

<b>Buy</b> EUR 290.00	(Hold)	<b>Value Indicators:</b>	EUR	<b>Warburg Risk Score:</b>	<b>3.3</b>	<b>Description:</b> Technology-based financial services provider	
		DCF:	290.22	Balance Sheet Score:	4.0		
Price	EUR 222.40	<b>Market Snapshot:</b>	EUR m	Market Liquidity Score:	2.5	<b>Key Figures (WRe):</b> 2024e	
<b>Upside</b>	<b>30.4 %</b>	Market cap:	1,486.44	<b>Shareholders:</b>			Beta:
		No. of shares (m):	6.68	Freefloat	61.70 %	Price / Book:	4.3 x
		EV:	1,577.15	Revenia (Ronald Slabke)	34.60 %	Equity Ratio:	56 %
		Freefloat MC:	917.14	Treasury shares	3.70 %	Net Fin. Debt / EBITDA:	2.1 x
		Ø Trad. Vol. (30d):	1.93 m			Net Debt / EBITDA:	2.1 x

## German mortgage market continued to recover in Q3

### Stated Figures Q3/2024:

in EUR m	Q3/24	Q3/23	yoy	Q3/24e	Δ WRe	9M/24	9M/23	yoy
<b>RE&amp;M</b>								
Revenue	80.3	56.8	41%	81.1	-1%	230.5	170.5	35%
EBIT	5.8	1.7	236%	7.0	-17%	20.5	5.7	259%
margin	7.2%	3.1%		8.7%		8.9%	3.4%	
<b>Financing Platform</b>								
Revenue	18.1	16.3	11%	17.3	4%	54.4	51.3	6%
EBIT	1.1	-0.4	-358%	0.8	46%	3.2	2.2	45%
margin	6.2%	-2.7%		4.4%		5.9%	4.3%	
<b>Insurance Platform</b>								
Revenue	15.9	16.3	-2%	17.6	-10%	48.4	47.3	2%
EBIT	0.4	0.4	-8%	0.5	-20%	0.9	0.1	1479%
margin	2.5%	2.7%		2.8%		1.9%	0.1%	
<b>Consolidation effects</b>								
Revenue	-0.3	-0.4	-14%	-1.0		-1.4	-0.9	45%
EBIT	-3.7	-3.8	-3%	-4.6		-13.1	-11.8	11%
<b>Group</b>								
Revenue	113.9	89.0	28%	114.9	-1%	332.0	268.1	24%
EBIT	3.7	-2.1	-277%	3.7	0%	11.6	-3.8	-405%
margin	3.2%	-2.3%		3.2%		3.5%	-1.4%	

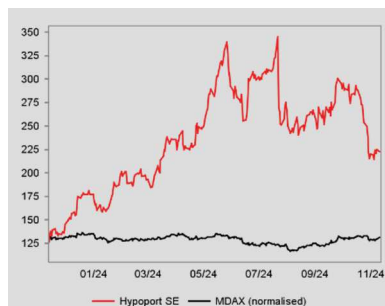
### Comment on Figures:

- Real Estate & Mortgage benefited from the general recovery of the German mortgage market, which boosted revenues at Europace. However, growth was still held back by the shortening of fixed interest periods and low contributions from a large private bank due to internal IT issues. Furthermore, revenues from valuation services declined by -9% after 9M, burdening the EBIT margin of the segment with a negative EBIT of EUR -5.6m.
- The Financing Platform segment grew notably, although the market environment remained challenging. The transaction volume in private loans grew by +15% to EUR 4.8bn after 9M, despite banks becoming more restrictive against the backdrop of a deteriorating macroeconomic environment. While the performance of private loans was encouraging, financing volumes from institutional clients and corporate finance volumes suffered from a challenging political environment lacking stimulus.
- The Insurance Platform segment showed a rather flattish trend, but continued to operate on a profitable basis.

Hypoport's final 9M results were in line with the preliminary figures and our expectations. The company reiterated its 2024 guidance for EBIT between EUR 10m and EUR 20m, which has already been achieved after 9M.

- The overall development was characterised by the ongoing recovery of the German mortgage market. Although the political environment has yet to show any signs of support, the number of transactions for existing houses continued to rise on the back of rising rents, slightly growing house prices and lower interest rates.
- For 2025, CEO Slabke expects the recovery to continue, which should then translate into significant double-digit growth rates for Hypoport, especially on the EBIT line, which should further benefit from lower negative contributions from certain operations such as the valuation business.

