

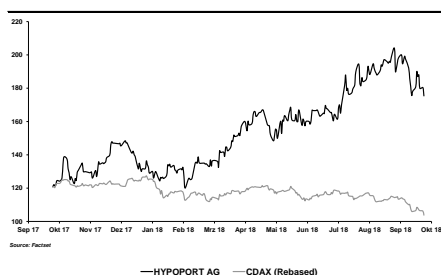


Company Flash Note

Neutral			
Recommendation unchanged			
Share price: EUR	175.40		
closing price as of 23/10/2018			
Target price: EUR	190.00		
Target Price unchanged			
Upside/Downside Potential	8.3%		
Reuters/Bloomberg HYQGN.DE/HYQ GR			
Market capitalisation (EURm)	1,087		
Current N° of shares (m)	6		
Free float	64%		
Daily avg. no. trad. sh. 12 mth	13		
Daily avg. trad. vol. 12 mth (m)	2,342.02		
Price high/low 12 months	120.00 / 204.00		
Abs Perfs 1/3/12 mths (%)	-11.77/6.05/45.26		
Key financials (EUR)	12/17	12/18e	12/19e
Sales (m)	195	247	280
EBITDA (m)	30	40	48
EBITDA margin	15.5%	16.2%	17.1%
EBIT (m)	23	32	38
EBIT margin	12.0%	12.7%	13.6%
Net Profit (adj.)(m)	18	24	30
ROCE	20.4%	17.5%	20.8%
Net debt/(cash) (m)	12	16	(12)
Net Debt/Equity	0.1	0.1	-0.1
Net Debt/EBITDA	0.4	0.4	-0.3
Int. cover(EBITDA/Fin.int)	92.1	42.2	50.5
EV/Sales	4.7	4.5	3.8
EV/EBITDA	30.3	27.5	22.4
EV/EBITDA (adj.)	30.3	27.5	22.4
EV/EBIT	39.1	35.0	28.3
P/E (adj.)	46.9	44.1	37.0
P/BV	10.9	10.1	8.0
OpFCF yield	-1.4%	-1.8%	2.4%
Dividend yield	0.0%	0.0%	0.0%
EPS (adj.)	3.10	3.98	4.74
BVPS	13.33	17.28	22.06
DPS	0.00	0.00	0.00

Shareholders

Slabke 36%;



Analyst(s)

Philipp Häßler, CFA
 philipp.haessler@equinet-ag.de
 +49 69 58997 414

Reason: Company newsflow

25 October 2018

Good preliminary Q3 results above expectations

Yesterday evening Hypoport released preliminary Q3 results which were better than expected. Revenues were up by around 45% yoy to EUR 70m (equinet: EUR 68m) and EBIT increased by c. 40% yoy to EUR 7.3m (equinet: EUR 7.0m). This is equivalent to an EBIT margin of 10.4% (equinet: 10.3%). The strong revenue increase qoq (+14%) was presumably mainly due to the recent acquisitions which were now consolidated for a full quarter for the first time. All in all good figures, Hypoport remains on track to reach its full year profit targets. We see it positively that Hypoport managed to keep its EBIT margin above 10%, i.e. the latest acquisitions seemed to have only a slightly dilutive effect on the overall profitability.

As we see the shares fairly valued at the moment we stick to our Neutral recommendation with a target price of EUR 190.00. We like the story and see strong earnings growth ahead but we think that this is adequately priced in at the moment with a 2019e PER of 37x. Hypoport is in pole position to benefit from an expected continuous strong demand for residential real estate properties by private investors. Additionally the insurance platform, which is currently still loss making, should become more and more an important earnings driver for the company in the coming years.

Hypoport - Q3 2018

EUR m	Q3 2018	Q3 2018e	Q3 2017	yoy	Cons.	delta
Revenues	70.0	68.2	48.4	44.5%	na	na
EBIT	7.3	7.0	5.2	39.4%	na	na
EBIT Margin	10.4%	10.3%	10.8%	-39 BP	na	na
Net Profit	na	5.2	4.2	na	na	na

