

## Company Flash Note

### Buy

Recommendation unchanged

**Share price: EUR 151.60**

closing price as of 25/04/2018

**Target price: EUR 164.00**

Target Price unchanged

**Upside/Downside Potential 8.2%**

Reuters/Bloomberg HYQGN.DE/HYQ GR

**Market capitalisation (EURm) 939**

Current N° of shares (m) 6

**Free float 64%**

Daily avg. no. trad. sh. 12 mth 19

Daily avg. trad. vol. 12 mth (m) 4,087.74

Price high/low 12 months 97.40 / 160.95

Abs Perfs 1/3/12 mths (%) 12.63/14.33/56.87

**Key financials (EUR)**

Sales (m) 12/17 195 12/18e 230 12/19e 260

EBITDA (m) 30 38 44

EBITDA margin 15.5% 16.4% 17.1%

EBIT (m) 23 29 34

EBIT margin 12.0% 12.7% 13.2%

Net Profit (adj.)(m) 18 24 28

ROCE 20.4% 26.6% 30.4%

Net debt/(cash) (m) 12 (22) (49)

Net Debt Equity 0.1 -0.2 -0.4

Net Debt/EBITDA 0.4 -0.6 -1.1

Int. cover(EBITDA/Fin.int) 92.1 115.4 135.5

EV/Sales 4.7 4.0 3.4

EV/EBITDA 30.3 24.3 20.1

EV/EBITDA (adj.) 30.3 24.3 20.1

EV/EBIT 39.1 31.4 26.0

P/E (adj.) 46.9 38.0 32.4

P/BV 10.9 8.8 7.0

OpFCF yield -1.4% 3.1% 2.6%

Dividend yield 0.0% 0.0% 0.0%

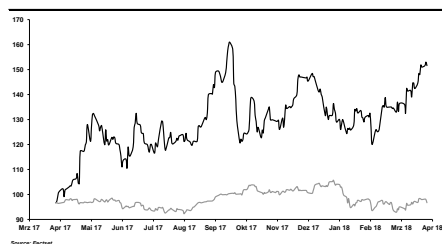
EPS (adj.) 3.10 3.99 4.69

BVPS 13.33 17.16 21.66

DPS 0.00 0.00 0.00

### Shareholders

Slabke 36%;



### Analyst(s)

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## Reason: Company newsflow

26 April 2018

### Acquisition of FIO

Yesterday evening Hypoport announced the acquisition of FIO Systems AG for a purchase price of around EUR 70m to be paid with a combination of cash and shares from a capital increase in kind (capital increase by 5%). FIO is a leading specialist provider of web-based solutions for the finance and real-estate sectors. Last year it achieved revenues of EUR 7m. Due to the acquisition and the good Q1 performance HYP increases its revenues target from between EUR 220m and 240m to between EUR 230m and 250m and its EBIT target from between EUR 26m and 31m to between EUR 28m and 33m. Strategically the acquisition makes sense in our view as it complements Hypoport's service offering and should enable to further increase revenues with its existing client base. Negatively, the purchase price looks high at first glance.

- ✓ **FIO Acquisition:** According to Hypoport's press release FIO SYSTEMS AG is a leading specialist provider of web-based solutions for the finance and real estate sectors. FIO offers property marketing solutions, payments processing solutions for the real estate sector, claims management in respect of damage to property and a comprehensive enterprise resource planning (ERP) system for housing companies and property management companies. Hypoport and FIO operate complementary business models in several areas.
- ✓ **Preliminary Q1 results:** Yesterday Hypoport published good preliminary Q1 results. Revenues were up by 26% yoy to c. EUR 60m (equinet: EUR 56.3m), EBIT up by 8% yoy to c. EUR 7.5m (equinet: EUR 7.0m). EBIT margin at 12.5% fully in line with our forecast. Note that Q1 2017 was a relatively strong quarter, therefore figures are particularly good in our view. With a Q1 EBIT of EUR 7.5m Hypoport has already achieved a quarter of its new mid-point 2018 EBIT target.

