



**Buy** (old: Buy)

**Price target: EUR 43.00** (old: EUR 43.00)

<b>Price:</b>	EUR 26.15	<b>Next result:</b>	H1 2018 01.08.18
<b>Bloomberg:</b>	FTK@GR	<b>Market cap:</b>	EUR 463.8 m
<b>Reuters:</b>	FTKG.DE	<b>Enterprise Value:</b>	EUR 418.5 m

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## Stock to own amidst market volatility

Our management roadshow strengthens our conviction that the latest share price weakness is a buying opportunity as **Fintech is seen to benefit from the current market volatility and looks on track to deliver another record year.**

**Strong trading activity:** Volatile times boost trading activity, driving up revenues and earnings of *flatex* (online brokerage explaining almost 80% of sales). Q1 KPIs already showed a record with 10k new clients and more than 3.7m trades (2017 quarterly run-rate: c. 8k net adds and 2.8m trades). Latest market volatility should have supported brisk Q2 activity, **ultimately leading to an outperformance of the FY guidance**, in our view (>€ 120m sales; € 24m net / eH&A: € 126m sales; € 26m net).

**Further market share gains:** With latest customer wins flatex should have further raised its market share in Germany (c. 25% in online brokerage). Key drivers: easy-to-use trading platform, new products and low fees: flatex charges € 5.90 for every trade supported by its best-in-class settlement costs. Further, flatex achieves a cost income ratio of 56% thanks to its lean and focused online platform whereas German banks typically are at >80%.

**Further expansion with partners and potential M&A target:** Fintech could potentially be looking to enter new regional markets but only if its main ETP partners (Morgan Stanley, Goldman Sachs) would participate and assume part of the costs. Additionally, given that Fintech is the only large online broker in Germany not owned by a big bank (e.g. Comdirekt / CoBa or MaxBlue / Deutsche Bank) it should be an appealing target for a foreign bank looking to become a strong player in the German brokerage market.

Overall we remain positive on the prospects of Fintech given strong trading activity and net adds in its online brokerage business likely driving an outperformance of guidance. Share price weakness should be bought: **The € 43 PT is based on FCFY 2020E.**

Y/E 31.12 (EUR m)	2014	2015	2016	2017E	2018E	2019E	2020E
Sales	17.1	75.2	95.0	107.0	125.8	141.9	158.3
Sales growth	20 %	339 %	26 %	13 %	18 %	13 %	12 %
EBITDA	3.9	19.7	30.6	31.7	44.9	53.1	61.1
EBIT	3.2	17.2	25.5	26.0	38.8	46.4	54.0
Net income	-7.7	-1.7	8.4	16.8	26.3	31.0	36.1
Net debt	-35.4	-0.6	-26.8	-45.2	-70.7	-100.8	-136.0
Net gearing	-39.3 %	-240.1 %	-59.5 %	-68.5 %	-269.4 %	-233.8 %	-207.3 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.42	0.88	0.97	0.96	1.50	1.77	2.06
CPS	1.70	-3.43	-8.81	1.03	1.57	1.77	2.06
DPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Gross profit margin	97.1 %	82.0 %	73.2 %	71.0 %	74.2 %	74.6 %	74.8 %
EBITDA margin	22.7 %	26.3 %	32.2 %	29.6 %	35.7 %	37.4 %	38.6 %
EBIT margin	18.8 %	23.0 %	26.8 %	24.3 %	30.8 %	32.7 %	34.1 %
ROCE	5.0 %	10.7 %	11.4 %	11.6 %	15.8 %	16.9 %	17.5 %
EV/sales	18.8	5.6	4.4	3.9	3.1	2.6	2.1
EV/EBITDA	82.5	21.3	13.7	13.2	8.7	6.8	5.4
EV/EBIT	99.9	24.3	16.4	16.1	10.1	7.8	6.1
PER	63.8	30.0	27.2	27.6	17.6	15.0	12.8
Adjusted FCF yield	1.9 %	3.8 %	5.4 %	4.8 %	7.6 %	9.1 %	11.7 %

Source: Company data, Hauck & Aufhäuser Close price as of: 28.06.2018



Source: Company data, Hauck & Aufhäuser

<b>High/low 52 weeks:</b>	35.10 / 15.72
<b>Price/Book Ratio:</b>	5.4
<b>Relative performance (SDAX):</b>	
3 months	2.0 %
6 months	-9.3 %
12 months	57.8 %