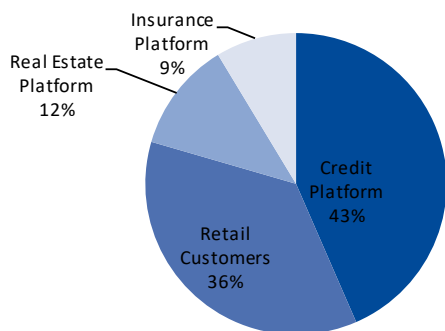
Sources: Hypoport, equinet Research

- ✓ EBIT margin declined by 39 bps yoy (-140 bps qoq) to 10.4%. Presumably the margin decline is also partially due to the recent acquisitions but this could have also resulted from a shift in the revenues mix. Another reason could have been integration costs for the acquisitions.
- ✓ In Q2 Hypoport announced the acquisitions of FIO SYSTEMS AG (25.4.), Value AG (3.5.) and ASC Assekuranz-Service Center (19.6.). Particularly the acquisition of ASC (which has not been consolidated in Q2), which has achieved sales of EUR 17.5m in 2017, should have contributed positively to the strong revenue growth in Q3.
- ✓ With EUR 192m revenues and an EBIT of 22.1m we see Hypoport on track to achieve its 2018 revenues (EUR 240m-260m) and EBIT (EUR 29-34m) targets. We forecast revenues of EUR 247.5m and an EBIT of EUR 31.5m for the full year, i.e. we expect a strong Q4 on an EBIT level.



Exhibit 1: Investment Case in Charts

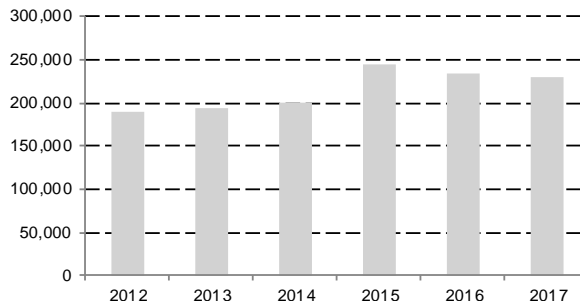
Business split (H1 2018)



Fin. Serv. (Europace) & Retail Cust. (Dr. Klein) are the key revenue pillars, the Ins. Platform should however be growth engine in the mid-term

Source: Hypoport, equinet Research

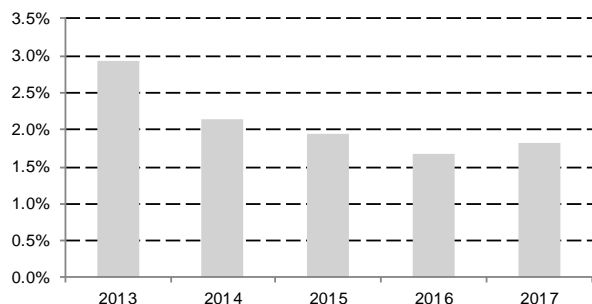
Market development (new mortgage loans in EUR m)



While the overall market development has been rather sluggish in recent years, HYP managed to increase its market share to c.18%.

Source: Bundesbank, equinet Research

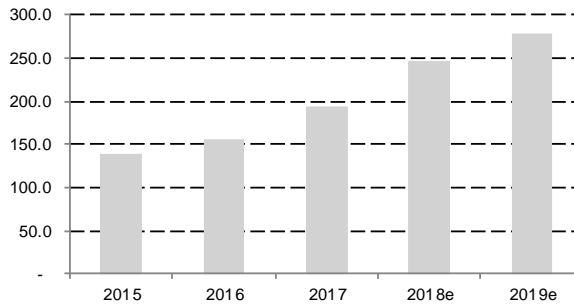
10YR Mortgage Rate development



10YR Mortgage rates on record low levels; we do not expect a sharp increase in the short term.

Source: Bundesbank, equinet Research

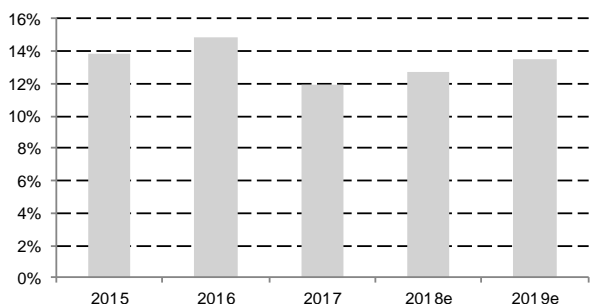
Revenues development (in EUR m)



The recent acquisitions together with a growing market share of Europace/Dr. Klein should be the main revenue drivers.

Source: Hypoport, equinet Research

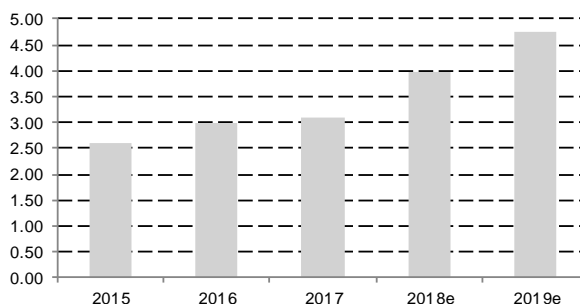
EBIT margin development



EBIT Margins should only slightly increase in 2018e/'19e due to investments into the online insurance marketplace.