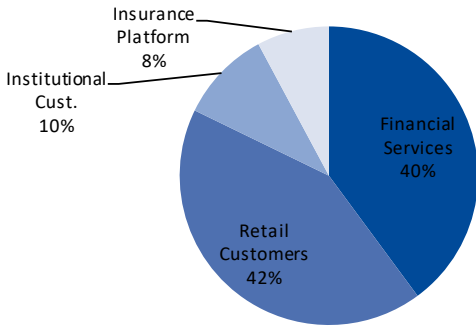
#### Hypoport - Q1 2018

EUR m	Q1 2018	Q1 2018e	Q1 2017	yoy	Cons.	delta
Revenues	c. 60	56.3	47.7	26.0%	na	na
EBIT	c. 7.5	7.0	7.0	8.0%	na	na
EBIT Margin	c. 12.5%	12.5%	14.7%	n.a.	na	na
Net Profit	na	5.5	5.4	na	na	na

Sources: Hypoport, equinet Research

**Exhibit 1: Investment Case in Charts**

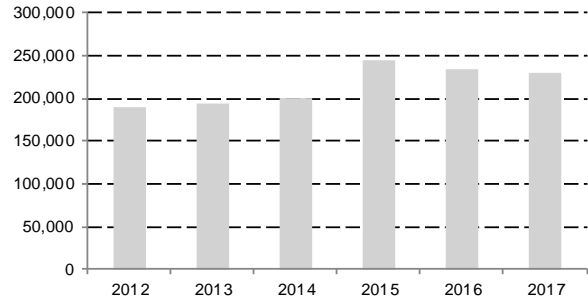
**Business split**



Financial Services (Europace) is Hypoport's key revenue pillar.

Source: Hypoport, equinet Research

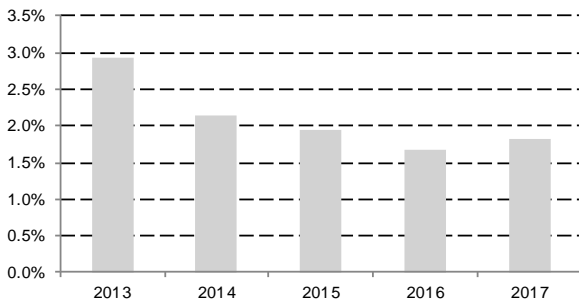
**Market development (new mortgage loans in EUR m)**



New mortgage loan volumes in GER have benefited from a decline in interest rates, 2016 being negatively impacted from regulation.

Source: Bundesbank, equinet Research

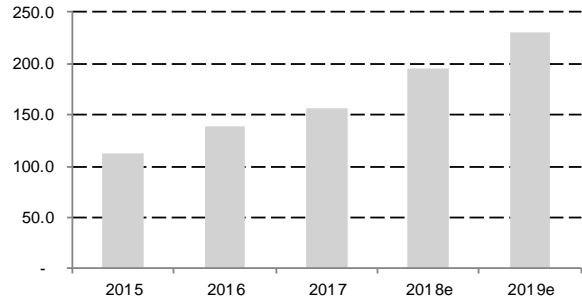
**10YR Mortgage Rate development**



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

Source: Bundesbank, equinet Research

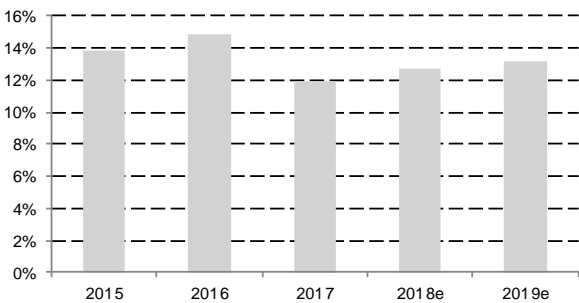
**Revenues development (in EUR m)**



A positive overall market development and a growing market share of Hypoport should be the main revenues drivers.

Source: Hypoport, equinet Research

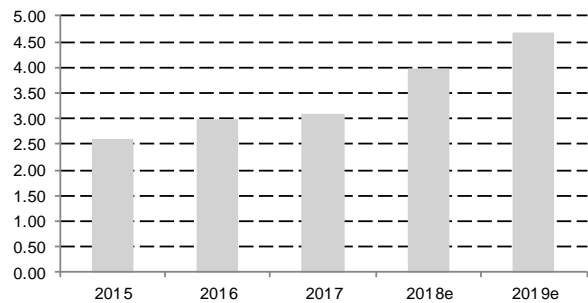
**EBIT margin development**



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 22% (2017e-'20e).

