

Buy	EUR 605.00 (EUR 535.00)	Value Indicators:	EUR	Warburg ESG Risk Score:	3.7	Description: Technology-based financial services provider	
		DCF:	605.44	ESG Score (MSCI based):	4.0		
Price	EUR 541.50	Market Snapshot:	EUR m	Balance Sheet Score:	4.0	Key Figures (WRe): 2021e	
Upside	11.7 %	Market cap:	3,383.28	Market Liquidity Score:	3.0		
		No. of shares (m):	6.25	Shareholders:		Beta:	1.1
		EV:	3,474.02	Freefloat	61.7 %	Price / Book:	14.0 x
		Freefloat MC:	2,087.48	Revenia (Ronald Slabke)	34.6 %	Equity Ratio:	51 %
		Ø Trad. Vol. (30d):	2.98 m	Treasury shares	3.7 %	Net Fin. Debt / EBITDA:	1.4 x
						Net Debt / EBITDA:	1.4 x

Positive growth momentum and margin development; PT up

Stated Figures Q2/2021:													
In EUR m	Q2/21	Q2/20	yoy	Q2/21e	Δ WRe	H1/21	H1/20	yoy	H1/21e	Δ WRe	FY/21e	FY/20	yoy
Private Clients													
Revenue	33.7	29.5	14%	34.6	-3%	68.7	62.7	10%	69.6	-1%	140.3	122.0	15%
EBIT	6.2	4.5	38%	4.9	26%	12.4	9.5	31%	11.1	11%	24.6	18.0	36%
margin	18.4%	15.3%		14.3%		18.0%	15.2%		16.0%		17.5%	14.8%	
Credit Platform													
Revenue	47.0	38.9	21%	48.6	-3%	93.0	79.5	17%	94.6	-2%	200.5	170.0	18%
EBIT	10.9	8.2	33%	9.0	21%	20.8	19.2	28%	19.9	10%	44.9	39.0	15%
margin	23.2%	21.1%		18.6%		22.4%	20.4%		20%		22.4%	22.4%	
Real estate Platform													
Revenue	13.6	12.2	11%	13.0	4%	28.6	26.7	7%	28.0	2%	63.6	53.0	20%
EBIT	-1.6	-0.6	167%	-1.6	0%	-1.4	0.3	-567%	-1.4	0%	-3.2	-4.0	-21%
margin	-11.8%	-4.9%		-12.3%		-4.9%	1.1%		-5%		-5.0%	-7.5%	
Insurance Platform													
Revenue	10.7	8.7	23%	9.9	8%	23.7	21.2	12%	22.9	4%	49.8	45.0	11%
EBIT	-0.6	-1.2	-50%	-0.1	936%	-1.0	-0.8	25%	-0.5		-2.0	-1.0	
margin	-5.6%	-13.8%		-0.6%		-4.2%	-3.8%		-2%		-4.0%	-2.0%	
Consolidation effects													
Revenue	0.1	-0.5	-120%	0.5		-1.0	-0.7	43%	0.0		0.0	-2.4	
EBIT	-5.0	-4.3	16%	-3.0		-8.8	-8.1	9%	-6.0		-17.0	-15.8	8%
Group													
Revenue	105.1	88.8	18%	106.6	-1%	213.0	189.4	12%	215.1	-1%	454.2	387.6	17%
EBIT	9.9	6.6	50%	9.3	6%	22.0	17.1	29%	22.2	-1%	47.2	36.2	31%
margin	9.4%	7.4%		8.7%		10.3%	9.0%		10%		10.4%	9.3%	

Comment on Figures:

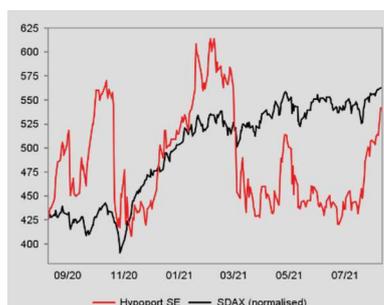
- Profitability in the Private Clients segment remained high in the second quarter
- Credit platform profitability was higher than expected as well, showing the scalability potential of the business for the first time
- Holding costs were slightly stronger than expected, due to higher real estate costs occurring from expanded office capacities

Final Q2 figures reported by Hypoport were in line with preliminaries and broadly in line with our expectations. The corresponding conference call featured the following highlights:

- Revenues of REM Capital should be expected to make a significantly stronger contribution to the development of the credit platform, due to changes in state subsidy programmes as of July and a tendency towards generally stronger business at year-end.
- The growth momentum among savings and cooperative banks remained very strong in H1 2021 and is expected to continue. With margins and new business under pressure, banks need to focus on cost and sales efficiency which can both be achieved with Hypoport's solutions.
- The growth trend in the real estate and insurance platform businesses picked up in the second quarter. This trend should accelerate even further during the remainder of the year and Mr. Slabke stressed, once again, the huge growth potential of both businesses.

