

<b>Buy</b> <b>EUR 60.00</b> (EUR 53.00) Price <b>EUR 44.49</b> <b>Upside 34.9 %</b>	<b>Value Indicators:</b> EUR DCF: 59.57	<b>Share data:</b> Bloomberg: H5E GR Reuters: H5EG ISIN: DE000A0EQ578	<b>Description:</b> Service provider for construction of owner-occupied homes and holiday property
	<b>Market Snapshot:</b> EUR m Market cap: 178.0 No. of shares (m): 4.0 EV: 288.2 Freefloat MC: 87.7 Ø Trad. Vol. (30d): 450.57 th	<b>Shareholders:</b> Freefloat 49.3 % Karl-Heinz Maerzke 50.5 % G. Janssen CFO 0.3 %	<b>Risk Profile (WRe):</b> 2016e Beta: 1.5 Price / Book: 2.2 x Equity Ratio: 28 % Net Fin. Debt / EBITDA: 4.0 x Net Debt / EBITDA: 4.0 x

## FY figures 2015 in line - Doubling of sales volume in the next 3 years expected

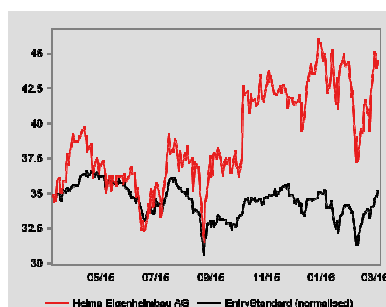
Stated Figures 2015:					Comment on Figures:				
in EUR m	2015	2015e	2014	yoy	<ul style="list-style-type: none"> <li>HELMA's FY figures 2015 were in line with our expectations.</li> <li>Sales volume improved strongly by 24% to EUR 211m.</li> <li>EBIT margin increased 20bp to 8.5%. A more significant increase was impeded by an unplanned one-off arising from the discovery of fraudulent bookings made by a former employee. We estimate a burden of ~EUR 1.25m. So the adjusted EBIT margin would be 9% reflecting the business mix change more adequately.</li> </ul>				
Sales	211	211	170	24%					
EBIT	17.8	17.8	14.2	26%					
EBIT-margin	8.5%	8.4%	8.3%						
Net income	10.0	10.0	8.1	23%					

The confirmation of the sales outlook for 2016 (EUR 260m) and 2017 (EUR 340m) was slightly disappointing for us at first glance. We had been more optimistic for these years due to the impressive order intake growth in 2015 of 40% which was above the company's expectation of ~20%. However, owing to a change in the business mix towards a higher share of more complex multi-storey properties with a longer construction time of 18-24 months, the positive effects should not be visible in 2016 already. In fact **HELMA will benefit** from this its **successful sales activities** at a later stage which is reflected in the **first-time published sales guidance for 2018 of EUR 420m** (WRe: 396m).

The **outlook for the EBIT margin** is positive as the share of higher margin business (HELMA-Wohnungsbau & HELMA Ferienimmobilien) should grow further. For this reason, the management increased its EBIT margin guidance from 7-10% to 8-11%. This development is already reflected in our estimates for 2016 and 2017, but we increase our assumption for the achievable long-term EBIT-margin from 7.75% to 8.5% in our DCF-model.

The importance of the segment HELMA Wohnungsbau has increased significantly with 69% sales growth to EUR 111m and a 53% sales share (2014: 39%). Sales at HELMA Ferienimmobilien was EUR 20m and is expected to double by end of 2018. We deem this business to be highly attractive as we see strong sales potential for high-quality holiday apartments in Germany owing to possible changes in tourists' travel behavior within Europe and as it delivers high margins. In 2016 we expect positive news flow from the reduction of refinancing costs. HELMA should reduce interest expenses by EUR 1m. Furthermore, the discussion about possible higher tax-depreciation might support the demand for HELMA's properties in regions with lower plot prices. We reiterate our buy recommendation and increase our price target to EUR 60 owing to better long-term prospects for the EBIT margin.

Changes in Estimates:					Comment on Changes:				
FY End: 31.12. in EUR m	2016e (old)	+ / -	2017e (old)	+ / -	<ul style="list-style-type: none"> <li>We reduce our sales estimate for 2016 and modestly for 2017 owing to necessary longer average construction time (e.g. for multi-storey properties) which is driven by mentioned changed mix of build properties.</li> <li>We are now more optimistic for the development of the EBIT-margin due to sound growth prospects for the higher margin businesses of holiday property developments and residential development.</li> </ul>				
Sales	280.0	-7.1 %	360.0	-1.4 %					
EBIT	27.6	-8.2 %	37.4	0.4 %					
Net income	16.2	-7.7 %	22.4	4.4 %					
EPS	4.06	-7.6 %	5.59	4.5 %					

