



quirin bank

HELMA EIGENHEIMBAU AG

quirin bank Equity Research

6 May 2016

HELMA EIGENHEIMBAU AG

Rating Buy
Share price (EUR) 54.35
Target price (EUR) 70.00

Bloomberg H5E GY
 Sector Real Estate

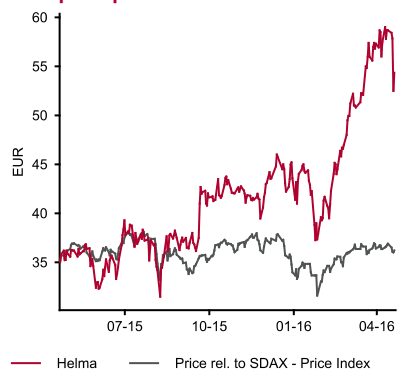
Share data

Shares out (m) 4.0
 Daily volume shs (m) 0.7
 Free float (%) 56.5
 Market cap (EUR m) 217
 EV (EUR m) 312
 Dividend/Share (EUR) 0.79
 Dividend yield (%) 2.2
 Payout ratio (%) 30.0

Performance

ytd (%) 18.8
 12 months (%) 49.9
 12 months rel. (%) 46.3
 Index SDAX

Share price performance



Source: Bloomberg

Next triggers

1 July 2016: AGM

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Stone by stone to new dimensions

HELMA Eigenheimbau AG (“HELMA”) is a customer-oriented building services-provider offering a full range of services in Germany. Based on its high order intake, the company will show substantial growth and rising margins over the next years. We therefore initiate coverage with BUY and a EUR 70 price target.

The company

HELMA Eigenheimbau AG (“HELMA”) is a customer-oriented building services-provider offering a full range of services. The focus is on the development, planning, sale, and construction management of turnkey or partially completed detached and semi-detached houses using the solid construction method.

As a property development company, holiday home builder, and finance broker respectively, HELMA Wohnungsbau GmbH, HELMA Ferienimmobilien GmbH and Hausbau Finanz GmbH extend HELMA Group's product range.

Impressive order intake and mid-term guidance ...

In FY 2015, HELMA achieved significant year-on-year new order intake growth for the 9th consecutive year, reporting consolidated new order intake growth of 40%, from EUR 193m to EUR 269m. As a result, HELMA plans to generate sales of EUR 260m and an EBIT of EUR 22m. in the current business year. For FY 2017e and FY 2018e, the company expects sales of EUR 340m and 420m, respectively. As far as the financial years from 2017 are concerned, an EBIT margin in the 8.0% to 11.0% range is anticipated assuming that the aforementioned revenue levels are met.

... achievable

In our view, HELMA's guidance is ambitious but achievable: The company will continue to grow over the next years, due to an attractive business model accompanied by a favorable market environment (low interest rates, low unemployment rate and economic growth in Germany).

BUY, PT EUR 70

We decided for a DCF-approach to value HELMA, as it better reflects the company's high growth potential. Based on our assumptions, we derive a price target of EUR 70 and therefore initiate coverage with BUY.

Key figures

		2014	2015	2016e	2017e	2018e
Sales	EUR m	170	211	261	346	410
EBITDA	EUR m	16	19	24	34	44
EBIT	EUR m	14	18	23	32	42
EPS	EUR	2.43	2.69	3.49	5.14	6.95
Sales growth	%	23.5	23.5	23.9	32.6	18.5
EBIT growth	%	37.7	25.5	27.4	40.9	31.4
EPS growth	%	31.6	10.5	29.9	47.0	35.2
EBITDA margin	%	9.4	9.3	9.4	9.8	10.7
EBIT margin	%	8.3	8.4	8.7	9.2	10.2
Net margin	%	4.8	4.7	5.4	5.9	6.8
EV/Sales	ratio	1.74	1.50	1.19	0.87	0.68
EV/EBITDA	ratio	18.6	16.2	12.8	9.0	6.3
EV/EBIT	ratio	21.0	17.8	13.8	9.5	6.6
P/E	ratio	10.2	13.6	15.6	10.6	7.8
P/BV	ratio	2.0	1.9	2.7	2.2	1.8
Dividend yield	%	2.5	2.2	1.9	2.8	3.8

