

**Buy** (old: Buy)

**Price target: EUR 41.00** (old: EUR 44.00)

<b>Price:</b>	EUR 21.00	<b>Next result:</b>	FY 2018 04.19
<b>Bloomberg:</b>	FTK@GR	<b>Market cap:</b>	EUR 374.2 m
<b>Reuters:</b>	FTKG.DE	<b>Enterprise Value:</b>	EUR 289.7 m

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### Fintech Group withdraws from the JV with Austria Post, chg. est.

Fintech Group (FTG) announced to withdraw from the JV with Austria Post (AP), which was seen to start next year. Reasons are that the JV needed the clearing from the Austrian banking regulator (FME) and ECB. Latest indications were that the final decision might take 12 to 24 months. This would have increased the uncertainty and negatively impacted the business plan and the return potential. Key reason is that FTG and AP were aiming to keep c. 25% of Bawag PSK's customers when Bawag stops serving its existing clients in APs branches end of 2019E. This could only be done with an existing JV and product offering in place. Alternatively, FTG's Austrian branch owns a banking license and could had been used instead but we expect that Austria Post was reluctant to invest equity into this subsidiary (and not in the JV).

**Impact on financials:** Given that the B2B technology contract with the JV is now obsolete, the additional revenues of € 10m p.a. from 2019E onwards are excluded from our estimates as are the ramp up losses of the JV. At the same time, Fintech is 'keeping' its flatex business in Austria, which would have been added to the JV. The cash from the recent capital increase for AP of € 35m is already in the books and no break-up fees are included. Still, some one-off costs of c. € 1m this year are expected (e.g. lawyer + consulting fees).

**Impact on growth strategy:** The move to enter a JV in Austria would have allowed Fintech to diversify from the focus on online brokerage in Germany even if this business is highly scalable and profitable. We see the company now to re-focus on the online brokerage business and the ample cash might be used to grow this segment internationally (either through M&A or organically). The company indicated to release a first guidance for 2019E before year end possibly with more information regarding the future strategy as well.

**Action:** We adjust our estimates and exclude the JV and the JV-B2B contract.

Overall, we see the highly scalable and profitable B2C (flatex) segment on track to take market share in Germany given the low costs and state-of-the-art product offering.

Trading at a low valuation of <4x EV/EBITDA 2020E looks attractive and we **reiterate our BUY recommendation with new PT of € 41** (Prior € 44) based on FCFY 2020E. Given some adjustments on earnings and the dilution on EPS from the capital increase, the PT is lower than prior to the JV announcement (Old PT € 43).

Y/E 31.12 (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
Sales	17.1	75.2	95.0	107.0	124.0	139.7	155.0
Sales growth	20 %	339 %	26 %	13 %	16 %	13 %	11 %
EBITDA	3.9	19.7	30.6	32.1	42.4	53.0	61.2
EBIT	3.2	17.2	25.5	26.5	36.3	46.4	54.2
Net income	-7.7	-1.7	8.4	16.8	24.6	30.9	36.4
Net debt	-35.4	-0.6	-26.8	-42.8	-84.5	-113.8	-148.8
Net gearing	-39.3 %	-240.1 %	-59.5 %	-65.6 %	-225.0 %	-203.2 %	-185.6 %
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	0.97	1.38	1.65	1.94
CPS	1.70	-3.43	-8.81	-0.25	1.45	1.65	1.94
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 %	74.9 %	75.2 %
EBITDA margin	22.7 %	26.3 %	32.2 %	30.0 %	34.2 %	37.9 %	39.5 %
EBIT margin	18.8 %	23.0 %	26.8 %	24.8 %	29.3 %	33.2 %	34.9 %
ROCE	5.0 %	10.7 %	11.4 %	12.2 %	15.2 %	16.8 %	17.5 %
EV/sales	14.4	4.4	3.4	3.0	2.3	2.0	1.6
EV/EBITDA	63.5	16.8	10.7	10.1	6.8	5.3	4.0
EV/EBIT	76.9	19.3	12.8	12.3	8.0	6.0	4.5
PER	50.6	23.8	21.5	21.6	15.2	12.7	10.8
Adjusted FCF yield	2.4 %	4.7 %	6.9 %	6.1 %	9.7 %	11.8 %	15.8 %