Assessment: Hypoport showed a successful H1 and while the guidance has been reiterated for the time being, we assume that the EBIT guidance, at least, could be exceeded slightly, considering the beneficial development. Buy rating is reiterated at an increased PT of EUR 605.

Changes in Estimates:							Comment on Changes:	
FY End: 31.12. in EUR m	2021e (old)	+ / -	2022e (old)	+ / -	2023e (old)	+ / -		
Sales	452.86	0.0 %	534.83	0.0 %	629.91	0.0 %	Increased margin assumptions on the back of higher profitability in the Private Clients segment	
EBIT	42.40	11.2 %	56.72	11.1 %	77.65	6.8 %	Top-line assumptions remain unchanged for the time being	
EPS	5.13	11.5 %	6.91	11.4 %	9.52	6.9 %		

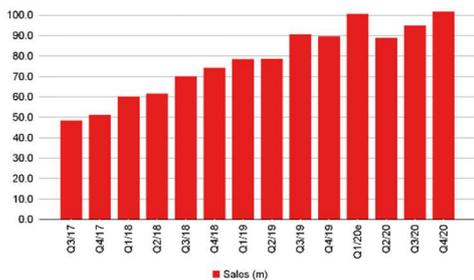


Rel. Performance vs SDAX:	
1 month:	18.7 %
6 months:	-13.4 %
Year to date:	-6.6 %
Trailing 12 months:	-6.9 %

Company events:
08.11.21 Q3

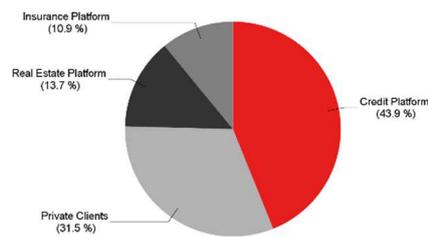
FY End: 31.12. in EUR m	CAGR (20-23e)	2017	2018	2019	2020	2021e	2022e	2023e
Sales	17.7 %	194.86	265.96	337.24	386.21	452.86	534.83	629.91
Change Sales yoy		24.4 %	36.5 %	26.8 %	14.5 %	17.3 %	18.1 %	17.8 %
Gross profit margin		56.1 %	56.7 %	58.9 %	57.9 %	58.5 %	59.1 %	59.7 %
EBITDA	27.4 %	30.12	39.09	52.22	50.75	63.42	81.93	104.85
Margin		15.5 %	14.7 %	15.5 %	13.1 %	14.0 %	15.3 %	16.6 %
EBIT	31.1 %	23.32	29.29	33.01	36.76	47.16	63.01	82.92
Margin		12.0 %	11.0 %	9.8 %	9.5 %	10.4 %	11.8 %	13.2 %
Net income	32.0 %	18.42	22.47	24.40	27.67	35.75	48.09	63.58
EPS	32.0 %	3.10	3.60	3.90	4.43	5.72	7.70	10.18
EPS adj.	32.0 %	3.10	3.60	3.90	4.43	5.72	7.70	10.18
DPS	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend Yield		n.a.						
FCF / Market cap		-0.4 %	2.7 %	3.0 %	0.4 %	3.4 %	6.3 %	9.1 %
EV / Sales		3.5 x	3.9 x	4.4 x	6.7 x	7.7 x	6.4 x	5.4 x
EV / EBITDA		22.6 x	26.7 x	28.5 x	51.4 x	54.8 x	42.1 x	32.4 x
EV / EBIT		29.1 x	35.6 x	45.0 x	70.9 x	73.7 x	54.7 x	41.0 x
P / E		36.8 x	44.2 x	57.2 x	90.6 x	94.7 x	70.3 x	53.2 x
P / E adj.		36.8 x	44.2 x	57.2 x	90.6 x	94.7 x	70.3 x	53.2 x
FCF Potential Yield		3.8 %	3.2 %	3.0 %	1.6 %	1.5 %	2.0 %	2.5 %
Net Debt		2.15	49.26	90.89	100.07	90.75	62.84	17.63
ROCE (NOPAT)		27.1 %	16.3 %	10.9 %	9.9 %	11.5 %	14.3 %	17.8 %
Guidance:	2021: Revenue between EUR 430m and 460m and EBIT between EUR 40m and 45m							

