

**Buy** (old: Buy)

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

**Price:** EUR 28.65      **Next result:** H1 2018 09.18  
**Bloomberg:** FTK@GR      **Market cap:** EUR 501.4 m  
**Reuters:** FTKG.DE      **Enterprise Value:** EUR 416.9 m

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### H1 preview: Strong H1 on the back of higher trading activity

Fintech Group will host a CMD on September 05<sup>th</sup> in Frankfurt. We expect the company to release prelim figures ahead of the event in order to give investors more tangible information on the operational performance so far this year.

EUR	H1 2018 est	H1 2017	yo y	2018 est	2017	yo y
<b>Sales</b>	<b>60.0</b>	<b>49.6</b>	21.1%	<b>125.8</b>	<b>107.0</b>	17.6%
<b>EBITDA</b>	<b>20.5</b>	<b>13.8</b>	48.8%	<b>44.9</b>	<b>32.1</b>	40.1%
EBITDA margin	34.2%	27.8%	+6.4 pp	35.7%	30.0%	+5.7 pp
<b>Net Income</b>	<b>11.9</b>	<b>2.5</b>	367.0%	<b>26.4</b>	<b>16.8</b>	57.0%
EBIT margin	19.8%	5.1%	+14.7 pp	21.0%	15.7%	+5.3 pp

Source: Company data; Hauck & Aufhäuser

**Volatility & market share up:** The strong operational performance is seen to be driven by the Online Brokerage business flatex (c. 80% of revenues) assuming that volatile markets lead to higher trading activity. Additionally, we expect Fintech Group to further gain market share especially in the sought-after trading enthusiast segment (highest trading activity). With record Q1 KPIs of 10k new customer adds and 3.7m trades released (2017 c. 8k new customers and 2.8m trades per quarter), we see H1 net adds of >18k and 7m trades in reach.

**Record H1 should bode well for FY outperformance:** We expect sound H1 figures to hint at an outperformance of the FY guidance (>€ 120m sales; €40m EBITDA; € 24m net / eH&A: € 126m sales; € 45m EBITDA; € 26m net). The strong track record of profitable growth and beating the guidance in each of the last three year provides confidence in management and the business quality. Hence, we also expect the mid-term guidance of > € 150m sales and > € 50m EBITDA and > € 30m NI to be achieved by 2020E.

**Newsflow to remain positive:** We expect newsflow should remain positive. In particular, the new ETP partnerships with Morgan Stanley and Goldman Sachs, could be further extended by either increasing the product offering or possibly moving to new regions together.

Against the backdrop of the expected strong H1 results and an undemanding valuation of 6.5x EV/EBIT 2020E, we **reiterate our BUY recommendation with a PT of € 43** based on ECEV 2020E.

Y/E 31.12 (EUR m)	2014	2015	2016	2017	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	32.1	44.9	53.1	61.1
EBIT	3.2	17.2	25.5	26.5	38.8	46.5	54.0
Net income	-7.7	-1.7	8.4	16.8	26.4	31.0	36.1
Net debt	-35.4	-0.6	-26.8	-42.8	-84.5	-115.0	-150.3
Net gearing	-39.3 %	-240.1 %	-59.5 %	-65.6 %	-222.4 %	-201.8 %	-184.9 %
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	1.51	1.77	2.07
CPS	1.70	-3.43	-8.81	-0.25	1.58	1.77	2.07
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 %	30.0 %	35.7 %	37.4 %	38.6 %
EBIT margin	18.8 %	23.0 %	26.8 %	24.8 %	30.9 %	32.8 %	34.1 %
ROCE	5.0 %	10.7 %	11.4 %	12.2 %	16.2 %	16.8 %	17.4 %
EV/sales	20.5	6.0	4.8	4.3	3.3	2.7	2.2
EV/EBITDA	89.9	23.0	14.9	14.3	9.3	7.3	5.7
EV/EBIT	108.9	26.3	17.9	17.3	10.7	8.3	6.5
PER	69.0	32.4	29.4	29.5	19.0	16.2	13.9
Adjusted FCF yield	1.7 %	3.5 %	5.0 %	4.3 %	7.1 %	8.6 %	11.0 %