Assessment: With the third consecutive quarter of significant volume growth, the German mortgage market should finally be considered to be in a recovery mode. This should be fuelled further by weak construction activity, which limits supply to the market and results in increasing house prices. While little support from an improving political framework is expected for the institutional housing and corporate finance business over the next two quarters, a new government could bring a change for the better. However, after the recent share-price weakness, our unchanged PT of EUR 290 offers plenty of upside potential, which is why we are upgrading our rating to Buy.



Rel. Performance vs MDAX:	
1 month:	-22.2 %
6 months:	-22.6 %
Year to date:	28.5 %
Trailing 12 months:	70.9 %

### Company events:

FY End: 31.12. in EUR m	CAGR (23-26e)	2020	2021	2022	2023	2024e	2025e	2026e
<b>Sales</b>	17.2 %	387.73	446.35	455.45	359.89	456.13	523.97	580.04
Change Sales yoy		15.0 %	15.1 %	2.0 %	-21.0 %	26.7 %	14.9 %	10.7 %
Gross profit margin		59.7 %	61.2 %	62.6 %	64.3 %	57.6 %	59.6 %	61.1 %
<b>EBITDA</b>	23.5 %	63.85	77.10	57.71	51.18	43.08	71.38	96.51
Margin		16.5 %	17.3 %	12.7 %	14.2 %	9.4 %	13.6 %	16.6 %
<b>EBIT</b>	66.3 %	36.24	47.68	24.68	13.30	15.82	39.24	61.21
Margin		9.3 %	10.7 %	5.4 %	3.7 %	3.5 %	7.5 %	10.6 %
<b>Net income</b>	31.6 %	27.27	30.16	18.69	20.14	10.60	28.82	45.91
<b>EPS</b>	31.7 %	4.36	4.83	2.96	3.01	1.59	4.31	6.87
EPS adj.	31.7 %	4.36	4.83	2.96	3.01	1.59	4.31	6.87
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.
<b>FCFPS</b>		1.59	4.35	0.41	3.53	-0.49	3.49	6.62
FCF / Market cap		0.4 %	0.9 %	0.2 %	2.4 %	-0.2 %	1.6 %	3.0 %
<b>EV / Sales</b>		6.9 x	7.5 x	3.6 x	2.9 x	3.5 x	3.0 x	2.6 x
<b>EV / EBITDA</b>		41.7 x	43.1 x	28.6 x	20.5 x	36.6 x	21.8 x	15.6 x
<b>EV / EBIT</b>		73.5 x	69.8 x	66.8 x	79.0 x	99.7 x	39.6 x	24.7 x
<b>P / E</b>		92.0 x	105.3 x	79.9 x	47.9 x	139.9 x	51.6 x	32.4 x
<b>P / E adj.</b>		92.0 x	105.3 x	79.9 x	47.9 x	139.9 x	51.6 x	32.4 x
<b>FCF Potential Yield</b>		2.2 %	1.9 %	3.3 %	5.7 %	2.5 %	4.1 %	5.5 %
<b>Net Debt</b>		156.89	149.11	158.30	87.41	90.70	67.38	23.11
<b>ROCE (NOPAT)</b>		9.3 %	8.4 %	5.1 %	5.3 %	2.8 %	6.9 %	10.6 %
<b>Guidance:</b>		2024: Revenue of at least EUR 400m; EBIT between EUR 10m and 20m						

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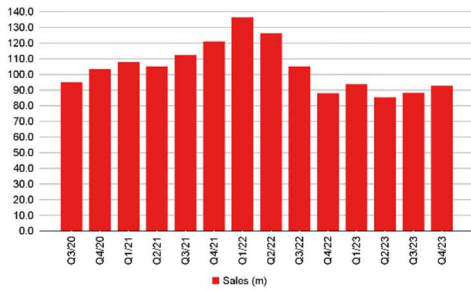
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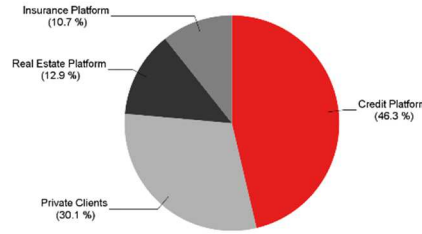
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## Sales development in EUR m



