



**Buy** (old: Buy)

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

**Price:** EUR 24.70      **Next result:** FY 2018 04.19  
**Bloomberg:** FTK@GR      **Market cap:** EUR 455.3 m  
**Reuters:** FTKG.DE      **Enterprise Value:** EUR 370.7 m

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### Strong 2018 seen on track and more growth to come

During the last weeks, market volatility went back up. In our view, this should lead to higher trading activity of FintechGroup's clients ie strong revenues for the online brokerage business flatex (c. 75% of sales). Additionally, we regard the new banking JV with AustriaPost (AP) as a highly value accretive deal in the medium term with further upside potential. Fintech brings its state-of-the-art banking platform into the JV and AP a wide range of existing branches and personnel all over Austria.

**Banking in Austria underestimated:** The reason why a fast growing agile company like FTK moves into this business arises at second glance: Bawag-PSK Retail who is providing the banking services at APs branches until next year, is highly profitable. The company achieved a RoTE of 40% and an EBT margin of 46% in Q2 2018. Now, FTK is set to replace Bawag-PSK Retail as the banking service provider in the AP branches by delivering its existing banking technology platform (current account, loans, deposits, brokerage). The JV is seen to reach a conservative 17% RoTE by 2024E when the new hybrid bank in Austria is fully up and running (eH&A € 120m revenues, € 35m net income) but looking at the massive profitability of Bawag-PSK, we consider these already value-accretive estimates to have further upside potential.

**JV Business plan seen to be conservative:** When looking at the business plan to reach the aforementioned estimates, the goal is to gain 400k Austrian customers by 2024E, which is less than 25% of Bawag-PSKs current customer base (c. 1.7m) and similar to the number that Bawag expects to lose after pulling out from the deal with AP. Given that Bawag will merely have 70 own branches left (vs. currently c. 1750 branches from AP and APs partners), we think FTK should easily achieve the 400k customers, possibly more. What makes the deal even more accretive: FTK receives at least € 10m revenues p.a from the JV (eH&A 50% EBIT margin) for 10 years for providing its banking technology platform, which is already set up.

**Further growth potential:** Being the banking technology provider for AP is only the beginning. In our view, there should be further opportunities like this given that retailers or supermarket-chains, for example might also look for similar solutions. These type of partnerships would provide upside to FTK's B2B (banking) business in the future.

FTK is seen to achieve a strong 2018 and we see the new hybrid bank with Austria Post as highly value accretive in the medium term. Trading on just 6x EV/EBIT 2020E, we reiterate our BUY recommendation with a PT of € 44 based on FCFY 2020.

Y/E 31.12 (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
Sales	17.1	75.2	95.0	107.0	125.8	148.6	160.2
Sales growth	20 %	339 %	26 %	13 %	18 %	18 %	8 %
EBITDA	3.9	19.7	30.6	32.1	44.9	57.5	63.9
EBIT	3.2	17.2	25.5	26.5	38.8	50.9	56.8
Net income	-7.7	-1.7	8.4	16.8	26.4	25.7	33.4
Net debt	-35.4	-0.6	-26.8	-42.8	-84.5	-108.8	-140.8
Net gearing	-39.3 %	-240.1 %	-59.5 %	-65.6 %	-222.4 %	-204.3 %	-187.5 %
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	1.48	1.37	1.78
CPS	1.70	-3.43	-8.81	-0.25	1.55	1.37	1.78
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 %	75.0 %	75.2 %
EBITDA margin	22.7 %	26.3 %	32.2 %	30.0 %	35.7 %	38.7 %	39.9 %
EBIT margin	18.8 %	23.0 %	26.8 %	24.8 %	30.9 %	34.3 %	35.5 %
ROCE	5.0 %	10.7 %	11.4 %	12.2 %	16.2 %	18.5 %	18.7 %
EV/sales	18.0	5.4	4.2	3.8	2.9	2.5	2.1
EV/EBITDA	79.2	20.5	13.1	12.6	8.3	6.4	5.3
EV/EBIT	95.9	23.5	15.8	15.3	9.5	7.3	5.9
PER	61.6	28.9	26.2	26.3	17.3	18.6	14.4
Adjusted FCF yield	1.9 %	3.9 %	5.6 %	4.9 %	8.0 %	10.8 %	12.6 %