### Changes in estimates

		Sales	EBIT	EPS
2017	old:	107.0	26.0	0.96
	Δ	-	-	-
2018	old:	125.8	38.8	1.50
	Δ	-	-	-
2019	old:	141.9	46.4	1.77
	Δ	-	-	-

### Key share data:

Number of shares: (in m pcs)	17.5
Authorised capital: (in € m)	14.0
Book value per share: (in €)	5.3
Ø trading volume: (12 months)	20,000

### Major shareholders:

Free float	51.0 %
GfBk mbH	28.0 %
Heliad Equity Partners	14.4 %
Morgan Stanley	4.0 %

### Company description:

FinTech is a German-based financial technology company and a leader in the German brokerage market.

## Financials

Profit and loss (EUR m)	2014	2015	2016	2017E	2018E	2019E	2020E
<b>Sales</b>	<b>17.1</b>	<b>75.2</b>	<b>95.0</b>	<b>107.0</b>	<b>125.8</b>	<b>141.9</b>	<b>158.3</b>
Sales growth	20.0 %	338.7 %	26.4 %	12.6 %	17.6 %	12.8 %	11.6 %
Cost of sales	0.5	13.6	25.5	31.0	32.5	36.0	39.9
<b>Gross profit</b>	<b>16.6</b>	<b>61.6</b>	<b>69.5</b>	<b>76.0</b>	<b>93.4</b>	<b>105.9</b>	<b>118.4</b>
Sales and marketing	0.8	2.9	0.0	0.0	0.0	0.0	0.0
General and administration	3.7	23.8	19.5	21.4	24.5	27.2	29.5
Research and development	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating expenses	8.5	15.2	19.4	22.9	23.9	25.5	27.9
Unusual or infrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>3.9</b>	<b>19.7</b>	<b>30.6</b>	<b>31.7</b>	<b>44.9</b>	<b>53.1</b>	<b>61.1</b>
Depreciation	0.3	2.5	5.2	0.0	0.0	0.0	0.0
<b>EBITA</b>	<b>3.6</b>	<b>17.2</b>	<b>25.5</b>	<b>31.7</b>	<b>44.9</b>	<b>53.1</b>	<b>61.1</b>
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.4	0.0	0.0	5.7	6.2	6.7	7.2
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT (inc revaluation net)</b>	<b>3.2</b>	<b>17.2</b>	<b>25.5</b>	<b>26.0</b>	<b>38.8</b>	<b>46.4</b>	<b>54.0</b>
Interest income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.1	2.7	1.2	2.0	2.2	2.2	2.4
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.1	-2.7	-1.2	-2.0	-2.2	-2.2	-2.4
<b>Recurring pretax income from continuing operations</b>	<b>3.1</b>	<b>14.6</b>	<b>24.2</b>	<b>24.0</b>	<b>36.6</b>	<b>44.2</b>	<b>51.6</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>3.1</b>	<b>14.6</b>	<b>24.2</b>	<b>24.0</b>	<b>36.6</b>	<b>44.2</b>	<b>51.6</b>
Taxes	-2.5	1.0	4.0	7.2	10.2	13.3	15.5
<b>Net income from continuing operations</b>	<b>5.6</b>	<b>13.6</b>	<b>20.3</b>	<b>16.8</b>	<b>26.3</b>	<b>31.0</b>	<b>36.1</b>
Result from discontinued operations (net of tax)	13.3	15.8	8.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>-7.7</b>	<b>-2.2</b>	<b>8.4</b>	<b>16.8</b>	<b>26.3</b>	<b>31.0</b>	<b>36.1</b>
Minority interest	0.0	-0.4	3.9	0.0	0.0	0.0	0.0
<b>Net profit (reported)</b>	<b>-7.7</b>	<b>-1.7</b>	<b>8.4</b>	<b>16.8</b>	<b>26.3</b>	<b>31.0</b>	<b>36.1</b>
Average number of shares	13.5	15.9	16.8	17.5	17.5	17.5	17.5
<b>EPS reported</b>	<b>-0.58</b>	<b>-0.11</b>	<b>0.50</b>	<b>0.96</b>	<b>1.50</b>	<b>1.77</b>	<b>2.06</b>

