



# Hypoport AG

Germany | Financial Services  
Industrials

Investment Research

## Flash Note

### Accumulate

Recommendation unchanged

**Share price: EUR 129.60**

closing price as of 20/10/2017

**Target price: EUR 164.00**

Target Price unchanged

**Upside/Downside Potential 26.5%**

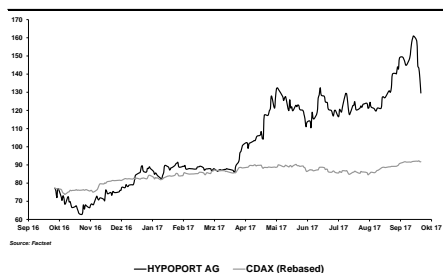
Reuters/Bloomberg HYQn.DE/HYQ GR

Market capitalisation (EURm)	803
Current N° of shares (m)	6
Free float	63%
Daily avg. no. trad. sh. 12 mth	21
Daily avg. trad. vol. 12 mth (m)	20,624.92
Price high/low 12 months	63.06 / 160.95
Abs Perfs 1/3/12 mths (%)	-0.31/4.22/59.86

Key financials (EUR)	12/16	12/17e	12/18e
Sales (m)	157	188	214
EBITDA (m)	28	33	38
EBITDA margin	18.1%	17.4%	17.8%
EBIT (m)	23	27	31
EBIT margin	14.8%	14.2%	14.6%
Net Profit (adj.)(m)	18	21	25
ROCE	28.4%	32.7%	36.9%
Net debt/(cash) (m)	1	(15)	(39)
Net Debt/Equity	0.0	-0.2	-0.4
Net Debt/EBITDA	0.0	-0.4	-1.0
Int. cover(EBITDA/Fin.int)	70.6	65.5	47.8
EV/Sales	3.1	4.2	3.6
EV/EBITDA	17.0	24.1	20.0
EV/EBITDA (adj.)	17.0	24.1	20.0
EV/EBIT	20.8	29.5	24.5
P/E (adj.)	25.8	37.1	30.8
P/BV	7.5	9.5	7.3
OpFCF yield	1.1%	1.8%	2.8%
Dividend yield	0.0%	0.0%	0.0%
EPS (adj.)	3.01	3.49	4.20
BVPS	10.30	13.68	17.74
DPS	0.00	0.00	0.00

### Shareholders

Slabke 37%;



### Analyst(s)

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

## Reason: Company Newsflow

23 October 2017

### Preliminary Q3 results below expectations

Last Friday afternoon Hypoport published preliminary Q3 results which came in below expectations. Revenues increased by 21% yoy to c. EUR 48m (equinet: EUR 49.8m.) and EBIT declined by 10% yoy to around EUR 5.6m (equinet: EUR 6.7m). Main reason for the weaker than expected performance seems to have been a weak performance of the Institutional Clients unit. Sales remained stable yoy in Q3 while EBIT fell to EUR 0.5m (Q3 '16: EUR 1.4m) in this unit. Both the Credit Platform (EBIT +9% yoy) and Private Clients (EBIT + 22% yoy) showed however a good performance in Q3. The weaker than expected Q3 profit is a negative surprise but as it seems to be mainly due to a weak performance of the Institutional Clients unit, which depends on a limited number of single large tickets, we do not see the Q3 development too negatively. We reiterate our Accumulate rating with a TP of EUR 164 as our investment case remains intact.

- ✓ **Institutional Clients:** While revenues were broadly stable yoy with around EUR 4m, EBIT was down by around 63% yoy to EUR 0.5m. As this unit's performance depends on a limited number of large deals the earnings development can be volatile on a quarterly basis.
- ✓ **Credit Platform:** Revenues were up by around 17% to more than EUR 57m in 9M 2017, EBIT increased by c. 10% yoy to almost EUR 12m. This translates into Q3 revenues of c. EUR 19.2m (+12% yoy) and an EBIT of around EUR 4m (+9% yoy) which would be similar to an EBIT margin of around 21%, in line with previous quarters.
- ✓ **Private Clients:** Revenues were up by around 22% yoy to more than EUR 61m in 9M 2017, EBIT increased by c. 20% yoy to more than EUR 9m. This translates into Q3 revenues of c. EUR 21.1m (+22% yoy) and an EBIT of around EUR 3m (+22% yoy) which would be similar to an EBIT margin of around 14%, broadly in line with previous quarters.
- ✓ **Insurance Platform:** This unit reached revenues of EUR 11m in 9M 2017 (9M 2016: EUR 2.9m) and an EBIT loss of nearly around 1m.