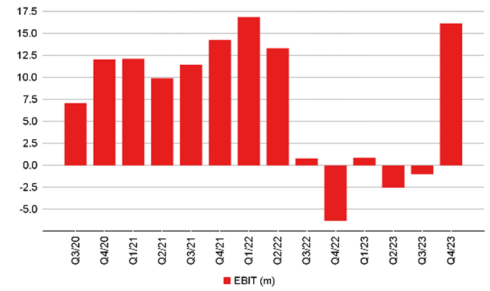
Source: Warburg Research

## Sales by Segments 2021; in %



Source: Warburg Research

## EBIT development in EUR m



Source: Warburg Research

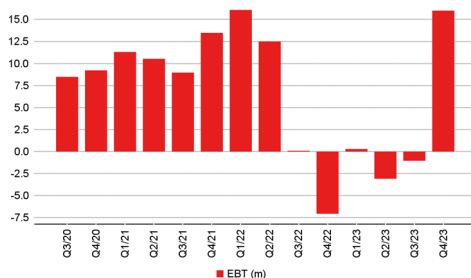
## Company Background

- 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

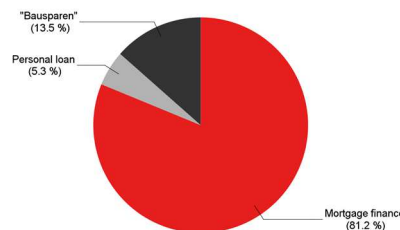
- The online B2B marketplace for property financing (EUROPACE) is the largest of its kind in Germany
- As the number of affiliated suppliers is decisive for marketplaces of this type, this forms a central competitive advantage and a considerable market entry barrier for third parties.
- The Dr. Klein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



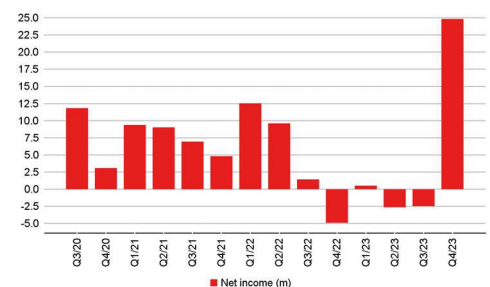
Source: Warburg Research

## 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
	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	2036e	
Sales	456.13	523.97	580.04	638.04	701.84	768.52	833.84	900.55	963.59	1,021.40	1,072.47	1,115.37	1,137.68	1.5 %
Sales change	26.7 %	14.9 %	10.7 %	10.0 %	10.0 %	9.5 %	8.5 %	8.0 %	7.0 %	6.0 %	5.0 %	4.0 %	2.0 %	
EBIT	15.82	39.24	61.21	76.56	105.28	138.33	175.11	216.13	250.53	285.99	300.29	312.30	318.55	251
EBIT-margin	3.5 %	7.5 %	10.6 %	12.0 %	15.0 %	18.0 %	21.0 %	24.0 %	26.0 %	28.0 %	28.0 %	28.0 %	28.0 %	
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 %	1,183
NOPAT	12.31	30.53	47.62	59.72	82.12	107.90	136.58	168.58	195.42	223.07	234.23	243.60	248.47	
Depreciation	27.26	32.14	35.30	35.09	35.09	34.58	33.35	36.02	38.54	40.86	42.90	44.61	45.51	58.30 %
in % of Sales	6.0 %	6.1 %	6.1 %	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	0.14	0.06	0.07	0.07	0.07	0.06	0.06	0.05	0.04	0.02	38.78 %
Change in Liquidity from														
- Working Capital	8.21	4.70	4.00	6.15	4.79	5.00	4.90	5.00	4.73	4.34	3.83	3.22	1.67	2.92 %
- Capex	32.94	32.94	32.94	38.28	42.11	38.43	33.35	36.02	38.54	40.86	42.90	44.61	45.51	
Capex in % of Sales	7.2 %	6.3 %	5.7 %	6.0 %	6.0 %	5.0 %	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	58.30 %
Free Cash Flow (WACC Model)	-1.58	25.03	45.99	50.52	70.38	99.12	131.75	163.65	190.75	218.80	230.45	240.42	246.82	
PV of FCF	-1.56	22.65	38.18	38.49	49.21	63.61	77.60	88.45	94.62	99.60	96.28	92.18	86.85	58.30 %
share of PVs	2.92 %			38.78 %										

### Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	4.00 %	Financial Strength	1.10
Cost of debt (after tax)	2.3 %	Liquidity (share)	1.20
Market return	8.25 %	Cyclicality	1.30
Risk free rate	2.75 %	Transparency	1.10
		Others	1.20
<b>WACC</b>	<b>8.96 %</b>	<b>Beta</b>	<b>1.18</b>

### Valuation (m)

Present values 2036e	846		
Terminal Value	1,183		
Financial liabilities	184		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	2		
Market val. of investments	0		
Liquidity	97	No. of shares (m)	6.7
<b>Equity Value</b>	<b>1,940</b>	<b>Value per share (EUR)</b>	<b>290.22</b>