Source: Bloomberg, Company data, quirin bank estimates

Investment Case

HELMA Eigenheimbau AG is the parent company of the HELMA Group, and is also operationally active as a customer-oriented building service provider. The company also provides services connected with the management, planning and execution of construction projects on the basis of a non-gratuitous contract for services or work for its subsidiaries HELMA Wohnungsbau GmbH and HELMA Ferienimmobilien GmbH which primarily operate in the business of developing residential and holiday properties. As a financial advisory company and home insurance broker, the subsidiary Hausbau Finanz GmbH rounds out the HELM Group's product range.

Low interest rates and positive unemployment data

Positive economic environment

The overall economic environment in Germany is positive: interest rates are favorable and the employment market data is strong. Real estate enjoys high status as a retirement provision and as capital investment. Furthermore, there is a housing shortage in large German cities due to high influx rates.

Many reference projects

Strong brand

HELMA is an experienced company that looks back on several thousand reference projects. The product quality of its houses is sustainable and meanwhile HELMA is present across the whole of Germany. Furthermore, HELMA enjoys high creditworthiness and reports transparently as a publicly listed company which is a USP compared to its competitors.

High security for clients

BauSchutzBrief

HELMA offers its clients a high level of security with the its so-called —BauSchutzBrief. It is a construction warranty and insurance, which automatically forms a component of its service scope. Besides essential construction insurance, this security package contains a contract performance guarantee, an independent technical inspection certificate (DEKRA), a construction period guarantee, and final instalment processing by a notary trust account. Furthermore, HELMA offers its customers the option to realize individualised house types without charging any planning fees. This – together with the —BauSchutzBrief are further USPs in HELMA's business model.

Costs down

Cost ratios down

The group was able to reduce relevant cost ratios: the adjusted materials expense ratio dropped from 78.6% (FY 2011) to 76.6% in 2015; the personnel expense ratio came down to 8.3% last year from 9.1% in FY 2011. Additionally, the adjusted other operating expense ratio fall from 7.1% to 6.7% in the aforementioned period.

Land booked at cost prices

Inventories

HELMA significantly increased its inventories over the last years which secures continued growth of high-margin property development business. Furthermore, more than 90% of this position is land which is booked at cost prices and therefore may have hidden reserves.

Strong growth

Strong growth in the past ...

In the period 2011 to 2015, HELMA was able to double sales from EUR 103.6m to EUR 210.6m. which correspondents to a CAGR of 19%. In contrast, the EBIT more than tripled from EUR 4.8m to EUR 17.8m which means a CAGR of 39%. The margin improved from 4.6% to 8.4% in FY 2015.

... that will continue in the future

We expect HELMA to show a sales CAGR (FY 2015 to FY 2018e) of 25%, while the EBIT should grow by 33% annually. We believe that the EBIT margin will rise from 8.4% in the past business year to >10% in FY 2018e.

BUY, PT EUR 70

Based on our DCF model we derive a fair value of EUR 71 and therefore initiate coverage with a PT of EUR 70.

SWOT Analysis

Strengths

- High Visibility: The average lead time is just under 11 months. This means that last year's order back log gives a good indication for next year's revenues.
- HELMA was founded more than 30 years by CEO and majority shareholder (43.2%) Karl-Heinz Maerzke: The company therefore is run sustainable and stable
- Rising profitability: Over the next years, we expect HELMA to grow in the double-digit area. Cost depression effects and a rising portion of the property development business will result in higher margins

Weakness

- Bad weather could shift revenues from Q4 to the next year
- The quality of HELMA's houses depends to some degree on local craftsmen and subcontractors
- The operating cash flow in the past was negative due to high investments in land. However, this figure could turn positive in the future

Opportunities

- The property development business will stimulate HELMA's growth further. The acquisition of attractive areas with high population density – such as Berlin, Hanover and Munich – could improve the development of this business unit further
- In the field of property development business for holiday homes we expect further growth, too

Threats

- One cannot exclude that HELMA is overpaying on acquisition of sites
- Rising interest rates, which is currently not visible, could have a negative impact on HELMA's growth

Valuation

Summary

In our valuation of HELMA's equity we decided to use a DCF approach as it much better reflects its growth potential compared to a peer group approach.

