

Recommendation:

**BUY** (BUY)

Risk:

**HIGH** (HIGH)

Price Target:

**EUR 13.00** (11.00)

04 November 2013

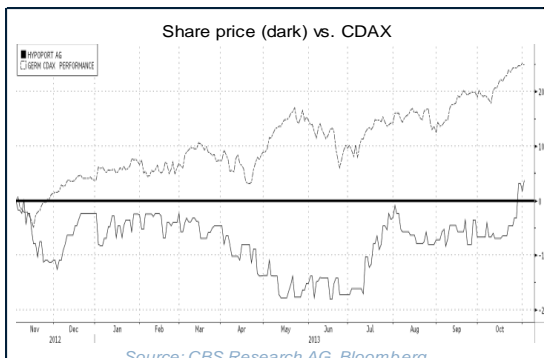
## Hypoport achieves best quarterly result ever and confirms its forecast for the full year 2013

- Hypoport AG today disclosed its 9M 2013 results, posting double-digit top-line growth of 20%, while EBITDA remained virtually unchanged yoy. Backed by strong operating indicators as well as the advancing restructuring of its insurance business, Hypoport achieved its best quarterly result in corporate history.
- The Private Clients business recorded in 9M 2013 an 18.9% increase in total volume of loans processed, which reached EUR 4.1bn (PY: EUR 3.4bn). This volume increase reflected a consistently high demand for mortgage finance coupled with highly attractive conditions available on building finance products. The volume of insurance products transactions grew by 16.5% to EUR 15.8m (PY: EUR 13.6m). A decline concerning health insurance transactions was overcompensated by an improvement in life insurance and general insurance transactions. With respect to the Financial Service Providers business unit – the volume of transactions processed on EUROPACE in 9M 2013 expanded by 11.4% on a yoy basis to EUR 24.3bn (PY: EUR 21.8bn), whereas its transaction volume in 3Q 2013 even grew by 19.3% yoy reaching a new record figure of EUR 8.6bn (PY: EUR 7.2bn). The revenue contribution of the Institutional Clients business unit rose by 12.3% yoy to EUR 9.1m (PY: EUR 8.1m).
- In 9M 2013 consolidated revenues jumped to EUR 75.7m (PY: EUR 62.9m). At the same time, disproportionately higher selling expenses and considerably higher personnel as well as higher other operating expenses offset the favourable top-line development. Accordingly, EBITDA remained unchanged at EUR 7.2m (PY: EUR 7.2m). As a result of lower depreciation & amortization expenses, EBIT increased by 13.2% to EUR 4.1m (PY: EUR 3.7m). But the EBIT margin declined from 5.8% to 5.5%. Having benefited from reversals of deferred taxes in 1H, 9M 2013 net profit reached EUR 3.5m (PY: EUR 1.6m) or EUR 0.57 (PY: EUR 0.34) on a per share basis.
- Ronald Slabke (CEO) confirmed the guidance for 2013, namely, to achieve a two-digit sales growth and to return to income levels of record years.
- Accounting for the most recent results, the operative development as well as the management guidance, we have adjusted our estimates as we believe Hypoport's efforts to adapt its business to altering market conditions and to grow seem to bear fruits. Considering the new estimates our valuation indicates a fair value of EUR 13.48. Accordingly, **we reiterate our BUY recommendation and lift our PT to EUR 13.00**, emphasising the catch-up potential of the stock relative to the market.

### Key data

Y/E Dec 31, EUR m	2010	2011	2012	2013E	2014E	2015E
Revenues	66.9	84.4	87.8	103.8	114.4	120.7
EBITDA	11.1	11.5	8.1	9.9	12.4	13.9
EBIT	6.4	6.8	3.2	5.7	7.3	8.1
Net result	3.3	3.7	-0.8	4.5	4.4	4.8
Basic EPS	0.53	0.60	-0.13	0.74	0.71	0.79
DPS	0.00	0.00	0.00	0.00	0.00	0.00
EBITDA margin	16.7%	13.6%	9.3%	9.6%	10.8%	11.5%
EBIT margin	9.6%	8.0%	3.6%	5.5%	6.4%	6.7%
EV/EBITDA	6.0	5.8	8.2	6.7	5.4	4.8
EV/EBIT	10.4	9.9	20.9	11.7	9.1	8.3
P/E	16.9	14.9	n.a.	12.3	12.7	11.4