### 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
1.37	10.0 %	232.82	236.40	240.18	244.19	248.44	252.96	257.77	1.37	10.0 %	226.61	232.47	238.33	244.19	250.05	255.91	261.77
1.27	9.5 %	252.16	256.40	260.89	265.67	270.75	276.18	281.98	1.27	9.5 %	246.89	253.15	259.41	265.67	271.93	278.19	284.45
1.23	9.2 %	262.76	267.38	272.29	277.52	283.10	289.06	295.46	1.23	9.2 %	258.08	264.56	271.04	277.52	284.00	290.48	296.97
1.18	9.0 %	274.05	279.10	284.48	290.22	296.35	302.92	309.99	1.18	9.0 %	270.06	276.78	283.50	290.22	296.93	303.65	310.37
1.13	8.7 %	286.11	291.63	297.53	303.84	310.60	317.87	325.69	1.13	8.7 %	282.93	289.90	296.87	303.84	310.81	317.78	324.75
1.09	8.5 %	298.99	305.06	311.55	318.50	325.97	334.02	342.71	1.09	8.5 %	296.77	304.01	311.26	318.50	325.74	332.98	340.22
0.99	8.0 %	327.62	334.98	342.88	351.39	360.59	370.56	381.40	0.99	8.0 %	327.84	335.69	343.54	351.39	359.24	367.09	374.94

- 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	2020	2021	2022	2023	2024e	2025e	2026e
Price / Book	11.4 x	12.6 x	5.5 x	2.8 x	4.3 x	3.9 x	3.5 x
Book value per share ex intangibles	-13.76	-11.38	-12.06	-1.87	-1.78	1.44	7.47
EV / Sales	6.9 x	7.5 x	3.6 x	2.9 x	3.5 x	3.0 x	2.6 x
EV / EBITDA	41.7 x	43.1 x	28.6 x	20.5 x	36.6 x	21.8 x	15.6 x
EV / EBIT	73.5 x	69.8 x	66.8 x	79.0 x	99.7 x	39.6 x	24.7 x
EV / EBIT adj.*	73.5 x	69.8 x	66.8 x	79.0 x	99.7 x	39.6 x	24.7 x
P / FCF	252.7 x	116.8 x	577.0 x	40.9 x	n.a.	63.7 x	33.6 x
P / E	92.0 x	105.3 x	79.9 x	47.9 x	139.9 x	51.6 x	32.4 x
P / E adj.*	92.0 x	105.3 x	79.9 x	47.9 x	139.9 x	51.6 x	32.4 x
Dividend Yield	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCF Potential Yield (on market EV)	2.2 %	1.9 %	3.3 %	5.7 %	2.5 %	4.1 %	5.5 %