### Hypoport - Q3 2017

EUR m	Q3 2017	Q3 2017e	Q3 2016	yoy	Cons.	delta
Revenues	48.2	49.8	39.8	21.1%	na	na
EBIT	5.2	6.7	5.9	-10.4%	na	na
EBIT Margin	10.9%	13.5%	14.7%	-383 BP	na	na
Net Profit	na	5.3	4.4	na	na	na

Sources: Hypoport, equinet Research

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For important disclosure information, please refer to the disclaimer page of this report.

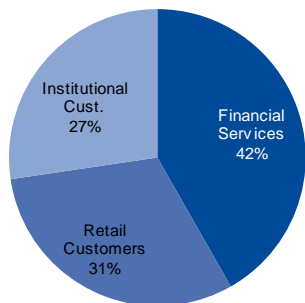
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**Exhibit 1: Investment Case in Charts**

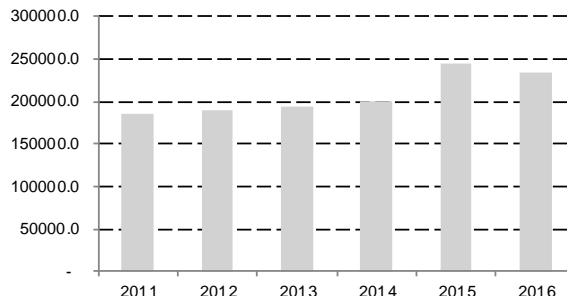
**Business split**



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

Source: Hypoport, equinet Research

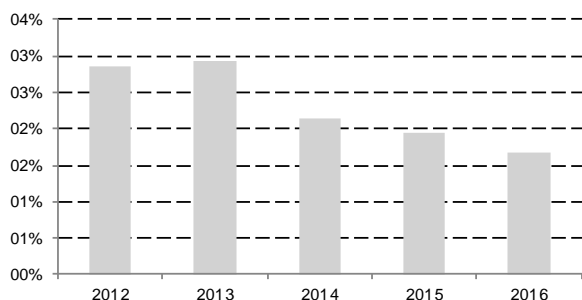
**Market development (new mortgage loans in EUR m)**



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

Source: Bundesbank, equinet Research

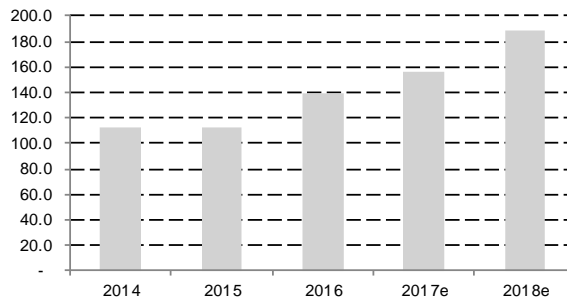
**10YR Mortgage Rate development**



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

Source: Hypoport, equinet Research

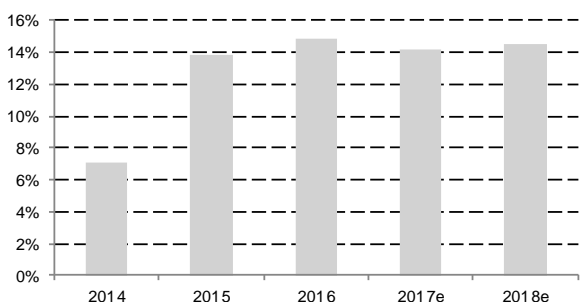
**Revenues development (in EUR m)**



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

Source: Hypoport, equinet Research

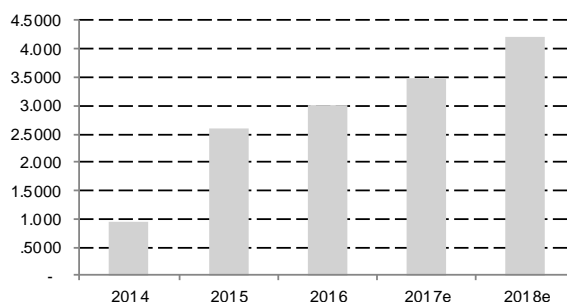
**EBIT margin development**



EBIT Margins should not further increase in 2017e/'18e due to investments into the online insurance marketplace.