Sales development in EUR m



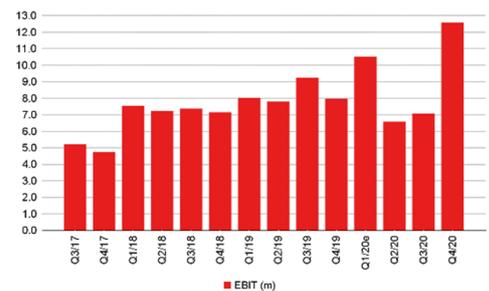
Source: Warburg Research

Sales by Segments 2020; in %



Source: Warburg Research

EBIT development in EUR m



Source: Warburg Research

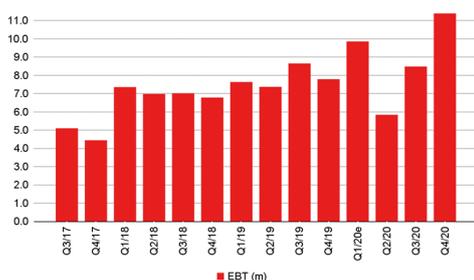
Company Background

- 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

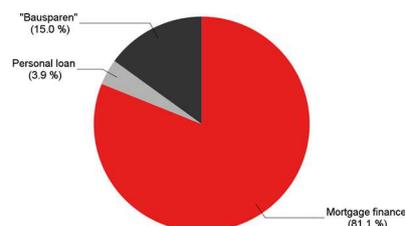
- The online B2B marketplace for property financing (EUROPACE) is the largest of its kind in Germany
- As the number of affiliated suppliers is decisive for marketplaces of this type, this forms a central competitive advantage and a considerable market entry barrier for third parties.
- The Dr. Klein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



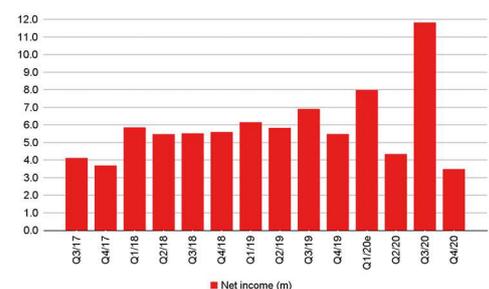
Source: Warburg Research

EUROPACE by product segments 2020; 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
	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	
Sales	452.86	534.83	629.91	729.95	824.19	915.27	1,007.04	1,107.75	1,218.52	1,303.82	1,355.97	1,403.43	1,445.54	
Sales change	17.3 %	18.1 %	17.8 %	15.9 %	12.9 %	11.1 %	10.0 %	10.0 %	10.0 %	7.0 %	4.0 %	3.5 %	3.0 %	2.5 %
EBIT	33.22	36.64	46.17	108.99	138.77	175.54	216.65	265.86	304.63	325.96	338.99	350.86	361.38	
EBIT-margin	10.2 %	11.6 %	12.9 %	14.9 %	16.8 %	19.2 %	21.5 %	24.0 %	25.0 %	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 %	
NOPAT	25.85	28.50	35.92	85.01	108.24	136.92	168.99	207.37	237.61	254.25	264.41	273.67	281.88	
Depreciation	30.20	45.29	58.68	29.20	32.97	36.61	40.28	44.31	48.74	52.15	54.24	56.14	57.82	
in % of Sales	6.7 %	8.5 %	9.3 %	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	-0.19	0.09	0.09	0.09	0.10	0.11	0.09	0.05	0.05	0.04	
Change in Liquidity from														
- Working Capital	5.70	7.10	8.30	18.50	9.42	9.11	9.18	10.07	11.08	8.53	5.22	4.75	4.21	
- Capex	25.00	20.00	20.00	29.20	32.97	36.61	40.28	44.31	48.74	52.15	54.24	56.14	57.82	
Capex in % of Sales	5.5 %	3.7 %	3.2 %	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)	25.35	46.69	66.30	66.33	98.91	127.90	159.90	197.40	226.65	245.80	259.25	268.97	277.71	285
PV of FCF	24.92	42.86	56.83	53.09	73.93	89.27	104.21	120.13	128.80	130.43	128.46	124.45	119.99	2,686
share of PVs	3.21 %			27.63 %										69.16 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	4.80 %	Financial Strength	1.00
Cost of debt (after tax)	2.3 %	Liquidity (share)	1.20
Market return	7.00 %	Cyclicality	1.00
Risk free rate	1.50 %	Transparency	1.00
		Others	1.10
WACC	7.09 %	Beta	1.06