DCF valuation for HELMA

Our DCF model indicates a fair equity value of EUR 285.4m for HELMA. Our assumptions are as follows:

Phase 1 (2016e-18e):

We estimated the free cash flows (FCF) of phase 1 according to our detailed financial forecasts for this period.

Phase 2 (2019e-2025e):

For Phase 2, we initially used more general assumptions. We assumed an initial sales growth of 10% which should drop to 1.2% in 2022e. Furthermore, we forecast a constant EBIT margin of 9.0%.

Phase 3:

For the calculation of the terminal value, we applied a long-term FCF growth rate of 2.0% which equals the estimated long-term inflation rate.

Based on these assumptions, we calculated a fair value of the HELMA's operating business of EUR 384.0m. We deducted HELMA's net debt (financial debt minus cash). The resulting fair value of equity is EUR 285.4m or EUR 71.34 per share.

Chart 1. Discounted Cash Flow Model HELMA

Discounted Cash Flow Model

EURm	PHASE 1			PHASE 2						PHASE 3	
	2016e	2017e	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	∞
Sales	261,0	346,0	410,0	451,0	482,6	506,2	523,6	536,2	545,2	551,6	
YoY growth	23,9%	32,6%	18,5%	10,0%	7,0%	4,9%	3,4%	2,4%	1,7%	1,2%	
EBIT	22,7	31,9	42,0	40,6	43,4	45,6	47,1	48,3	49,1	49,6	
EBIT margin	8,7%	9,2%	10,2%	9,0%	9,0%	9,0%	9,0%	9,0%	9,0%	9,0%	
Income tax on EBIT (cash tax rate)	-5,8	-8,3	-11,2	-12,2	-13,0	-13,7	-14,1	-14,5	-14,7	-14,9	
Depreciation and amortisation	1,8	1,8	1,9	1,4	1,4	1,5	1,6	1,6	1,6	1,7	
Change in long-term provisions	0,2	0,3	0,2	0,2	0,2	0,2	0,2	0,2	0,2	0,2	
Other non-cash items	1,4	2,3	1,7	1,7	1,7	1,7	1,7	1,7	1,7	1,7	
Change in net working capital	-40,3	-68,4	-51,6	-47,2	-36,3	-27,2	-20,0	-14,5	-10,4	-7,4	
Net capital expenditure	-2,0	-2,0	-2,1	-1,4	-1,5	-1,6	-1,6	-1,7	-1,7	-1,7	
Free cash flow	-22,1	-42,4	-19,1	-16,8	-4,0	6,6	14,9	21,2	25,9	29,3	
Present values	-21,2	-38,4	-16,3	-13,5	-3,0	4,7	10,0	13,4	15,4	16,4	416,5
Present value Phase 1	-75,9										
Present value Phase 2	43,3										
Present value Phase 3	416,5										
Total present value	384,0										
+ Excess cash/Non-operating assets	12,5										
- Financial debt	-111,1										
- Pension provisions	0,0										
Fair value of equity	285,4										
Number of shares (m)	4,0										
Fair value per share (EUR)	71,34										

Risk free rate	3,00%	Target equity ratio	40,0%
Equity risk premium	6,00%	Beta (fundamental)	1,0
Debt risk premium	2,75%	WACC	6,02%
Tax shield	30,0%	Terminal growth	2,0%

Sensitivity analysis						
WACC		Terminal growth (Phase 3)				
		1,0%	1,5%	2,0%	2,5%	3,0%
5,0%	81,60	98,40	120,77	152,03	198,81	
5,5%	63,84	76,36	92,44	113,85	143,78	
6,0%	49,76	59,36	71,34	86,74	107,24	
6,5%	38,37	45,89	55,07	66,55	81,28	
7,0%	28,98	34,98	42,18	50,98	61,96	

Source: quirin bank

Company profile

Full range of construction services

HELMA Eigenheimbau AG is a customer-oriented provider of a full range of construction services. The company focuses on the development, planning, sale and construction management of turnkey or partially completed detached and semi-detached houses using the solid construction method. Particularly the option of individual planning and individualization without extra costs, as well as the company's outstanding know-how in the area of energy-efficient construction methods, are perceived on the markets as HELMA's unique selling propositions. With its persuasive sustainable energy concepts, the company has established itself as one of the leading providers of solar-energy saving homes, and is one of the most experienced companies in the solid construction house sector, having constructed several thousand owner-occupier homes.