Source: Hypoport, equinet Research





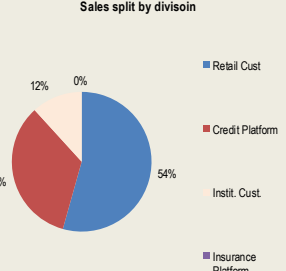
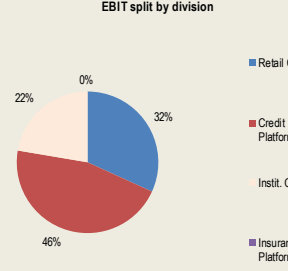
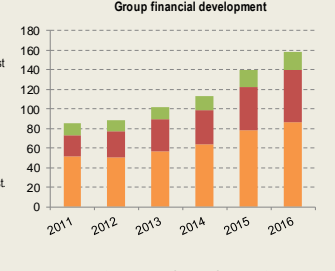
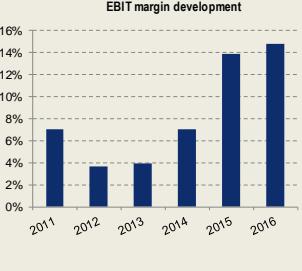


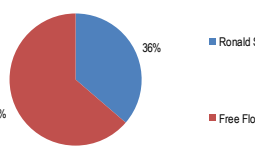
**EPS development (in EUR)**



We forecast EPS CAGR of 18% (2016e-'18e).

Source: Hypoport, equinet Research

**Exhibit 2: At a Glance**

Business Units	Credit Platform	Private Clients	Institutional Clients	Insurance Platform	
					
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.  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 are professional real estate investors, mainly public housing investors.  We do not have any figures, but the dependence on single customers may be somewhat higher in this unit.	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 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 2017:</b> Revenue: double-digit growth EBIT double-digit growth	<b>equinet Estimates</b> Revenue: 188 y/y 20.0% EBIT margin 14.8%	<b>Consensus</b> 188 19.9% 14.5%
2016	<b>Sales (EURm)</b> 156.6 y/y 12.7%	<b>EBITDA (EURm)</b> 28.3 Margin 18.1%	<b>EBIT (EURm)</b> 23.2 Margin 14.8%	<b>EPS 5Y hist. CAGR</b> 38.0%	
Sales & EBIT Split					
Shareholder structure & management	<b>CEO</b>  Major shareholder and CEO (since 2010) <ul style="list-style-type: none"> <li>With Hypoport since 2002</li> <li>&gt;20 years experience in the banking industry</li> <li>prior to becoming CEO he was board member of Hypoport (since 2002). He joined Dr. Klein &amp; Co GmbH &amp; Co. KG in 1996, he became a board member in 2000.</li> </ul>		<b>Board Member (since 2010)</b>  Stephan Gawarecki <ul style="list-style-type: none"> <li>With Dr. Klein since 2004</li> <li>almost 20 years experience in the banking/insurance industry</li> <li>Prior to his career at Dr. Klein Mr. Gawarecki worked for FinanceScout 24 and Deutscher Ring</li> <li>Mr. Gawarecki is responsible for Retail Customers and Commercial Insurance business for all distribution channels.</li> </ul>		<b>Shareholder structure</b> 
# of employees FY	709				