Source: Hypoport, equinet Research





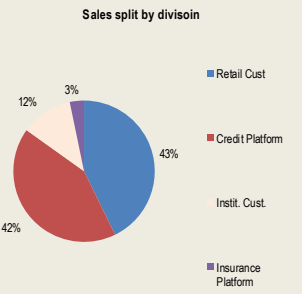
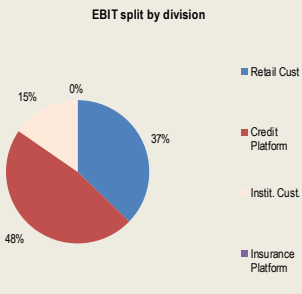
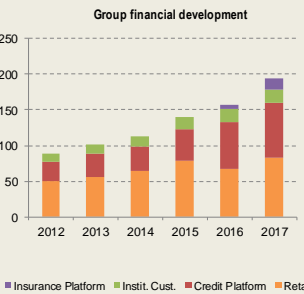
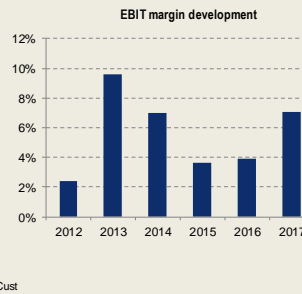
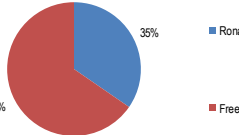
EPS development (in EUR)



We forecast EPS CAGR of 21% (2017e-'20e).

Source: Hypoport, equinet Research

Exhibit 2: At a Glance

Business Units	Credit Platform	Private Clients	Real Estate Platform	Insurance Platform				
		 DIE PARTNER FÜR IHRE FINANZEN						
Products/ applications	Through its credit platform Europace the company is enabling banks to distribute loans of more than 500 banks to its customers. Banks can also use Europace to solely process their own loan business.	Dr. Klein is the brand through which Hypoport is servicing retail customers. Dr. Klein's more than 500 IFAs advise customers on different financial products, the focus being clearly on mortgage loans.	Hypoport is brokering real estate loans to institutional customers via Dr. Klein Inst. Clients. Following the transactions of Value and FIO Hypoport offers also real estate valuation and different software (e.g. for brokering real estate) solutions.	Hypoport's youngest business unit targets the insurance market. Idea is to build an Europace for the insurance industry, i.e. an online insurance market place which comprises products comparison, advice tools and processing of the policies and claims management.				
Customers	Customers range from mortgage brokers via Postbank to savings and mutual banks. Savings and mutual banks are serviced via two separate joint ventures. Although we do not have any figures we do not see Europace being dependent on a few single customers.	Customers are normal retail customers with average financing needs. Mortgage customers should be above average incomes. Very diversified customer base, no dependence on single customers at all.	Customers of Dr. Klein are professional real estate investors, mainly public housing investors. Customers of FIO and Value are mainly banks. We do not have any figures, but the dependence on single customers may be somewhat higher for Dr. Klein.	Potential customers include insurance brokers, IFAs and insurance companies. At the moment HYP has only customers which use certain parts of the software. Revenues are still on low level, i.e. customer dependence not an issue yet.				
Market share/ positioning	Overall market share of Europace in GER Europace's only market, in mortgage loans is around 15%. Market share of around 50% among mortgage brokers, market share of only 4% among savings/ 2% with mutual	No figures available, we estimate that Dr. Klein has a market share of around 10%.	No figures available, but Dr. Klein's market share should be around 20%. FIO has a market share of above 80% among the savings banks with its real estate brokerage software.	Market share not yet meaningful as this unit is still in the ramp-up phase.				
Drivers	Main driver is the demand for mortgage loans which is impacted by level of interest rates and demand for apartments/housing.	Main driver is the demand for mortgage loans which is impacted by level of interest rates and demand for apartments/housing.	High dependence on the public hand; even if the need for more public housing is high, the process until construction starts and a loan is needed may take long. Winning market share of FIO % Value among banks.	Overall growth of insurance premiums and growing need for insurers and brokers to increase efficiency.				
Main competitors	Interhyp is the only competitor offering a comparable solution.	Main competitors are mortgage brokers like Interhyp, Swiss Life Select and Planet Home. IFAs like MLP, OVB or DVAG focus more on insurance/investment products.	Mainly savings banks, but also mutual and private banks for the brokerage business. FIO's competitors are other software companies.	At the moment similar software solutions are offered by Acturis and Finanzsoft/softair.				
Entry barriers/ competitive advantage	Entry barriers depend on the different business units. Highest entry barriers exist in our view in Hypoport's strongest growing unit, Europace. With the underlying technology and the extensive customer relationships HYP has a decisive competitive advantage compared to other players.							
Strategy & Guidance	Strategy: (I) Winning more customers for Europace to realize economies of scale. (II) Build-up of an insurance marketplace in the mid-to-long term. (III) Developing Private and Institutional Clients further which should continue to benefit from the housing boom in Germany		Guidance 2018: Revenue: EUR 240m-260m EBIT EUR 29m-34m	equinet Estimates Revenue: 247 y/y 120.3% EBIT margin 12.7%	Consensus 257 129.0% 12.7%			
2017	Sales (EURm) 112.3 y/y 11.1%	EBITDA (EURm) 12.7 Margin 11.3%	EBIT (EURm) 7.9 Margin 7.1%	EPS 3Y hist. CAGR 16.9%				
Sales & EBIT Split								
Shareholder structure & management	CEO Ronald Slabke Major shareholder and CEO (since 2010) • With Hypoport since 2002 • >20 years experience in the banking industry • prior to becoming CEO he was board member of Hypoport (since 2002). He joined Dr. Klein & Co GmbH & Co. KG in 1996, he became a board member in 2000.		Stephan Gawarecki Board Member (since 2010) • With Dr. Klein since 2004 • almost 20 years experience in the banking/insurance industry • Prior to his career at Dr. Klein Mr. Gwarecki worked for FinanceScout 24 and Deutscher Ring • Mr. Gawarecki is responsible for the segments Private Clients and Insurance Platform.		Shareholder structure 			
# of employees FY	917							