Source: Company data, Hauck & Aufhäuser Close price as of: 27.08.2018



Source: Company data, Hauck & Aufhäuser

**High/low 52 weeks:** 35.10 / 16.96

**Price/Book Ratio:** 3.3

**Relative performance (SDAX):**

3 months -  
6 months -  
12 months -

#### Changes in estimates

		Sales	EBIT	EPS
2018	old:	125.8	38.8	1.50
	Δ	-	-	-
2019	old:	141.9	46.4	1.77
	Δ	-	-	-
2020	old:	158.3	54.0	2.06
	Δ	-	-	-

#### Key share data:

Number of shares: (in m pcs) 17.5  
 Authorised capital: (in € m) 14.0  
 Book value per share: (in €) 8.9  
 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	2017	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	23.1	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	20.8	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>32.1</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>32.1</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	5.6	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>38.8</b>	<b>46.5</b>	<b>54.0</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	2.4
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	-1.3	-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>25.2</b>	<b>36.6</b>	<b>44.3</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>25.2</b>	<b>36.6</b>	<b>44.3</b>	<b>51.6</b>
Taxes	-2.5	1.0	4.0	8.2	10.3	13.3	15.5
<b>Net income from continuing operations</b>	<b>5.6</b>	<b>13.6</b>	<b>20.3</b>	<b>17.0</b>	<b>26.4</b>	<b>31.0</b>	<b>36.1</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>26.4</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>26.4</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>1.51</b>	<b>1.77</b>	<b>2.07</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 %	25.4 %	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 %	21.6 %	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 %	19.5 %	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>30.0 %</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>30.0 %</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 %	5.2 %	4.8 %	4.6 %	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>24.8 %</b>	<b>30.9 %</b>	<b>32.8 %</b>	<b>34.1 %</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 %	1.7 %	1.6 %	1.5 %
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>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>23.5 %</b>	<b>29.1 %</b>	<b>31.2 %</b>	<b>32.6 %</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>21.0 %</b>	<b>21.8 %</b>	<b>22.8 %</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>21.0 %</b>	<b>21.8 %</b>	<b>22.8 %</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>21.0 %</b>	<b>21.8 %</b>	<b>22.8 %</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>61.9</b>	<b>59.6</b>	<b>57.2</b>
Property, plant and equipment	1.0	5.4	5.6	7.0	9.5	12.3	15.5
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>72.3</b>	<b>72.9</b>	<b>73.7</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	469.2	504.5
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>1,108.8</b>	<b>1,144.1</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>1,150.6</b>	<b>1,181.6</b>	<b>1,217.7</b>
<b>SHAREHOLDERS EQUITY</b>	<b>50.1</b>	<b>73.2</b>	<b>75.6</b>	<b>112.7</b>	<b>155.9</b>	<b>186.9</b>	<b>223.0</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>1,150.6</b>	<b>1,181.6</b>	<b>1,217.7</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>6.1 %</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 %	54.9 %	53.5 %	51.9 %
Liquid assets	64.5 %	44.8 %	25.4 %	35.8 %	38.1 %	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>93.7 %</b>	<b>93.8 %</b>	<b>93.9 %</b>
<b>TOTAL ASSETS</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>