Source: equinet Research, Hypoport



## Hypoport AG : Summary tables

PROFIT & LOSS (EURm)	12/2013	12/2014	12/2015	12/2016	12/2017e	12/2018e
<b>Sales</b>	<b>101</b>	<b>112</b>	<b>139</b>	<b>157</b>	<b>188</b>	<b>214</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>8.2</b>	<b>12.7</b>	<b>25.1</b>	<b>28.3</b>	<b>32.7</b>	<b>38.2</b>
<b>EBITDA (adj.)*</b>	<b>8.2</b>	<b>12.7</b>	<b>25.1</b>	<b>28.3</b>	<b>32.7</b>	<b>38.2</b>
Depreciation	4.2	4.8	5.8	5.1	6.0	7.0
<b>EBITA</b>	<b>12.3</b>	<b>17.5</b>	<b>30.9</b>	<b>33.4</b>	<b>38.7</b>	<b>45.2</b>
<b>EBITA (adj)*</b>	<b>12.3</b>	<b>17.5</b>	<b>30.9</b>	<b>33.4</b>	<b>38.7</b>	<b>45.2</b>
Amortisations and Write Downs	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>4.0</b>	<b>7.9</b>	<b>19.3</b>	<b>23.2</b>	<b>26.7</b>	<b>31.2</b>
<b>EBIT (adj.)*</b>	<b>4.0</b>	<b>7.9</b>	<b>19.3</b>	<b>23.2</b>	<b>26.7</b>	<b>31.2</b>
Net Financial Interest	-0.9	-0.7	-0.1	-0.4	-0.5	-0.8
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>3.1</b>	<b>7.3</b>	<b>19.1</b>	<b>22.8</b>	<b>26.2</b>	<b>30.4</b>
Tax	0.1	1.3	3.2	4.8	5.2	5.2
<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>3.0</b>	<b>5.9</b>	<b>15.9</b>	<b>18.0</b>	<b>20.9</b>	<b>25.2</b>
<b>Net Profit (adj.)</b>	<b>3.0</b>	<b>5.9</b>	<b>15.9</b>	<b>18.0</b>	<b>20.9</b>	<b>25.2</b>
CASH FLOW (EURm)	12/2013	12/2014	12/2015	12/2016	12/2017e	12/2018e
Cash Flow from Operations before change in NWC	6.2	10.7	23.7	25.8	22.7	31.2
Change in Net Working Capital	3.9	-2.3	2.9	-7.5	-2.3	-3.0
<b>Cash Flow from Operations</b>	<b>10.1</b>	<b>8.4</b>	<b>26.7</b>	<b>18.3</b>	<b>20.5</b>	<b>28.2</b>
Capex	-5.7	-6.2	-7.1	-13.3	-6.0	-6.0
Net Financial Investments	-1.4	-1.2	-6.9	-7.4	2.7	2.1
<b>Free Cash Flow</b>	<b>3.0</b>	<b>1.1</b>	<b>12.7</b>	<b>-2.3</b>	<b>17.1</b>	<b>24.3</b>
Dividends	0.0	0.0	0.0	0.0	0.0	0.0
Other (incl. Capital Increase & share buy backs)	-1.2	-1.1	-3.6	1.5	-1.8	0.0
<b>Change in Net Debt</b>	<b>1.8</b>	<b>0.0</b>	<b>9.1</b>	<b>-0.8</b>	<b>15.3</b>	<b>24.3</b>
NOPLAT	2.8	5.6	13.5	16.3	18.7	21.9
BALANCE SHEET & OTHER ITEMS (EURm)	12/2013	12/2014	12/2015	12/2016	12/2017e	12/2018e
Net Tangible Assets	2.3	2.2	2.6	2.6	1.1	-0.4
Net Intangible Assets (incl. Goodwill)	29.6	31.0	31.9	41.7	43.2	43.7
Net Financial Assets & Other	0.1	0.1	0.0	1.1	1.1	1.1
<b>Total Fixed Assets</b>	<b>31.9</b>	<b>33.3</b>	<b>34.5</b>	<b>45.4</b>	<b>45.4</b>	<b>44.4</b>
Cash (-)	-11.5	-12.0	-24.8	-22.4	-39.5	-63.8
Shareholders Equity	32.8	38.6	52.4	63.8	84.7	110
Minority	0.3	0.3	0.3	0.3	0.4	0.5
Total Equity	33.1	38.9	52.7	64.1	85.1	110
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	-5.5	-5.8	-9.3	-6.7	-12.2	-11.2
<b>Total Long Term Liabilities</b>	<b>-5.5</b>	<b>-5.8</b>	<b>-9.3</b>	<b>-6.7</b>	<b>-12.2</b>	<b>-11.2</b>
Short term interest bearing debt	20.6	21.1	24.7	23.2	25.0	25.0
<b>Net Working Capital</b>	<b>4.7</b>	<b>8.9</b>	<b>8.9</b>	<b>12.9</b>	<b>13.0</b>	<b>16.0</b>
GROWTH & MARGINS	12/2013	12/2014	12/2015	12/2016	12/2017e	12/2018e
<i>Sales growth</i>	<i>15.2%</i>	<i>11.1%</i>	<i>23.7%</i>	<i>12.7%</i>	<i>20.0%</i>	<i>14.0%</i>
<b>EBITDA (adj.)* growth</b>	<b>0.3%</b>	<b>55.7%</b>	<b>97.5%</b>	<b>12.9%</b>	<b>15.6%</b>	<b>16.8%</b>
<i>EBITA (adj.)* growth</i>	<i>-5.5%</i>	<i>41.4%</i>	<i>76.9%</i>	<i>8.1%</i>	<i>16.0%</i>	<i>16.8%</i>
<i>EBIT (adj.)* growth</i>	<i>24.1%</i>	<i>100.1%</i>	<i>142.7%</i>	<i>20.6%</i>	<i>15.1%</i>	<i>16.8%</i>