Source: Hypoport, equinet Research



**Exhibit 2: At a Glance**

Business Units	Credit Platform	Private Clients	Institutional Clients	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 hundred 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. In addition to the pure brokerage of loans Dr. Klein has recently started to more and more advise customers on how to finance real estate transactions.	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.	Customers are normal retail customers with average financing needs. Mortgage customers should be above average incomes.	Customers are professional real estate investors, mainly public housing investors.	Potential customers include insurance brokers, IFAs and insurance companies. At the moment HYP has only customers which use certain parts of the software.
	Although we do not have any figures we do not see Europace being dependent on a few single customers.	Very diversified customer base, no dependence on single customers at all.	We do not have any figures, but the dependence on single customers may be somewhat higher in this unit.	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 2% among savings/mutual banks.	No figures available, we estimate that Dr. Klein has a market share of below 5%.	No figures available, but Dr. Klein's market share should be well below 5%.	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.	Overall growth of insurance premiums and growing need for insurers and brokers to increase efficiency.
Main competitors	Interhyp is the only important competitor offering a similar service.	Interhyp as mortgage broker, other IFAs like MLP, OVB, DVAG.	Mainly savings banks, but also mutual, private banks and other loan brokers.	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	<b>Strategy:</b> (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		<b>Guidance 2018:</b> Revenue: EUR 220m-240m  EBIT EUR 26m-31m	<b>equinet Estimates</b> Revenue: 230 y/y EBIT margin 12.7%  <b>Consensus</b> 225 15.6% 12.8%
2017	<b>Sales (EURm)</b> 194.9 y/y 24.4%	<b>EBITDA (EURm)</b> 30.1 Margin 15.5%	<b>EBIT (EURm)</b> 23.3 Margin 12.0%	<b>EPS 3Y hist. CAGR</b> 47.7%
Sales & EBIT Split				
Shareholder structure & management	<b>CEO</b>  <b>Ronald Slabke</b> 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.	 <b>Stephan Gawarecki</b> 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. Gawarecki worked for FinanceScout 24 and Deutscher Ring • Mr. Gawarecki is responsible for Retail Customers and Commercial Insurance business for all distribution channels.	<b>Shareholder structure</b> 	
# of employees FY	917			