Profit and loss (common size)	2014	2015	2016	2017E	2018E	2019E	2020E
<b>Sales</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
Cost of sales	2.9 %	18.0 %	26.8 %	29.0 %	25.8 %	25.4 %	25.2 %
<b>Gross profit</b>	<b>97.1 %</b>	<b>82.0 %</b>	<b>73.2 %</b>	<b>71.0 %</b>	<b>74.2 %</b>	<b>74.6 %</b>	<b>74.8 %</b>
Sales and marketing	4.8 %	3.8 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
General and administration	21.4 %	31.6 %	20.5 %	20.0 %	19.5 %	19.2 %	18.6 %
Research and development	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other operating income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other operating expenses	49.7 %	20.2 %	20.4 %	21.4 %	19.0 %	18.0 %	17.6 %
Unusual or infrequent items	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBITDA</b>	<b>22.7 %</b>	<b>26.3 %</b>	<b>32.2 %</b>	<b>29.6 %</b>	<b>35.7 %</b>	<b>37.4 %</b>	<b>38.6 %</b>
Depreciation	1.7 %	3.3 %	5.4 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBITA</b>	<b>21.1 %</b>	<b>22.9 %</b>	<b>26.8 %</b>	<b>29.6 %</b>	<b>35.7 %</b>	<b>37.4 %</b>	<b>38.6 %</b>
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	2.3 %	0.0 %	0.0 %	5.3 %	4.9 %	4.7 %	4.5 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBIT (inc revaluation net)</b>	<b>18.8 %</b>	<b>22.9 %</b>	<b>26.8 %</b>	<b>24.3 %</b>	<b>30.8 %</b>	<b>32.7 %</b>	<b>34.1 %</b>
Interest income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Interest expenses	0.7 %	3.6 %	1.3 %	1.9 %	1.7 %	1.6 %	1.5 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-0.7 %	-3.6 %	-1.3 %	-1.9 %	-1.7 %	-1.6 %	-1.5 %
<b>Recurring pretax income from continuing operations</b>	<b>18.1 %</b>	<b>19.4 %</b>	<b>25.5 %</b>	<b>22.4 %</b>	<b>29.1 %</b>	<b>31.2 %</b>	<b>32.6 %</b>
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Earnings before taxes</b>	<b>18.1 %</b>	<b>19.4 %</b>	<b>25.5 %</b>	<b>22.4 %</b>	<b>29.1 %</b>	<b>31.2 %</b>	<b>32.6 %</b>
Tax rate	-80.1 %	6.7 %	16.3 %	30.0 %	28.0 %	30.0 %	30.0 %
<b>Net income from continuing operations</b>	<b>32.6 %</b>	<b>18.1 %</b>	<b>21.3 %</b>	<b>15.7 %</b>	<b>20.9 %</b>	<b>21.8 %</b>	<b>22.8 %</b>
Result from discontinued operations (net of tax)	77.8 %	21.0 %	8.4 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net income</b>	<b>-45.2 %</b>	<b>-2.9 %</b>	<b>8.9 %</b>	<b>15.7 %</b>	<b>20.9 %</b>	<b>21.8 %</b>	<b>22.8 %</b>
Minority interest	0.0 %	-0.5 %	4.1 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net profit (reported)</b>	<b>-45.2 %</b>	<b>-2.3 %</b>	<b>8.9 %</b>	<b>15.7 %</b>	<b>20.9 %</b>	<b>21.8 %</b>	<b>22.8 %</b>