## Hypoport AG : Summary tables

<b>GROWTH &amp; MARGINS</b>	<b>12/2013</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017e</b>	<b>12/2018e</b>
Net Profit growth	n.m.	97.0%	168.1%	13.7%	15.8%	20.4%
EPS adj. growth	n.m.	97.0%	175.1%	14.6%	15.8%	20.4%
DPS adj. growth						
EBITDA (adj)* margin	8.1%	11.3%	18.0%	18.1%	17.4%	17.8%
EBITA (adj)* margin	12.2%	15.5%	22.2%	21.3%	20.6%	21.1%
EBIT (adj)* margin	3.9%	7.1%	13.9%	14.8%	14.2%	14.6%
<b>RATIOS</b>	<b>12/2013</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017e</b>	<b>12/2018e</b>
Net Debt/Equity	0.3	0.2	0.0	0.0	-0.2	-0.4
Net Debt/EBITDA	1.1	0.7	0.0	0.0	-0.4	-1.0
Interest cover (EBITDA/Fin.interest)	9.3	18.5	n.m.	70.6	65.5	47.8
Capex/D&A	-136.7%	-129.8%	-121.3%	-260.6%	-100.0%	-85.7%
Capex/Sales	5.7%	5.5%	5.1%	8.5%	3.2%	2.8%
NWC/Sales	4.7%	8.0%	6.4%	8.2%	6.9%	7.5%
ROE (average)	9.6%	16.6%	34.9%	31.0%	28.1%	25.9%
ROCE (adj.)	7.6%	13.2%	31.1%	28.4%	32.7%	36.9%
WACC	7.8%	7.8%	7.8%	7.8%	7.8%	7.8%
ROCE (adj.)/WACC	1.0	1.7	4.0	3.7	4.2	4.8
<b>PER SHARE DATA (EUR)***</b>	<b>12/2013</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017e</b>	<b>12/2018e</b>
Average diluted number of shares	6.2	6.2	6.0	6.0	6.0	6.0
EPS (reported)	0.49	0.96	2.63	3.01	3.49	4.20
EPS (adj.)	0.49	0.96	2.63	3.01	3.49	4.20
BVPS	5.29	6.23	8.46	10.30	13.68	17.74
DPS	0.00	0.00	0.00	0.00	0.00	0.00
<b>VALUATION</b>	<b>12/2013</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017e</b>	<b>12/2018e</b>
EV/Sales	0.7	0.8	3.6	3.1	4.2	3.6
EV/EBITDA	8.5	6.7	19.9	17.0	24.1	20.0
<b>EV/EBITDA (adj.)*</b>	<b>8.5</b>	<b>6.7</b>	<b>19.9</b>	<b>17.0</b>	<b>24.1</b>	<b>20.0</b>
EV/EBITA	5.6	4.8	16.1	14.4	20.4	16.9
<b>EV/EBITA (adj.)*</b>	<b>5.6</b>	<b>4.8</b>	<b>16.1</b>	<b>14.4</b>	<b>20.4</b>	<b>16.9</b>
EV/EBIT	17.4	10.7	25.9	20.8	29.5	24.5
<b>EV/EBIT (adj.)*</b>	<b>17.4</b>	<b>10.7</b>	<b>25.9</b>	<b>20.8</b>	<b>29.5</b>	<b>24.5</b>
<b>P/E (adj.)</b>	<b>19.9</b>	<b>12.7</b>	<b>30.6</b>	<b>25.8</b>	<b>37.1</b>	<b>30.8</b>
P/BV	1.8	2.0	9.5	7.5	9.5	7.3
Total Yield Ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EV/CE	1.9	2.0	11.5	8.4	13.8	12.9
OpFCF yield	7.3%	3.0%	3.9%	1.1%	1.8%	2.8%
OpFCF/EV	6.3%	2.6%	3.9%	1.0%	1.8%	2.9%
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>12/2013</b>	<b>12/2014</b>	<b>12/2015</b>	<b>12/2016</b>	<b>12/2017e</b>	<b>12/2018e</b>
Price** (EUR)	9.65	12.16	80.50	77.75	129.60	129.60
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>60</b>	<b>75</b>	<b>499</b>	<b>482</b>	<b>803</b>	<b>803</b>