Source: CBS Research AG, Hypoport AG



Source: CBS Research AG, Bloomberg

Change	2013E		2014E		2015E	
EUR m	new	old	new	old	new	old
Revenues	103.8	99.8	114.4	104.6	120.7	107.3
EBIT	5.7	3.8	7.3	5.3	8.1	6.8
EPS	0.74	0.52	0.71	0.49	0.79	0.62

www.hypoport.com

WKN: 549336

Reuters: HYQG.N.DE

Sector: Financial Services

ISIN: DE0005493365

Bloomberg: HYQ GY

### Short company profile:

The Hypoport Group is an internet-based financial services provider that consists of two mutually supportive pillars, namely Dr. Klein and EUROPACE.

### Share data:

Share price (EUR, latest closing price):	<b>9.02</b>
Shares outstanding (m):	6.1
Market capitalisation (EUR m):	55.3
Enterprise value (EUR m):	67.0
Ø daily trading volume (3 m., no. of shares):	1,190

### Performance data:

High 52 weeks (EUR):	10.00
Low 52 weeks (EUR):	6.97
Absolute performance (12 months):	4.1%
Relative performance vs. CDAX:	
1 month	16.0%
3 months	7.7%
6 months	13.6%
12 months	-16.5%

### Shareholders:

Revenia GmbH	34.8%
Kretschmar Familienstiftung	12.9%
Deutsche Postbank AG	9.7%
Sparta AG	5.8%
Free Float	36.8%

### Financial calendar:

German Equity Forum in Frankfurt	November 11, 2013
Annual Report 2013	expected in March 2014

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## News flow since last update

### EUROPACE AG

16 October 2013 – The volume of transactions processed on EUROPACE in 9M 2013 expanded by 11.4% on a yoy basis to EUR 24.3bn (PY: EUR 21.8bn), whereas its transaction volume in 3Q 2013 even grew by 19.3% yoy reaching a new record figure of EUR 8.6bn (PY: EUR 7.2bn). Recording a 9.4% yoy increase, at EUR 18.8bn (PY: EUR 17.1bn), mortgage finance in 9M 2013 made the largest contribution to EUROPACE's aggregate business volume. The transactions volume in personal loans rose by 17.8% to EUR 1.0bn (PY: EUR 0.9bn). Building finance generated the sharpest growth, advancing by 18.4% yoy to EUR 4.5bn (PY: EUR 3.8bn).

**EUROPACE achieves a new record figures concerning the volume processed transactions in 3Q 2013**

### Dr. Klein & Co. AG

23 October 2013 – Dr. Klein & Co. AG's Private Clients division reported double-digit yoy growth rates regarding its volumes of loan and insurance transactions in 9M 2013. Accordingly, the volume of loan transactions recorded in 9M 2013 increased by 18.9% yoy to approx. EUR 4.1bn (PY: EUR 3.4bn), mainly owing to a consistently high demand for mortgage finance coupled with highly attractive terms and conditions available on building finance products. The volume of insurance transactions achieved in 9M 2013 expanded by 16.5% to EUR 15.8m (PY: EUR 13.6m). A decline concerning health insurance transactions was overcompensated by an improvement in life insurance and general insurance transactions.