Valuation (m)

Present values 2033e	1,197		
Terminal Value	2,686		
Financial liabilities	118		
Pension liabilities	1		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	19	No. of shares (m)	6.2
Equity Value	3,783	Value per share (EUR)	605.44

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
1.25	8.1 %	440.28	451.68	464.06	477.54	492.29	508.48	526.35	1.25	8.1 %	452.48	463.54	474.60	485.66	496.72	507.78	518.84
1.16	7.6 %	488.04	502.31	517.91	535.05	553.96	574.93	598.32	1.16	7.6 %	506.51	518.75	530.99	543.23	555.47	567.71	579.95
1.11	7.3 %	515.24	531.29	548.93	568.39	589.96	614.02	641.03	1.11	7.3 %	537.82	550.74	563.67	576.59	589.51	602.43	615.36
1.06	7.1 %	545.07	563.21	583.23	605.44	630.19	657.98	689.38	1.06	7.1 %	572.62	586.30	599.99	613.67	627.35	641.03	654.71
1.01	6.8 %	577.92	598.52	621.37	646.85	675.44	707.75	744.57	1.01	6.8 %	611.52	626.05	640.58	655.11	669.64	684.16	698.69
0.96	6.6 %	614.27	637.78	664.00	693.42	726.68	764.56	808.12	0.96	6.6 %	655.28	670.75	686.23	701.71	717.19	732.67	748.15
0.87	6.1 %	699.86	731.03	766.25	806.39	852.53	906.13	969.17	0.87	6.1 %	761.39	779.17	796.95	814.74	832.52	850.30	868.09

- 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	2017	2018	2019	2020	2021e	2022e	2023e
Price / Book	8.2 x	6.5 x	7.8 x	12.2 x	14.0 x	11.7 x	9.6 x
Book value per share ex intangibles	4.41	-6.00	-11.24	-11.85	-10.10	-5.25	2.43
EV / Sales	3.5 x	3.9 x	4.4 x	6.7 x	7.7 x	6.4 x	5.4 x
EV / EBITDA	22.6 x	26.7 x	28.5 x	51.4 x	54.8 x	42.1 x	32.4 x
EV / EBIT	29.1 x	35.6 x	45.0 x	70.9 x	73.7 x	54.7 x	41.0 x
EV / EBIT adj.*	29.1 x	35.6 x	45.0 x	70.9 x	73.7 x	54.7 x	41.0 x
P / FCF	n.a.	57.8 x	72.7 x	886.9 x	158.7 x	84.8 x	59.1 x
P / E	36.8 x	44.2 x	57.2 x	90.6 x	94.7 x	70.3 x	53.2 x
P / E adj.*	36.8 x	44.2 x	57.2 x	90.6 x	94.7 x	70.3 x	53.2 x
Dividend Yield	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCF Potential Yield (on market EV)	3.8 %	3.2 %	3.0 %	1.6 %	1.5 %	2.0 %	2.5 %

