

Buy EUR 200.00	Value Indicators:	EUR	Warburg ESG Risk Score: 3.7	Description: Technology-based financial services provider
	DCF:	199.60	ESG Score (MSCI based): 4.0	
Price	EUR 126.40		Balance Sheet Score: 4.0	
Upside	58.2 %		Market Liquidity Score: 3.0	
Market Snapshot:		EUR m	Shareholders:	Key Figures (WRE):
Market cap:	844.81		Freefloat	2023e
No. of shares (m):	6.68		Revenia (Ronald Slabke)	Beta:
EV:	955.47		Treasury shares	Price / Book:
Freefloat MC:	521.25			Equity Ratio:
Ø Trad. Vol. (30d):	1.63 m			Net Fin. Debt / EBITDA:
				Net Debt / EBITDA:

Q3 in line with prelims; Guidance confirmed

Stated Figures Q3/2023:

In EUR m	Q3/23	Q3/22	yoy	Q3/23e	Δ WRe	9M/23	9M/22	yoy	9M/23e	Δ WRe	FY/23e	FY/22	yoy
Private Clients													
Revenue	20.8	28.0	-26%	20.6	1%	64.0	106.3	-40%	63.8	0%	87.3	124.7	-30%
EBIT	2.3	3.0	-23%	2.4	-3%	6.3	17.0	-63%	6.4	-1%	8.7	19.0	-54%
margin	11.1%	10.7%		11.6%		9.8%	16.0%		10.0%		10.0%	15.2%	
Credit Platform													
Revenue	38.5	48.6	-21%	38.8	-1%	114.5	168.8	-32%	114.8	0%	158.3	207.1	-24%
EBIT	4.9	10.9	-55%	5.6	-12%	13.1	41.9	-69%	13.8	-5%	21.3	44.2	-52%
margin	12.7%	22.4%		14.4%		11.4%	24.8%		12%		13.4%	21.3%	
Real estate Platform													
Revenue	13.0	14.3	-9%	12.7	2%	42.5	49.7	-14%	42.2	1%	53.9	64.6	-16%
EBIT	-4.6	-5.5	-16%	-2.8	61%	-10.2	-6.5	57%	-8.4	21%	-14.0	-11.9	18%
margin	-35.4%	-38.5%		-22.4%		-24.0%	-13.1%		-20%		-26.0%	-18.4%	
Insurance Platform													
Revenue	16.2	14.6	11%	16.1	1%	47.2	44.0	7%	47.1	0%	61.5	60.6	1%
EBIT	0.1	-1.2	-108%	-1.0	-110%	-0.3	-3.2	-91%	-1.4		0.0	-4.8	
margin	0.6%	-8.2%		-6.3%		-0.6%	-7.3%		-3%		0.0%	-7.9%	
Consolidation effects													
Revenue	-0.4	-0.5	-20%	0.0		-1.1	-1.3	-15%	0.0		0.0	-1.6	
EBIT	-3.8	-6.4	-41%	-5.1		-11.7	-18.2	-36%	-13.0		-4.9	-21.8	-78%
Group													
Revenue	88.2	105.0	-16%	88.2	0%	267.9	367.5	-27%	267.9	0%	361.0	455.4	-21%
EBIT	-1.1	0.8	-238%	-1.0	9%	-2.7	31.0	-109%	-2.7	0%	11.1	24.7	-55%
margin	-1.2%	0.8%		-1.1%		-1.0%	8.4%		-1%		3.1%	5.4%	

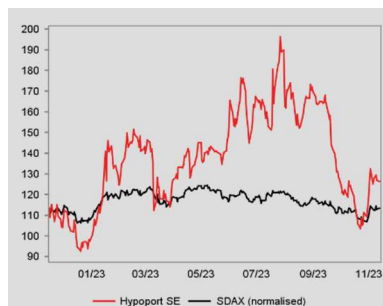
Comment on Figures:

- Total transaction volumes on Europace declined by -15.3% in Q3 to EUR 16.78bn, reflecting the ongoing crisis in the German real-estate market.
- Against the backdrop of the adverse market environment, the Private Clients segment as well as the Credit Platform segment experienced significant drops in revenue and EBIT
- Once again, the Real Estate Platform segment recorded high EBIT losses, confirming the picture painted earlier this year.
- The Insurance Platform recorded a slight profit for the quarter, which should be expected to continue against the backdrop of strict cost discipline and moderate top-line growth.