Source: Hypoport, equinet Research



Hypoport AG : Summary tables

PROFIT & LOSS (EURm)	12/2015	12/2016	12/2017	12/2018e	12/2019e	12/2020e
Sales	139	157	195	247	280	310
Cost of Sales & Operating Costs	0.0	0.0	0.0	0.0	0.0	0.0
Non Recurrent Expenses/Income	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	25.1	28.3	30.1	40.0	47.9	56.9
EBITDA (adj.)*	25.1	28.3	30.1	40.0	47.9	56.9
Depreciation	5.8	5.1	6.8	8.5	10.0	11.5
EBITA	30.9	33.4	36.9	48.5	57.9	68.4
EBITA (adj)*	30.9	33.4	36.9	48.5	57.9	68.4
Amortisations and Write Downs	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	19.3	23.2	23.3	31.5	37.9	45.4
EBIT (adj.)*	19.3	23.2	23.3	31.5	37.9	45.4
Net Financial Interest	-0.1	-0.4	-0.3	-0.9	-0.9	-0.9
Other Financials	0.0	0.0	0.0	0.0	0.0	0.0
Associates	0.0	0.0	0.0	0.0	0.0	0.0
Other Non Recurrent Items	0.0	0.0	0.0	0.0	0.0	0.0
Earnings Before Tax (EBT)	19.1	22.8	23.0	30.6	37.0	44.4
Tax	3.2	4.8	4.6	6.1	7.4	8.9
<i>Tax rate</i>	<i>n.m.</i>	<i>n.m.</i>	<i>n.m.</i>	<i>n.m.</i>	<i>n.m.</i>	<i>n.m.</i>
Discontinued Operations	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	0.0	0.0	0.0	0.0	0.0	0.0
Net Profit (reported)	15.9	18.0	18.4	24.5	29.6	35.4
Net Profit (adj.)	15.9	18.0	18.4	24.5	29.6	35.4
CASH FLOW (EURm)	12/2015	12/2016	12/2017	12/2018e	12/2019e	12/2020e
Cash Flow from Operations before change in NWC	23.7	25.8	24.2	27.7	38.6	46.9
Change in Net Working Capital	2.9	-8.2	-16.0	10.8	-2.0	-2.0
Cash Flow from Operations	26.7	17.6	8.3	38.5	36.6	44.9
Capex	-7.1	-12.6	-21.2	-58.0	-10.0	-12.0
Net Financial Investments	-6.9	-7.4	4.9	14.1	2.0	2.1
Free Cash Flow	12.7	-2.4	-8.1	-5.4	28.6	35.0
Dividends	0.0	0.0	0.0	0.0	0.0	0.0
Other (incl. Capital Increase & share buy backs)	-3.6	1.5	-2.8	1.0	0.0	0.0
Change in Net Debt	9.1	-0.8	-10.9	-4.4	28.6	35.0
NOPLAT	13.5	16.3	16.3	22.1	26.5	31.7
BALANCE SHEET & OTHER ITEMS (EURm)	12/2015	12/2016	12/2017	12/2018e	12/2019e	12/2020e
Net Tangible Assets	2.6	2.6	4.4	4.4	4.4	5.4
Net Intangible Assets (incl. Goodwill)	31.9	41.7	56.0	105	105	105
Net Financial Assets & Other	0.0	1.1	1.4	1.4	1.4	1.4
Total Fixed Assets	34.5	45.4	61.8	111	111	112
Cash (-)	-24.8	-22.4	-14.3	-8.9	-37.5	-72.5
Shareholders Equity	52.4	63.8	82.6	107	137	172
Minority	0.3	0.3	0.3	0.3	0.3	0.4
Total Equity	52.7	64.1	82.9	107	137	172
Long term interest bearing debt	0.0	0.0	0.0	0.0	0.0	0.0
Provisions	0.0	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	-9.3	-6.7	-13.1	3.9	4.9	6.9
Total Long Term Liabilities	-9.3	-6.7	-13.1	3.9	4.9	6.9
Short term interest bearing debt	24.7	23.2	26.0	25.0	25.0	25.0
Net Working Capital	8.9	12.9	19.6	16.0	18.0	20.0
GROWTH & MARGINS	12/2015	12/2016	12/2017	12/2018e	12/2019e	12/2020e
<i>Sales growth</i>	<i>23.7%</i>	<i>12.7%</i>	<i>24.4%</i>	<i>27.0%</i>	<i>13.0%</i>	<i>11.0%</i>
EBITDA (adj.)* growth	97.5%	12.9%	6.4%	32.9%	19.7%	18.6%
<i>EBITA (adj.)* growth</i>	<i>76.9%</i>	<i>8.1%</i>	<i>10.6%</i>	<i>31.4%</i>	<i>19.3%</i>	<i>18.0%</i>
<i>EBIT (adj.)* growth</i>	<i>142.7%</i>	<i>20.6%</i>	<i>0.3%</i>	<i>35.3%</i>	<i>20.2%</i>	<i>19.6%</i>