**Dr. Klein achieves double-digit growth in transaction volumes**

## Valuation

### Peer group: Company data in EURm

Company name	Market cap.	EV	Sales			EBITDA			EBIT			EPS (EUR)		
			2013E	2014E	2015E	2013E	2014E	2015E	2013E	2014E	2015E	2013E	2014E	2015E
MONEYSUPERMARKET.COM	989.0	958.3	262.5	280.2	302.6	93.1	100.6	110.6	70.5	77.3	86.0	0.1	0.1	0.1
OVB HOLDING AG	262.4	234.8	202.5	206.0	211.0	14.2	16.1	17.7	11.0	12.6	13.9	0.6	0.7	0.7
MLP AG	500.6	1,401.5	573.0	590.7	609.0	79.6	83.7	87.1	65.7	68.5	72.6	0.4	0.5	0.5
ARAGON AG	30.6	26.6	105.0	108.0	110.0	3.0	4.6	5.1	1.1	2.7	3.3	0.1	0.2	0.2
<b>Average</b>	<b>445.6</b>	<b>655.3</b>	<b>285.8</b>	<b>296.2</b>	<b>308.1</b>	<b>47.5</b>	<b>51.3</b>	<b>55.1</b>	<b>37.1</b>	<b>40.3</b>	<b>43.9</b>	<b>0.3</b>	<b>0.4</b>	<b>0.4</b>
<b>Median</b>	<b>381.5</b>	<b>596.5</b>	<b>232.5</b>	<b>243.1</b>	<b>256.8</b>	<b>46.9</b>	<b>49.9</b>	<b>52.4</b>	<b>38.3</b>	<b>40.5</b>	<b>43.2</b>	<b>0.3</b>	<b>0.3</b>	<b>0.3</b>

### Peer Group: Multiples

Company name	EV / Sales			EV / EBITDA			EV / EBIT			P / E		
	2013E	2014E	2015E	2013E	2014E	2015E	2013E	2014E	2015E	2013E	2014E	2015E
MONEYSUPERMARKET.COM	3.7	3.4	3.2	10.3	9.5	8.7	13.6	12.4	11.1	14.7	13.4	12.2
OVB HOLDING AG	1.2	1.1	1.1	16.5	14.6	13.3	21.4	18.7	16.9	31.8	27.9	25.6
MLP AG	2.4	2.4	2.3	17.6	16.7	16.1	21.3	20.5	19.3	10.6	10.2	9.7
ARAGON AG	0.3	0.2	0.2	8.9	5.8	5.2	24.1	9.8	8.0	56.4	17.6	14.1
<b>Average</b>	<b>1.9</b>	<b>1.8</b>	<b>1.7</b>	<b>13.3</b>	<b>11.7</b>	<b>10.8</b>	<b>20.1</b>	<b>15.4</b>	<b>13.8</b>	<b>28.4</b>	<b>17.3</b>	<b>15.4</b>
<b>Median</b>	<b>1.8</b>	<b>1.8</b>	<b>1.7</b>	<b>13.4</b>	<b>12.1</b>	<b>11.0</b>	<b>21.4</b>	<b>15.6</b>	<b>14.0</b>	<b>23.2</b>	<b>15.5</b>	<b>13.2</b>

EURm, except EPS (EUR)	Sales			EBITDA			EBIT			EPS		
	2013E	2014E	2015E	2013E	2014E	2015E	2013E	2014E	2015E	2013E	2014E	2015E
Hypoport AG: Financial estimates CBS Research	103.8	114.4	120.7	9.9	12.4	13.9	5.7	7.3	8.1	0.74	0.71	0.79
Applied multiples: Peer group median	1.8	1.8	1.7	13.4	12.1	11.0	21.4	15.6	14.0	23.2	15.5	13.2
<b>Enterprise value (derived)</b>	<b>187.2</b>	<b>201.0</b>	<b>206.0</b>	<b>133.5</b>	<b>149.2</b>	<b>152.1</b>	<b>122.6</b>	<b>114.1</b>	<b>113.4</b>	-	-	-
+ Excess cash and marketable securities	6.0											
- Financial debt	-16.4											
- Minority interest (estimated market value)	-1.2											
<b>Market capitalization (derived)</b>	<b>176.8</b>	<b>190.6</b>	<b>195.6</b>	<b>123.1</b>	<b>138.8</b>	<b>141.7</b>	<b>112.2</b>	<b>103.7</b>	<b>103.0</b>	<b>104.9</b>	<b>67.6</b>	<b>63.7</b>
<b>Median</b>	<b>117.6</b>											
Premium (discount) vs. Peer Group	0%											
<b>Fair market capitalization (after discount)</b>	<b>117.6</b>											
Number of shares (m)	6.137											
<b>Fair value per share (EUR)</b>	<b>19.17</b>											