Source: Deutsche Bank, equinet Research



## Hypoport AG : Summary tables

PROFIT & LOSS (EURm)	12/2014	12/2015	12/2016	12/2017	12/2018e	12/2019e
<b>Sales</b>	<b>112</b>	<b>139</b>	<b>157</b>	<b>195</b>	<b>230</b>	<b>260</b>
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
<b>EBITDA</b>	<b>12.7</b>	<b>25.1</b>	<b>28.3</b>	<b>30.1</b>	<b>37.7</b>	<b>44.3</b>
<b>EBITDA (adj.)*</b>	<b>12.7</b>	<b>25.1</b>	<b>28.3</b>	<b>30.1</b>	<b>37.7</b>	<b>44.3</b>
Depreciation	4.8	5.8	5.1	6.8	8.5	10.0
<b>EBITA</b>	<b>17.5</b>	<b>30.9</b>	<b>33.4</b>	<b>36.9</b>	<b>46.2</b>	<b>54.3</b>
<b>EBITA (adj)*</b>	<b>17.5</b>	<b>30.9</b>	<b>33.4</b>	<b>36.9</b>	<b>46.2</b>	<b>54.3</b>
Amortisations and Write Downs	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>7.9</b>	<b>19.3</b>	<b>23.2</b>	<b>23.3</b>	<b>29.2</b>	<b>34.3</b>
<b>EBIT (adj.)*</b>	<b>7.9</b>	<b>19.3</b>	<b>23.2</b>	<b>23.3</b>	<b>29.2</b>	<b>34.3</b>
Net Financial Interest	-0.7	-0.1	-0.4	-0.3	-0.3	-0.3
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
<b>Earnings Before Tax (EBT)</b>	<b>7.3</b>	<b>19.1</b>	<b>22.8</b>	<b>23.0</b>	<b>28.9</b>	<b>34.0</b>
Tax	1.3	3.2	4.8	4.6	5.2	6.1
<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
<b>Net Profit (reported)</b>	<b>5.9</b>	<b>15.9</b>	<b>18.0</b>	<b>18.4</b>	<b>23.7</b>	<b>27.9</b>
<b>Net Profit (adj.)</b>	<b>5.9</b>	<b>15.9</b>	<b>18.0</b>	<b>18.4</b>	<b>23.7</b>	<b>27.9</b>
CASH FLOW (EURm)	12/2014	12/2015	12/2016	12/2017	12/2018e	12/2019e
Cash Flow from Operations before change in NWC	10.7	23.7	25.8	24.2	26.9	36.9
Change in Net Working Capital	-2.3	2.9	-8.2	-16.0	10.8	-2.0
<b>Cash Flow from Operations</b>	<b>8.4</b>	<b>26.7</b>	<b>17.6</b>	<b>8.3</b>	<b>37.7</b>	<b>34.9</b>
Capex	-6.2	-7.1	-12.6	-21.2	-9.0	-10.0
Net Financial Investments	-1.2	-6.9	-7.4	4.9	4.1	2.0
<b>Free Cash Flow</b>	<b>1.1</b>	<b>12.7</b>	<b>-2.4</b>	<b>-8.1</b>	<b>32.8</b>	<b>26.9</b>
Dividends	0.0	0.0	0.0	0.0	0.0	0.0
Other (incl. Capital Increase & share buy backs)	-1.1	-3.6	1.5	-2.8	1.0	0.0
<b>Change in Net Debt</b>	<b>0.0</b>	<b>9.1</b>	<b>-0.8</b>	<b>-10.9</b>	<b>33.8</b>	<b>26.9</b>
NOPLAT	5.6	13.5	16.3	16.3	20.5	24.0
BALANCE SHEET & OTHER ITEMS (EURm)	12/2014	12/2015	12/2016	12/2017	12/2018e	12/2019e
Net Tangible Assets	2.2	2.6	2.6	4.4	4.4	4.4
Net Intangible Assets (incl. Goodwill)	31.0	31.9	41.7	56.0	56.5	56.5
Net Financial Assets & Other	0.1	0.0	1.1	1.4	1.4	1.4
<b>Total Fixed Assets</b>	<b>33.3</b>	<b>34.5</b>	<b>45.4</b>	<b>61.8</b>	<b>62.3</b>	<b>62.3</b>
Cash (-)	-12.0	-24.8	-22.4	-14.3	-47.1	-74.0
Shareholders Equity	38.6	52.4	63.8	82.6	106	134
Minority	0.3	0.3	0.3	0.3	0.3	0.3
Total Equity	38.9	52.7	64.1	82.9	107	134
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	-5.8	-9.3	-6.7	-13.1	-6.1	-5.1
<b>Total Long Term Liabilities</b>	<b>-5.8</b>	<b>-9.3</b>	<b>-6.7</b>	<b>-13.1</b>	<b>-6.1</b>	<b>-5.1</b>
Short term interest bearing debt	21.1	24.7	23.2	26.0	25.0	25.0
<b>Net Working Capital</b>	<b>8.9</b>	<b>8.9</b>	<b>12.9</b>	<b>19.6</b>	<b>16.0</b>	<b>18.0</b>
GROWTH & MARGINS	12/2014	12/2015	12/2016	12/2017	12/2018e	12/2019e
<i>Sales growth</i>	<i>11.1%</i>	<i>23.7%</i>	<i>12.7%</i>	<i>24.4%</i>	<i>18.0%</i>	<i>13.0%</i>
<b>EBITDA (adj.)* growth</b>	<b>55.7%</b>	<b>97.5%</b>	<b>12.9%</b>	<b>6.4%</b>	<b>25.2%</b>	<b>17.4%</b>
<i>EBITA (adj.)* growth</i>	<i>41.4%</i>	<i>76.9%</i>	<i>8.1%</i>	<i>10.6%</i>	<i>25.2%</i>	<i>17.5%</i>
<i>EBIT (adj.)* growth</i>	<i>100.1%</i>	<i>142.7%</i>	<i>20.6%</i>	<i>0.3%</i>	<i>25.4%</i>	<i>17.4%</i>