Hypoport reported final Q3 figures, confirming preliminaries that were published together with another guidance adjustment in late October.

- As indicated by the preliminary figures, the adverse environment in the German real-estate market continued. Even though transaction volumes on the credit platform increased by +7% yoy (vs. market volumes up +1%), revenues in the credit platform increased by only +1%. This was due to slower growth in high-margin products (private loans), but also shorter average fixed-interest periods, which resulted in a lower margin.
- The refinancing of mortgages, which usually makes up 15-20% of the mortgages on Europace, accounted for only 7% of the volume. The refinancing market was deemed to be in a transitional phase. Customers refinanced early once rising interest rates became visible and meanwhile, the remaining mortgages are being held as long as possible to avoid higher interest rates. Thus, a wave of refinancing volume is currently piling up that should be processed from 2027 onwards. Another long-term driver could be additional volumes from energy-efficiency renovation, which could result in an additional volume of EUR 500bn until 2045.

Assessment: As already indicated by the guidance adjustment, the new guidance for an EBIT range of between EUR 10m and 15m will be reached by a sequential operating improvement but especially by positive one-off effects. However, with increasing rents and building activity that is far below a sustainable level, a market recovery will set in sooner or later. Our long-term investment case of constant market-share gains and a significant margin expansion remains intact. Thus, we reiterate the PT of EUR 200 and our Buy rating.

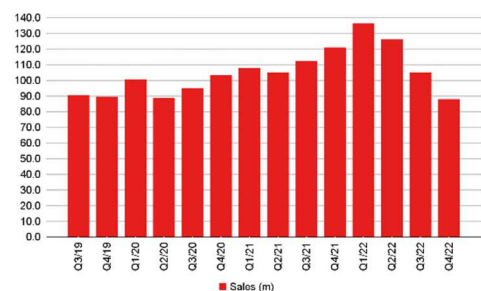


Rel. Performance vs SDAX:	
1 month:	1.4 %
6 months:	-4.5 %
Year to date:	24.6 %
Trailing 12 months:	-12.8 %

Company events:

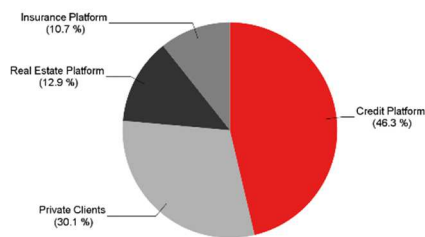
FY End: 31.12. in EUR m	CAGR (22-25e)	2019	2020	2021	2022	2023e	2024e	2025e
Sales	1.5 %	337.24	387.73	446.35	455.45	361.03	421.86	475.68
Change Sales yoy		26.8 %	15.0 %	15.1 %	2.0 %	-20.7 %	16.8 %	12.8 %
Gross profit margin		58.9 %	59.7 %	61.2 %	62.6 %	55.3 %	59.8 %	61.2 %
EBITDA	11.7 %	52.22	63.85	77.10	57.71	32.82	59.09	80.35
Margin		15.5 %	16.5 %	17.3 %	12.7 %	9.1 %	14.0 %	16.9 %
EBIT	27.6 %	33.01	36.24	47.68	24.68	11.13	34.01	51.32
Margin		9.8 %	9.3 %	10.7 %	5.4 %	3.1 %	8.1 %	10.8 %
Net income	27.1 %	24.40	27.27	30.16	18.69	7.10	24.91	38.37
EPS	24.7 %	3.90	4.36	4.83	2.96	1.06	3.73	5.74
EPS adj.	24.7 %	3.90	4.36	4.83	2.96	1.06	3.73	5.74
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.
FCFPS		3.07	1.59	4.35	0.41	-0.35	1.14	3.84
FCF / Market cap		1.4 %	0.4 %	0.9 %	0.2 %	-0.3 %	0.9 %	3.0 %
EV / Sales		4.4 x	6.9 x	7.5 x	3.6 x	2.6 x	2.2 x	1.9 x
EV / EBITDA		28.5 x	41.7 x	43.1 x	28.6 x	29.1 x	16.0 x	11.5 x
EV / EBIT		45.0 x	73.5 x	69.8 x	66.8 x	85.8 x	27.9 x	18.0 x
P / E		57.2 x	92.0 x	105.3 x	79.9 x	119.2 x	33.9 x	22.0 x
P / E adj.		57.2 x	92.0 x	105.3 x	79.9 x	119.2 x	33.9 x	22.0 x
FCF Potential Yield		3.0 %	2.2 %	1.9 %	3.3 %	3.2 %	5.5 %	7.5 %
Net Debt		90.89	156.89	149.11	158.30	110.66	103.02	77.35
ROCE (NOPAT)		10.9 %	9.3 %	8.4 %	5.1 %	2.0 %	5.9 %	8.6 %
Guidance:		2023: Revenue -25%; EBIT between EUR 12m and 15m						