Source: CBS Research AG, Bloomberg

### Discounted Cash Flow Model

EURm	PHASE 1			PHASE 2						PHASE 3	
	2013E	2014E	2015E	2016E	2017E	2018E	2019E	2020E	2021E	2022E	∞
Sales	103.8	114.4	120.7	124.3	127.8	131.2	134.5	137.6	140.6	143.5	
YoY growth	18.3%	10.2%	5.5%	3.0%	2.8%	2.7%	2.5%	2.3%	2.2%	2.0%	
EBIT	5.7	7.3	8.1	8.5	8.8	9.1	9.4	9.7	10.1	10.4	
EBIT margin	5.5%	6.4%	6.7%	6.8%	6.9%	6.9%	7.0%	7.1%	7.1%	7.2%	
Income tax on EBIT (cash tax rate)	-1.7	-2.2	-2.4	-2.5	-2.6	-2.7	-2.8	-2.9	-3.0	-3.1	
Depreciation and amortisation	4.2	5.0	5.8	5.9	6.1	2.8	2.8	2.6	3.7	6.2	
Change in net working capital	-2.1	-1.4	-0.8	-0.4	-0.4	-0.4	-0.4	-0.4	-0.3	-0.3	
Net capital expenditure	-5.2	-3.6	-3.3	-2.3	-2.1	-2.7	-3.0	-2.7	-2.9	-6.2	
<b>Free cash flow</b>	<b>0.9</b>	<b>5.1</b>	<b>7.3</b>	<b>9.1</b>	<b>9.8</b>	<b>6.1</b>	<b>6.1</b>	<b>6.4</b>	<b>7.5</b>	<b>6.9</b>	
<b>Present values</b>	<b>0.9</b>	<b>4.6</b>	<b>5.9</b>	<b>6.6</b>	<b>6.5</b>	<b>3.7</b>	<b>3.3</b>	<b>3.1</b>	<b>3.3</b>	<b>2.8</b>	<b>35.0</b>
Present value Phase 1	11.3										
Present value Phase 2	29.2										
Present value Phase 3	35.0										
<b>Total present value</b>	<b>75.5</b>										
+ Excess cash	6.0										
- Financial debt	-16.4										
- Minority interest (estimated market value)	-1.2										
<b>Fair value of equity</b>	<b>63.9</b>										
Number of shares (m)	6.137										
<b>Fair value per share (EUR)</b>	<b>10.42</b>										

Risk free rate	3.50%	Target equity ratio	65.0%
Equity risk premium	6.00%	Beta (fundamental)	1.60
Debt risk premium	2.75%	<b>WACC</b>	<b>10.05%</b>
Tax shield	30.0%	<b>Terminal growth</b>	<b>2.0%</b>

Sensitivity analysis						
		Terminal growth (Phase 3)				
		1.0%	1.5%	2.0%	2.5%	3.0%
WACC	9.0%	11.20	11.65	12.15	12.73	13.41
	9.5%	10.43	10.80	11.23	11.71	12.27
	10.0%	9.74	10.06	<b>10.42</b>	10.82	11.29
	10.5%	9.12	9.39	9.70	10.04	10.43
	11.0%	8.56	8.79	9.06	9.35	9.68

### Consolidation of valuation methods

	Weighting factor	Fair value per share (EUR)
Peer group valuation	35.0%	19.17
DCF valuation	65.0%	10.42
<b>Fair value per share (EUR)</b>		<b>13.48</b>