*Adjustments made for: -

Consolidated profit & loss

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Sales	194.86	265.96	337.24	386.21	452.86	534.83	629.91
Change Sales yoy	24.4 %	36.5 %	26.8 %	14.5 %	17.3 %	18.1 %	17.8 %
Increase / decrease in inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Own work capitalised	6.99	10.71	16.58	12.36	15.62	18.45	21.73
Total Sales	201.84	276.67	353.82	398.57	468.48	553.28	651.64
Material expenses	92.57	125.78	155.32	174.79	203.75	237.21	275.31
Gross profit	109.27	150.89	198.50	223.79	264.73	316.07	376.33
<i>Gross profit margin</i>	<i>56.1 %</i>	<i>56.7 %</i>	<i>58.9 %</i>	<i>57.9 %</i>	<i>58.5 %</i>	<i>59.1 %</i>	<i>59.7 %</i>
Personnel expenses	58.56	81.75	106.64	129.34	150.47	175.01	202.92
Other operating income	4.52	3.95	3.03	5.24	6.10	7.10	8.23
Other operating expenses	25.35	34.27	42.06	48.94	56.94	66.22	76.78
Unfrequent items	0.26	0.26	-0.62	0.00	0.00	0.00	0.00
EBITDA	30.12	39.09	52.22	50.75	63.42	81.93	104.85
<i>Margin</i>	<i>15.5 %</i>	<i>14.7 %</i>	<i>15.5 %</i>	<i>13.1 %</i>	<i>14.0 %</i>	<i>15.3 %</i>	<i>16.6 %</i>
Depreciation of fixed assets	1.69	2.89	9.69	3.50	4.07	4.73	5.48
EBITA	28.44	36.20	42.52	47.25	59.36	77.20	99.37
Amortisation of intangible assets	5.12	6.91	9.52	10.49	12.20	14.19	16.45
Goodwill amortisation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EBIT	23.32	29.29	33.01	36.76	47.16	63.01	82.92
<i>Margin</i>	<i>12.0 %</i>	<i>11.0 %</i>	<i>9.8 %</i>	<i>9.5 %</i>	<i>10.4 %</i>	<i>11.8 %</i>	<i>13.2 %</i>
EBIT adj.	23.32	29.29	33.01	36.76	47.16	63.01	82.92
Interest income	0.55	0.58	0.51	0.80	0.80	0.80	0.80
Interest expenses	0.88	1.74	2.07	2.20	2.20	2.20	2.20
Other financial income (loss)	0.00	0.00	0.00	0.20	0.20	0.20	0.20
EBT	22.99	28.13	31.44	35.56	45.96	61.81	81.72
<i>Margin</i>	<i>11.8 %</i>	<i>10.6 %</i>	<i>9.3 %</i>	<i>9.2 %</i>	<i>10.1 %</i>	<i>11.6 %</i>	<i>13.0 %</i>
Total taxes	4.56	5.67	7.04	7.89	10.20	13.72	18.14
Net income from continuing operations	18.43	22.47	24.40	27.67	35.75	48.09	63.58
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	18.43	22.47	24.40	27.67	35.75	48.09	63.58
Minority interest	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net income	18.42	22.47	24.40	27.67	35.75	48.09	63.58
<i>Margin</i>	<i>9.5 %</i>	<i>8.4 %</i>	<i>7.2 %</i>	<i>7.2 %</i>	<i>7.9 %</i>	<i>9.0 %</i>	<i>10.1 %</i>
Number of shares, average	5.94	6.25	6.25	6.25	6.25	6.25	6.25
EPS	3.10	3.60	3.90	4.43	5.72	7.70	10.18
EPS adj.	3.10	3.60	3.90	4.43	5.72	7.70	10.18

*Adjustments made for:

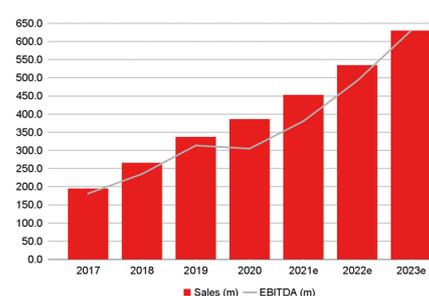
Guidance: 2021: Revenue between EUR 430m and 460m and EBIT between EUR 40m and 45m

Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
Total Operating Costs / Sales	88.3 %	89.4 %	89.2 %	90.1 %	89.4 %	88.1 %	86.8 %
Operating Leverage	0.0 x	0.7 x	0.5 x	0.8 x	1.6 x	1.9 x	1.8 x
EBITDA / Interest expenses	34.3 x	22.5 x	25.2 x	23.1 x	28.8 x	37.2 x	47.7 x
Tax rate (EBT)	19.9 %	20.1 %	22.4 %	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.						

