0.00	0.00	0.00
Net cash provided by investing activities [2]	-59.88	-59.51	-44.71	-45.00	-45.00	-45.00	-45.00
Change in financial liabilities	23.50	7.04	-4.23	-12.00	-12.00	-12.00	-12.00
Dividends paid	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Purchase of own shares	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Capital measures	0.00	14.54	0.00	50.00	0.00	0.00	0.00
Other	-16.72	0.00	0.00	0.00	0.00	0.00	0.00
Net cash provided by financing activities [3]	6.78	21.57	-4.23	38.00	-12.00	-12.00	-12.00
Change in liquid funds [1]+[2]+[3]	-6.90	8.62	15.41	38.73	-15.06	-6.94	12.70
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	24.86	33.51	48.92	87.66	72.60	65.66	78.36

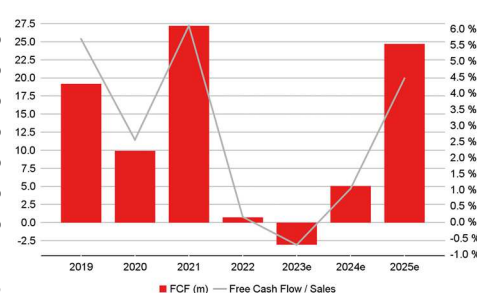
Financial Ratios

	2019	2020	2021	2022	2023e	2024e	2025e
Cash Flow							
FCF	19.19	9.92	27.20	0.73	-3.06	5.06	24.70
Free Cash Flow / Sales	5.7 %	2.6 %	6.1 %	0.2 %	-0.7 %	1.0 %	4.5 %
Free Cash Flow Potential	45.18	58.31	63.42	46.86	42.44	56.26	76.40
Free Cash Flow / Net Profit	78.6 %	36.4 %	90.2 %	4.2 %	-21.0 %	20.2 %	60.9 %
Interest Received / Avg. Cash	1.8 %	0.8 %	0.4 %	1.2 %	1.0 %	1.2 %	1.1 %
Interest Paid / Avg. Debt	2.1 %	2.0 %	1.9 %	1.6 %	1.7 %	1.8 %	1.9 %
Management of Funds							
Investment ratio	8.0 %	26.9 %	10.7 %	9.9 %	10.4 %	9.2 %	8.1 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	140.7 %	378.4 %	162.5 %	165.5 %	173.9 %	154.1 %	132.9 %
Avg. Working Capital / Sales	7.1 %	7.0 %	7.2 %	7.6 %	7.7 %	7.1 %	7.1 %
Trade Debtors / Trade Creditors	159.3 %	160.2 %	167.2 %	167.1 %	167.4 %	167.2 %	167.2 %
Inventory Turnover	142.9 x	117.4 x	131.4 x	n.a.	n.a.	n.a.	n.a.
Receivables collection period (days)	68	71	68	68	68	68	68
Payables payment period (days)	93	97	92	86	86	88	91
Cash conversion cycle (Days)	-22	-23	-21	n.a.	n.a.	n.a.	n.a.

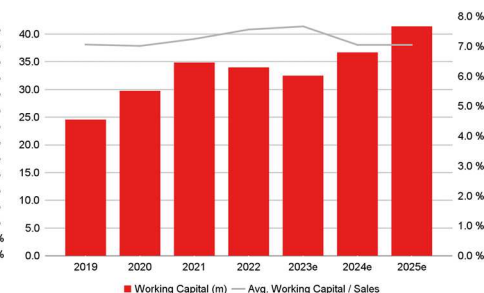
CAPEX and Cash Flow in EUR m



Free Cash Flow Generation



Working Capital



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

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- 7-

Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
HYPOPORT	5	https://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	159	75
Hold	43	20
Sell	7	3
Rating suspended	3	1
Total	212	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	45	88
Hold	5	10
Sell	0	0
Rating suspended	1	2
Total	51	100

PRICE AND RATING HISTORY HYPOPORT AS OF 20.06.2023


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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