Source: CBS Research AG

# Appendix

## Financials

### Profit and loss yoy comparison

	IFRS	EURm	9M 13	9M 12	Δ	% change	3Q 13	3Q 12	Δ	% change
<b>Revenue</b>			<b>75.7</b>	<b>62.9</b>	<b>12.8</b>	<b>20.4%</b>	<b>27.1</b>	<b>21.0</b>	<b>6.1</b>	<b>29.0%</b>
Selling expenses			-38.6	-28.7	-9.9	34.7%	-13.0	-9.9	-3.1	30.9%
% of total revenue			-51.0%	-45.6%			-48.1%	-47.4%		
<b>Gross Profit</b>			<b>37.1</b>	<b>34.2</b>	<b>2.9</b>	<b>8.4%</b>	<b>14.0</b>	<b>11.0</b>	<b>3.0</b>	<b>27.2%</b>
Gross Profit margin in %			49.0%	54.4%			51.9%	52.6%		
Own work capitalised			3.2	3.5	-0.2	-6.9%	1.2	1.4	-0.2	-10.9%
% of total revenue			4.3%	5.5%			4.6%	6.7%		
Other operating income			1.8	1.1	0.7	68.5%	0.5	0.3	0.2	73.9%
% of total revenue			2.4%	1.7%			1.7%	1.3%		
Cost of materials			0.0	0.0	0.0	n.a.	0.0	0.0	0.0	n.a.
% of total revenue			0.0%	0.0%			0.0%	0.0%		
Personnel expenses			-24.4	-22.0	-2.4	11.0%	-8.1	-7.3	-0.8	10.8%
% of total revenue			-32.2%	-34.9%			-29.8%	-34.7%		
Other operating expenses			-10.6	-9.6	-1.0	9.9%	-3.3	-3.6	0.3	-9.0%
% of total revenue			-14.0%	-15.3%			-12.0%	-17.1%		
<b>EBITDA</b>			<b>7.2</b>	<b>7.2</b>	<b>0.0</b>	<b>0.1%</b>	<b>4.4</b>	<b>1.9</b>	<b>2.6</b>	<b>140.0%</b>
EBITDA margin in %			9.5%	11.4%			16.4%	8.8%		
Depreciation, amortisation exp. & impairment loss			-3.1	-3.5	0.5	-13.4%	-1.0	-1.2	0.2	-16.2%
% of total revenue			-4.1%	-5.6%			-3.8%	-5.8%		
<b>EBIT</b>			<b>4.1</b>	<b>3.7</b>	<b>0.5</b>	<b>13.2%</b>	<b>3.4</b>	<b>0.6</b>	<b>2.8</b>	<b>443.4%</b>
EBIT margin in %			5.5%	5.8%			12.6%	3.0%		
Financial result			-0.5	-0.8	0.3	-40.0%	-0.2	-0.2	0.0	23.7%
% of total revenue			-0.6%	-1.3%			-0.9%	-0.9%		
<b>EBT</b>			<b>3.7</b>	<b>2.9</b>	<b>0.8</b>	<b>28.3%</b>	<b>3.2</b>	<b>0.44</b>	<b>2.7</b>	<b>619.6%</b>
EBT margin in %			4.8%	4.5%			11.8%	2.1%		
Taxes on income & def.			-0.1	-0.8	0.7	-91.8%	-1.0	-0.2	-0.7	328.8%
% of EBT			-1.7%	-27.1%			-30.4%	-51.0%		
<b>Net profit/loss for the year</b>			<b>3.6</b>	<b>1.5</b>	<b>2.1</b>	<b>132.9%</b>	<b>2.2</b>	<b>0.2</b>	<b>2.0</b>	<b>922.6%</b>
Attributable to non-controlling/minority interest			0.12	-0.01	0.1	-1871.4%	0.09	0.00	0.1	4450.0%
<b>Attributable to Hypoport AG shareholders</b>			<b>3.5</b>	<b>1.6</b>	<b>2.0</b>	<b>126.6%</b>	<b>2.1</b>	<b>0.0</b>	<b>2.1</b>	<b>-19445.5%</b>
Weighted number of shares , basic in million shares			6.14	6.17	0.0	-0.6%	6.14	6.14	0.0	0.0%
Weighted number of shares , diluted in million shares			6.14	6.17	0.0	-0.6%	6.14	6.14	0.0	0.0%
<b>EPS Basic</b>			<b>0.59</b>	<b>0.25</b>	<b>0.3</b>	<b>137.1%</b>	<b>0.36</b>	<b>0.00</b>	<b>0.4</b>	<b>8434.6%</b>
<b>EPS Diluted</b>			<b>0.59</b>	<b>0.25</b>	<b>0.3</b>	<b>137.1%</b>	<b>0.36</b>	<b>0.00</b>	<b>0.4</b>	<b>8434.6%</b>