<b>Net Debt</b>	<b>9</b>	<b>9</b>	<b>0</b>	<b>1</b>	<b>-15</b>	<b>-39</b>
<i>o/w Cash &amp; Marketable Securities (-)</i>	<i>-12</i>	<i>-12</i>	<i>-25</i>	<i>-22</i>	<i>-40</i>	<i>-64</i>
<i>o/w Gross Debt (+)</i>	<i>21</i>	<i>21</i>	<i>25</i>	<i>23</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>69</b>	<b>85</b>	<b>499</b>	<b>483</b>	<b>789</b>	<b>764</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.
2G Energy	Rüzgar	22.50	Neutral	2/3/5	OHB SE	Rüzgar	32.00	Neutral	7
4SC	Miemietz	3.50	Buy	7	OVH Holding AG	Häßler	20.00	Accumulate	2/5/7
Aareal Bank	Häßler	38.00	Accumulate		Patrizia	Häßler	20.00	Buy	
adidas	Josefson	211.00	Accumulate		Pfeiffer Vacuum	Sen	162.00	Accumulate	5
Adler Modemaerkte	Josefson	7.50	Buy	7	Procredit Holding	Häßler	15.60	Buy	2
ADLER Real Estate	Häßler	15.20	Accumulate		PSI SOFTWAREAG	Droste	18.00	Accumulate	2/3
Aixtron	Sen	11.60	Accumulate	2/3	PWO	Schuldt	52.00	Buy	2/3
Allianz	Häßler	194.00	Accumulate		Rheinmetall	Rüzgar	107.00	Accumulate	
Axel Springer	Josefson	51.00	Neutral		RIB Software	Droste	16.50	Buy	2/3
Bayer	Miemietz	118.00	Buy		RTL Group	Josefson	72.00	Accumulate	
BB Biotech	Miemietz	60.00	Buy	7	SAF-Holland	Schuldt	17.00	Accumulate	7
Biotest	Miemietz	18.00	Sell	2/3	Siegfried Holding AG	Miemietz	295.00	Accumulate	
BMW	Schuldt	98.00	Accumulate		SLM Solutions	Sen	27.50	Reduce	
Brenntag	Mildner	53.00	Buy	2	SMT Scharf AG	Rüzgar	13.50	Accumulate	2/3
Ceconomy	Bruns	9.00	Reduce		Software AG	Droste	30.00	Sell	
Cenit	Droste	22.50	Buy		Stabilus	Tanzer	85.00	Accumulate	
comdirect	Häßler	10.60	Neutral		Suedzucker	Bruns	15.50	Reduce	
Commerzbank	Häßler	11.50	Neutral		SuessMicroTec	Sen	14.20	Reduce	2/3
Continental	Schuldt	265.00	Buy		Surteco	Mildner	28.00	Accumulate	2/3
CORESTATE Capital Holding S.A.	Mayer	67.00	Buy	2/5	Symrise	Hinkel	67.00	Neutral	
CTS Eventim	Heilmann	40.00	Buy		Syzygy AG	Heilmann	11.50	Neutral	2/3
Daimler AG	Schuldt	76.00	Buy		TAKKT	Bruns	21.80	Accumulate	2
Daldrup & Soehne	Becker	11.00	Buy	2/3/5	Talanx Group	Häßler	34.00	Neutral	
Demire	Mayer	4.30	Accumulate	2/5	Technotrans	Becker	36.00	Neutral	2/3
Deutsche Bank	Häßler	17.50	Buy		TELECOLUMBUS	Sen	12.00	Buy	
Deutsche EuroShop	Mayer	33.00	Neutral		Telefonica Deutschland	Sen	3.70	Sell	
Deutsche Pfandbriefbank	Häßler	12.00	Neutral		United Internet	Sen	63.00	Buy	
Deutsche Telekom	Sen	15.50	Neutral		va-Q-tec	Sen	17.00	Neutral	2/3/5
Drillisch	Sen	66.00	Buy		Viscom	Rüzgar	29.50	Neutral	2/3