Source: Company data, Hauck & Aufhäuser Close price as of: 28.11.2018



Source: Company data, Hauck & Aufhäuser

**High/low 52 weeks:** 35.80 / 19.02

**Price/Book Ratio:** 2.4

**Relative performance (SDAX):**

3 months	-
6 months	-
12 months	-

### Changes in estimates

		Sales	EBIT	EPS
2018	old:	125.8	38.8	1.48
	Δ	-1.5%	-6.5%	-6.9%
2019	old:	148.6	50.9	1.37
	Δ	-5.9%	-8.9%	20.3%
2020	old:	160.2	56.8	1.78
	Δ	-3.2%	-4.7%	9.0%

### Key share data:

Number of shares: (in m pcs)	17.8
Authorised capital: (in € m)	14.0
Book value per share: (in €)	8.6
Ø trading volume: (12 months)	20,000

### Major shareholders:

GfBk mbH	25.3 %
Heliad Equity Partners	11.2 %
Oesterr. Post (Austria Post)	6.5 %
Morgan Stanley	3.7 %

### 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	2017	2018E	2019E	2020E
<b>Sales</b>	<b>17.1</b>	<b>75.2</b>	<b>95.0</b>	<b>107.0</b>	<b>124.0</b>	<b>139.7</b>	<b>155.0</b>
Sales growth	20.0 %	338.7 %	26.4 %	12.6 %	15.9 %	12.7 %	11.0 %
Cost of sales	0.5	13.6	25.5	31.0	32.0	35.1	38.5
<b>Gross profit</b>	<b>16.6</b>	<b>61.6</b>	<b>69.5</b>	<b>76.0</b>	<b>92.0</b>	<b>104.6</b>	<b>116.6</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	23.1	24.2	26.3	28.2
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	20.8	25.4	25.4	27.1
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>32.1</b>	<b>42.4</b>	<b>53.0</b>	<b>61.2</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>32.1</b>	<b>42.4</b>	<b>53.0</b>	<b>61.2</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	5.6	6.1	6.6	7.1
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>26.5</b>	<b>36.3</b>	<b>46.4</b>	<b>54.2</b>
Interest income	0.0	0.0	0.0	0.4	0.0	0.0	0.0
Interest expenses	0.1	2.7	1.2	1.7	2.2	2.2	2.2
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	-1.3	-2.2	-2.2	-2.2
<b>Recurring pretax income from continuing operations</b>	<b>3.1</b>	<b>14.6</b>	<b>24.2</b>	<b>25.2</b>	<b>34.1</b>	<b>44.2</b>	<b>52.0</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>25.2</b>	<b>34.1</b>	<b>44.2</b>	<b>52.0</b>
Taxes	-2.5	1.0	4.0	8.2	9.6	13.2	15.6
<b>Net income from continuing operations</b>	<b>5.6</b>	<b>13.6</b>	<b>20.3</b>	<b>17.0</b>	<b>24.6</b>	<b>30.9</b>	<b>36.4</b>
Result from discontinued operations (net of tax)	13.3	15.8	8.0	0.2	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>24.6</b>	<b>30.9</b>	<b>36.4</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>24.6</b>	<b>30.9</b>	<b>36.4</b>
Average number of shares	13.5	15.9	16.8	17.5	17.8	18.7	18.7
<b>EPS reported</b>	<b>-0.58</b>	<b>-0.11</b>	<b>0.50</b>	<b>0.96</b>	<b>1.38</b>	<b>1.65</b>	<b>1.94</b>