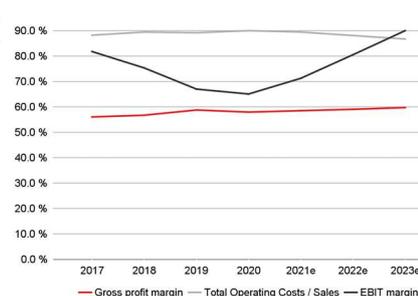
Sales, EBITDA

in EUR m

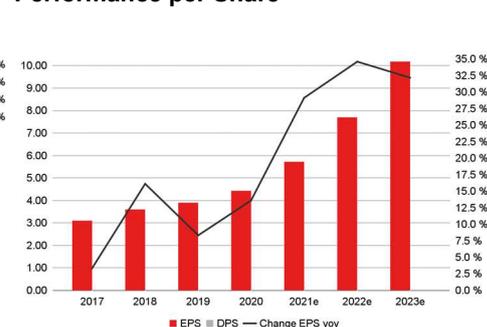


Operating Performance

in %



Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

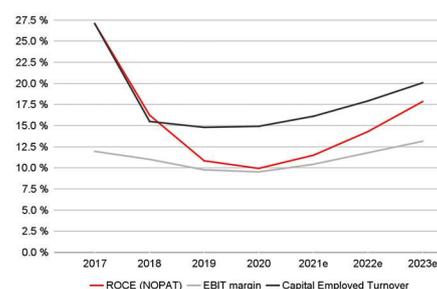
Consolidated balance sheet

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Assets							
Goodwill and other intangible assets	55.97	190.64	248.24	279.75	304.55	322.36	337.91
thereof other intangible assets	6.77	25.74	14.64	46.15	70.95	88.76	104.31
thereof Goodwill	24.77	140.46	186.40	186.40	186.40	186.40	186.40
Property, plant and equipment	4.45	10.33	34.99	31.49	27.42	22.69	17.21
Financial assets	1.43	0.29	0.19	0.19	0.19	0.19	0.19
Other long-term assets	4.09	12.15	14.14	14.14	14.14	14.14	14.14
Fixed assets	65.93	213.41	297.56	325.58	346.31	359.39	369.45
Inventories	0.00	0.78	1.09	0.00	0.00	0.00	0.00
Accounts receivable	49.14	54.22	63.07	78.70	92.30	109.00	128.40
Liquid assets	14.33	31.76	24.89	19.32	32.24	63.75	112.56
Other short-term assets	11.57	5.45	4.97	4.97	4.97	4.97	4.97
Current assets	75.05	92.21	94.02	102.99	129.51	177.72	245.93
Total Assets	141.00	305.60	391.60	428.60	475.80	537.10	615.40
Liabilities and shareholders' equity							
Subscribed capital	6.20	6.49	6.49	6.49	6.49	6.49	6.49
Capital reserve	2.91	50.59	51.11	51.11	51.11	51.11	51.11
Retained earnings	73.75	96.34	120.67	148.34	184.09	232.18	295.75
Other equity components	-0.25	-0.25	-0.24	-0.24	-0.24	-0.24	-0.24
Shareholders' equity	82.60	153.17	178.03	205.70	241.45	289.54	353.12
Minority interest	0.31	0.31	0.34	0.34	0.34	0.34	0.34
Total equity	82.91	153.48	178.38	206.04	241.80	289.88	353.46
Provisions	0.18	0.28	0.92	0.92	0.92	0.92	0.92
thereof provisions for pensions and similar obligations	0.18	0.28	0.92	0.92	0.92	0.92	0.92
Financial liabilities (total)	16.30	80.74	114.87	118.47	122.07	125.67	129.27
Short-term financial liabilities	2.94	9.78	16.41	16.41	16.41	16.41	16.41
Accounts payable	23.06	31.99	39.58	45.30	53.20	62.80	73.90
Other liabilities	18.53	39.12	57.84	57.84	57.84	57.84	57.84
Liabilities	58.07	152.13	213.20	222.52	234.02	247.22	261.92
Total liabilities and shareholders' equity	141.00	305.60	391.60	428.60	475.80	537.10	615.40