Sales development in EUR m



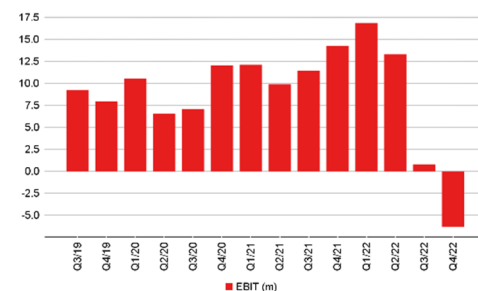
Source: Warburg Research

Sales by Segments 2021; in %



Source: Warburg Research

EBIT development in EUR m



Source: Warburg Research

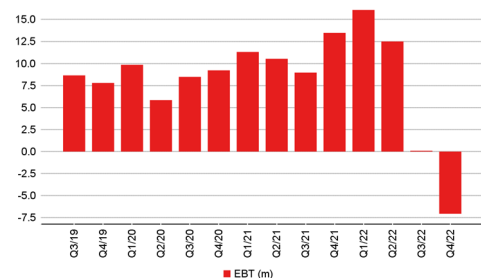
Company Background

- 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

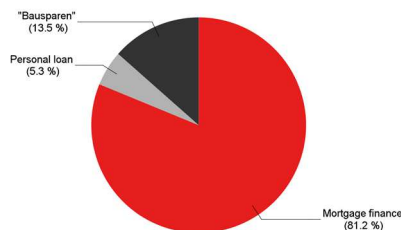
- The online B2B marketplace for property financing (EUROPACE) is the largest of its kind in Germany
- As the number of affiliated suppliers is decisive for marketplaces of this type, this forms a central competitive advantage and a considerable market entry barrier for third parties.
- The Dr. Klein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



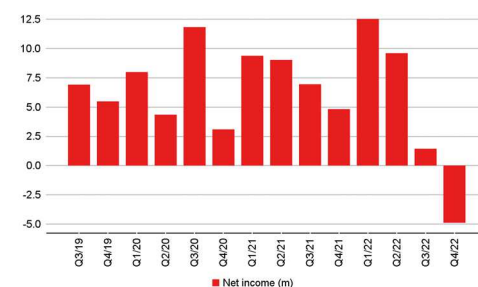
Source: Warburg Research

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
	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	
Sales	360.26	420.96	474.67	523.98	575.28	632.81	689.76	744.94	797.09	844.91	887.16	922.64	941.10	
Sales change	-20.9 %	16.8 %	12.8 %	10.4 %	9.8 %	10.0 %	9.0 %	8.0 %	7.0 %	6.0 %	5.0 %	4.0 %	2.0 %	1.5 %
EBIT	11.13	34.01	51.32	67.47	84.38	113.91	137.95	163.89	191.30	211.23	221.79	230.66	235.27	
EBIT-margin	-1.1 %	8.0 %	10.7 %	12.9 %	14.7 %	18.0 %	20.0 %	22.0 %	24.0 %	25.0 %	25.0 %	25.0 %	25.0 %	
Tax rate (EBT)	22.2 %	22.2 %	22.2 %	22.0 %	22.0 %	22.0 %	22.0 %	22.0 %	22.0 %	22.0 %	22.0 %	22.0 %	22.0 %	
NOPAT	8.66	26.46	39.93	52.62	65.81	88.85	107.60	127.83	149.21	164.76	173.00	179.92	183.51	
Depreciation	21.69	25.08	29.03	28.82	28.76	28.48	27.59	29.80	31.88	33.80	35.49	36.91	37.64	
in % of Sales	6.0 %	6.0 %	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	-0.06	0.05	0.06	0.06	0.06	0.05	0.05	0.04	0.04	0.02	
Change in Liquidity from														
- Working Capital	-6.78	4.40	3.80	4.60	3.85	4.31	4.27	4.14	3.91	3.59	3.17	2.66	1.38	
- Capex	37.94	37.94	37.94	36.68	34.52	31.64	27.59	29.80	31.88	33.80	35.49	36.91	37.64	
Capex in % of Sales	10.5 %	9.0 %	8.0 %	7.0 %	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	
Free Cash Flow (WACC Model)	-0.81	9.20	27.22	40.11	56.26	81.42	103.39	123.75	145.36	161.22	169.87	177.29	182.15	185
PV of FCF	-0.80	8.32	22.59	30.54	39.30	52.18	60.79	66.75	71.94	73.21	70.77	67.77	63.88	867
share of PVs	2.02 %			39.97 %										58.02 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	2.00 %	Financial Strength	1.00
Cost of debt (after tax)	2.3 %	Liquidity (share)	1.20
Market return	8.25 %	Cyclicality	1.30
Risk free rate	2.75 %	Transparency	1.00
		Others	1.30
WACC	8.99 %	Beta	1.16