Profit and loss (common size)	2014	2015	2016	2017	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 %	25.1 %	24.8 %
<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>74.9 %</b>	<b>75.2 %</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 %	21.6 %	19.5 %	18.8 %	18.2 %
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 %	19.5 %	20.5 %	18.2 %	17.5 %
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>30.0 %</b>	<b>34.2 %</b>	<b>37.9 %</b>	<b>39.5 %</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>30.0 %</b>	<b>34.2 %</b>	<b>37.9 %</b>	<b>39.5 %</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 %	5.2 %	4.9 %	4.7 %	4.6 %
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>24.8 %</b>	<b>29.3 %</b>	<b>33.2 %</b>	<b>34.9 %</b>
Interest income	0.0 %	0.0 %	0.0 %	0.4 %	0.0 %	0.0 %	0.0 %
Interest expenses	0.7 %	3.6 %	1.3 %	1.6 %	1.8 %	1.6 %	1.4 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	neg.	neg.	neg.	neg.	neg.	neg.	neg.
<b>Recurring pretax income from continuing operations</b>	<b>18.1 %</b>	<b>19.4 %</b>	<b>25.5 %</b>	<b>23.5 %</b>	<b>27.5 %</b>	<b>31.6 %</b>	<b>33.5 %</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>23.5 %</b>	<b>27.5 %</b>	<b>31.6 %</b>	<b>33.5 %</b>
Tax rate	-80.1 %	6.7 %	16.3 %	32.5 %	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>15.9 %</b>	<b>19.8 %</b>	<b>22.1 %</b>	<b>23.5 %</b>
Result from discontinued operations (net of tax)	77.8 %	21.0 %	8.4 %	0.2 %	0.0 %	0.0 %	0.0 %
<b>Net income</b>	<b>neg.</b>	<b>neg.</b>	<b>8.9 %</b>	<b>15.7 %</b>	<b>19.8 %</b>	<b>22.1 %</b>	<b>23.5 %</b>
Minority interest	0.0 %	neg.	4.1 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net profit (reported)</b>	<b>neg.</b>	<b>neg.</b>	<b>8.9 %</b>	<b>15.7 %</b>	<b>19.8 %</b>	<b>22.1 %</b>	<b>23.5 %</b>

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
<b>Intangible assets</b>	<b>5.1</b>	<b>54.3</b>	<b>57.3</b>	<b>63.0</b>	<b>61.8</b>	<b>59.4</b>	<b>57.0</b>
Property, plant and equipment	1.0	5.4	5.6	7.0	9.5	12.2	15.3
Financial assets	0.0	131.8	0.8	1.0	1.0	1.0	1.0
<b>FIXED ASSETS</b>	<b>6.1</b>	<b>191.4</b>	<b>63.7</b>	<b>70.9</b>	<b>72.2</b>	<b>72.6</b>	<b>73.3</b>
Inventories	0.0	1.1	0.3	0.1	0.1	0.1	0.1
Accounts receivable	5.3	30.0	8.5	7.6	7.6	7.6	7.6
Other current assets	18.5	437.8	1,060.7	631.8	631.8	631.8	631.8
Liquid assets	61.5	541.3	389.2	397.0	438.7	468.0	503.0
Deferred taxes	3.2	4.9	6.5	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.6	1.7	5.0	0.0	0.0	0.0	0.0
<b>CURRENT ASSETS</b>	<b>89.1</b>	<b>1,016.8</b>	<b>1,470.3</b>	<b>1,036.6</b>	<b>1,078.3</b>	<b>1,107.6</b>	<b>1,142.6</b>
<b>TOTAL ASSETS</b>	<b>95.3</b>	<b>1,208.2</b>	<b>1,534.0</b>	<b>1,107.4</b>	<b>1,150.5</b>	<b>1,180.2</b>	<b>1,215.9</b>
<b>SHAREHOLDERS EQUITY</b>	<b>50.1</b>	<b>73.2</b>	<b>75.6</b>	<b>112.7</b>	<b>154.1</b>	<b>185.0</b>	<b>221.4</b>
MINORITY INTEREST	0.0	12.7	15.1	0.0	0.0	0.0	0.0
Long-term debt	0.0	7.2	110.4	31.1	31.1	31.1	31.1
Provisions for pensions and similar obligations	0.0	4.3	7.5	7.2	7.2	7.2	7.2
Other provisions	0.0	4.8	4.4	6.6	6.6	6.6	6.6
<b>Non-current liabilities</b>	<b>0.0</b>	<b>16.3</b>	<b>122.3</b>	<b>44.8</b>	<b>44.8</b>	<b>44.8</b>	<b>44.8</b>
short-term liabilities to banks	41.8	127.4	2.9	61.0	61.0	61.0	61.0
Accounts payable	1.6	13.4	5.8	1.0	1.0	1.0	1.0
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	885.1	885.1	885.1	885.1
Deferred taxes	0.5	8.5	15.6	2.8	2.8	2.8	2.8
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>949.9</b>	<b>949.9</b>	<b>949.9</b>	<b>949.9</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>95.3</b>	<b>1,208.2</b>	<b>1,534.0</b>	<b>1,107.4</b>	<b>1,148.8</b>	<b>1,179.7</b>	<b>1,216.1</b>