\*Adjustments made for: -

## Consolidated profit & loss

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
<b>Sales</b>	<b>387.73</b>	<b>446.35</b>	<b>455.45</b>	<b>359.89</b>	<b>456.13</b>	<b>523.97</b>	<b>580.04</b>
Change Sales yoy	15.0 %	15.1 %	2.0 %	-21.0 %	26.7 %	14.9 %	10.7 %
Increase / decrease in inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Own work capitalised	20.78	23.62	23.99	23.16	24.63	28.29	31.32
<b>Total Sales</b>	<b>408.51</b>	<b>469.97</b>	<b>479.44</b>	<b>383.05</b>	<b>480.77</b>	<b>552.26</b>	<b>611.36</b>
Material expenses	177.20	196.86	194.47	151.72	218.18	240.20	257.16
<b>Gross profit</b>	<b>231.31</b>	<b>273.10</b>	<b>284.97</b>	<b>231.33</b>	<b>262.58</b>	<b>312.06</b>	<b>354.19</b>
<i>Gross profit margin</i>	<i>59.7 %</i>	<i>61.2 %</i>	<i>62.6 %</i>	<i>64.3 %</i>	<i>57.6 %</i>	<i>59.6 %</i>	<i>61.1 %</i>
Personnel expenses	133.88	155.46	176.45	159.57	171.90	189.25	202.61
Other operating income	6.61	5.64	8.99	28.10	5.29	6.79	7.27
Other operating expenses	40.48	46.06	59.46	48.68	52.89	58.23	62.34
Unfrequent items	0.28	-0.12	-0.34	0.00	0.00	0.00	0.00
<b>EBITDA</b>	<b>63.85</b>	<b>77.10</b>	<b>57.71</b>	<b>51.18</b>	<b>43.08</b>	<b>71.38</b>	<b>96.51</b>
<i>Margin</i>	<i>16.5 %</i>	<i>17.3 %</i>	<i>12.7 %</i>	<i>14.2 %</i>	<i>9.4 %</i>	<i>13.6 %</i>	<i>16.6 %</i>
Depreciation of fixed assets	14.70	13.49	13.46	12.88	12.27	14.46	15.88
<b>EBITA</b>	<b>49.15</b>	<b>63.61</b>	<b>44.26</b>	<b>38.30</b>	<b>30.81</b>	<b>56.92</b>	<b>80.63</b>
Amortisation of intangible assets	12.92	15.93	19.58	25.01	14.99	17.68	19.41
Goodwill amortisation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>EBIT</b>	<b>36.24</b>	<b>47.68</b>	<b>24.68</b>	<b>13.30</b>	<b>15.82</b>	<b>39.24</b>	<b>61.21</b>
<i>Margin</i>	<i>9.3 %</i>	<i>10.7 %</i>	<i>5.4 %</i>	<i>3.7 %</i>	<i>3.5 %</i>	<i>7.5 %</i>	<i>10.6 %</i>
<b>EBIT adj.</b>	<b>36.24</b>	<b>47.68</b>	<b>24.68</b>	<b>13.30</b>	<b>15.82</b>	<b>39.24</b>	<b>61.21</b>
Interest income	0.23	0.16	0.22	1.76	0.80	0.80	0.80
Interest expenses	3.07	3.59	3.28	3.03	3.00	3.00	3.00
Other financial income (loss)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>EBT</b>	<b>33.40</b>	<b>44.25</b>	<b>21.61</b>	<b>12.03</b>	<b>13.62</b>	<b>37.04</b>	<b>59.01</b>
<i>Margin</i>	<i>8.6 %</i>	<i>9.9 %</i>	<i>4.7 %</i>	<i>3.3 %</i>	<i>3.0 %</i>	<i>7.1 %</i>	<i>10.2 %</i>
Total taxes	5.54	13.68	2.94	-8.46	3.02	8.22	13.10
<b>Net income from continuing operations</b>	<b>27.86</b>	<b>30.58</b>	<b>18.67</b>	<b>20.49</b>	<b>10.60</b>	<b>28.82</b>	<b>45.91</b>
Income from discontinued operations (net of tax)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Net income before minorities</b>	<b>27.86</b>	<b>30.58</b>	<b>18.67</b>	<b>20.49</b>	<b>10.60</b>	<b>28.82</b>	<b>45.91</b>
Minority interest	0.59	0.41	-0.02	0.36	0.00	0.00	0.00
<b>Net income</b>	<b>27.27</b>	<b>30.16</b>	<b>18.69</b>	<b>20.14</b>	<b>10.60</b>	<b>28.82</b>	<b>45.91</b>
<i>Margin</i>	<i>7.0 %</i>	<i>6.8 %</i>	<i>4.1 %</i>	<i>5.6 %</i>	<i>2.3 %</i>	<i>5.5 %</i>	<i>7.9 %</i>
Number of shares, average	6.25	6.25	6.30	6.68	6.68	6.68	6.68
<b>EPS</b>	<b>4.36</b>	<b>4.83</b>	<b>2.96</b>	<b>3.01</b>	<b>1.59</b>	<b>4.31</b>	<b>6.87</b>
EPS adj.	4.36	4.83	2.96	3.01	1.59	4.31	6.87

\*Adjustments made for:

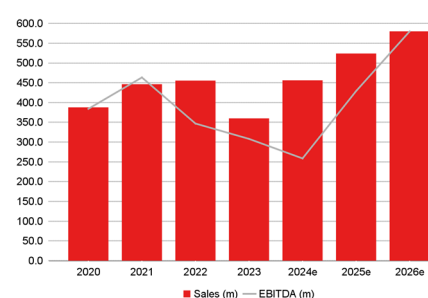
**Guidance: 2024: Revenue of at least EUR 400m; EBIT between EUR 10m and 20m**

## Financial Ratios

	2020	2021	2022	2023	2024e	2025e	2026e
Total Operating Costs / Sales	89.0 %	88.0 %	92.5 %	92.2 %	96.0 %	91.8 %	88.8 %
Operating Leverage	0.7 x	2.1 x	-23.6 x	2.2 x	0.7 x	10.0 x	5.2 x
EBITDA / Interest expenses	20.8 x	21.5 x	17.6 x	16.9 x	14.4 x	23.8 x	32.2 x
Tax rate (EBT)	16.6 %	30.9 %	13.6 %	-70.3 %	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.