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2014	2015	2016	2017E	2018E	2019E	2020E
<b>Intangible assets</b>	<b>5.1</b>	<b>54.3</b>	<b>57.3</b>	<b>56.0</b>	<b>53.6</b>	<b>51.2</b>	<b>48.8</b>
Property, plant and equipment	1.0	5.4	5.6	7.7	10.2	13.1	16.3
Financial assets	0.0	131.8	0.8	0.8	0.8	0.8	0.8
<b>FIXED ASSETS</b>	<b>6.1</b>	<b>191.4</b>	<b>63.7</b>	<b>64.5</b>	<b>64.6</b>	<b>65.1</b>	<b>65.8</b>
Inventories	0.0	1.1	0.3	0.3	0.3	0.3	0.3
Accounts receivable	5.3	30.0	8.5	8.5	8.5	8.5	8.5
Other current assets	18.5	437.8	1,060.7	1,060.7	1,060.7	1,060.7	1,060.7
Liquid assets	61.5	541.3	389.2	407.6	433.1	463.2	498.4
Deferred taxes	3.2	4.9	6.5	6.5	6.5	6.5	6.5
Deferred charges and prepaid expenses	0.6	1.7	5.0	5.0	5.0	5.0	5.0
<b>CURRENT ASSETS</b>	<b>89.1</b>	<b>1,016.8</b>	<b>1,470.3</b>	<b>1,488.7</b>	<b>1,514.2</b>	<b>1,544.3</b>	<b>1,579.5</b>
<b>TOTAL ASSETS</b>	<b>95.3</b>	<b>1,208.2</b>	<b>1,534.0</b>	<b>1,553.1</b>	<b>1,578.8</b>	<b>1,609.3</b>	<b>1,645.3</b>
SHAREHOLDERS EQUITY	50.1	73.2	75.6	92.4	118.7	149.7	185.7
MINORITY INTEREST	0.0	12.7	15.1	15.1	15.1	15.1	15.1
Long-term debt	0.0	7.2	110.4	110.4	110.4	110.4	110.4
Provisions for pensions and similar obligations	0.0	4.3	7.5	7.5	7.5	7.5	7.5
Other provisions	0.0	4.8	4.4	4.4	4.4	4.4	4.4
<b>Non-current liabilities</b>	<b>0.0</b>	<b>16.3</b>	<b>122.3</b>	<b>122.3</b>	<b>122.3</b>	<b>122.3</b>	<b>122.3</b>
short-term liabilities to banks	41.8	127.4	2.9	2.9	2.9	2.9	2.9
Accounts payable	1.6	13.4	5.8	5.8	5.8	5.8	5.8
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	1.2	956.8	1,296.7	1,296.7	1,296.7	1,296.7	1,296.7
Deferred taxes	0.5	8.5	15.6	15.6	15.6	15.6	15.6
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Current liabilities</b>	<b>45.2</b>	<b>1,106.1</b>	<b>1,321.0</b>	<b>1,321.0</b>	<b>1,321.0</b>	<b>1,321.0</b>	<b>1,321.0</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>95.3</b>	<b>1,208.2</b>	<b>1,534.0</b>	<b>1,550.8</b>	<b>1,577.1</b>	<b>1,608.1</b>	<b>1,644.2</b>