Balance sheet (common size)	2014	2015	2016	2017	2018E	2019E	2020E
<b>Intangible assets</b>	<b>5.4 %</b>	<b>4.5 %</b>	<b>3.7 %</b>	<b>5.7 %</b>	<b>5.4 %</b>	<b>5.0 %</b>	<b>4.7 %</b>
Property, plant and equipment	1.1 %	0.4 %	0.4 %	0.6 %	0.8 %	1.0 %	1.3 %
Financial assets	0.0 %	10.9 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
<b>FIXED ASSETS</b>	<b>6.5 %</b>	<b>15.8 %</b>	<b>4.2 %</b>	<b>6.4 %</b>	<b>6.3 %</b>	<b>6.2 %</b>	<b>6.0 %</b>
Inventories	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts receivable	5.5 %	2.5 %	0.6 %	0.7 %	0.7 %	0.6 %	0.6 %
Other current assets	19.5 %	36.2 %	69.1 %	57.1 %	55.0 %	53.6 %	52.0 %
Liquid assets	64.5 %	44.8 %	25.4 %	35.8 %	38.2 %	39.7 %	41.4 %
Deferred taxes	3.4 %	0.4 %	0.4 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred charges and prepaid expenses	0.7 %	0.1 %	0.3 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>CURRENT ASSETS</b>	<b>93.5 %</b>	<b>84.2 %</b>	<b>95.8 %</b>	<b>93.6 %</b>	<b>93.9 %</b>	<b>93.9 %</b>	<b>94.0 %</b>
<b>TOTAL ASSETS</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.1 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
<b>SHAREHOLDERS EQUITY</b>	<b>52.6 %</b>	<b>6.1 %</b>	<b>4.9 %</b>	<b>10.2 %</b>	<b>13.4 %</b>	<b>15.7 %</b>	<b>18.2 %</b>
MINORITY INTEREST	0.0 %	1.1 %	1.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	0.0 %	0.6 %	7.2 %	2.8 %	2.7 %	2.6 %	2.6 %
Provisions for pensions and similar obligations	0.0 %	0.4 %	0.5 %	0.7 %	0.6 %	0.6 %	0.6 %
Other provisions	0.0 %	0.4 %	0.3 %	0.6 %	0.6 %	0.6 %	0.5 %
<b>Non-current liabilities</b>	<b>0.0 %</b>	<b>1.4 %</b>	<b>8.0 %</b>	<b>4.0 %</b>	<b>3.9 %</b>	<b>3.8 %</b>	<b>3.7 %</b>
short-term liabilities to banks	43.9 %	10.5 %	0.2 %	5.5 %	5.3 %	5.2 %	5.0 %
Accounts payable	1.7 %	1.1 %	0.4 %	0.1 %	0.1 %	0.1 %	0.1 %
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 %	79.9 %	77.0 %	75.0 %	72.8 %
Deferred taxes	0.5 %	0.7 %	1.0 %	0.3 %	0.2 %	0.2 %	0.2 %
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>85.8 %</b>	<b>82.7 %</b>	<b>80.5 %</b>	<b>78.1 %</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	2017	2018E	2019E	2020E
Net profit/loss	-7.8	-2.2	20.3	17.0	24.6	30.9	36.4
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	5.6	6.1	6.6	7.1
Others	0.8	3.0	-159.5	-18.8	0.0	0.0	0.0
Cash flow from operations before changes in w/c	-6.2	8.3	-134.1	3.8	30.6	37.5	43.5
Increase/decrease in inventory	0.0	0.0	0.0	0.2	0.0	0.0	0.0
Increase/decrease in accounts receivable	1.6	15.8	17.9	0.9	0.0	0.0	0.0
Increase/decrease in accounts payable	27.9	-75.6	-13.0	-4.9	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	-3.7	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>0.1</b>	<b>30.6</b>	<b>37.5</b>	<b>43.5</b>
CAPEX	0.3	3.7	8.0	12.6	7.4	7.0	7.8
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	35.0	12.5
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>-12.6</b>	<b>-7.4</b>	<b>-42.0</b>	<b>-20.3</b>
Cash flow before financing	22.9	-99.8	-153.2	-12.5	23.2	-4.5	23.2
Increase/decrease in debt position	0.0	0.0	-1.8	15.5	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	4.8	35.0	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>20.3</b>	<b>35.0</b>	<b>0.0</b>	<b>0.0</b>
Increase/decrease in liquid assets	44.7	479.8	-152.1	7.8	58.2	-4.5	23.2
<b>Liquid assets at end of period</b>	<b>61.5</b>	<b>541.3</b>	<b>389.2</b>	<b>397.0</b>	<b>455.2</b>	<b>450.7</b>	<b>473.9</b>