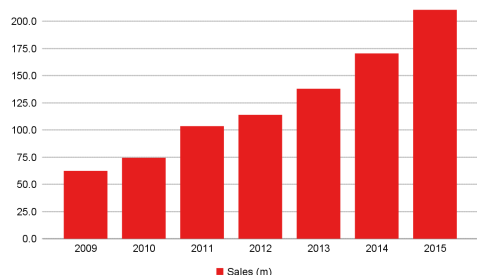


<b>Rel. Performance vs EntryStandard:</b>	
1 month:	0.6 %
6 months:	12.2 %
Year to date:	-3.0 %
Trailing 12 months:	30.3 %

<b>Company events:</b>	
31.03.16	FY 2015
14.04.16	Q1
19.04.16	RS LON
01.07.16	AGM

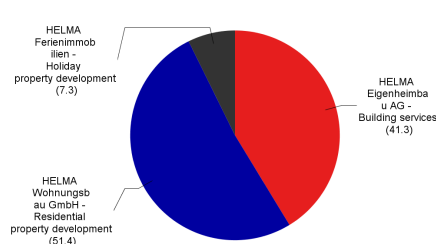
FY End: 31.12. in EUR m	CAGR (15-18e)	2012	2013	2014	2015	2016e	2017e	2018e
Sales	25.9 %	114.0	138.0	170.5	210.6	260.0	355.0	420.0
Change Sales yoy		10.1 %	21.1 %	23.5 %	23.5 %	23.4 %	36.5 %	18.3 %
Gross margin adj.	-	24.4 %	24.9 %	24.9 %	24.3 %	23.3 %	22.7 %	0.0 %
EBITDA	34.3 %	8.8	11.8	16.0	19.5	27.4	39.6	47.2
EBIT	36.5 %	7.3	10.3	14.2	17.8	25.4	37.6	45.2
Margin		6.4 %	7.4 %	8.3 %	8.4 %	9.8 %	10.6 %	10.8 %
EBT		5.7	8.3	11.7	15.0	21.9	34.1	41.4
Net income	41.8 %	3.9	5.6	8.1	10.0	15.0	23.3	28.4
EPS	38.0 %	1.35	1.85	2.43	2.69	3.75	5.84	7.07
EPS adj.	38.0 %	1.32	1.85	2.43	2.69	3.75	5.84	7.07
DPS	43.1 %	0.35	0.53	0.63	0.75	1.00	1.50	2.20
Dividend Yield		3.5 %	3.3 %	2.5 %	2.0 %	2.2 %	3.4 %	5.0 %
FCFPS		-6.85	-11.09	-4.88	-10.49	-2.17	2.11	6.62
FCF / Market cap		-68.2 %	-70.0 %	-19.7 %	-28.6 %	-4.9 %	4.7 %	15.1 %
EV / Sales		0.6 x	0.8 x	1.0 x	1.1 x	1.1 x	0.8 x	0.6 x
EV / EBITDA		7.4 x	9.8 x	10.2 x	11.9 x	10.5 x	7.2 x	5.5 x
EV / EBIT		8.9 x	11.3 x	11.5 x	13.1 x	11.4 x	7.6 x	5.8 x
P / E		7.4 x	8.6 x	10.2 x	13.6 x	11.9 x	7.6 x	6.2 x
P / E adj.		7.6 x	8.6 x	10.2 x	13.6 x	11.9 x	7.6 x	6.2 x
FCF Yield Potential		8.5 %	6.8 %	6.8 %	5.7 %	6.6 %	9.7 %	12.5 %
Net Debt		36.4	68.1	79.4	98.6	110.3	105.8	85.3
ROCE (NOPAT)		10.9 %	9.3 %	9.1 %	8.2 %	9.6 %	12.9 %	14.9 %
Guidance:	2016: sales EUR 260m, EBIT EUR 22m; sales 2017 & 18: 340&420m; 8-11% EBIT-margin							

## Sales development in EUR m



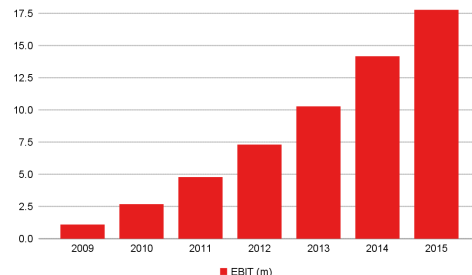
Source: Warburg Research

## Order intake by segments 2015; in %



Source: Warburg Research

## EBIT development in EUR m



Source: Warburg Research

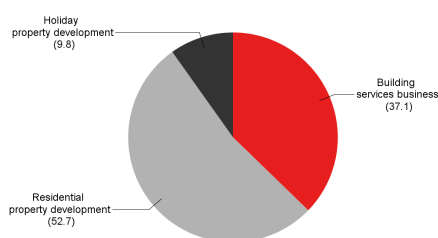
## Company Background

- Provider of construction services for brick-built homes that can be adapted to individual tastes.
- Focus on product development, sale, planning and building administration. Construction is outsourced to subcontractors.
- Via HELMA Wohnungsbau GmbH, HELMA in its role as a developer, acquires larger areas zoned for residential construction with up to 250 building sites. Regional focus is on cities like Berlin, Hamburg, Hanover or Munich.
- Since early 2011 the company has been developing and selling holiday properties at the North Sea and Baltic Sea coasts as well as attractive lakeside locations via the subsidiary HELMA Ferienimmobilien.