## Hypoport AG : Summary tables

<b>GROWTH &amp; MARGINS</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Net Profit growth	97.0%	168.1%	13.7%	2.1%	28.6%	17.6%
EPS adj. growth	97.0%	175.1%	15.5%	2.0%	28.6%	17.6%
DPS adj. growth						
EBITDA (adj)* margin	11.3%	18.0%	18.1%	15.5%	16.4%	17.1%
EBITA (adj)* margin	15.5%	22.2%	21.3%	19.0%	20.1%	20.9%
EBIT (adj)* margin	7.1%	13.9%	14.8%	12.0%	12.7%	13.2%
<b>RATIOS</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Net Debt/Equity	0.2	0.0	0.0	0.1	-0.2	-0.4
Net Debt/EBITDA	0.7	0.0	0.0	0.4	-0.6	-1.1
Interest cover (EBITDA/Fin.interest)	18.5	n.m.	70.6	92.1	n.m.	n.m.
Capex/D&A	-129.8%	-121.3%	-247.3%	-311.2%	-105.9%	-100.0%
Capex/Sales	5.5%	5.1%	8.0%	10.9%	3.9%	3.8%
NWC/Sales	8.0%	6.4%	8.2%	10.1%	7.0%	6.9%
ROE (average)	16.6%	34.9%	31.0%	25.2%	25.1%	23.2%
ROCE (adj.)	13.2%	31.1%	28.4%	20.4%	26.6%	30.4%
WACC	7.8%	7.8%	7.8%	7.8%	7.8%	7.8%
ROCE (adj.)/WACC	1.7	4.0	3.7	2.6	3.4	3.9
<b>PER SHARE DATA (EUR)***</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Average diluted number of shares	6.2	6.0	5.9	5.9	5.9	5.9
EPS (reported)	0.96	2.63	3.04	3.10	3.99	4.69
EPS (adj.)	0.96	2.63	3.04	3.10	3.99	4.69
BVPS	6.23	8.46	10.30	13.33	17.16	21.66
DPS	0.00	0.00	0.00	0.00	0.00	0.00
<b>VALUATION</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
EV/Sales	0.8	3.6	3.1	4.7	4.0	3.4
EV/EBITDA	6.7	19.9	17.0	30.3	24.3	20.1
<b>EV/EBITDA (adj.)*</b>	<b>6.7</b>	<b>19.9</b>	<b>17.0</b>	<b>30.3</b>	<b>24.3</b>	<b>20.1</b>
EV/EBITA	4.8	16.1	14.4	24.7	19.8	16.4
<b>EV/EBITA (adj.)*</b>	<b>4.8</b>	<b>16.1</b>	<b>14.4</b>	<b>24.7</b>	<b>19.8</b>	<b>16.4</b>
EV/EBIT	10.7	25.9	20.8	39.1	31.4	26.0
<b>EV/EBIT (adj.)*</b>	<b>10.7</b>	<b>25.9</b>	<b>20.8</b>	<b>39.1</b>	<b>31.4</b>	<b>26.0</b>
<b>P/E (adj.)</b>	<b>12.7</b>	<b>30.6</b>	<b>25.6</b>	<b>46.9</b>	<b>38.0</b>	<b>32.4</b>
P/BV	2.0	9.5	7.5	10.9	8.8	7.0
Total Yield Ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EV/CE	2.0	11.5	8.4	11.4	11.9	11.3
OpFCF yield	3.0%	3.9%	1.0%	-1.4%	3.1%	2.6%
OpFCF/EV	2.6%	3.9%	1.0%	-1.4%	3.1%	2.8%
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%
<b>EV AND MKT CAP (EURm)</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Price** (EUR)	12.16	80.50	77.75	145.35	151.60	151.60
Outstanding number of shares for main stock	6.2	6.2	6.2	6.2	6.2	6.2
<b>Total Market Cap</b>	<b>75</b>	<b>499</b>	<b>482</b>	<b>900</b>	<b>939</b>	<b>939</b>
<b>Net Debt</b>	<b>9</b>	<b>0</b>	<b>1</b>	<b>12</b>	<b>-22</b>	<b>-49</b>
<i>o/w Cash &amp; Marketable Securities (-)</i>	<i>-12</i>	<i>-25</i>	<i>-22</i>	<i>-14</i>	<i>-47</i>	<i>-74</i>
<i>o/w Gross Debt (+)</i>	<i>21</i>	<i>25</i>	<i>23</i>	<i>26</i>	<i>25</i>	<i>25</i>
<b>Other EV components</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Enterprise Value (EV adj.)</b>	<b>85</b>	<b>499</b>	<b>483</b>	<b>912</b>	<b>917</b>	<b>890</b>