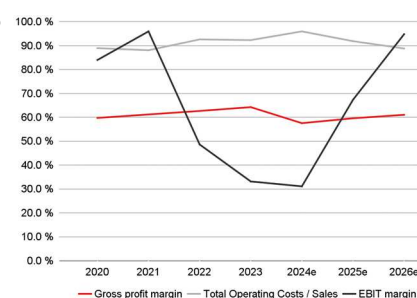
### Sales, EBITDA

in EUR m

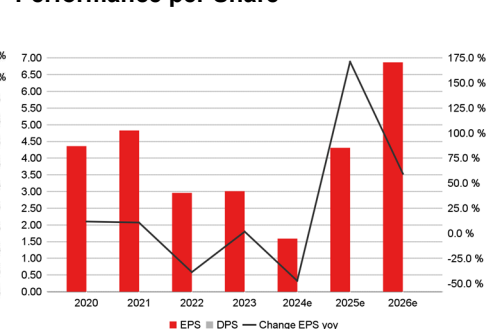


### Operating Performance

in %



### Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

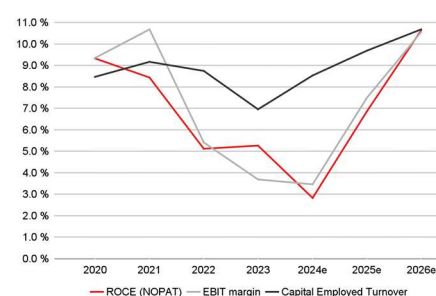
## Consolidated balance sheet

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
<b>Assets</b>							
Goodwill and other intangible assets	306.42	322.89	347.13	351.09	361.10	368.43	374.01
thereof other intangible assets	24.06	27.74	41.51	25.31	35.32	42.65	48.23
thereof Goodwill	221.96	222.41	222.41	229.08	229.08	229.08	229.08
Property, plant and equipment	97.66	101.89	95.58	67.27	62.94	56.42	48.47
Financial assets	0.40	0.78	0.96	1.21	1.21	1.21	1.21
Other long-term assets	28.96	28.30	21.41	27.68	27.68	27.68	27.68
<b>Fixed assets</b>	<b>433.44</b>	<b>453.86</b>	<b>465.08</b>	<b>447.26</b>	<b>452.93</b>	<b>453.73</b>	<b>451.37</b>
Inventories	1.51	1.50	1.07	0.94	1.00	1.00	1.00
Accounts receivable	75.20	83.03	75.12	68.54	75.00	86.10	95.30
Liquid assets	33.51	48.92	29.95	96.66	81.37	92.69	124.96
Other short-term assets	8.39	8.45	12.40	12.38	12.38	12.38	12.38
<b>Current assets</b>	<b>118.61</b>	<b>141.91</b>	<b>118.53</b>	<b>178.52</b>	<b>169.75</b>	<b>192.17</b>	<b>233.64</b>
<b>Total Assets</b>	<b>552.00</b>	<b>595.80</b>	<b>583.60</b>	<b>625.80</b>	<b>622.70</b>	<b>645.90</b>	<b>685.00</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	6.49	6.49	6.49	6.87	6.87	6.87	6.87
Capital reserve	65.77	66.93	67.56	114.54	114.54	114.54	114.54
Retained earnings	148.38	178.56	197.24	217.38	227.98	256.80	302.71
Other equity components	-0.19	-0.19	-0.19	-0.18	-0.18	-0.18	-0.18
Shareholders' equity	220.46	251.78	271.11	338.60	349.20	378.02	423.93
Minority interest	0.94	1.65	1.63	2.04	2.04	2.04	2.04
<b>Total equity</b>	<b>221.39</b>	<b>253.43</b>	<b>272.74</b>	<b>340.64</b>	<b>351.24</b>	<b>380.06</b>	<b>425.97</b>
Provisions	0.74	0.62	0.58	0.50	0.50	0.50	0.50
thereof provisions for pensions and similar obligations	0.74	0.62	0.58	0.50	0.50	0.50	0.50
Financial liabilities (total)	189.66	197.41	187.66	183.57	171.57	159.57	147.57
Short-term financial liabilities	14.02	16.11	16.92	20.75	20.75	20.75	20.75
Accounts payable	46.94	49.66	42.91	44.69	43.00	49.40	54.60
Other liabilities	93.31	94.65	79.73	56.37	56.37	56.37	56.37
<b>Liabilities</b>	<b>330.66</b>	<b>342.34</b>	<b>310.88</b>	<b>285.13</b>	<b>271.44</b>	<b>265.84</b>	<b>259.04</b>
<b>Total liabilities and shareholders' equity</b>	<b>552.00</b>	<b>595.80</b>	<b>583.60</b>	<b>625.80</b>	<b>622.70</b>	<b>645.90</b>	<b>685.00</b>