## Competitive Quality

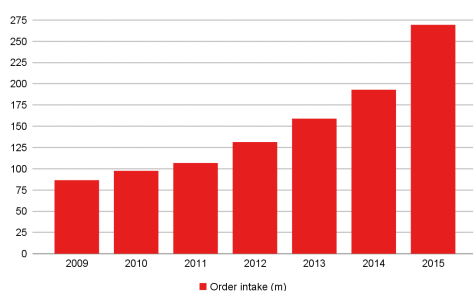
- Individualisation without additional costs: HELMA's homes are mainly distinguished by the range of individual design options at no extra cost.
- High expertise in the future market of energy-efficient houses: HELMA offers a broad range of energy-efficient houses, e.g. the ecoSolar house and, since May 2011, the EnergieAutarke Haus (energy self-sufficient home).
- Efficient sales concept: HELMA's 42 show houses throughout Germany are used by ca. 80 freelance sales representatives as a point of sale.
- Business model expansion into apartment building completes product range
- Successful advancement of the development business in the holiday property area since 2011. Gradual expansion of the market positioning makes attractive growth possible.

## Sales by segments 2015 in %



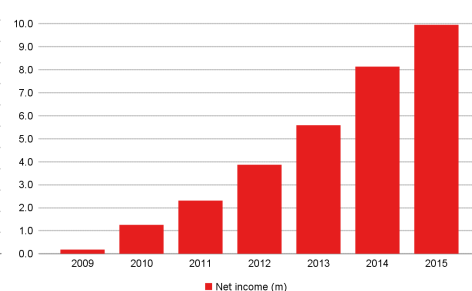
Source: Warburg Research

## Order intake in EUR m



Source: Warburg Research

## Net income development in EUR m



Source: Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2016e	2017e	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	
Sales	260.0	355.0	420.0	432.6	445.6	458.9	468.1	477.5	487.0	496.8	506.7	516.8	524.6	1.5 %
Sales change	23.4 %	36.5 %	18.3 %	3.0 %	3.0 %	3.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	1.5 %	
EBIT	25.4	37.6	45.2	45.4	46.8	45.9	46.8	45.4	46.3	44.7	45.6	43.9	44.6	8.5 %
EBIT-margin	9.8 %	10.6 %	10.8 %	10.5 %	10.5 %	10.0 %	10.0 %	9.5 %	9.5 %	9.0 %	9.0 %	8.5 %	8.5 %	
Tax rate (EBT)	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	
NOPAT	17.4	25.7	31.0	31.1	32.0	31.4	32.1	31.1	31.7	30.6	31.2	30.1	30.5	
Depreciation	2.0	2.0	2.0	4.3	4.5	4.6	4.7	4.8	4.9	5.0	5.1	5.2	5.2	
in % of Sales	0.8 %	0.6 %	0.5 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	
Changes in provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in Liquidity from														
- Working Capital	31.9	26.9	18.8	22.3	9.1	9.4	6.4	6.6	6.7	6.8	7.0	7.1	5.4	
- Capex	2.0	2.0	2.0	4.3	4.5	4.6	4.7	4.8	4.9	5.0	5.1	5.2	5.2	
Capex in % of Sales	0.8 %	0.6 %	0.5 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	-14.5	-1.2	12.2	8.8	23.0	22.1	25.6	24.5	25.0	23.8	24.3	23.0	25.1	25
PV of FCF	-13.8	-1.0	10.2	6.9	16.8	15.2	16.5	14.8	14.1	12.6	12.0	10.7	10.9	211
share of PVs	-1.39 %			38.72 %										62.66 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	45.00 %	Financial Strength	1.50
Cost of debt (after tax)	3.1 %	Liquidity (share)	1.50
Market return	7.00 %	Cyclicality	1.90
Risk free rate	1.50 %	Transparency	1.00
		Others	1.60
<b>WACC</b>	<b>6.75 %</b>	<b>Beta</b>	<b>1.50</b>

Valuation (m)

Present values 2028e	126		
Terminal Value	211		
Financial liabilities	111		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	12	No. of shares (m)	4.0
<b>Equity Value</b>	<b>238</b>	<b>Value per share (EUR)</b>	<b>59.57</b>