Source: Company data, Hauck & Aufhäuser Close price as of: 19.10.2018



Source: Company data, Hauck & Aufhäuser

**High/low 52 weeks:** 35.80 / 22.39

**Price/Book Ratio:** 3.1

**Relative performance (SDAX):**

3 months -  
6 months -  
12 months -

#### Changes in estimates

		Sales	EBIT	EPS
2018	old:	125.8	38.8	1.50
	Δ	-	0.2%	-1.6%
2019	old:	141.9	46.4	1.77
	Δ	4.7%	9.7%	-22.5%
2020	old:	158.3	54.0	2.06
	Δ	1.2%	5.4%	-13.7%

#### Key share data:

Number of shares: (in m pcs) 17.8  
 Authorised capital: (in € m) 14.0  
 Book value per share: (in €) 8.7  
 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>125.8</b>	<b>148.6</b>	<b>160.2</b>
<i>Sales growth</i>	20.0 %	338.7 %	26.4 %	12.6 %	17.6 %	18.1 %	7.9 %
Cost of sales	0.5	13.6	25.5	31.0	32.5	37.1	39.7
<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>111.4</b>	<b>120.5</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	27.5	28.8
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	26.4	27.7
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>57.5</b>	<b>63.9</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>57.5</b>	<b>63.9</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>50.9</b>	<b>56.8</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	-12.0	-7.0
Financial result	-0.1	-2.7	-1.2	-1.3	-2.2	-14.2	-9.2
<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>36.6</b>	<b>36.7</b>	<b>47.6</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>36.7</b>	<b>47.6</b>
Taxes	-2.5	1.0	4.0	8.2	10.3	11.0	14.3
<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>25.7</b>	<b>33.4</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>26.4</b>	<b>25.7</b>	<b>33.4</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>26.4</b>	<b>25.7</b>	<b>33.4</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>1.48</b>	<b>1.37</b>	<b>1.78</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 %	25.0 %	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>75.0 %</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 %	18.5 %	18.0 %
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 %	17.8 %	17.3 %
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>38.7 %</b>	<b>39.9 %</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>38.7 %</b>	<b>39.9 %</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 %	4.4 %	4.4 %
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>34.3 %</b>	<b>35.5 %</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 %	1.5 %	1.4 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	-8.1 %	-4.4 %
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>24.7 %</b>	<b>29.7 %</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>24.7 %</b>	<b>29.7 %</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>17.3 %</b>	<b>20.8 %</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>17.3 %</b>	<b>20.8 %</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>17.3 %</b>	<b>20.8 %</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>59.8</b>	<b>57.5</b>
Property, plant and equipment	1.0	5.4	5.6	7.0	9.5	12.5	15.7
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>73.2</b>	<b>74.1</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	463.0	495.0
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>1,102.6</b>	<b>1,134.6</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>1,150.6</b>	<b>1,175.7</b>	<b>1,208.7</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>181.6</b>	<b>214.9</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>1,176.3</b>	<b>1,209.6</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>5.1 %</b>	<b>4.8 %</b>