Source: CBS Research AG, Hypoport AG

**Profit and loss account**

	IFRS	EURm	2010	2011	2012	2013E	2014E	2015E
<b>Revenue</b>			<b>66.9</b>	<b>84.4</b>	<b>87.8</b>	<b>103.8</b>	<b>114.4</b>	<b>120.7</b>
YoY growth			32.6%	26.1%	4.0%	18.3%	10.2%	5.5%
Selling expenses			-26.6	-39.9	-43.0	-52.9	-57.7	-60.3
% of total revenue			-39.8%	-47.3%	-48.2%	-50.9%	-50.4%	-49.9%
<b>Gross Profit</b>			<b>40.3</b>	<b>44.5</b>	<b>44.7</b>	<b>51.0</b>	<b>56.7</b>	<b>60.4</b>
Gross Profit margin in %			60.2%	52.7%	51.0%	49.1%	49.6%	50.1%
Own work capitalised			5.7	3.6	4.2	4.0	5.5	5.9
% of total revenue			8.6%	4.8%	4.8%	3.9%	4.8%	4.9%
Other operating income			1.4	1.8	2.4	2.7	2.5	3.1
% of total revenue			2.0%	2.2%	2.7%	2.6%	2.2%	2.5%
Personnel expenses			-24.6	-26.5	-29.9	-33.9	-37.2	-39.6
% of total revenue			-36.8%	-31.4%	-34.1%	-32.7%	-32.5%	-32.8%
Other operating expenses			-11.6	-11.9	-13.2	-13.7	-15.1	-16.0
% of total revenue			-17.4%	-14.1%	-15.1%	-13.2%	-13.2%	-13.3%
<b>EBITDA</b>			<b>11.1</b>	<b>11.5</b>	<b>8.1</b>	<b>9.9</b>	<b>12.4</b>	<b>13.9</b>
EBITDA margin in %			16.7%	13.6%	9.3%	9.6%	10.8%	11.5%
Depreciation, amortisation exp. & impairment loss			-4.7	-4.7	-4.9	-4.2	-5.0	-5.8
<b>EBIT</b>			<b>6.4</b>	<b>6.8</b>	<b>3.2</b>	<b>5.7</b>	<b>7.3</b>	<b>8.1</b>
EBIT margin in %			9.6%	8.0%	3.6%	5.5%	6.4%	6.7%
Financial result			-1.6	-0.7	-0.9	-0.8	-1.1	-1.2
<b>EBT</b>			<b>4.8</b>	<b>6.0</b>	<b>2.3</b>	<b>5.0</b>	<b>6.2</b>	<b>6.9</b>
EBT margin in %			7.2%	7.1%	2.7%	4.8%	5.4%	5.7%
Taxes on income & def.			-1.6	-1.6	-0.4	-0.5	-1.9	-2.1
% of EBT			-32.4%	-25.8%	-16.9%	-9.2%	-30.0%	-30.0%
<b>Profit/loss from continuing operations, net of tax</b>			<b>3.3</b>	<b>4.5</b>	<b>1.9</b>	<b>4.5</b>	<b>4.4</b>	<b>4.8</b>
as % of total revenue			4.9%	5.3%	2.2%	4.3%	3.8%	4.0%
Profit/loss from discontinued operations			0.0	-0.7	-2.8	0.0	0.0	0.0
<b>Net profit/loss for the year</b>			<b>3.3</b>	<b>3.7</b>	<b>-0.8</b>	<b>4.5</b>	<b>4.4</b>	<b>4.8</b>
Net profit margin in %			4.9%	4.4%	-0.9%	4.3%	3.8%	4.0%
Attributable to non-controlling/minority interest			0.0	0.0	0.0	0.0	0.0	0.0
<b>Attributable to Hypoport AG shareholders</b>			<b>3.3</b>	<b>3.8</b>	<b>-0.8</b>	<b>4.5</b>	<b>4.4</b>	<b>4.8</b>
<b>Weighted number of shares, basic in million shares</b>			<b>6.15</b>	<b>6.19</b>	<b>6.19</b>	<b>6.13</b>	<b>6.13</b>	<b>6.13</b>
Weighted number of shares, diluted in million shares			6.18	6.19	6.19	6.13	6.13	6.13
<b>EPS Basic</b>			<b>0.53</b>	<b>0.60</b>	<b>-0.13</b>	<b>0.74</b>	<b>0.71</b>	<b>0.79</b>
EPS Diluted			0.53	0.61	-0.13	0.74	0.71	0.79