Balance sheet (common size)	2014	2015	2016	2017E	2018E	2019E	2020E
<b>Intangible assets</b>	<b>5.4 %</b>	<b>4.5 %</b>	<b>3.7 %</b>	<b>3.6 %</b>	<b>3.4 %</b>	<b>3.2 %</b>	<b>3.0 %</b>
Property, plant and equipment	1.1 %	0.4 %	0.4 %	0.5 %	0.6 %	0.8 %	1.0 %
Financial assets	0.0 %	10.9 %	0.1 %	0.1 %	0.1 %	0.1 %	0.0 %
<b>FIXED ASSETS</b>	<b>6.5 %</b>	<b>15.8 %</b>	<b>4.2 %</b>	<b>4.2 %</b>	<b>4.1 %</b>	<b>4.0 %</b>	<b>4.0 %</b>
Inventories	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts receivable	5.5 %	2.5 %	0.6 %	0.6 %	0.5 %	0.5 %	0.5 %
Other current assets	19.5 %	36.2 %	69.1 %	68.4 %	67.3 %	66.0 %	64.5 %
Liquid assets	64.5 %	44.8 %	25.4 %	26.3 %	27.5 %	28.8 %	30.3 %
Deferred taxes	3.4 %	0.4 %	0.4 %	0.4 %	0.4 %	0.4 %	0.4 %
Deferred charges and prepaid expenses	0.7 %	0.1 %	0.3 %	0.3 %	0.3 %	0.3 %	0.3 %
<b>CURRENT ASSETS</b>	<b>93.5 %</b>	<b>84.2 %</b>	<b>95.8 %</b>	<b>96.0 %</b>	<b>96.0 %</b>	<b>96.0 %</b>	<b>96.1 %</b>
<b>TOTAL ASSETS</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.2 %</b>	<b>100.1 %</b>	<b>100.1 %</b>	<b>100.1 %</b>
SHAREHOLDERS EQUITY	52.6 %	6.1 %	4.9 %	6.0 %	7.5 %	9.3 %	11.3 %
MINORITY INTEREST	0.0 %	1.1 %	1.0 %	1.0 %	1.0 %	0.9 %	0.9 %
Long-term debt	0.0 %	0.6 %	7.2 %	7.1 %	7.0 %	6.9 %	6.7 %
Provisions for pensions and similar obligations	0.0 %	0.4 %	0.5 %	0.5 %	0.5 %	0.5 %	0.5 %
Other provisions	0.0 %	0.4 %	0.3 %	0.3 %	0.3 %	0.3 %	0.3 %
<b>Non-current liabilities</b>	<b>0.0 %</b>	<b>1.4 %</b>	<b>8.0 %</b>	<b>7.9 %</b>	<b>7.8 %</b>	<b>7.6 %</b>	<b>7.4 %</b>
short-term liabilities to banks	43.9 %	10.5 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %
Accounts payable	1.7 %	1.1 %	0.4 %	0.4 %	0.4 %	0.4 %	0.4 %
Advance payments received on orders	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	1.3 %	79.2 %	84.5 %	83.6 %	82.2 %	80.6 %	78.9 %
Deferred taxes	0.5 %	0.7 %	1.0 %	1.0 %	1.0 %	1.0 %	0.9 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Current liabilities</b>	<b>47.4 %</b>	<b>91.5 %</b>	<b>86.1 %</b>	<b>85.2 %</b>	<b>83.8 %</b>	<b>82.1 %</b>	<b>80.3 %</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2014	2015	2016	2017E	2018E	2019E	2020E
Net profit/loss	-7.8	-2.2	20.3	16.8	26.3	31.0	36.1
Depreciation of fixed assets (incl. leases)	0.8	7.5	5.2	0.0	0.0	0.0	0.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	5.7	6.2	6.7	7.2
Others	0.8	3.0	-159.5	0.0	0.0	0.0	0.0
Cash flow from operations before changes in w/c	-6.2	8.3	-134.1	22.5	32.5	37.6	43.3
Increase/decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in accounts receivable	1.6	15.8	17.9	0.0	0.0	0.0	0.0
Increase/decrease in accounts payable	27.9	-75.6	-13.0	0.0	0.0	0.0	0.0
Increase/decrease in other working capital positions	0.0	0.0	-14.8	0.0	0.0	0.0	0.0
Increase/decrease in working capital	29.4	-59.8	-9.9	0.0	0.0	0.0	0.0
<b>Cash flow from operating activities</b>	<b>23.2</b>	<b>-51.5</b>	<b>-144.0</b>	<b>22.5</b>	<b>32.5</b>	<b>37.6</b>	<b>43.3</b>
CAPEX	0.3	3.7	8.0	6.4	6.3	7.1	7.9
Payments for acquisitions	0.0	43.6	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	1.1	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	-1.2	0.0	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>-0.3</b>	<b>-48.3</b>	<b>-9.2</b>	<b>-6.4</b>	<b>-6.3</b>	<b>-7.1</b>	<b>-7.9</b>
Cash flow before financing	22.9	-99.8	-153.2	16.0	26.2	30.5	35.3
Increase/decrease in debt position	0.0	0.0	-1.8	0.0	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	21.8	20.1	0.0	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.1	2.9	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	559.4	0.0	0.0	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>21.8</b>	<b>20.2</b>	<b>1.1</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Increase/decrease in liquid assets	44.7	479.8	-152.1	16.0	26.2	30.5	35.3
<b>Liquid assets at end of period</b>	<b>61.5</b>	<b>541.3</b>	<b>389.2</b>	<b>405.2</b>	<b>431.4</b>	<b>461.9</b>	<b>497.3</b>