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		0.75 %	1.00 %	1.25 %	1.50 %	1.75 %	2.00 %	2.25 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.83	7.7 %	39.53	40.83	42.24	43.75	45.39	47.18	49.12	1.83	7.7 %	26.24	32.08	37.92	43.75	49.59	55.42	61.26
1.67	7.2 %	45.72	47.33	49.07	50.97	53.03	55.29	57.78	1.67	7.2 %	31.89	38.25	44.61	50.97	57.32	63.68	70.04
1.58	7.0 %	49.20	51.00	52.95	55.07	57.40	59.96	62.80	1.58	7.0 %	35.11	41.76	48.42	55.07	61.73	68.38	75.04
1.50	6.7 %	52.98	54.98	57.17	59.57	62.21	65.13	68.37	1.50	6.7 %	38.63	45.61	52.59	59.57	66.56	73.54	80.52
1.42	6.5 %	57.08	59.34	61.81	64.53	67.54	70.88	74.61	1.42	6.5 %	42.52	49.86	57.20	64.53	71.87	79.21	86.55
1.33	6.2 %	61.57	64.12	66.92	70.02	73.46	77.31	81.64	1.33	6.2 %	46.82	54.55	62.29	70.02	77.75	85.49	93.22
1.17	5.7 %	71.92	75.21	78.87	82.95	87.55	92.76	98.71	1.17	5.7 %	56.96	65.62	74.29	82.95	91.62	100.28	108.95

- Working capital increase due to expansion of land-plot business
- We increase our Long term EBIT-margin assumption from 7.75% to 8.5% due to a change of business mix
- Medium-term equity ratio ~25%
- We increase our Beta in our model reflecting a higher share of the development business

<b>Valuation</b>							
	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016e</b>	<b>2017e</b>	<b>2018e</b>
Price / Book	1.4 x	1.7 x	2.0 x	1.9 x	2.2 x	1.8 x	1.4 x
Book value per share ex intangibles	6.30	8.55	11.62	18.63	19.97	24.75	30.50
EV / Sales	0.6 x	0.8 x	1.0 x	1.1 x	1.1 x	0.8 x	0.6 x
EV / EBITDA	7.4 x	9.8 x	10.2 x	11.9 x	10.5 x	7.2 x	5.5 x
EV / EBIT	8.9 x	11.3 x	11.5 x	13.1 x	11.4 x	7.6 x	5.8 x
EV / EBIT adj.*	8.9 x	11.3 x	11.5 x	13.1 x	11.4 x	7.6 x	5.8 x
P / FCF	n.a.	n.a.	n.a.	n.a.	n.a.	21.1 x	6.6 x
P / E	7.4 x	8.6 x	10.2 x	13.6 x	11.9 x	7.6 x	6.2 x
P / E adj.*	7.6 x	8.6 x	10.2 x	13.6 x	11.9 x	7.6 x	6.2 x
Dividend Yield	3.5 %	3.3 %	2.5 %	2.0 %	2.2 %	3.4 %	5.0 %
Free Cash Flow Yield Potential	8.5 %	6.8 %	6.8 %	5.7 %	6.6 %	9.7 %	12.5 %

\*Adjustments made for: -

<b>Company Specific Items</b>							
	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016e</b>	<b>2017e</b>	<b>2018e</b>
Order intake	131.4	159.0	193.0	269.4	296.3	311.2	0.0
Total output	132.2	180.2	186.3	264.0	260.0	355.0	0.0
Material expenses	104.4	145.8	143.9	212.8	199.4	274.4	0.0
Gross margin adj.	24.4 %	24.9 %	24.9 %	24.3 %	23.3 %	22.7 %	0.0 %