Source: CBS Research AG, Hypoport AG

## Balance Sheet

	IFRS	EURm	2010	2011	2012	2013E	2014E	2015E
<b>Assets</b>								
<b>Total non-current assets</b>			<b>37.0</b>	<b>35.0</b>	<b>35.5</b>	<b>37.3</b>	<b>36.5</b>	<b>34.3</b>
as % of total assets			55.1%	48.6%	50.1%	47.9%	43.5%	38.2%
Intangible assets			27.8	27.9	27.7	28.5	27.3	25.2
Tangible Assets; PPE			2.4	2.5	2.6	2.8	2.6	2.2
Financial assets			0.5	1.0	0.1	0.1	0.1	0.1
Trade receivables			5.0	2.5	4.6	5.5	6.1	6.4
Deferred tax assets			1.3	1.2	0.4	0.4	0.4	0.4
Other assets			0.0	0.0	0.0	0.0	0.0	0.0
<b>Current assets</b>			<b>30.1</b>	<b>37.1</b>	<b>35.3</b>	<b>40.5</b>	<b>47.4</b>	<b>55.4</b>
as % of total assets			44.9%	51.4%	49.9%	52.1%	56.5%	61.8%
Trade receivables			15.5	25.1	21.1	24.9	27.5	29.0
Other assets			3.0	3.9	4.7	4.7	4.7	4.7
Current income tax assets			0.4	0.6	1.0	1.0	1.0	1.0
Cash & cash equivalents			11.2	7.5	8.6	10.0	14.3	20.8
<b>Total assets</b>			<b>67.2</b>	<b>72.1</b>	<b>70.7</b>	<b>77.8</b>	<b>83.9</b>	<b>89.7</b>
<b>Total Shareholder's Equity &amp; Liabilities</b>								
<b>Total shareholders equity</b>			<b>27.4</b>	<b>31.3</b>	<b>29.8</b>	<b>34.4</b>	<b>38.7</b>	<b>43.5</b>
as % of total equity and liabilities			40.8%	43.3%	42.2%	44.1%	46.1%	48.5%
Subscribed capital			6.2	6.2	6.2	6.2	6.2	6.2
Reserves			21.0	24.9	23.5	28.0	32.3	37.2
Treasury shares			0.0	0.0	-0.1	-0.1	-0.1	-0.1
Minority interests			0.2	0.2	0.2	0.2	0.2	0.2
<b>Non-current liabilities</b>			<b>20.6</b>	<b>10.3</b>	<b>14.8</b>	<b>14.8</b>	<b>14.8</b>	<b>14.8</b>
as % of total equity and liabilities			30.6%	14.3%	21.0%	19.0%	17.7%	16.5%
Financial liabilities			17.9	7.8	12.9	12.9	12.9	12.9
Provisions			0.4	0.3	0.2	0.2	0.2	0.2
Other liabilities			0.0	0.0	0.0	0.0	0.0	0.0
Deferred tax liabilities			2.2	2.2	1.6	1.6	1.6	1.6
<b>Current liabilities</b>			<b>19.2</b>	<b>30.6</b>	<b>26.1</b>	<b>28.7</b>	<b>30.4</b>	<b>31.4</b>
as % of total equity and liabilities			28.6%	42.4%	36.9%	36.8%	36.2%	35.0%
Provisions			0.2	0.3	0.1	0.1	0.1	0.1
Financial liabilities			2.7	10.9	5.4	5.4	5.4	5.4
Trade payables			9.6	12.2	14.1	16.6	18.3	19.4
Current income tax liabilities			0.1	0.9	0.1	0.1	0.1	0.1
Other liabilities			6.6	6.3	6.4	6.4	6.4	6.4
<b>Total liabilities</b>			<b>39.8</b>	<b>40.9</b>	<b>40.9</b>	<b>43.5</b>	<b>45.2</b>	<b>46.2</b>
as % of total equity and liabilities			59.2%	56.7%	57.8%	55.9%	53.9%	51.5%
<b>Total liabilities</b>			<b>67.2</b>	<b>72.1</b>	<b>70.7</b>	<b>77.8</b>	<b>83.9</b>	<b>89.7</b>