Valuation (m)

Present values 2035e	627		
Terminal Value	867		
Financial liabilities	188		
Pension liabilities	1		
Hybrid capital	0		
Minority interest	2		
Market val. of investments	0		
Liquidity	30	No. of shares (m)	6.7
Equity Value	1,334	Value per share (EUR)	199.60

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
1.35	10.0 %	157.49	160.11	162.87	165.80	168.90	172.20	175.71	1.35	10.0 %	149.54	154.35	159.15	163.96	168.76	173.57	178.37
1.25	9.5 %	171.72	174.81	178.09	181.58	185.29	189.25	193.48	1.25	9.5 %	164.33	169.47	174.60	179.73	184.87	190.00	195.14
1.21	9.2 %	179.51	182.88	186.47	190.28	194.35	198.71	203.37	1.21	9.2 %	172.49	177.81	183.12	188.44	193.75	199.07	204.38
1.16	9.0 %	187.80	191.49	195.41	199.60	204.07	208.87	214.02	1.16	9.0 %	181.22	186.73	192.24	197.75	203.26	208.77	214.28
1.11	8.7 %	196.65	200.69	204.99	209.59	214.53	219.82	225.53	1.11	8.7 %	190.60	196.31	202.03	207.75	213.46	219.18	224.90
1.07	8.5 %	206.11	210.54	215.27	220.34	225.79	231.66	237.99	1.07	8.5 %	200.68	206.62	212.56	218.49	224.43	230.37	236.31
0.97	8.0 %	227.12	232.48	238.24	244.45	251.15	258.41	266.31	0.97	8.0 %	223.29	229.72	236.16	242.60	249.03	255.47	261.91

- 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	2019	2020	2021	2022	2023e	2024e	2025e
Price / Book	7.8 x	11.4 x	12.6 x	5.5 x	2.6 x	2.4 x	2.2 x
Book value per share ex intangibles	-11.24	-13.76	-11.38	-12.06	-3.81	-2.30	1.54
EV / Sales	4.4 x	6.9 x	7.5 x	3.6 x	2.6 x	2.2 x	1.9 x
EV / EBITDA	28.5 x	41.7 x	43.1 x	28.6 x	29.1 x	16.0 x	11.5 x
EV / EBIT	45.0 x	73.5 x	69.8 x	66.8 x	85.8 x	27.9 x	18.0 x
EV / EBIT adj.*	45.0 x	73.5 x	69.8 x	66.8 x	85.8 x	27.9 x	18.0 x
P / FCF	72.7 x	252.7 x	116.8 x	577.0 x	n.a.	110.5 x	32.9 x
P / E	57.2 x	92.0 x	105.3 x	79.9 x	119.2 x	33.9 x	22.0 x
P / E adj.*	57.2 x	92.0 x	105.3 x	79.9 x	119.2 x	33.9 x	22.0 x
Dividend Yield	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCF Potential Yield (on market EV)	3.0 %	2.2 %	1.9 %	3.3 %	3.2 %	5.5 %	7.5 %