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2014	2015	2016	2017	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	2017	2018E	2019E	2020E
<b>P&amp;L growth analysis</b>							
Sales growth	20.0 %	338.7 %	26.4 %	12.6 %	15.9 %	12.7 %	11.0 %
EBITDA growth	-	406.2 %	55.2 %	4.7 %	32.2 %	24.9 %	15.7 %
EBIT growth	-396.1 %	435.4 %	47.7 %	4.0 %	37.1 %	27.7 %	16.8 %
EPS growth	551.8 %	-80.9 %	-555.0 %	91.6 %	43.6 %	19.7 %	17.6 %
<b>Efficiency</b>							
Total operating costs / sales	76.0 %	55.7 %	41.0 %	41.1 %	40.0 %	37.0 %	35.7 %
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	145.8	n/a	n/a	n/a
<b>Balance sheet analysis</b>							
Avg. working capital / sales	67.6 %	15.0 %	11.8 %	5.5 %	6.8 %	6.0 %	5.4 %
Inventory turnover (sales/inventory)	n/a	69.3	284.5	946.9	946.9	946.9	946.9
Trade debtors in days of sales	112.1	145.6	32.8	25.9	22.4	19.8	17.9
A/P turnover [(A/P*365)/sales]	1,190.3	359.3	83.7	11.3	11.3	11.3	11.3
Cash conversion cycle (days)	n/a	-184.1	-46.1	15.9	12.7	11.0	9.8
<b>Cash flow analysis</b>							
Free cash flow	22.9	-55.2	-152.0	-12.5	23.2	30.5	35.7
Free cash flow/sales	133.7 %	-73.5 %	-159.9 %	-11.7 %	18.7 %	21.8 %	23.0 %
FCF / net profit	neg.	neg.	neg.	neg.	94.5 %	98.7 %	98.2 %
Capex / depn	42.5 %	63.5 %	155.5 %	225.3 %	122.2 %	637.1 %	285.6 %
Capex / maintenance capex	26.7 %	60.4 %	46.0 %	72.5 %	50.9 %	42.4 %	43.7 %
Capex / sales	1.9 %	6.3 %	8.4 %	11.8 %	6.0 %	30.1 %	13.1 %
<b>Security</b>							
Net debt	-35.4	-0.6	-26.8	-42.8	-84.5	-113.8	-148.8
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Interest cover	28.0	6.5	20.8	15.9	16.5	21.1	24.6