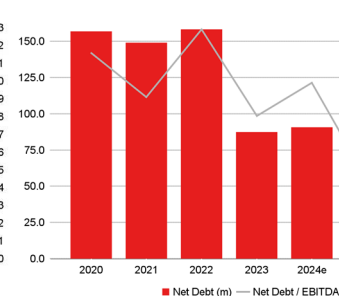
## Financial Ratios

	2020	2021	2022	2023	2024e	2025e	2026e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	3.0 x	3.3 x	3.5 x	3.9 x	4.8 x	5.6 x	6.4 x
Capital Employed Turnover	1.0 x	1.1 x	1.1 x	0.8 x	1.0 x	1.2 x	1.3 x
ROA	6.3 %	6.6 %	4.0 %	4.5 %	2.3 %	6.4 %	10.2 %
<b>Return on Capital</b>							
ROCE (NOPAT)	9.3 %	8.4 %	5.1 %	5.3 %	2.8 %	6.9 %	10.6 %
ROE	13.7 %	12.8 %	7.1 %	6.6 %	3.1 %	7.9 %	11.5 %
Adj. ROE	13.7 %	12.8 %	7.1 %	6.6 %	3.1 %	7.9 %	11.5 %
<b>Balance sheet quality</b>							
Net Debt	156.89	149.11	158.30	87.41	90.70	67.38	23.11
Net Financial Debt	156.15	148.49	157.72	86.91	90.21	66.89	22.61
Net Gearing	70.9 %	58.8 %	58.0 %	25.7 %	25.8 %	17.7 %	5.4 %
Net Fin. Debt / EBITDA	244.6 %	192.6 %	273.3 %	169.8 %	209.4 %	93.7 %	23.4 %
Book Value / Share	35.3	40.3	43.0	50.7	52.2	56.6	63.4
Book value per share ex intangibles	-13.8	-11.4	-12.1	-1.9	-1.8	1.4	7.5

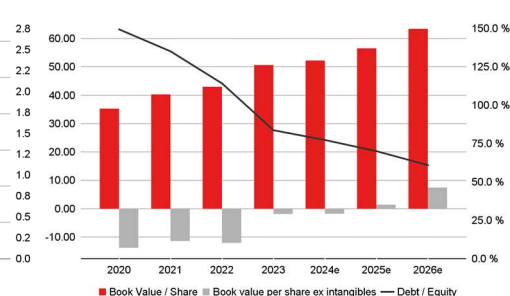
### ROCE Development



### Net debt in EUR m



### Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

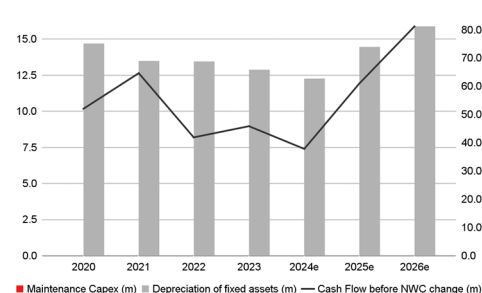
### Consolidated cash flow statement

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Net income	27.86	30.58	18.67	20.49	10.60	28.82	45.91
Depreciation of fixed assets	14.70	13.49	13.46	12.88	12.27	14.46	15.88
Amortisation of goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Amortisation of intangible assets	12.92	15.93	19.58	25.01	14.99	17.68	19.41
Increase/decrease in long-term provisions	-0.18	-0.12	-0.04	-0.08	0.00	0.00	0.00
Other non-cash income and expenses	-3.25	4.70	-9.83	-12.40	0.00	0.00	0.00
<b>Cash Flow before NWC change</b>	<b>52.04</b>	<b>64.57</b>	<b>41.84</b>	<b>45.90</b>	<b>37.86</b>	<b>60.96</b>	<b>81.21</b>
Increase / decrease in inventory	-0.42	0.01	0.05	0.13	-0.06	0.00	0.00
Increase / decrease in accounts receivable	-12.13	-7.83	11.31	6.58	-6.46	-11.10	-9.20
Increase / decrease in accounts payable	7.36	2.72	-14.64	1.78	-1.69	6.40	5.20
Increase / decrease in other working capital positions	-0.30	4.88	0.00	-0.90	0.00	0.00	0.00
Increase / decrease in working capital (total)	-5.49	-0.22	-3.28	7.59	-8.21	-4.70	-4.00
<b>Net cash provided by operating activities [1]</b>	<b>46.55</b>	<b>64.35</b>	<b>38.56</b>	<b>53.49</b>	<b>29.64</b>	<b>56.26</b>	<b>77.21</b>
Investments in intangible assets	-27.10	-30.02	-33.36	-22.25	-25.00	-25.00	-25.00
Investments in property, plant and equipment	-77.36	-17.81	-7.94	-7.94	-7.94	-7.94	-7.94
Payments for acquisitions	-22.90	-7.17	-7.91	-1.17	0.00	0.00	0.00
Financial investments	0.02	0.92	0.23	0.00	0.00	0.00	0.00
Income from asset disposals	0.05	0.53	1.64	-0.08	0.00	0.00	0.00
<b>Net cash provided by investing activities [2]</b>	<b>-59.51</b>	<b>-44.71</b>	<b>-42.48</b>	<b>-31.17</b>	<b>-32.94</b>	<b>-32.94</b>	<b>-32.94</b>
Change in financial liabilities	7.04	-4.23	-15.06	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	14.54	0.00	0.00	50.00	0.00	0.00	0.00
Other	0.00	0.00	0.00	-0.93	0.00	0.00	0.00
<b>Net cash provided by financing activities [3]</b>	<b>21.57</b>	<b>-4.23</b>	<b>-15.06</b>	<b>61.07</b>	<b>-12.00</b>	<b>-12.00</b>	<b>-12.00</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>8.62</b>	<b>15.41</b>	<b>-18.98</b>	<b>83.39</b>	<b>-15.29</b>	<b>11.32</b>	<b>32.27</b>
Effects of exchange-rate changes on cash	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Cash and cash equivalent at end of period</b>	<b>33.51</b>	<b>48.92</b>	<b>29.95</b>	<b>113.33</b>	<b>81.37</b>	<b>92.69</b>	<b>124.96</b>