Property, plant and equipment	1.1 %	0.4 %	0.4 %	0.6 %	0.8 %	1.1 %	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 %	53.7 %	52.2 %
Liquid assets	64.5 %	44.8 %	25.4 %	35.8 %	38.1 %	39.4 %	40.9 %
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>93.7 %</b>	<b>93.8 %</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>99.9 %</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>15.4 %</b>	<b>17.8 %</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 %	75.2 %	73.2 %
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>80.8 %</b>	<b>78.5 %</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	25.7	33.4
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	32.5	32.3	40.4
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>32.3</b>	<b>40.4</b>
CAPEX	0.3	3.7	8.0	12.6	7.5	7.4	8.0
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>-7.6</b>	<b>-42.4</b>	<b>-20.5</b>
Cash flow before financing	22.9	-99.8	-153.2	-12.5	24.9	-10.1	19.9
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	59.9	-10.1	19.9
<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>456.9</b>	<b>446.8</b>	<b>466.7</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 %	18.1 %	7.9 %
EBITDA growth	-	406.2 %	55.2 %	4.7 %	40.1 %	28.0 %	11.2 %
EBIT growth	-396.1 %	435.4 %	47.7 %	4.0 %	46.6 %	31.1 %	11.7 %
EPS growth	551.8 %	-80.9 %	-555.0 %	91.6 %	54.2 %	-7.4 %	29.8 %
<b>Efficiency</b>							
Total operating costs / sales	76.0 %	55.7 %	41.0 %	41.1 %	38.5 %	36.3 %	35.3 %
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 %	5.6 %	5.2 %
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	18.7	17.3
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	10.3	9.5
<b>Cash flow analysis</b>							
Free cash flow	22.9	-55.2	-152.0	-12.5	24.9	24.9	32.4
Free cash flow/sales	133.7 %	-73.5 %	-159.9 %	-11.7 %	19.8 %	16.7 %	20.2 %
FCF / net profit	neg.	neg.	neg.	neg.	94.5 %	96.7 %	97.2 %
Capex / depn	42.5 %	63.5 %	155.5 %	225.3 %	124.1 %	643.8 %	289.3 %
Capex / maintenance capex	26.7 %	60.4 %	46.0 %	72.5 %	51.7 %	45.1 %	45.2 %
Capex / sales	1.9 %	6.3 %	8.4 %	11.8 %	6.0 %	28.6 %	12.8 %
<b>Security</b>							
Net debt	-35.4	-0.6	-26.8	-42.8	-84.5	-108.8	-140.8
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	17.7	23.1	25.8
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	7.7	7.2
Plant turnover	16.4	14.0	17.0	15.3	13.3	11.9	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 %	18.5 %	18.7 %
ROE	-15.5 %	-2.4 %	11.1 %	14.9 %	16.9 %	14.1 %	15.5 %
<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	1.48	1.37	1.78
<b>Valuation ratios</b>							
P/BV	6.9	5.5	5.7	4.0	2.9	2.6	2.2
EV/sales	18.0	5.4	4.2	3.8	2.9	2.5	2.1
EV/EBITDA	79.2	20.5	13.1	12.6	8.3	6.4	5.3
EV/EBITA	85.6	23.5	15.8	12.6	8.3	6.4	5.3
EV/EBIT	95.9	23.5	15.8	15.3	9.5	7.3	5.9
EV/FCF	13.5	-7.3	-2.6	-32.4	14.9	14.9	10.4
Adjusted FCF yield	1.9 %	3.9 %	5.6 %	4.9 %	8.0 %	10.8 %	12.6 %
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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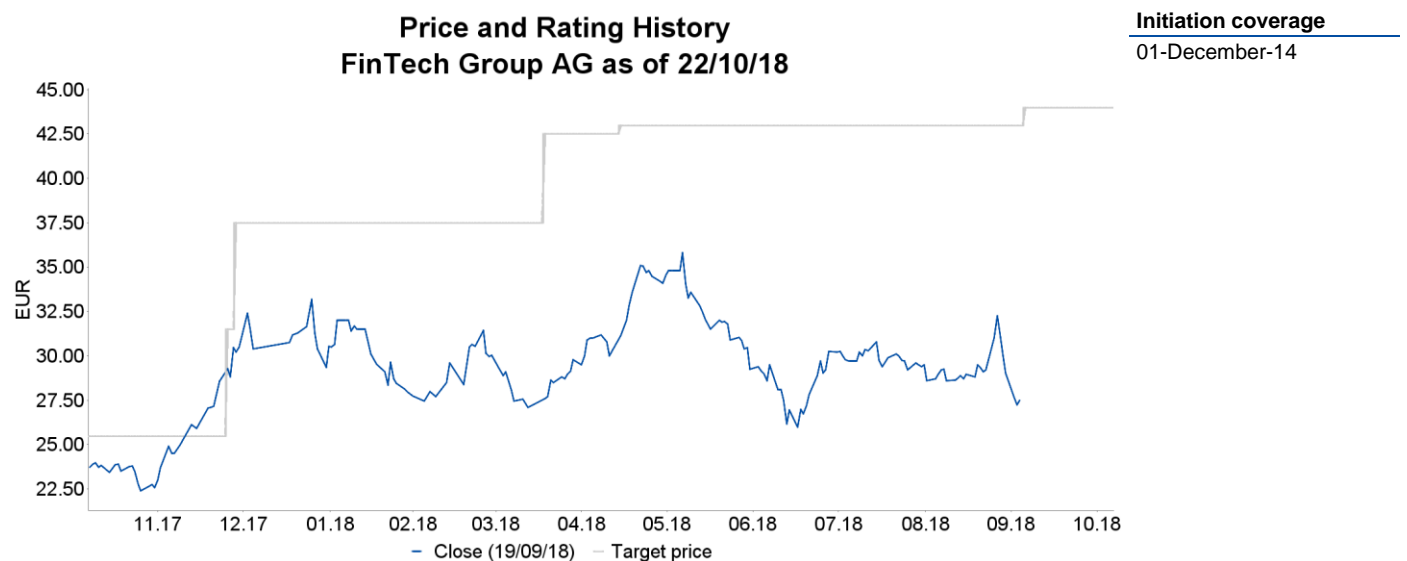
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Company	Disclosure
FinTech Group AG	

### 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	21.09.2018	Brass, CFA, Robin	Buy	EUR 44,00	EUR 27,50
	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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