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		Merkur Bank	Häßler	10.00	Buy	2/7
2GEnergy	Rüzgar	19.50	Neutral	2/3/5	Metro AG	Bruns	17.00	Buy	2
Aareal Bank	Häßler	42.00	Accumulate		MLP	Häßler	7.50	Buy	2/3
adidas	Josefson	228.00	Accumulate		MTU Aero Engines	Rüzgar	130.00	Reduce	2
Adler Modemaerkte	Josefson	6.35	Buy	7	Munich Re	Häßler	210.00	Accumulate	
ADLER Real Estate	Mayer	17.10	Accumulate		Nemetschek SE	Mildner	47.00	Reduce	5
Aixtron	Sen	11.60	Accumulate	2/3	Nexus AG	Droste	28.00	Buy	
Allianz	Häßler	200.00	Neutral		Norma Group	Schuldt	61.00	Neutral	
Axel Springer	Josefson	66.50	Reduce		OHB SE	Rüzgar	40.00	Neutral	7
Bayar	Miemietz	118.00	Buy		OVH Holding AG	Häßler	20.00	Neutral	2/5/7
Baywa	Bruns	33.00	Buy	2/7	Patrizia	Mayer	21.50	Accumulate	
BB Biotech	Miemietz	73.00	Buy	7	Pfeiffer Vacuum	Sen	162.00	Accumulate	5
Biotest	Miemietz	18.00	Neutral	2/3	Procredit Holding	Häßler	15.00	Buy	2/3/5
BMW	Schuldt	105.00	Buy		PSI SOFTWARE AG	Mildner	20.00	Buy	2/3
Brenntag	Hinkel	59.80	Buy	2	Puma	Josefson	492.00	Buy	
Ceconomy AG	Bruns	10.70	Reduce		PWO	Schuldt	51.00	Buy	2/3
Cenit	Droste	22.50	Buy		Rheinmetall	Rüzgar	118.00	Neutral	
comdirect	Häßler	11.20	Neutral		RIB Software	Mildner	25.00	Buy	2/3
Commerzbank	Häßler	13.00	Neutral		RTL Group	Josefson	72.00	Accumulate	
Continental	Schuldt	270.00	Buy		S&TAG	Sen	21.00	Buy	2/3
CORESTATE Capital Holding S.A.	Mayer	72.00	Buy	2/5	SAF-Holland	Schuldt	17.00	Neutral	7
CTS Eventim	Heilmann	39.50	Neutral		Schaeffler	Tanzer	14.30	Buy	
Daimler AG	Schuldt	80.00	Accumulate		Schaltbau Holding AG	Becker	32.20	Buy	2/7
Daldrup & Soehne	Becker	14.50	Buy	2/3/5	SCOUT24	Heilmann	31.00	Reduce	2
Demire	Mayer	4.55	Buy	2/5	Siegfried Holding AG	Miemietz	338.00	Neutral	
Deutsche Bank	Häßler	18.00	Buy		Siemens Healthineers AG	Rüzgar	35.50	Accumulate	2
Deutsche EuroShop	Mayer	33.00	Neutral		SLM Solutions	Sen	24.00	Sell	
Deutsche Pfandbriefbank	Häßler	13.50	Neutral		SMT Scharf AG	Rüzgar	16.70	Buy	2/3
Deutsche Telekom	Sen	13.30	Neutral		Software AG	Mildner	30.00	Sell	
Duerr	Augustin	120.00	Buy		Stabilus	Tanzer	89.00	Buy	
Eiring Klünger	Schuldt	10.00	Sell		Suedzucker	Bruns	12.00	Sell	
eluméo SE	Josefson	10.90	Accumulate		SuessMicroTec	Sen	13.80	Accumulate	2/3
Epigenomics AG	Miemietz	4.72	Accumulate	2/3	Surteco	Mildner	30.00	Buy	2/3
Euromicron AG	Droste	13.00	Buy	2/3/5	Symrise AG	Hinkel	67.00	Neutral	
Eyemaxx Real Estate	Mayer	16.00	Buy	2/5/7	Syzygy AG	Heilmann	12.00	Accumulate	2/3
Ferratum	Häßler	30.00	Buy		TAKKTAG	Bruns	22.30	Neutral	2
Fielmann	Heilmann	70.00	Neutral		Talanx Group	Häßler	40.00	Accumulate	