## Consolidated profit & loss

In EUR m	2012	2013	2014	2015	2016e	2017e	2018e
<b>Sales</b>	<b>114.0</b>	<b>138.0</b>	<b>170.5</b>	<b>210.6</b>	<b>260.0</b>	<b>355.0</b>	<b>420.0</b>
Change Sales yoy	10.1 %	21.1 %	23.5 %	23.5 %	23.4 %	36.5 %	18.3 %
Increase / decrease in inventory	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Own work capitalised	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
<b>Total output</b>	<b>132.2</b>	<b>180.2</b>	<b>186.3</b>	<b>264.0</b>	<b>260.0</b>	<b>355.0</b>	<b>0.0</b>
Material expenses	104.4	145.8	143.9	212.8	199.4	274.4	0.0
<b>Gross profit</b>	<b>27.8</b>	<b>34.4</b>	<b>42.4</b>	<b>51.2</b>	<b>60.6</b>	<b>80.6</b>	<b>94.5</b>
<b>Gross profit margin</b>	<b>24.4 %</b>	<b>24.9 %</b>	<b>24.9 %</b>	<b>24.3 %</b>	<b>23.3 %</b>	<b>22.7 %</b>	<b>22.5 %</b>
Personnel expenses	10.8	13.5	15.2	17.5	19.2	23.0	26.2
Other operating income	0.5	0.9	1.2	1.0	1.0	1.0	1.0
Other operating expenses	8.8	10.0	12.4	15.2	15.0	19.0	22.1
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>8.8</b>	<b>11.8</b>	<b>16.0</b>	<b>19.5</b>	<b>27.4</b>	<b>39.6</b>	<b>47.2</b>
<b>Margin</b>	<b>7.7 %</b>	<b>8.5 %</b>	<b>9.4 %</b>	<b>9.3 %</b>	<b>10.5 %</b>	<b>11.2 %</b>	<b>11.2 %</b>
Depreciation of fixed assets	1.4	1.5	1.8	1.7	2.0	2.0	2.0
<b>EBITA</b>	<b>7.3</b>	<b>10.3</b>	<b>14.2</b>	<b>17.8</b>	<b>25.4</b>	<b>37.6</b>	<b>45.2</b>
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Goodwill amortization	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>7.3</b>	<b>10.3</b>	<b>14.2</b>	<b>17.8</b>	<b>25.4</b>	<b>37.6</b>	<b>45.2</b>
<b>Margin</b>	<b>6.4 %</b>	<b>7.4 %</b>	<b>8.3 %</b>	<b>8.4 %</b>	<b>9.8 %</b>	<b>10.6 %</b>	<b>10.8 %</b>
<b>EBIT adj.</b>	<b>7.3</b>	<b>10.3</b>	<b>14.2</b>	<b>17.8</b>	<b>25.4</b>	<b>37.6</b>	<b>45.2</b>
Interest income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	1.6	2.0	2.5	2.8	3.5	3.5	3.8
Other financial income (loss)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBT</b>	<b>5.7</b>	<b>8.3</b>	<b>11.7</b>	<b>15.0</b>	<b>21.9</b>	<b>34.1</b>	<b>41.4</b>
<b>Margin</b>	<b>5.0 %</b>	<b>6.0 %</b>	<b>6.9 %</b>	<b>7.1 %</b>	<b>8.4 %</b>	<b>9.6 %</b>	<b>9.9 %</b>
Total taxes	1.9	2.6	3.5	5.0	6.9	10.7	13.0
<b>Net income from continuing operations</b>	<b>3.9</b>	<b>5.7</b>	<b>8.2</b>	<b>10.0</b>	<b>15.0</b>	<b>23.3</b>	<b>28.4</b>
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income before minorities</b>	<b>3.9</b>	<b>5.7</b>	<b>8.2</b>	<b>10.0</b>	<b>15.0</b>	<b>23.3</b>	<b>28.4</b>
Minority interest	0.0	0.1	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>3.9</b>	<b>5.6</b>	<b>8.1</b>	<b>10.0</b>	<b>15.0</b>	<b>23.3</b>	<b>28.4</b>
<b>Margin</b>	<b>3.4 %</b>	<b>4.0 %</b>	<b>4.8 %</b>	<b>4.7 %</b>	<b>5.8 %</b>	<b>6.6 %</b>	<b>6.8 %</b>
Number of shares, average	2.9	3.0	3.3	3.6	4.0	4.0	4.0
<b>EPS</b>	<b>1.35</b>	<b>1.85</b>	<b>2.43</b>	<b>2.69</b>	<b>3.75</b>	<b>5.84</b>	<b>7.07</b>
EPS adj.	1.32	1.85	2.43	2.69	3.75	5.84	7.07

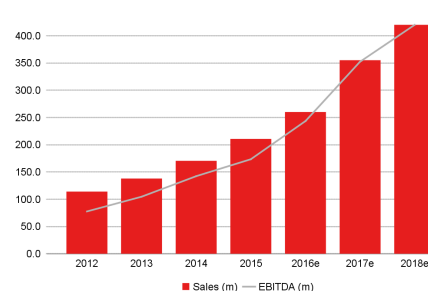
\*Adjustments made for:

**Guidance: 2016: sales EUR 260m, EBIT EUR 22m; sales 2017 & 18: 340&420m; 8-11% EBIT-margin**

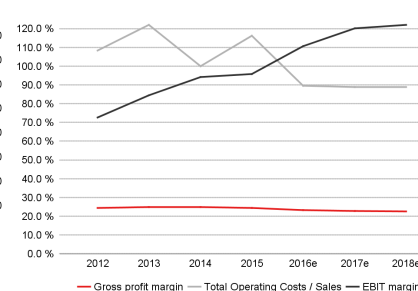
## Financial Ratios

	2012	2013	2014	2015	2016e	2017e	2018e
Total Operating Costs / Sales	108.3 %	122.0 %	99.9 %	116.1 %	89.5 %	88.8 %	88.8 %
Operating Leverage	5.2 x	1.9 x	1.6 x	1.1 x	1.8 x	1.3 x	1.1 x
EBITDA / Interest expenses	5.5 x	5.8 x	6.4 x	6.9 x	7.8 x	11.3 x	12.4 x
Tax rate (EBT)	32.5 %	31.2 %	30.2 %	33.3 %	31.5 %	31.5 %	31.4 %
Dividend Payout Ratio	25.9 %	28.1 %	25.8 %	27.4 %	26.7 %	25.7 %	31.0 %
Sales per Employee	606,383	654,028	731,751	829,205	945,455	1,224,138	1,377,049