Hypoport AG : Summary tables

GROWTH & MARGINS	12/2015	12/2016	12/2017	12/2018e	12/2019e	12/2020e
Net Profit growth	168.1%	13.7%	2.1%	32.8%	20.9%	19.8%
EPS adj. growth	175.1%	15.5%	2.0%	28.5%	19.0%	19.8%
DPS adj. growth						
EBITDA (adj)* margin	18.0%	18.1%	15.5%	16.2%	17.1%	18.3%
EBITA (adj)* margin	22.2%	21.3%	19.0%	19.6%	20.7%	22.0%
EBIT (adj)* margin	13.9%	14.8%	12.0%	12.7%	13.6%	14.6%
RATIOS	12/2015	12/2016	12/2017	12/2018e	12/2019e	12/2020e
Net Debt/Equity	0.0	0.0	0.1	0.1	-0.1	-0.3
Net Debt/EBITDA	0.0	0.0	0.4	0.4	-0.3	-0.8
Interest cover (EBITDA/Fin.interest)	n.m.	70.6	92.1	42.2	50.5	59.9
Capex/D&A	-121.3%	-247.3%	-311.2%	-682.4%	-100.0%	-104.3%
Capex/Sales	5.1%	8.0%	10.9%	23.4%	3.6%	3.9%
NWC/Sales	6.4%	8.2%	10.1%	6.5%	6.4%	6.4%
ROE (average)	34.9%	31.0%	25.2%	25.8%	24.3%	22.9%
ROCE (adj.)	31.1%	28.4%	20.4%	17.5%	20.8%	24.3%
WACC	7.8%	7.8%	7.8%	7.8%	7.8%	7.8%
ROCE (adj.)/WACC	4.0	3.7	2.6	2.3	2.7	3.1
PER SHARE DATA (EUR)***	12/2015	12/2016	12/2017	12/2018e	12/2019e	12/2020e
Average diluted number of shares	6.0	5.9	5.9	6.2	6.2	6.2
EPS (reported)	2.63	3.04	3.10	3.92	4.74	5.67
EPS (adj.)	2.63	3.04	3.10	3.98	4.74	5.67
BVPS	8.46	10.30	13.33	17.28	22.06	27.78
DPS	0.00	0.00	0.00	0.00	0.00	0.00
VALUATION	12/2015	12/2016	12/2017	12/2018e	12/2019e	12/2020e
EV/Sales	3.6	3.1	4.7	4.5	3.8	3.3
EV/EBITDA	19.9	17.0	30.3	27.5	22.4	18.3
EV/EBITDA (adj.)*	19.9	17.0	30.3	27.5	22.4	18.3
EV/EBITA	16.1	14.4	24.7	22.7	18.5	15.2
EV/EBITA (adj.)*	16.1	14.4	24.7	22.7	18.5	15.2
EV/EBIT	25.9	20.8	39.1	35.0	28.3	22.9
EV/EBIT (adj.)*	25.9	20.8	39.1	35.0	28.3	22.9
P/E (adj.)	30.6	25.6	46.9	44.1	37.0	30.9
P/BV	9.5	7.5	10.9	10.1	8.0	6.3
Total Yield Ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EV/CE	11.5	8.4	11.4	8.8	8.4	8.0
OpFCF yield	3.9%	1.0%	-1.4%	-1.8%	2.4%	3.0%
OpFCF/EV	3.9%	1.0%	-1.4%	-1.8%	2.5%	3.2%
Payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Dividend yield (gross)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EV AND MKT CAP (EURm)	12/2015	12/2016	12/2017	12/2018e	12/2019e	12/2020e
Price** (EUR)	80.50	77.75	145.35	175.40	175.40	175.40
Outstanding number of shares for main stock	6.2	6.2	6.2	6.2	6.2	6.2
Total Market Cap	499	482	900	1,087	1,087	1,087
Net Debt	0	1	12	16	-12	-47
<i>o/w Cash & Marketable Securities (-)</i>	<i>-25</i>	<i>-22</i>	<i>-14</i>	<i>-9</i>	<i>-37</i>	<i>-72</i>
<i>o/w Gross Debt (+)</i>	<i>25</i>	<i>23</i>	<i>26</i>	<i>25</i>	<i>25</i>	<i>25</i>
Other EV components	0	0	0	0	0	0
Enterprise Value (EV adj.)	499	483	912	1,103	1,074	1,039