Property development ...

Residential property development business: Through its subsidiary **HELMA Wohnungsbau GmbH**, the HELMA group also operates as a property developer, focusing firstly on buying attractive property areas that are sold together with individually planned solid-construction homes as units to private individuals. Along with detached houses that can be structured individually, the product portfolio is expected further in select locations by preplanned semi-detached houses, terraced houses and owner-occupier apartments in multi-family houses build to tried and tested solid-construction high quality.

Target construction areas for detached houses comprise up to 250 building plots, and are located in affluent suburbs of major cities such as Berlin, Hamburg, Hanover, Leipzig and Munich, or in metropolitan areas with favorable transportation connections to city centers. So far, more than a 1,000 units have meanwhile been constructed.

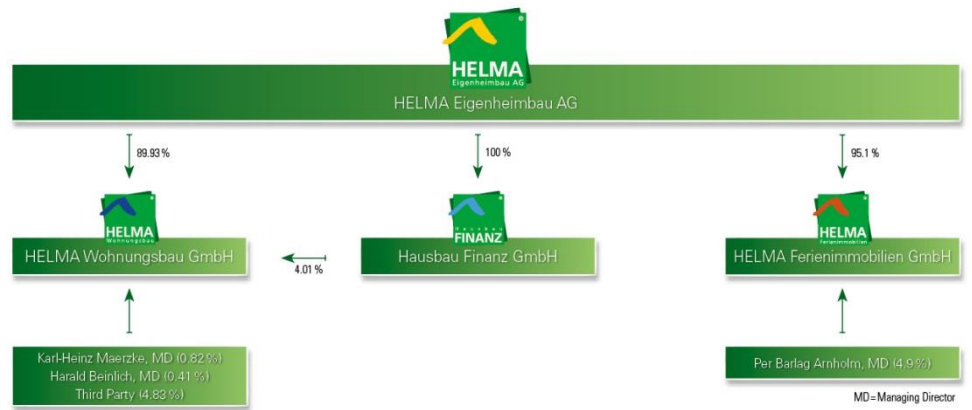
When developing preplanned apartments in semi-detached, terraced and multi-family houses, HELMA initially selects land that is appropriate in terms of the needs of the potential owner-occupiers, and capital investors and their tenants, on the basis of market surveys. The projects are then preplanned, which also entails examining respective building law regulations. Depending on project scope, HELMA also makes recourse to support from external architects. After planning the entire construction and obtaining building approvals, marketing to individual investors occurs, or potential buyers are contacted directly, about a purchase of the entire residential real estate project. The building of the structure to solid construction methods is contracted out at a fixed price to either subcontractors or general contractors, depending on project scope. Its own project developers and construction engineers are responsible for controlling, construction progress, thereby ensuring compliance with quality standards.

Through **Hausbau Finance GmbH**, HELMA offers an additional service to customers and prospective homebuyers through its own in-house financial advisory and broking service for building loans that is independent of particular banks. Hausbau Finanz GmbH also arranges building insurance, and commands an extensive customer base in both areas.

... and holiday homes key growth driver

Through **HELMA Ferienimmobilien GmbH**, the HELMA Group operates in the property development business for holiday homes. The focus here is on the development, planning and sale of holiday homes and apartments that are to be created at locations with good infrastructure development, predominantly on Germany's North Sea and Baltic coasts, as well as other attractive German seaside locations. Most of these properties will be sold to private customers for their own use, or as a capital investment. With the additional inclusion of strong partners for the further management of properties in the areas of rental administration and caretaking service, HELMA offers its customers an attractive all-inclusive package that comprises an unique selling point.