*Adjustments made for: -

Consolidated profit & loss

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Sales	337.24	387.73	446.35	455.45	361.03	421.86	475.68
Change Sales yoy	26.8 %	15.0 %	15.1 %	2.0 %	-20.7 %	16.8 %	12.8 %
Increase / decrease in inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Own work capitalised	16.58	20.78	23.62	23.99	19.50	22.78	25.69
Total Sales	353.82	408.51	469.97	479.44	380.53	444.64	501.37
Material expenses	155.32	177.20	196.86	194.47	180.71	192.19	210.30
Gross profit	198.50	231.31	273.10	284.97	199.82	252.45	291.08
<i>Gross profit margin</i>	<i>58.9 %</i>	<i>59.7 %</i>	<i>61.2 %</i>	<i>62.6 %</i>	<i>55.3 %</i>	<i>59.8 %</i>	<i>61.2 %</i>
Personnel expenses	106.64	133.88	155.46	176.45	142.38	151.42	165.69
Other operating income	3.03	6.61	5.64	8.99	4.38	4.66	5.95
Other operating expenses	42.06	40.48	46.06	59.46	43.81	46.59	50.98
Unfrequent items	-0.62	0.28	-0.12	-0.34	14.80	0.00	0.00
EBITDA	52.22	63.85	77.10	57.71	32.82	59.09	80.35
<i>Margin</i>	<i>15.5 %</i>	<i>16.5 %</i>	<i>17.3 %</i>	<i>12.7 %</i>	<i>9.1 %</i>	<i>14.0 %</i>	<i>16.9 %</i>
Depreciation of fixed assets	9.69	14.70	13.49	13.46	8.68	10.03	11.61
EBITA	42.52	49.15	63.61	44.26	24.14	49.06	68.74
Amortisation of intangible assets	9.52	12.92	15.93	19.58	13.01	15.05	17.42
Goodwill amortisation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EBIT	33.01	36.24	47.68	24.68	11.13	34.01	51.32
<i>Margin</i>	<i>9.8 %</i>	<i>9.3 %</i>	<i>10.7 %</i>	<i>5.4 %</i>	<i>3.1 %</i>	<i>8.1 %</i>	<i>10.8 %</i>
EBIT adj.	33.01	36.24	47.68	24.68	11.13	34.01	51.32
Interest income	0.51	0.23	0.16	0.22	0.80	0.80	0.80
Interest expenses	2.07	3.07	3.59	3.28	3.00	3.00	3.00
Other financial income (loss)	0.00	0.00	0.00	0.00	0.20	0.20	0.20
EBT	31.44	33.40	44.25	21.61	9.13	32.01	49.32
<i>Margin</i>	<i>9.3 %</i>	<i>8.6 %</i>	<i>9.9 %</i>	<i>4.7 %</i>	<i>2.5 %</i>	<i>7.6 %</i>	<i>10.4 %</i>
Total taxes	7.04	5.54	13.68	2.94	2.03	7.11	10.95
Net income from continuing operations	24.40	27.86	30.58	18.67	7.10	24.91	38.37
Income from discontinued operations (net of tax)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net income before minorities	24.40	27.86	30.58	18.67	7.10	24.91	38.37
Minority interest	0.00	0.59	0.41	-0.02	0.00	0.00	0.00
Net income	24.40	27.27	30.16	18.69	7.10	24.91	38.37
<i>Margin</i>	<i>7.2 %</i>	<i>7.0 %</i>	<i>6.8 %</i>	<i>4.1 %</i>	<i>2.0 %</i>	<i>5.9 %</i>	<i>8.1 %</i>
Number of shares, average	6.25	6.25	6.25	6.30	6.68	6.68	6.68
EPS	3.90	4.36	4.83	2.96	1.06	3.73	5.74
EPS adj.	3.90	4.36	4.83	2.96	1.06	3.73	5.74

*Adjustments made for:

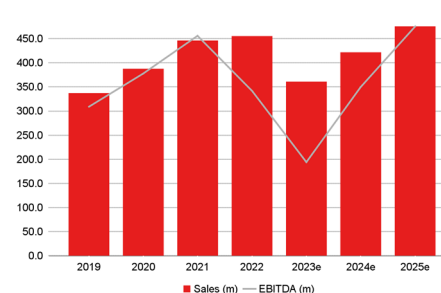
Guidance: 2023: Revenue -25%; EBIT between EUR 12m and 15m

Financial Ratios

	2019	2020	2021	2022	2023e	2024e	2025e
Total Operating Costs / Sales	89.2 %	89.0 %	88.0 %	92.5 %	100.4 %	91.4 %	88.5 %
Operating Leverage	0.5 x	0.7 x	2.1 x	-23.6 x	2.6 x	12.2 x	4.0 x
EBITDA / Interest expenses	25.2 x	20.8 x	21.5 x	17.6 x	10.9 x	19.7 x	26.8 x
Tax rate (EBT)	22.4 %	16.6 %	30.9 %	13.6 %	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.