Source: Company, equinet Bank estimates.

Notes

* Where EBITDA (adj.) or EBITA (adj.) = EBITDA (or EBITA) -/+ Non Recurrent Expenses/Income and where EBIT (adj.) = EBIT -/+ Non Recurrent Expenses/Income - PPA amortisation

**Price (in local currency): Fiscal year end price for Historical Years and Current Price for current and forecasted years

Sector: Financial Services Industrials/FinSvc Industrials

Company Description: Hypoport is a financial service provider focusing on real estate loans. Key product is the Europace platform which is an internet based platform enabling banks on the one hand to more efficiently process their mortgage basis and on the other hand to get access to more than 250 product partners.



Recommendations and Disclosures

Coverage	Analyst	Target	Rating	Disc.	Coverage	Analyst	Target	Rating	Disc.
1&1DRILLISCHAG	Sen	66.00	Buy		Logwin	Mildner	165.00	Accumulate	2/3
2G Energy	Rüzgar	23.50	Accumulate	2/3/5	Manz AG	Rüzgar	37.00	Neutral	2/3
Aareal Bank	Häßler	41.00	Buy		MAXAutomation SE	Becker	6.70	Buy	2/3
adidas	Josefson	228.00	Accumulate		Merck	Berzhanin	112.00	Buy	
Adler Modemaerkte	Josefson	6.35	Buy	7	Merkur Bank	Häßler	10.00	Buy	2/7
ADLER Real Estate	Mayer	20.00	Buy		Metro AG	Bruns	17.00	Buy	
Aixtron	Sen	14.00	Buy	2/3	MLP	Häßler	7.50	Buy	2/3
Allianz	Häßler	220.00	Buy		MTU Aero Engines	Rüzgar	155.00	Reduce	2
Axel Springer	Josefson	67.00	Accumulate		Munich Re	Häßler	210.00	Accumulate	
Bayer	Berzhanin	96.00	Buy		Nemetschek SE	Mildner	47.00	Reduce	5
Baywa	Bruns	33.00	Buy	2/7	Norma Group	Schuldt	54.00	Neutral	
BB Biotech	Berzhanin	73.00	Buy	7	OHB SE	Rüzgar	40.00	Buy	7
Biotest	Berzhanin	24.10	Neutral	2/3	OVH Holding AG	Häßler	20.00	Buy	2/5/7
BMW	Schuldt	91.00	Buy		Patrizia	Mayer	20.00	Accumulate	
Brenntag	Hinkel	59.80	Buy	2	Pfeiffer Vacuum	Sen	162.00	Buy	5
Ceconomy AG	Bruns	5.00	Neutral		Procredit Holding	Häßler	15.00	Buy	2/3/5
comdirect	Häßler	13.50	Buy	7	PSI SOFTWARE AG	Mildner	20.00	Buy	2/3
Commerzbank	Häßler	9.20	Neutral		Puma	Josefson	565.00	Buy	
Continental	Schuldt	230.00	Buy		PWO	Schuldt	50.00	Buy	2/3
CORESTATE Capital Holding S.A.	Mayer	66.00	Buy	2/5	Rheinmetall	Rüzgar	80.00	Neutral	
CTS Eventim	Heilmann	37.50	Reduce		RIB Software	Mildner	25.00	Buy	2/3
Daimler AG	Schuldt	64.00	Buy		RTL Group	Josefson	72.00	Accumulate	
Daldrup & Soehne	Becker	13.20	Buy	2/3/5	S&TAG	Sen	27.00	Buy	2/3
Demire	Mayer	4.80	Accumulate	2/5	SAF-Holland	Schuldt	13.80	Accumulate	
Deutsche Bank	Häßler	14.00	Buy		Schaeffler	Tanzer	14.30	Buy	
Deutsche EuroShop	Mayer	30.00	Neutral		Schaltbau Holding AG	Becker	32.90	Buy	2/7
Deutsche Pfandbriefbank	Häßler	14.50	Accumulate		SCOUT24	Heilmann	44.00	Neutral	2