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	7.8	7.7	7.4	7.0
Plant turnover	16.4	14.0	17.0	15.3	13.1	11.4	10.1
Inventory turnover (sales/inventory)	n/a	69.3	284.5	946.9	946.9	946.9	946.9
<b>Returns</b>							
ROCE	5.0 %	10.7 %	11.4 %	12.2 %	15.2 %	16.8 %	17.5 %
ROE	-15.5 %	-2.4 %	11.1 %	14.9 %	15.9 %	16.7 %	16.4 %
<b>Other</b>							
Interest paid / avg. debt	0.5 %	3.0 %	1.0 %	1.6 %	2.4 %	2.4 %	2.4 %
No. employees (average)	53	273	250	220	n/a	0	0
Number of shares	15.9	15.9	16.8	17.5	17.8	18.7	18.7
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	1.38	1.65	1.94
<b>Valuation ratios</b>							
P/BV	5.7	4.6	4.7	3.3	2.4	2.1	1.8
EV/sales	14.4	4.4	3.4	3.0	2.3	2.0	1.6
EV/EBITDA	63.5	16.8	10.7	10.1	6.8	5.3	4.0
EV/EBITA	68.6	19.3	12.8	10.1	6.8	5.3	4.0
EV/EBIT	76.9	19.3	12.8	12.3	8.0	6.0	4.5
EV/FCF	10.8	-6.0	-2.1	-26.0	12.5	9.2	6.9
Adjusted FCF yield	2.4 %	4.7 %	6.9 %	6.1 %	9.7 %	11.8 %	15.8 %
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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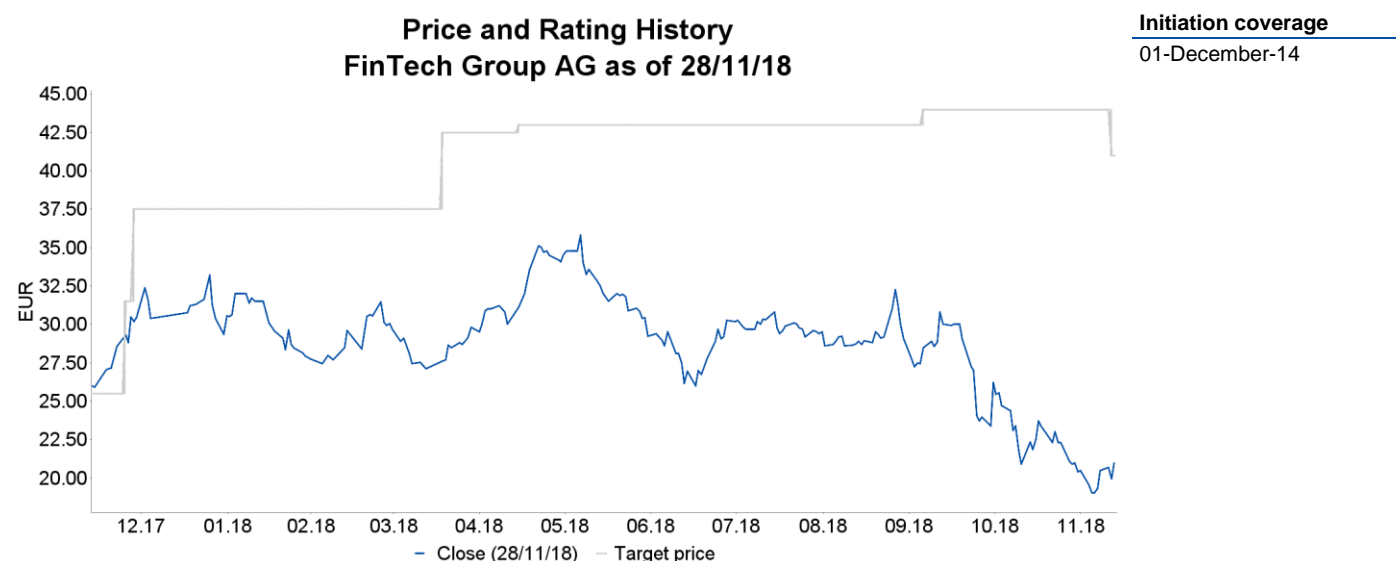
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FinTech Group AG	

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



Company	Date	Analyst	Rating	Target price	Close
FinTech Group AG	22.10.2018	Brass, CFA, Robin	Buy	EUR 44,00	EUR 24,40
	21.09.2018	Brass, CFA, Robin	Buy	EUR 44,00	EUR 28,50
	28.08.2018	Brass, CFA, Robin	Buy	EUR 43,00	EUR 28,75
	29.06.2018	Brass, CFA, Robin	Buy	EUR 43,00	EUR 26,95
	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

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