EiringKlinger	Schuldt	14.00	Reduce		Volkswagen	Schuldt	166.00	Buy	
elumeo SE	Josefson	9.60	Buy		WCMAG	Mayer	3.25	Neutral	2/3
Epigenomics AG	Miemietz	4.72	Accumulate	2/3	Wilex	Miemietz	3.66	Buy	2/3
Euromicron AG	Droste	13.00	Buy	2/3/5	windeln.de	Josefson	4.60	Buy	2
Ferratum	Häßler	28.00	Buy		XING	Heilmann	300.00	Buy	
Fielmann	Heilmann	71.00	Neutral		Zalando	Josefson	48.00	Buy	
Freenet	Sen	36.00	Buy	2					
FuchsPetrolub	Hinkel	47.00	Neutral						
Gerry Weber	Josefson	10.00	Reduce						
Gesco	Becker	29.60	Accumulate	2/3/5					
GFT Technologies	Droste	28.00	Buy	2/3					
Gigaset	Sen	0.85	Accumulate	2/3					
Grenke	Häßler	83.00	Neutral						
Hannover Re	Häßler	100.00	Neutral						
Heidelberger Druck	Augustin	3.50	Buy						
HELLA	Tanzer								
Hornbach Holding	Bruns	89.00	Buy						
Hugo Boss	Josefson	80.00	Buy						
Hypoport AG	Häßler	164.00	Accumulate	7					
INDUS Holding AG	Becker	63.00	Neutral						
K+S	Hinkel	22.00	Accumulate						
KWS	Hinkel	346.00	Neutral						
Leoni	Schuldt	57.00	Neutral						
Linde	Hinkel	174.00	Neutral						
Logwin	Mildner	148.00	Neutral	2/3/5					
Manz AG	Rüzgar	37.00	Neutral	2/3					
MAXAutomation AG	Becker	9.20	Buy	2/3/5					
Merck	Miemietz	112.00	Buy						
Merkur Bank	Häßler	9.30	Buy	2/7					
Metro	Bruns	29.00	Buy	2					
MLP	Häßler	7.50	Buy	2/3					
MTU Aero Engines	Rüzgar	137.00	Neutral	2					
Munich Re	Häßler	200.00	Accumulate						
Nemetschek SE	Droste	47.00	Reduce	5					
Nexus AG	Droste	28.00	Buy						
Norma Group	Schuldt	61.00	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

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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
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)**.

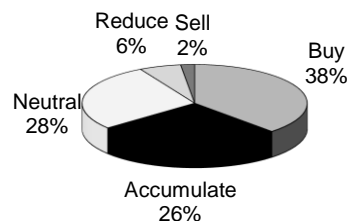
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- **Buy:** the stock is expected to generate total return of **over 15%** during the next 12 months time horizon
- **Accumulate:** the stock is expected to generate total return of **5% to 15%** during the next 12 months time horizon
- **Neutral:** 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
- **Sell:** the stock is expected to generate total return **under -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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**GVC Gaesco Beka, SV, SA**  
C/ Marques de Villamagna 3  
28001 Madrid  
Spain  
Phone: +34 91 436 7813



## INVESTMENT BANK OF GREECE

**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