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2014	2015	2016	2017E	2018E	2019E	2020E
Domestic	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
NAFTA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Asia Pacific	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of world	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
<b>TTL</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2014	2015	2016	2017E	2018E	2019E	2020E
<b>P&amp;L growth analysis</b>							
Sales growth	20.0 %	338.7 %	26.4 %	12.6 %	17.6 %	12.8 %	11.6 %
EBITDA growth	-1263.8	406.2 %	55.2 %	3.4 %	41.8 %	18.2 %	15.2 %
EBIT growth	-396.1 %	435.4 %	47.7 %	2.2 %	49.0 %	19.7 %	16.3 %
EPS growth	551.8 %	-80.9 %	-555.0 %	91.9 %	56.6 %	17.6 %	16.6 %
<b>Efficiency</b>							
Total operating costs / sales	76.0 %	55.7 %	41.0 %	41.4 %	38.5 %	37.2 %	36.2 %
Sales per employee	326.5	275.9	380.1	486.4	n/a	n/a	n/a
EBITDA per employee	74.3	72.4	122.5	144.0	n/a	n/a	n/a
<b>Balance sheet analysis</b>							
Avg. working capital / sales	67.6 %	15.0 %	11.8 %	3.3 %	2.8 %	2.5 %	2.2 %
Inventory turnover (sales/inventory)	n/a	69.3	284.5	284.5	284.5	284.5	284.5
Trade debtors in days of sales	112.1	145.6	32.8	29.1	24.8	22.0	19.7
A/P turnover [(A/P*365)/sales]	1,190.3	359.3	359.3	359.3	359.3	359.3	359.3
Cash conversion cycle (days)	n/a	-184.1	-46.1	-35.7	-37.2	-33.8	-30.7
<b>Cash flow analysis</b>							
Free cash flow	22.9	-55.2	-152.0	16.1	26.2	30.5	35.3
Free cash flow/sales	133.7 %	-73.5 %	-159.9 %	15.0 %	20.8 %	21.5 %	22.3 %
FCF / net profit	-295.6 %	3160.0 %	-1805.1	95.5 %	99.5 %	98.6 %	97.9 %
Capex / depre	42.5 %	63.5 %	155.5 %	113.6 %	102.2 %	106.6 %	110.7 %
Capex / maintenance capex	26.7 %	60.4 %	46.0 %	47.3 %	51.1 %	42.6 %	44.2 %
Capex / sales	1.9 %	6.3 %	8.4 %	6.0 %	5.0 %	5.0 %	5.0 %
<b>Security</b>							
Net debt	-35.4	-0.6	-26.8	-45.2	-70.7	-100.8	-136.0
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	-0.7	0.0	-0.4	-0.5	-0.6	-0.7	-0.7
Interest cover	28.0	6.5	20.8	13.0	17.6	21.1	22.5
Dividend payout ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Asset utilisation</b>							
Capital employed turnover	0.2	0.3	0.4	0.5	0.5	0.5	0.5
Operating assets turnover	3.7	3.3	11.0	9.9	9.5	8.8	8.2
Plant turnover	16.4	14.0	17.0	13.8	12.3	10.8	9.7
Inventory turnover (sales/inventory)	n/a	69.3	284.5	284.5	284.5	284.5	284.5
<b>Returns</b>							
ROCE	5.0 %	10.7 %	11.4 %	11.6 %	15.8 %	16.9 %	17.5 %
ROE	-15.5 %	-2.4 %	11.1 %	18.2 %	22.2 %	20.7 %	19.4 %
<b>Other</b>							
Interest paid / avg. debt	0.5 %	3.0 %	1.0 %	1.8 %	1.9 %	1.9 %	2.1 %
No. employees (average)	53	273	250	220	n/a	0	0
Number of shares	15.9	15.9	16.8	17.5	17.5	17.5	17.5
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS reported	-0.58	-0.11	0.50	0.96	1.50	1.77	2.06
<b>Valuation ratios</b>							
P/BV	7.1	5.7	5.9	5.0	3.9	3.1	2.5
EV/sales	18.8	5.6	4.4	3.9	3.1	2.6	2.1
EV/EBITDA	82.5	21.3	13.7	13.2	8.7	6.8	5.4
EV/EBITA	89.1	24.3	16.4	13.2	8.7	6.8	5.4
EV/EBIT	99.9	24.3	16.4	16.1	10.1	7.8	6.1
EV/FCF	14.0	-7.6	-2.8	26.1	15.0	11.9	9.3
Adjusted FCF yield	1.9 %	3.8 %	5.4 %	4.8 %	7.6 %	9.1 %	11.7 %
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Company data, Hauck & Aufhäuser

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Company	Disclosure
FinTech Group AG	5a

### Historical target price and rating changes for FinTech Group AG in the last 12 months

**Price and Rating History**  
FinTech Group AG as of 28/06/18

**Initiation coverage**  
01-December-14



Company	Date	Analyst	Rating	Target price	Close
FinTech Group AG	02.05.2018	Brass, CFA, Robin	Buy	EUR 43,00	EUR 32,00
	23.04.2018	Brass, CFA, Robin	Buy	EUR 42,50	EUR 31,20
	04.04.2018	Brass, CFA, Robin	Buy	EUR 42,50	EUR 27,70
	04.04.2018	Brass, CFA, Robin	Buy	EUR 42,50	EUR 27,70
	14.12.2017	Dannenberg, Lars	Buy	EUR 37,50	EUR 30,20
	11.12.2017	Dannenberg, Lars	Buy	EUR 31,50	EUR 29,30

31.08.2017      Dannenberg, Lars      Buy      EUR 25,50      EUR 17,53

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