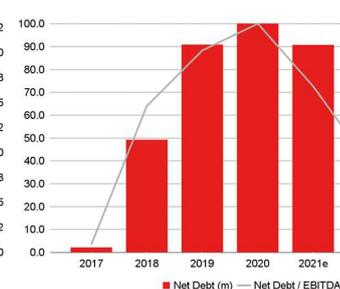
Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
Efficiency of Capital Employment							
Operating Assets Turnover	6.4 x	8.0 x	5.7 x	6.0 x	6.8 x	7.8 x	8.8 x
Capital Employed Turnover	2.3 x	1.3 x	1.3 x	1.3 x	1.4 x	1.5 x	1.7 x
ROA	27.9 %	10.5 %	8.2 %	8.5 %	10.3 %	13.4 %	17.2 %
Return on Capital							
ROCE (NOPAT)	27.1 %	16.3 %	10.9 %	9.9 %	11.5 %	14.3 %	17.8 %
ROE	25.1 %	19.1 %	14.7 %	14.4 %	16.0 %	18.1 %	19.8 %
Adj. ROE	25.1 %	19.1 %	14.7 %	14.4 %	16.0 %	18.1 %	19.8 %
Balance sheet quality							
Net Debt	2.15	49.26	90.89	100.07	90.75	62.84	17.63
Net Financial Debt	1.97	48.98	89.98	99.15	89.83	61.92	16.71
Net Gearing	2.6 %	32.1 %	51.0 %	48.6 %	37.5 %	21.7 %	5.0 %
Net Fin. Debt / EBITDA	6.5 %	125.3 %	172.3 %	195.4 %	141.6 %	75.6 %	15.9 %
Book Value / Share	13.7	24.5	28.5	32.9	38.6	46.3	56.5
Book value per share ex intangibles	4.4	-6.0	-11.2	-11.9	-10.1	-5.3	2.4

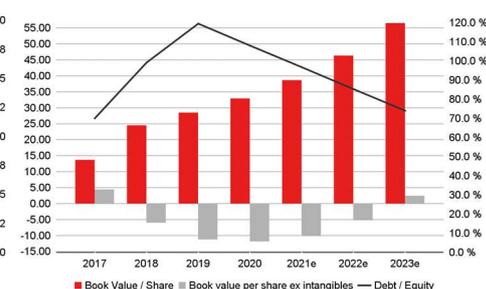
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

Consolidated cash flow statement

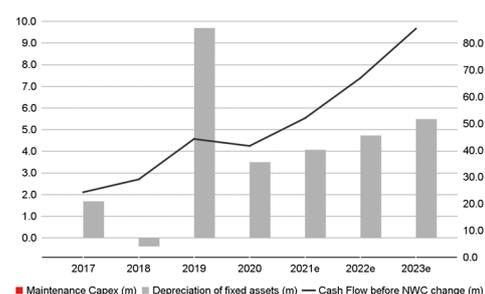
In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Net income	18.43	22.47	24.40	27.67	35.75	48.09	63.58
Depreciation of fixed assets	1.69	-0.39	9.69	3.50	4.07	4.73	5.48
Amortisation of goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Amortisation of intangible assets	5.12	6.91	9.52	10.49	12.20	14.19	16.45
Increase/decrease in long-term provisions	0.00	0.10	0.63	0.00	0.00	0.00	0.00
Other non-cash income and expenses	-0.92	0.00	0.00	0.00	0.00	0.00	0.00
Cash Flow before NWC change	24.31	29.09	44.24	41.65	52.02	67.01	85.51
Increase / decrease in inventory	0.00	-0.78	-0.31	1.09	0.00	0.00	0.00
Increase / decrease in accounts receivable	-11.05	-5.08	-8.85	-15.63	-13.60	-16.70	-19.40
Increase / decrease in accounts payable	4.35	8.93	7.59	5.72	7.90	9.60	11.10
Increase / decrease in other working capital positions	-9.36	7.67	3.53	0.00	0.00	0.00	0.00
Increase / decrease in working capital (total)	-16.06	10.75	1.97	-8.82	-5.70	-7.10	-8.30
Net cash provided by operating activities [1]	8.26	39.83	46.21	32.83	46.32	59.91	77.21
Investments in intangible assets	-8.00	-13.70	-27.02	-30.00	-25.00	-20.00	-20.00
Investments in property, plant and equipment	-2.00	-1.52	0.00	0.00	0.00	0.00	0.00
Payments for acquisitions	-9.56	-63.26	-33.04	-12.00	-12.00	-12.00	-12.00
Financial investments	0.55	0.00	0.02	0.00	0.00	0.00	0.00
Income from asset disposals	0.02	0.24	0.20	0.00	0.00	0.00	0.00
Net cash provided by investing activities [2]	-21.19	-85.64	-59.88	-42.00	-37.00	-32.00	-32.00
Change in financial liabilities	4.85	70.51	23.50	3.60	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	0.00	0.00	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	-7.27	-16.72	0.00	0.00	0.00	0.00
Net cash provided by financing activities [3]	4.85	63.23	6.78	3.60	3.60	3.60	3.60
Change in liquid funds [1]+[2]+[3]	-8.08	17.43	-6.90	-5.57	12.92	31.51	48.81
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	14.33	31.76	24.86	19.32	32.24	63.75	112.56

Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
Cash Flow							
FCF	-2.84	17.21	19.19	2.83	21.32	39.91	57.21
Free Cash Flow / Sales	-1.5 %	6.5 %	5.7 %	0.7 %	4.7 %	7.5 %	9.1 %
Free Cash Flow Potential	25.56	33.42	45.18	42.85	53.22	68.21	86.71
Free Cash Flow / Net Profit	-15.4 %	76.6 %	78.6 %	10.2 %	59.6 %	83.0 %	90.0 %
Interest Received / Avg. Cash	3.0 %	2.5 %	1.8 %	3.6 %	3.1 %	1.7 %	0.9 %
Interest Paid / Avg. Debt	6.5 %	3.6 %	2.1 %	1.9 %	1.8 %	1.8 %	1.7 %
Management of Funds							
Investment ratio	5.1 %	5.7 %	8.0 %	7.8 %	5.5 %	3.7 %	3.2 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	146.9 %	155.4 %	140.7 %	214.5 %	153.7 %	105.7 %	91.2 %
Avg. Working Capital / Sales	11.7 %	9.2 %	7.1 %	7.5 %	8.0 %	8.0 %	8.0 %
Trade Debtors / Trade Creditors	213.1 %	169.5 %	159.3 %	173.7 %	173.5 %	173.6 %	173.7 %
Inventory Turnover	n.a.	161.3 x	142.9 x	n.a.	n.a.	n.a.	n.a.
Receivables collection period (days)	92	74	68	74	74	74	74
Payables payment period (days)	91	93	93	95	95	97	98
Cash conversion cycle (Days)	n.a.	-16	-22	n.a.	n.a.	n.a.	n.a.

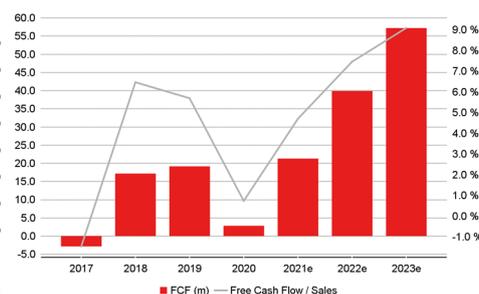
CAPEX and Cash Flow

in EUR m



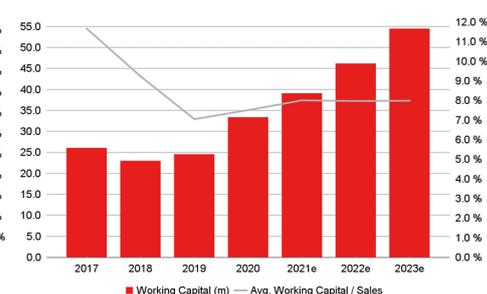
Source: Warburg Research

Free Cash Flow Generation



Source: Warburg Research

Working Capital



Source: Warburg Research

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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

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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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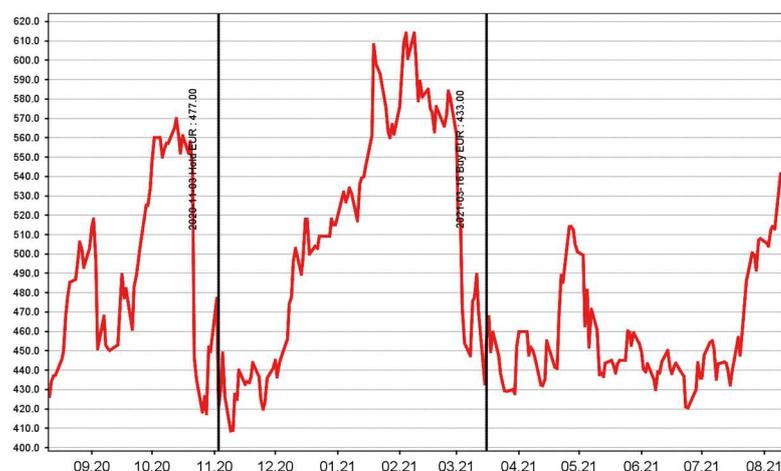
Rating	Number of stocks	% of Universe
Buy	152	71
Hold	56	26
Sell	5	2
Rating suspended	2	1
Total	215	100

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	42	79
Hold	9	17
Sell	0	0
Rating suspended	2	4
Total	53	100

PRICE AND RATING HISTORY HYPOPORT AS OF 10.08.2021



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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