Deutsche Telekom	Sen	13.30	Neutral		Siegfried Holding AG	Berzhanin	399.00	Neutral	7
Duerr	Augustin	30.00	Neutral		Siemens Healthineers AG	Rüzgar	39.00	Neutral	2
DWS	Häßler	34.00	Buy		SLM Solutions	Sen	15.00	Sell	
EringKlinger	Schuldt	7.00	Sell		SMT Scharf AG	Rüzgar	18.00	Neutral	2/3
elumeo SE	Josefson	10.90	Accumulate		Software AG	Mildner	30.00	Sell	
Epigenomics AG	Berzhanin	3.70	Buy	2/3	Stabilus	Tanzer	91.00	Buy	
Euromicron AG	Becker	11.40	Buy	2/3/5	Suedzucker	Bruns	11.70	Reduce	
Evonik	Hinkel	41.00	Buy		SuessMicroTec	Sen	13.80	Accumulate	
Eyemaxx Real Estate	Mayer	18.00	Buy	2/5/7	Surteco Group	Mildner	26.50	Buy	2/3
Ferratum	Häßler	23.00	Buy		Symrise AG	Hinkel	67.00	Neutral	
Fielmann	Heilmann	55.00	Neutral		Syzgy AG	Heilmann	11.50	Accumulate	2/3
First Sensor AG	Becker	27.40	Buy	7	TAKKTAG	Bruns	18.50	Neutral	2
Freenet	Sen	36.00	Buy	2	Talanx Group	Häßler	39.00	Buy	
FuchsPetrolub	Hinkel	48.00	Neutral		Technotrans	Becker	43.00	Accumulate	2/3
Gea Group	Augustin	33.00	Neutral		TELECOLUMBUS	Sen	4.80	Buy	
Gerritshheimer AG	Rüzgar	69.00	Neutral		Telefonica Deutschland	Sen	3.40	Sell	
Gerry Weber	Josefson	3.80	Reduce		United Internet	Sen	63.00	Buy	
Cesco	Becker	35.60	Buy	2/3	Vapiano	Bruns	20.00	Buy	2/7
GFT Technologies	Mildner	15.50	Buy	2/3	va-Q-tec	Sen	12.00	Buy	2/3
Gigaset	Sen	0.85	Accumulate	2/3	Viscom	Rüzgar	28.00	Buy	2/3
Grenke	Häßler	90.00	Neutral		Volkswagen	Schuldt	154.00	Neutral	
Hannover Re	Häßler	110.00	Neutral		Wacker Neuson SE	Becker	24.10	Neutral	
Heidelberg Pharma	Berzhanin	3.50	Accumulate	2/3	windeln.de	Josefson	3.10	Buy	2
Heidelberger Druck	Augustin	2.90	Buy		XING SE	Heilmann	305.00	Accumulate	
HELLA GmbH & Co. KGaA	Tanzer	51.00	Accumulate		Zalando	Josefson	44.50	Neutral	
Hornbach Holding	Bruns	89.00	Buy						
Hugo Boss	Josefson	80.00	Buy						
Hypoport AG	Häßler	190.00	Neutral	2/7					
INDUS Holding AG	Becker	55.70	Neutral						
Intershop Communications AG	Mildner	1.85	Accumulate	2/7					
K+S AG	Hinkel	24.00	Buy						
Koenig & Bauer	Augustin	48.00	Neutral						
Krones AG	Augustin	118.00	Accumulate						
KWSSAAT	Hinkel	348.00	Buy						
Lanxess	Hinkel	83.00	Buy						
LEG Immobilien AG	Mayer	104.00	Accumulate						
Leoni	Schuldt	34.00	Accumulate						
Linde	Hinkel	176.00	Neutral						

* = Coverage suspended

Source: equinet Recommendations



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Buy - The stock is expected to generate a total return of over 20% during the next 12 months time horizon.

Accumulate - The stock is expected to generate a total return of 10% to 20% during the next 12 months time horizon.