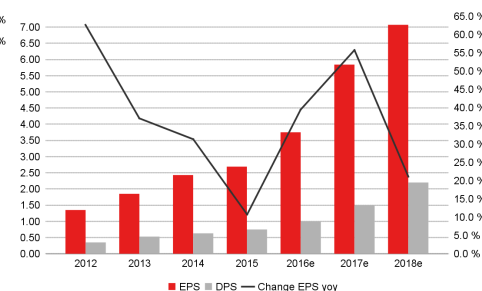
### Sales, EBITDA in EUR m



### Operating Performance in %



### Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

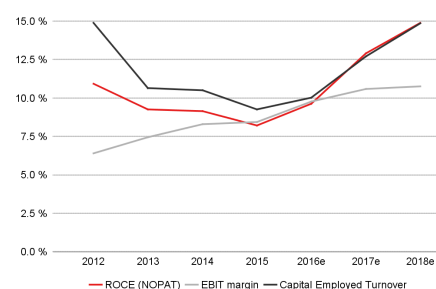
## Consolidated balance sheet

In EUR m	2012	2013	2014	2015	2016e	2017e	2018e
<b>Assets</b>							
Goodwill and other intangible assets	2.2	2.1	1.9	1.9	1.9	1.9	1.9
thereof other intangible assets	0.8	0.7	0.5	0.5	0.5	0.5	0.5
thereof Goodwill	1.4	1.4	1.4	1.4	1.4	1.4	1.4
Property, plant and equipment	15.0	15.8	16.1	16.3	16.3	16.3	16.3
Financial assets	0.3	0.0	0.0	0.0	0.0	0.0	0.0
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Fixed assets</b>	<b>17.8</b>	<b>18.2</b>	<b>18.3</b>	<b>18.5</b>	<b>18.5</b>	<b>18.5</b>	<b>18.5</b>
Inventories	35.8	78.4	96.1	154.4	175.0	180.0	185.0
Accounts receivable	27.8	29.0	35.2	56.6	71.2	97.3	115.1
Liquid assets	1.5	6.8	6.9	12.5	20.8	34.9	62.0
Other short-term assets	1.7	4.3	3.4	3.0	3.0	3.0	3.0
<b>Current assets</b>	<b>66.9</b>	<b>118.5</b>	<b>141.6</b>	<b>226.5</b>	<b>270.0</b>	<b>315.1</b>	<b>365.1</b>
<b>Total Assets</b>	<b>84.6</b>	<b>136.6</b>	<b>159.9</b>	<b>245.0</b>	<b>288.5</b>	<b>333.7</b>	<b>383.7</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	2.9	3.1	3.4	4.0	4.0	4.0	4.0
Capital reserve	11.6	14.5	20.8	41.5	41.5	41.5	41.5
Retained earnings	0.2	0.2	7.1	11.5	23.5	42.8	65.1
Other equity components	5.6	10.1	9.5	12.8	12.8	12.6	13.3
Shareholders' equity	20.2	27.9	40.8	69.8	81.8	100.9	123.9
Minority interest	0.2	0.2	0.1	0.1	0.1	0.1	0.1
<b>Total equity</b>	<b>20.4</b>	<b>28.1</b>	<b>41.0</b>	<b>69.9</b>	<b>81.9</b>	<b>101.0</b>	<b>124.0</b>
Provisions	5.5	7.9	8.7	30.8	39.0	51.2	67.6
thereof provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial liabilities (total)	37.9	74.9	86.3	111.1	131.1	140.7	147.4
thereof short-term financial liabilities	22.4	21.6	14.5	50.7	25.7	28.2	31.1
Accounts payable	5.3	7.3	6.7	8.1	11.4	15.6	19.6
Other liabilities	15.5	18.4	17.2	25.1	25.1	25.1	25.1
<b>Liabilities</b>	<b>64.3</b>	<b>108.5</b>	<b>119.0</b>	<b>175.1</b>	<b>206.6</b>	<b>232.6</b>	<b>259.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>84.6</b>	<b>136.6</b>	<b>159.9</b>	<b>245.0</b>	<b>288.5</b>	<b>333.7</b>	<b>383.7</b>