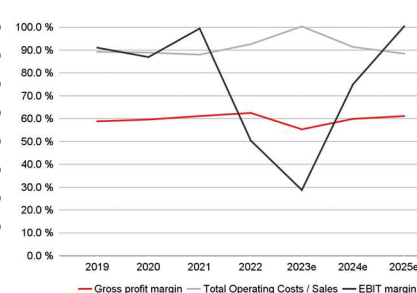
Sales, EBITDA

in EUR m

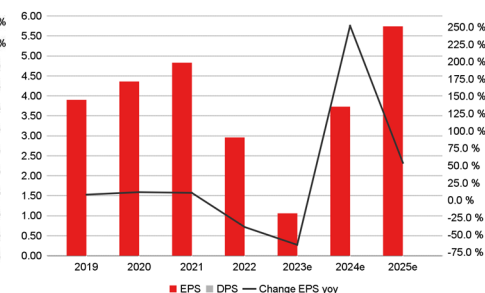


Operating Performance

in %



Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

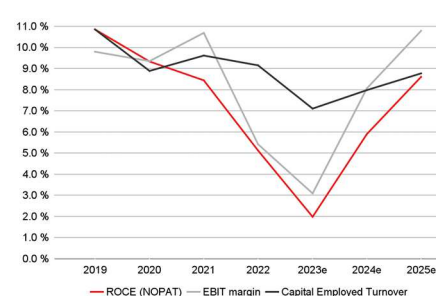
Consolidated balance sheet

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Assets							
Goodwill and other intangible assets	248.24	306.42	322.89	347.13	353.65	368.61	381.19
thereof other intangible assets	14.64	24.06	27.74	41.51	58.50	73.45	86.03
thereof Goodwill	186.40	221.96	222.41	222.41	222.41	222.41	222.41
Property, plant and equipment	34.99	97.66	101.89	95.58	94.84	92.75	89.07
Financial assets	0.19	0.40	0.78	0.96	0.96	0.96	0.96
Other long-term assets	14.14	28.96	28.30	21.41	21.41	21.41	21.41
Fixed assets	297.56	433.44	453.86	465.08	470.87	483.73	492.63
Inventories	1.09	1.51	1.50	1.07	1.00	1.00	1.00
Accounts receivable	63.07	75.20	83.03	75.12	59.50	69.60	78.50
Liquid assets	24.89	33.51	48.92	29.95	65.58	61.23	74.89
Other short-term assets	4.97	8.39	8.45	12.40	12.40	12.40	12.40
Current assets	94.02	118.61	141.91	118.53	138.48	144.22	166.79
Total Assets	391.60	552.00	595.80	583.60	609.30	628.00	659.40
Liabilities and shareholders' equity							
Subscribed capital	6.49	6.49	6.49	6.49	6.87	6.87	6.87
Capital reserve	51.11	65.77	66.93	67.56	117.18	117.18	117.18
Retained earnings	120.67	148.38	178.56	197.24	204.35	229.25	267.62
Other equity components	-0.24	-0.19	-0.19	-0.19	-0.19	-0.09	-0.19
Shareholders' equity	178.03	220.46	251.78	271.11	328.21	353.21	391.48
Minority interest	0.34	0.94	1.65	1.63	1.63	1.63	1.63
Total equity	178.38	221.39	253.43	272.74	329.84	354.85	393.12
Provisions	0.92	0.74	0.62	0.58	0.58	0.58	0.58
thereof provisions for pensions and similar obligations	0.92	0.74	0.62	0.58	0.58	0.58	0.58
Financial liabilities (total)	114.87	189.66	197.41	187.66	175.66	163.66	151.66
Short-term financial liabilities	16.41	14.02	16.11	16.92	16.92	16.92	16.92
Accounts payable	39.58	46.94	49.66	42.91	34.00	39.70	44.80
Other liabilities	57.84	93.31	94.65	79.73	69.21	69.21	69.21
Liabilities	213.20	330.66	342.34	310.88	279.45	273.15	266.25
Total liabilities and shareholders' equity	391.60	552.00	595.80	583.60	609.30	628.00	659.40