<b>SHAREHOLDERS EQUITY</b>	<b>52.6 %</b>	<b>6.1 %</b>	<b>4.9 %</b>	<b>10.2 %</b>	<b>13.5 %</b>	<b>15.8 %</b>	<b>18.3 %</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 %	76.9 %	74.9 %	72.7 %
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>82.6 %</b>	<b>80.4 %</b>	<b>78.0 %</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	26.4	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	5.6	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	32.5	37.6	43.2
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>32.5</b>	<b>37.6</b>	<b>43.2</b>
CAPEX	0.3	3.7	8.0	12.6	7.5	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>-12.6</b>	<b>-7.6</b>	<b>-7.1</b>	<b>-7.9</b>
Cash flow before financing	22.9	-99.8	-153.2	-12.5	24.9	30.5	35.3
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	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>20.3</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Increase/decrease in liquid assets	44.7	479.8	-152.1	7.8	24.9	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>397.0</b>	<b>421.9</b>	<b>452.4</b>	<b>487.7</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 %	17.6 %	12.8 %	11.6 %
EBITDA growth	-	406.2 %	55.2 %	4.7 %	40.1 %	18.2 %	15.2 %
EBIT growth	-396.1 %	435.4 %	47.7 %	4.0 %	46.6 %	19.7 %	16.2 %
EPS growth	551.8 %	-80.9 %	-555.0 %	91.6 %	57.0 %	17.5 %	16.6 %
<b>Efficiency</b>							
Total operating costs / sales	76.0 %	55.7 %	41.0 %	41.1 %	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	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 %	6.7 %	5.9 %	5.3 %
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	22.0	19.5	17.5
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	12.5	10.9	9.7
<b>Cash flow analysis</b>							
Free cash flow	22.9	-55.2	-152.0	-12.5	24.9	30.5	35.3
Free cash flow/sales	133.7 %	-73.5 %	-159.9 %	-11.7 %	19.8 %	21.5 %	22.3 %
FCF / net profit	neg.	neg.	neg.	neg.	94.5 %	98.4 %	97.7 %
Capex / depn	42.5 %	63.5 %	155.5 %	225.3 %	124.1 %	107.8 %	111.7 %
Capex / maintenance capex	26.7 %	60.4 %	46.0 %	72.5 %	51.7 %	43.1 %	44.7 %
Capex / sales	1.9 %	6.3 %	8.4 %	11.8 %	6.0 %	5.0 %	5.0 %
<b>Security</b>							
Net debt	-35.4	-0.6	-26.8	-42.8	-84.5	-115.0	-150.3
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	17.7	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	7.8	7.8	7.4	7.1
Plant turnover	16.4	14.0	17.0	15.3	13.3	11.5	10.2
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 %	16.2 %	16.8 %	17.4 %
ROE	-15.5 %	-2.4 %	11.1 %	14.9 %	16.9 %	16.6 %	16.2 %
<b>Other</b>							
Interest paid / avg. debt	0.5 %	3.0 %	1.0 %	1.6 %	2.4 %	2.4 %	2.6 %
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	1.51	1.77	2.07
<b>Valuation ratios</b>							
P/BV	7.7	6.2	6.4	4.4	3.2	2.7	2.2
EV/sales	20.5	6.0	4.8	4.3	3.3	2.7	2.2
EV/EBITDA	89.9	23.0	14.9	14.3	9.3	7.3	5.7
EV/EBITA	97.1	26.3	17.9	14.3	9.3	7.3	5.7
EV/EBIT	108.9	26.3	17.9	17.3	10.7	8.3	6.5
EV/FCF	15.3	-8.2	-3.0	-36.8	16.7	12.7	9.9
Adjusted FCF yield	1.7 %	3.5 %	5.0 %	4.3 %	7.1 %	8.6 %	11.0 %
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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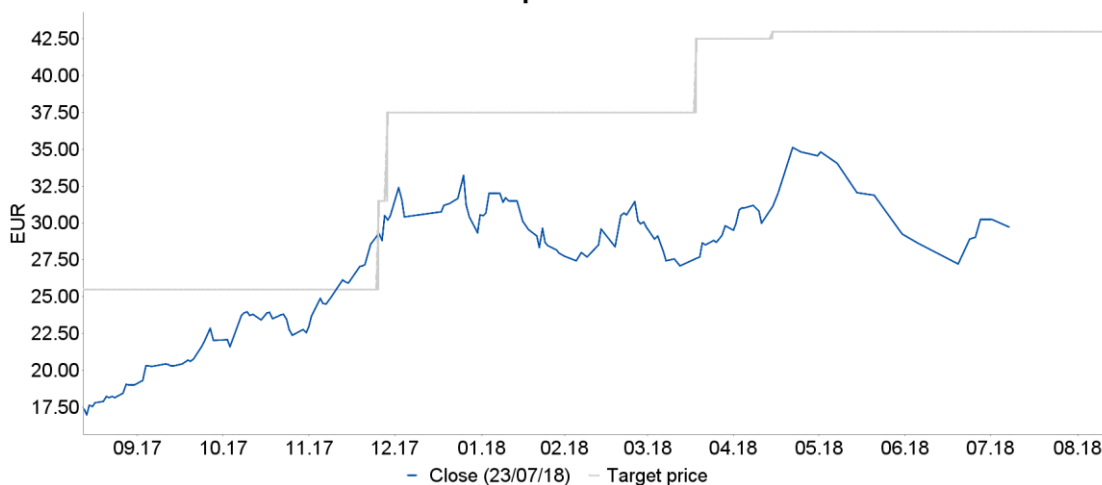
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Company	Disclosure
FinTech Group AG	5a

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

**Price and Rating History**  
FinTech Group AG as of 27/08/18

**Initiation coverage**  
01-December-14



Company	Date	Analyst	Rating	Target price	Close
FinTech Group AG	29.06.2018	Brass, CFA, Robin	Buy	EUR 43,00	EUR 28,60
	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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