Organisational chart of the HELMA Group



Source: quirin bank, HELMA

Customer structure

a) residential area

Most of HELMA's customers in the building services and property development business are private individuals and families from middle and higher income brackets. Young families in the 25 to 45 year age range form the largest customer group.

Young families largest customer group

HELMA addresses the whole of Germany as its sales market in the building services business, except large parts of Baden-Württemberg and Bavaria. The company has a special focus on construction areas on urban peripheries, or locations in the immediate urban vicinity. HELMA identifies particularly attractive potential in the conurbations in Germany surrounding major cities such as Hamburg, Hanover, Berlin, Dresden, Leipzig, Dusseldorf and Frankfurt. With regards to show house locations, the company is geographically represented where high new home building demand offers corresponding sales potential.

In addition to owner-occupiers and private investors, its target customer group in its property development business also comprises institutional investors with long-term investment horizons. Its potential customers also include family offices, residential real estate entities such as cooperatives and privately financed residential real estate companies, as well as fund managers, insurance companies and pension funds.

b) Customers in the holiday properties area

Most of its customers in the holiday properties area are private individuals with high incomes. Such individuals invest in holiday properties mainly as a capital investment to achieve stable and long-term returns. Furthermore its holiday properties are also bought to be used exclusively by its customers as their own holiday home for extended vacations and/or regular weekend trips.

Mainly as capital investment

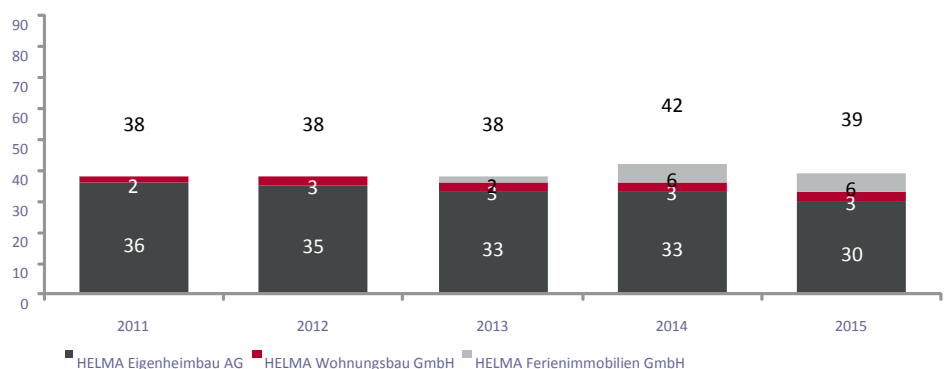
Sales strategy

a) residential area

HELMA's showhouses are located across the whole of Germany, and are built to solid construction methods. They serve both as points-of-sale and as offices for its regional project managers. At various locations HELMA works together on a commission basis with independent specialist advisors who operate exclusively for the company and who act as local contacts for potential customers. The financing consultants from Hausbau Finanz GmbH are also available to provide personalized building finance advice to its future home owners.