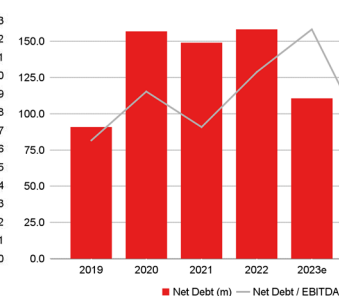
Financial Ratios

	2019	2020	2021	2022	2023e	2024e	2025e
Efficiency of Capital Employment							
Operating Assets Turnover	5.7 x	3.0 x	3.3 x	3.5 x	3.0 x	3.4 x	3.8 x
Capital Employed Turnover	1.3 x	1.0 x	1.1 x	1.1 x	0.8 x	0.9 x	1.0 x
ROA	8.2 %	6.3 %	6.6 %	4.0 %	1.5 %	5.1 %	7.8 %
Return on Capital							
ROCE (NOPAT)	10.9 %	9.3 %	8.4 %	5.1 %	2.0 %	5.9 %	8.6 %
ROE	14.7 %	13.7 %	12.8 %	7.1 %	2.4 %	7.3 %	10.3 %
Adj. ROE	14.7 %	13.7 %	12.8 %	7.1 %	2.4 %	7.3 %	10.3 %
Balance sheet quality							
Net Debt	90.89	156.89	149.11	158.30	110.66	103.02	77.35
Net Financial Debt	89.98	156.15	148.49	157.72	110.08	102.44	76.77
Net Gearing	51.0 %	70.9 %	58.8 %	58.0 %	33.5 %	29.0 %	19.7 %
Net Fin. Debt / EBITDA	172.3 %	244.6 %	192.6 %	273.3 %	335.4 %	173.4 %	95.5 %
Book Value / Share	28.5	35.3	40.3	43.0	49.1	52.8	58.6
Book value per share ex intangibles	-11.2	-13.8	-11.4	-12.1	-3.8	-2.3	1.5

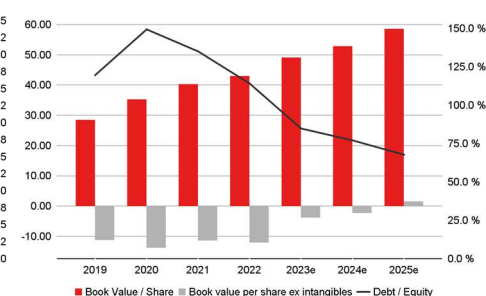
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

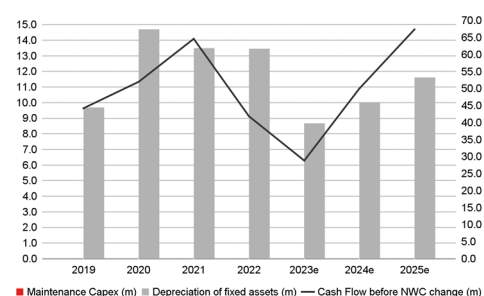
Consolidated cash flow statement

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Net income	24.40	27.86	30.58	18.67	7.10	24.91	38.37
Depreciation of fixed assets	9.69	14.70	13.49	13.46	8.68	10.03	11.61
Amortisation of goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Amortisation of intangible assets	9.52	12.92	15.93	19.58	13.01	15.05	17.42
Increase/decrease in long-term provisions	0.63	-0.18	-0.12	-0.04	0.00	0.00	0.00
Other non-cash income and expenses	0.00	-3.25	4.70	-9.83	0.00	0.00	0.00
Cash Flow before NWC change	44.24	52.04	64.57	41.84	28.79	49.98	67.41
Increase / decrease in inventory	-0.31	-0.42	0.01	0.05	0.06	0.00	0.00
Increase / decrease in accounts receivable	-8.85	-12.13	-7.83	11.31	15.62	-10.10	-8.90
Increase / decrease in accounts payable	7.59	7.36	2.72	-14.64	-8.91	5.70	5.10
Increase / decrease in other working capital positions	3.53	-0.30	4.88	0.00	0.00	0.00	0.00
Increase / decrease in working capital (total)	1.97	-5.49	-0.22	-3.28	6.78	-4.40	-3.80
Net cash provided by operating activities [1]	46.21	46.55	64.35	38.56	35.57	45.58	63.61
Investments in intangible assets	-27.02	-27.10	-30.02	-33.36	-30.00	-30.00	-30.00
Investments in property, plant and equipment	0.00	-77.36	-17.81	-7.94	-7.94	-7.94	-7.94
Payments for acquisitions	-33.04	-22.90	-7.17	-7.91	0.00	0.00	0.00
Financial investments	0.02	0.02	0.92	0.23	0.00	0.00	0.00
Income from asset disposals	0.20	0.05	0.53	1.64	0.00	0.00	0.00
Net cash provided by investing activities [2]	-59.88	-59.51	-44.71	-42.48	-37.94	-37.94	-37.94
Change in financial liabilities	23.50	7.04	-4.23	-15.06	-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	0.00	14.54	0.00	0.00	50.00	0.00	0.00
Other	-16.72	0.00	0.00	0.00	0.00	0.00	0.00
Net cash provided by financing activities [3]	6.78	21.57	-4.23	-15.06	38.00	-12.00	-12.00
Change in liquid funds [1]+[2]+[3]	-6.90	8.62	15.41	-18.98	35.63	-4.36	13.67
Effects of exchange-rate changes on cash	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cash and cash equivalent at end of period	24.86	33.51	48.92	29.95	65.58	61.23	74.89