Freenet	Sen	36.00	Buy	2	Technotrans	Becker	45.70	Neutral	2/3
Fuchs Petrolub	Hinkel	48.00	Neutral		TELECOLUMBUS	Sen	11.00	Buy	
Gea Group	Augustin	39.00	Neutral		Telefonica Deutschland	Sen	3.40	Sell	
Gerresheimer AG	Rüzgar	69.00	Neutral		United Internet	Sen	63.00	Buy	
Gerry Weber	Josefson	8.00	Neutral		Vapiano	Bruns	26.50	Buy	2/7
Gesco	Becker	36.00	Accumulate	2/3/5	va-Q-tec	Sen	17.00	Neutral	2/3/5
GFT Technologies	Mildner	15.50	Buy	2/3	Viscom	Rüzgar	28.00	Buy	2/3
Gigaset	Sen	0.85	Accumulate	2/3	Volkswagen	Schuldt	170.00	Neutral	
Grenke	Häßler	90.00	Neutral		Wacker Neuson SE	Becker	27.20	Neutral	
Hannover Re	Häßler	110.00	Neutral		windeln.de	Josefson	3.10	Buy	2
Heidelberg Pharma	Miemietz	3.50	Accumulate	2/3	XING SE	Heilmann	300.00	Buy	
Heidelberger Druck	Augustin	3.60	Buy		Zalando	Josefson	44.50	Neutral	
HELLA GmbH & Co. KGaA	Tanzer	57.00	Accumulate						
Hornbach Holding	Bruns	89.00	Buy						
Hugo Boss	Josefson	81.00	Buy						
Hypoport AG	Häßler	164.00	Buy	2/7					
INDUS Holding AG	Becker	64.50	Neutral						
K+S AG	Hinkel	24.40	Neutral						
Koenig & Bauer	Augustin	72.00	Neutral						
Krones AG	Augustin	123.00	Accumulate						
KWS SAAT	Hinkel	348.00	Neutral						
Lanxess	Hinkel	83.00	Buy						
Leoni	Schuldt	57.00	Neutral						
Linde	Hinkel	176.00	Neutral						
Logwin	Mildner	148.00	Neutral	2/3/5					
Manz AG	Rüzgar	35.00	Neutral	2/3					
MAX Automation AG	Becker	9.40	Buy	2/3/5					
Merck	Miemietz	112.00	Buy						

\* = 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

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#### Share prices

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#### Sources

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-BaFin- (Federal Financial Supervisory Authority)  
Graurheindorfer Straße 108, 53117 Bonn and  
Marie-Curie-Str. 24-28, 60439 Frankfurt am Main





**Recommendation history for HYPOPORT AG**

Date	Recommendation	Target price	Price at change date
01. Nov 17	Buy	164.00	126.10
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)**.

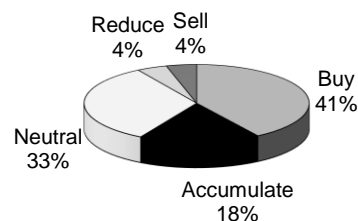
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- **Buy:** the stock is expected to generate total return of **over 15%** during the next 12 months time horizon
- **Accumulate:** the stock is expected to generate total return of **5% to 15%** during the next 12 months time horizon
- **Neutral:** 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
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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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