Source: CBS Research AG, Hypoport AG

## Cash flow statement

	IFRS	EURm	2010	2011	2012	2013E	2014E	2015E
<b>Earnings before interest and tax (EBIT)</b>			<b>6.4</b>	<b>5.9</b>	<b>1.2</b>	<b>5.7</b>	<b>7.3</b>	<b>8.1</b>
from continuing operations			6.4	6.8	3.2	5.7	7.3	8.1
from discontinued operations			0.0	-0.8	-2.0	0.0	0.0	0.0
Non-cash income (+) / expense (-) from income tax			-1.5	-0.6	0.3	0.0	0.0	0.0
Net Interest received (+) / paid (-)			-1.2	-1.0	-0.8	-0.8	-1.1	-1.2
Net income taxes receipts (+) / payments (-)			-0.4	-0.4	-0.7	-0.5	-1.9	-2.1
Depreciation and amortisation expense, impairment losses (+) / reversals of impairment			4.7	5.2	6.5	4.2	5.0	5.8
Gains (-) / losses (+) on the disposal of non-current assets			0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash flow</b>			<b>8.0</b>	<b>9.1</b>	<b>6.5</b>	<b>8.7</b>	<b>9.4</b>	<b>10.6</b>
Increase (+) / decrease (-) in current provisions			0.1	0.1	-0.2	0.0	0.0	0.0
Increase (-) and decrease (+) in inventories, trade receivables and other assets not attributable to investing or financing activities			-5.4	-8.1	1.6	-4.7	-3.1	-1.8
Increase (+) / decrease (-) in trade payables and other liabilities not attributable to investing or financing activities			7.4	3.6	-0.1	2.6	1.7	1.0
<b>Cash flows from operating activities</b>			<b>10.0</b>	<b>4.7</b>	<b>7.8</b>	<b>6.6</b>	<b>8.0</b>	<b>9.8</b>
from discontinued operations			0.0	0.0	0.1	0.0	0.0	0.0
Proceeds from the disposal of property, plant and equipment / intangible assets (+)			0.0	0.0	0.0	0.0	0.0	0.0
Payments to acquire property, plant and equipment / intangible assets (-)			-7.6	-5.3	-6.5	-5.2	-3.6	-3.3
Payments for acquisitions to be consolidated			0.0	0.0	0.0	0.0	0.0	0.0
Proceeds from the disposal of financial assets (+)			0.4	0.1	0.1	0.0	0.0	0.0
Purchase of financial assets (-)			-0.4	-0.6	0.0	0.0	0.0	0.0
<b>Cash flows from investing activities</b>			<b>-7.7</b>	<b>-5.7</b>	<b>-6.5</b>	<b>-5.2</b>	<b>-3.6</b>	<b>-3.3</b>
from discontinued operations			0.0	0.0	-0.3	0.0	0.0	0.0
Proceeds from additions to equity (+)			0.2	0.0	0.0	0.0	0.0	0.0
Payments to shareholders and minority interest (-)			0.0	0.0	-0.6	0.0	0.0	0.0
Net issue (+) / redemption of bonds and loans			1.5	-2.6	0.4	0.0	0.0	0.0
<b>Cash flows from financing activities</b>			<b>1.7</b>	<b>-2.6</b>	<b>-0.3</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
from discontinued operations			0.0	0.0	0.0	0.0	0.0	0.0
Net change in cash and cash equivalents			4.0	-3.7	1.0	1.4	4.3	6.5
Cash and cash equivalents at the beginning of the period			7.2	11.2	7.5	8.6	10.0	14.3
<b>Cash and cash equivalents at the end of the period</b>			<b>11.2</b>	<b>7.5</b>	<b>8.6</b>	<b>10.0</b>	<b>14.3</b>	<b>20.8</b>
from discontinued operations			0.0	0.0	0.0	0.0	0.0	0.0

Source: CBS Research AG, Hypoport AG



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04 November 2013	BUY (Update)	EUR 9.02	EUR 13.00
05 August 2013	BUY (Update)	EUR 8.50	EUR 11.00
06 May 2013	BUY (Update)	EUR 7.51	EUR 11.00
12 March 2013	BUY (Update)	EUR 8.42	EUR 11.90

05 November 2012	BUY (Update)	EUR 8.73	EUR 13.20
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