### Financial Ratios

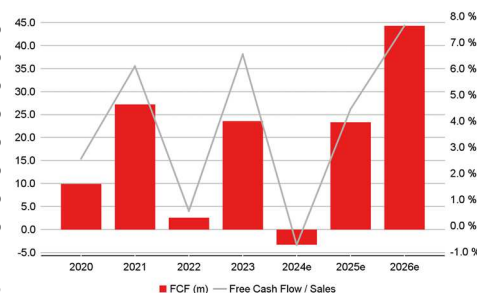
	2020	2021	2022	2023	2024e	2025e	2026e
<b>Cash Flow</b>							
FCF	9.92	27.20	2.58	23.56	-3.29	23.32	44.27
Free Cash Flow / Sales	2.6 %	6.1 %	0.6 %	6.5 %	-0.7 %	4.5 %	7.6 %
Free Cash Flow Potential	58.31	63.42	54.77	59.65	40.06	63.16	83.41
Free Cash Flow / Net Profit	36.4 %	90.2 %	13.8 %	117.0 %	-31.1 %	80.9 %	96.4 %
Interest Received / Avg. Cash	0.8 %	0.4 %	0.6 %	2.8 %	0.9 %	0.9 %	0.7 %
Interest Paid / Avg. Debt	2.0 %	1.9 %	1.7 %	1.6 %	1.7 %	1.8 %	2.0 %
<b>Management of Funds</b>							
Investment ratio	26.9 %	10.7 %	9.1 %	8.4 %	7.2 %	6.3 %	5.7 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	378.4 %	162.5 %	125.0 %	79.7 %	120.8 %	102.5 %	93.3 %
Avg. Working Capital / Sales	7.0 %	7.2 %	7.5 %	8.1 %	6.3 %	6.7 %	6.8 %
Trade Debtors / Trade Creditors	160.2 %	167.2 %	175.1 %	153.4 %	174.4 %	174.3 %	174.5 %
Inventory Turnover	117.4 x	131.4 x	182.6 x	162.3 x	218.2 x	240.2 x	257.2 x
Receivables collection period (days)	71	68	60	70	60	60	60
Payables payment period (days)	97	92	81	108	72	75	77
Cash conversion cycle (Days)	-23	-21	-18	-36	-10	-14	-16

### CAPEX and Cash Flow in EUR m



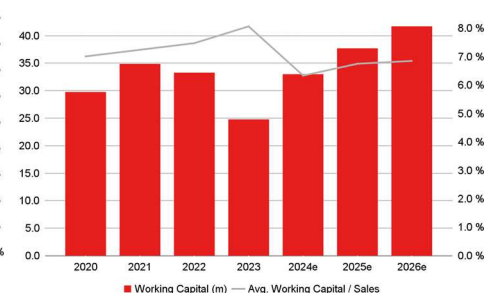
Source: Warburg Research

### 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	<a href="https://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005493365.htm">https://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005493365.htm</a>

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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-	<b>Buy:</b>	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	<b>Hold:</b>	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	<b>Sell:</b>	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	<b>Rating suspended:</b>	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	139	69
Hold	46	23
Sell	10	5
Rating suspended	6	3
<b>Total</b>	<b>201</b>	<b>100</b>

## 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	40	73
Hold	11	20
Sell	2	4
Rating suspended	2	4
<b>Total</b>	<b>55</b>	<b>100</b>

## PRICE AND RATING HISTORY HYPOPORT AS OF 12.11.2024



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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