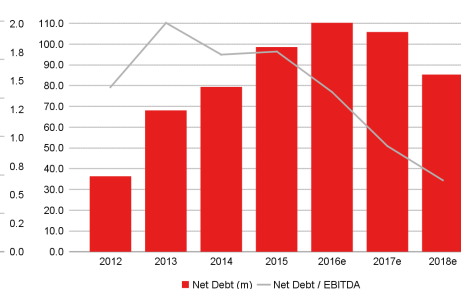
## Financial Ratios

	2012	2013	2014	2015	2016e	2017e	2018e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	1.6 x	1.2 x	1.2 x	1.0 x	1.0 x	1.3 x	1.4 x
Capital Employed Turnover	2.0 x	1.4 x	1.4 x	1.3 x	1.4 x	1.7 x	2.0 x
ROA	21.8 %	30.8 %	44.4 %	53.7 %	80.9 %	126.0 %	153.3 %
<b>Return on Capital</b>							
ROCE (NOPAT)	10.9 %	9.3 %	9.1 %	8.2 %	9.6 %	12.9 %	14.9 %
ROE	20.8 %	23.2 %	23.7 %	18.0 %	19.8 %	25.6 %	25.3 %
Adj. ROE	20.3 %	23.2 %	23.7 %	18.0 %	19.8 %	25.6 %	25.3 %
<b>Balance sheet quality</b>							
Net Debt	36.4	68.1	79.4	98.6	110.3	105.8	85.3
Net Financial Debt	36.3	68.1	79.4	98.6	110.3	105.8	85.3
Net Gearing	178.5 %	242.5 %	193.9 %	141.1 %	134.7 %	104.8 %	68.8 %
Net Fin. Debt / EBITDA	415.3 %	578.0 %	497.1 %	505.7 %	402.8 %	267.3 %	180.8 %
Book Value / Share	7.1	9.2	12.2	19.2	20.4	25.2	31.0
Book value per share ex intangibles	6.3	8.6	11.6	18.6	20.0	24.8	30.5

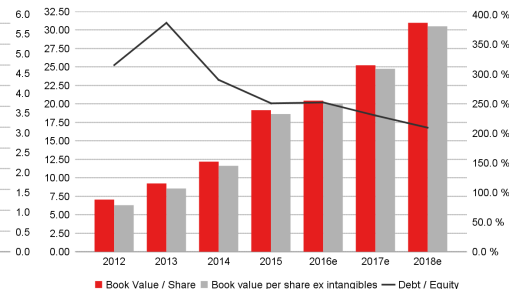
### ROCE Development



### Net debt in EUR m



### Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

## Consolidated cash flow statement

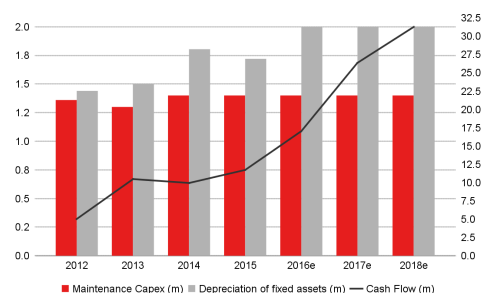
In EUR m	2012	2013	2014	2015	2016e	2017e	2018e
Net income	3.9	5.7	8.2	10.0	15.0	23.3	28.3
Depreciation of fixed assets	1.4	1.5	1.8	1.7	2.0	2.0	2.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in long-term provisions	-0.3	0.0	0.0	0.0	0.0	0.0	0.0
Other non-cash income and expenses	0.0	3.3	0.0	0.0	0.0	1.0	1.0
<b>Cash Flow</b>	<b>5.0</b>	<b>10.5</b>	<b>10.0</b>	<b>11.7</b>	<b>17.0</b>	<b>26.3</b>	<b>31.3</b>
Increase / decrease in inventory	-16.0	-42.6	-17.7	-58.3	-20.6	-5.0	-5.0
Increase / decrease in accounts receivable	-8.5	-1.2	-6.2	-21.4	-14.6	-26.1	-17.8
Increase / decrease in accounts payable	-0.1	2.0	-0.6	1.3	3.3	4.2	4.0
Increase / decrease in other working capital positions	0.0	0.0	0.2	30.5	8.2	11.0	16.0
Increase / decrease in working capital (total)	-24.6	-41.8	-24.2	-47.9	-23.7	-15.9	-2.8
<b>Net cash provided by operating activities</b>	<b>-18.6</b>	<b>-31.3</b>	<b>-14.3</b>	<b>-36.2</b>	<b>-6.7</b>	<b>10.4</b>	<b>28.5</b>
Investments in intangible assets	0.0	-0.2	-0.2	0.0	0.0	0.0	0.0
Investments in property, plant and equipment	-1.0	-2.0	-1.9	-2.0	-2.0	-2.0	-2.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.4	0.0	0.0	0.1	0.0	0.0	0.0
<b>Net cash provided by investing activities</b>	<b>-0.6</b>	<b>-2.2</b>	<b>-2.1</b>	<b>-1.9</b>	<b>-2.0</b>	<b>-2.0</b>	<b>-2.0</b>
Change in financial liabilities	17.5	37.0	11.7	24.8	20.0	9.6	6.7
Dividends paid	-0.6	-1.1	-1.9	-2.5	-3.0	-4.0	-6.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	3.2	6.7	21.2	0.0	0.0	0.0
Other	0.0	-0.6	0.0	0.3	0.0	0.0	0.0
<b>Net cash provided by financing activities</b>	<b>16.9</b>	<b>38.6</b>	<b>16.4</b>	<b>43.7</b>	<b>17.0</b>	<b>5.6</b>	<b>0.7</b>
Change in liquid funds	-2.3	5.1	0.1	5.6	8.3	14.1	27.2
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash and cash equivalent at end of period</b>	<b>1.5</b>	<b>6.6</b>	<b>6.9</b>	<b>12.5</b>	<b>20.8</b>	<b>34.9</b>	<b>62.0</b>