Financial Ratios

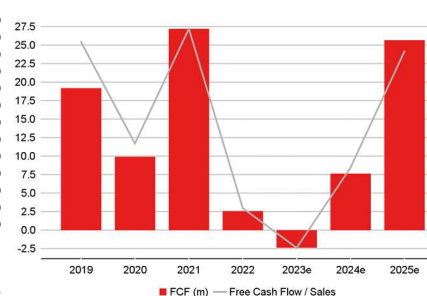
	2019	2020	2021	2022	2023e	2024e	2025e
Cash Flow							
FCF	19.19	9.92	27.20	2.58	-2.37	7.64	25.67
Free Cash Flow / Sales	5.7 %	2.6 %	6.1 %	0.6 %	-0.7 %	1.8 %	5.4 %
Free Cash Flow Potential	45.18	58.31	63.42	54.77	30.79	51.98	69.41
Free Cash Flow / Net Profit	78.6 %	36.4 %	90.2 %	13.8 %	-33.3 %	30.7 %	66.9 %
Interest Received / Avg. Cash	1.8 %	0.8 %	0.4 %	0.6 %	1.7 %	1.3 %	1.2 %
Interest Paid / Avg. Debt	2.1 %	2.0 %	1.9 %	1.7 %	1.7 %	1.8 %	1.9 %
Management of Funds							
Investment ratio	8.0 %	26.9 %	10.7 %	9.1 %	10.5 %	9.0 %	8.0 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	140.7 %	378.4 %	162.5 %	125.0 %	174.9 %	151.3 %	130.7 %
Avg. Working Capital / Sales	7.1 %	7.0 %	7.2 %	7.5 %	8.3 %	6.8 %	6.9 %
Trade Debtors / Trade Creditors	159.3 %	160.2 %	167.2 %	175.1 %	175.0 %	175.3 %	175.2 %
Inventory Turnover	142.9 x	117.4 x	131.4 x	182.6 x	180.7 x	192.2 x	210.3 x
Receivables collection period (days)	68	71	68	60	60	60	60
Payables payment period (days)	93	97	92	81	69	75	78
Cash conversion cycle (Days)	-22	-23	-21	-18	-7	-13	-16

CAPEX and Cash Flow in EUR m



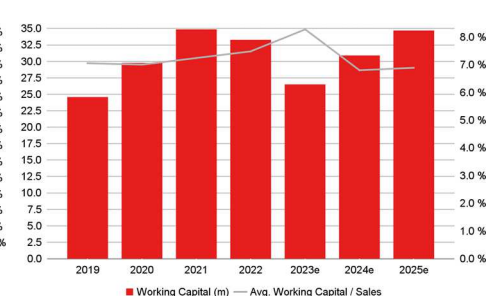
Source: Warburg Research

Free Cash Flow Generation



Source: Warburg Research

Working Capital



Source: Warburg Research

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- 7-

Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
HYPOPORT	5	https://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005493365.htm

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Investment recommendation: expected direction of the share price development of the financial instrument up to the given price target in the opinion of the analyst who covers this financial instrument.

-B-	Buy:	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	Hold:	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	Sell:	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	Rating suspended:	The available information currently does not permit an evaluation of the company.

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING

Rating	Number of stocks	% of Universe
Buy	155	73
Hold	46	22
Sell	5	2
Rating suspended	7	3
Total	213	100

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

... taking into account only those companies which were provided with major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	43	81
Hold	7	13
Sell	0	0
Rating suspended	3	6
Total	53	100

PRICE AND RATING HISTORY HYPOPORT AS OF 14.11.2023


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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