Hold - The stock is expected to generate a total return of 0% to 10% during the next 12 months time horizon

Reduce - The stock is expected to generate a total return of 0 to -10% during the next 12 months time horizon

Sell - The stock is expected to generate a total return below -10% during the next 12 months time horizon

Basis of Valuation

Equinet Bank uses for valuation purposes primarily DCF-Valuations and Sum-Of-The-Parts-Valuations as well as peer group comparisons.

Share prices

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Sources

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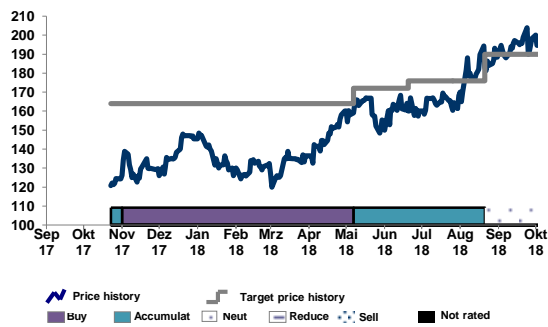


Recommendation history for HYPOPORT AG

Date	Recommendation	Target price	Price at change date
21. Aug 18	Neutral	190.00	183.00
20. Jun 18	Accumulate	176.00	160.00
07. Mai 18	Accumulate	172.00	159.00
01. Nov 17	Buy	164.00	126.10
10. Okt 17	Accumulate	164.00	152.90
03. Aug 17	Accumulate	131.00	119.15
08. Mai 17	Accumulate	114.00	103.00
25. Aug 16	Buy	100.00	82.50

Source: Factset & ESN, price data adjusted for stock splits.

This chart shows equinet Bank continuing coverage of this stock; the current analyst may or may not have covered it over the entire period. Current analyst: Philipp Häßler, CFA (since 25/08/2016)





ESN Recommendation System

The ESN Recommendation System is **Absolute**. It means that each stock is rated on the basis of a **total return**, measured by the upside potential (including dividends and capital reimbursement) over a **12 month time horizon**.



The ESN spectrum of recommendations (or ratings) for each stock comprises 5 categories: **Buy (B)**, **Accumulate (A)**, **Neutral (N)**, **Reduce (R)** and **Sell (S)**.

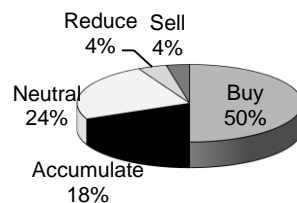
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- **Accumulate:** the stock is expected to generate total return of **5% to 15%** during the next 12 months time horizon
- **Neutral:** the stock is expected to generate total return of **-5% to +5%** during the next 12 months time horizon
- **Reduce:** the stock is expected to generate total return of **-5% to -15%** during the next 12 months time horizon
- **Sell:** the stock is expected to generate total return **under -15%** during the next 12 months time horizon
- **Rating Suspended:** the rating is suspended due to a change of analyst covering the stock or a capital operation (take-over bid, SPO, ...) where the issuer of the document (a partner of ESN) or a related party of the issuer is or could be involved
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Certain flexibility on the limits of total return bands is permitted especially during higher phases of volatility on the markets

Equinet Bank Ratings Breakdown



For full ESN Recommendation and Target price history (in the last 12 months) please see ESN Website [Link](#)

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Members of ESN (European Securities Network LLP)



Banca Akros S.p.A.
 Viale Eginardo, 29
 20149 MILANO
 Italy
 Phone: +39 02 43 444 389
 Fax: +39 02 43 444 302



Caixa-Banco de Investimento
 Avenida João XXI, 63
 1000-300 Lisboa
 Portugal
 Phone: +351 21 313 73 00
 Fax: +351 21 389 68 98



CM - CIC Market Solutions
 6, avenue de Provence
 75441 Paris
 Cedex 09
 France
 Phone: +33 1 53 48 81 93



equinet Bank AG
 Gräfrstraße 97
 60487 Frankfurt am Main
 Germany
 Phone: +49 69 – 58997 – 212
 Fax: +49 69 – 58997 – 299



GVC Gaesco Beka, SV, SA
 C/ Marques de Villamagna 3
 28001 Madrid
 Spain
 Phone: +34 91 436 7813



Investment Bank of Greece
 32 Aigialeias Str & Paradissou,
 151 25 Maroussi,
 Greece
 Phone: +30 210 81 73 383



NIBC Bank N.V.
 Gustav Mahlerlaan 348
 P.O.Box 235
 1082 ME Amsterdam
 The Netherlands
 Phone: +31 20 550 8500
 Fax: +31 20 626 8064



OP Corporate Bank plc
 P. O. Box 308
 Teollisuuskatu 1, 00013 Helsinki
 Finland
 Phone: +358 10 252 011
 Fax: +358 10 252 2703