## Financial Ratios

	2012	2013	2014	2015	2016e	2017e	2018e
<b>Cash Flow</b>							
FCF	-19.6	-33.5	-16.3	-38.2	-8.7	8.4	26.5
Free Cash Flow / Sales	-17.2 %	-24.2 %	-9.6 %	-18.2 %	-3.3 %	2.4 %	6.3 %
Free Cash Flow Potential	5.5	7.9	11.0	13.1	19.1	27.4	32.8
Free Cash Flow / Net Profit	-506.5 %	-598.7 %	-201.0 %	-384.1 %	-58.0 %	36.2 %	93.3 %
Interest Received / Avg. Cash	0.0 %	0.0 %	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %
Interest Paid / Avg. Debt	5.4 %	3.6 %	3.1 %	2.9 %	2.9 %	2.6 %	2.6 %
<b>Management of Funds</b>							
Investment ratio	0.9 %	1.6 %	1.2 %	0.9 %	0.8 %	0.6 %	0.5 %
Maint. Capex / Sales	1.2 %	0.9 %	0.8 %	0.7 %	0.5 %	0.4 %	0.3 %
Capex / Dep	69.4 %	142.9 %	115.5 %	116.3 %	100.0 %	100.0 %	100.0 %
Avg. Working Capital / Sales	38.4 %	57.4 %	65.9 %	77.7 %	84.2 %	69.9 %	64.5 %
Trade Debtors / Trade Creditors	522.6 %	396.2 %	522.4 %	701.7 %	624.6 %	623.7 %	587.2 %
Inventory Turnover	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Receivables collection period (days)	89	77	75	98	100	100	100
Payables payment period (days)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Cash conversion cycle (Days)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

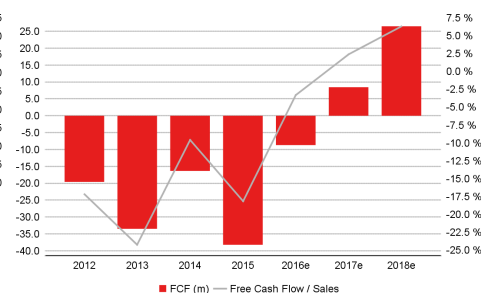
### CAPEX and Cash Flow

in EUR m



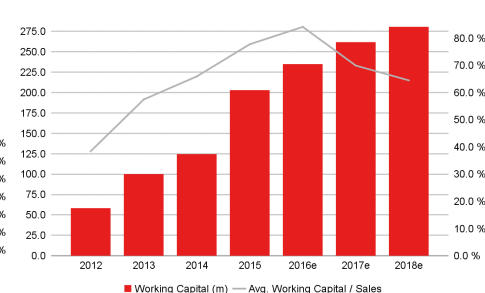
Source: Warburg Research

### Free Cash Flow Generation



Source: Warburg Research

### Working Capital



Source: Warburg Research

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Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
HELMA Eigenheimbau	3, 5, 6	<a href="http://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A0EQ578.htm">http://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A0EQ578.htm</a>

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-B-	<b>Buy:</b>	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	<b>Hold:</b>	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
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“-“	<b>Rating suspended:</b>	The available information currently does not permit an evaluation of the company.

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Rating	Number of stocks	% of Universe
Buy	125	66
Hold	57	30
Sell	4	2
Rating suspended	4	2
<b>Total</b>	<b>190</b>	<b>100</b>

**WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...**

... taking into account only those companies which were provided with major investment banking services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	26	81
Hold	4	13
Sell	1	3
Rating suspended	1	3
<b>Total</b>	<b>32</b>	<b>100</b>

**PRICE AND RATING HISTORY HELMA EIGENHEIMBAU AS OF 07.03.2016**



The chart has markings if Warburg Research GmbH changed its rating in the last 12 months. Every marking represents the date and closing price on the day of the rating change.

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