Own sales managers and independent advisors

HELMA: Number of showhouses



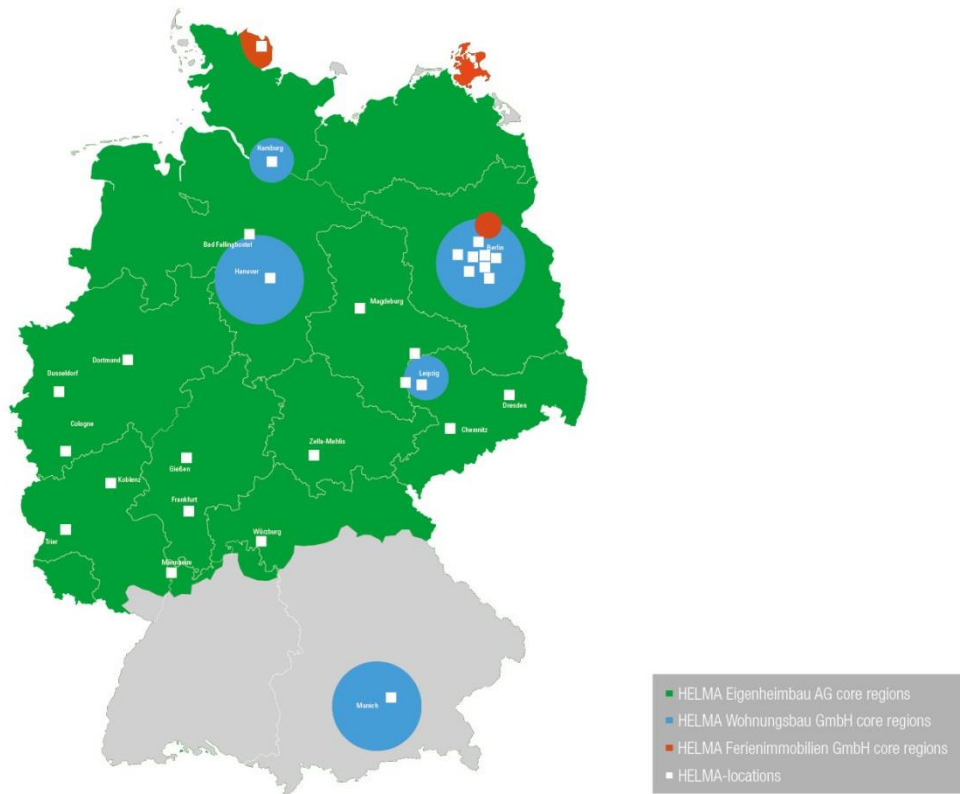
Source: quirin bank, HELMA

b) holiday properties area

HELMA sells its properties not only through its holiday properties specialists, but also through selected real estate broking firms. In the case of some projects, showhouses and show apartments that are created for short-term use are sold after the projects have ended. The company locates potential buyers for its holiday properties through advertisements, websites, emails and newsletters to its constantly growing base of potential buyers and customers.

HELMA is present in all over Germany with the exception of Baden-Wurtemberg and Bavaria. However, the company is active in the Munich area in the fird of property development.

HELMA Group sales regions



Source: quirin bank, HELMA

Market environment

Demand for newbuild dwelling should substantially rise over the next years in German major cities:

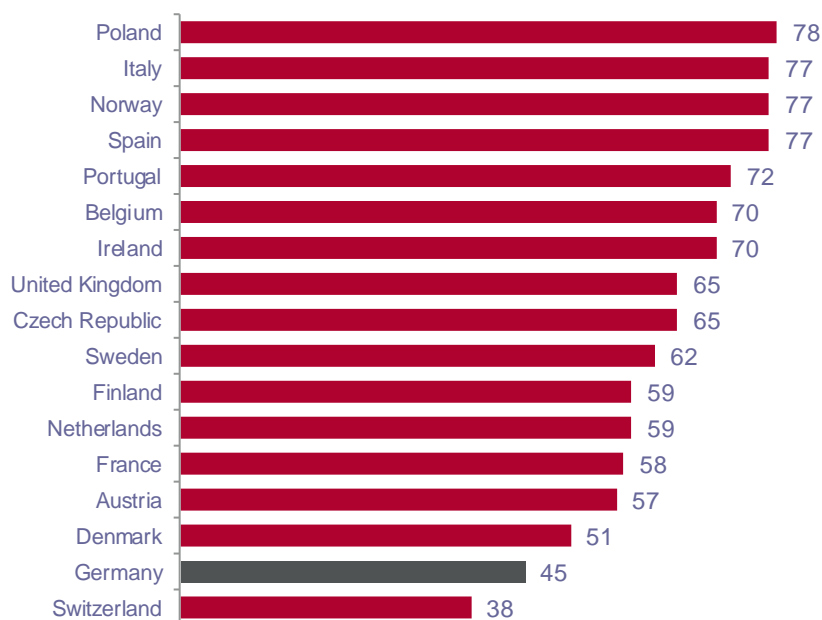
Demand for newbuild dwellings

	Construction activity in 2014	Annual demand 2015-2020	Percentage change vs. 2014
Hamburg	6,974	10,424	49.5%
Berlin	8,744	19,655	124.8%
Leipzig	1,059	1,436	35.6%
Munich	6,661	13,408	101.3%

Source: Statistisches Bundesamt, IW Köln, quirin bank AG

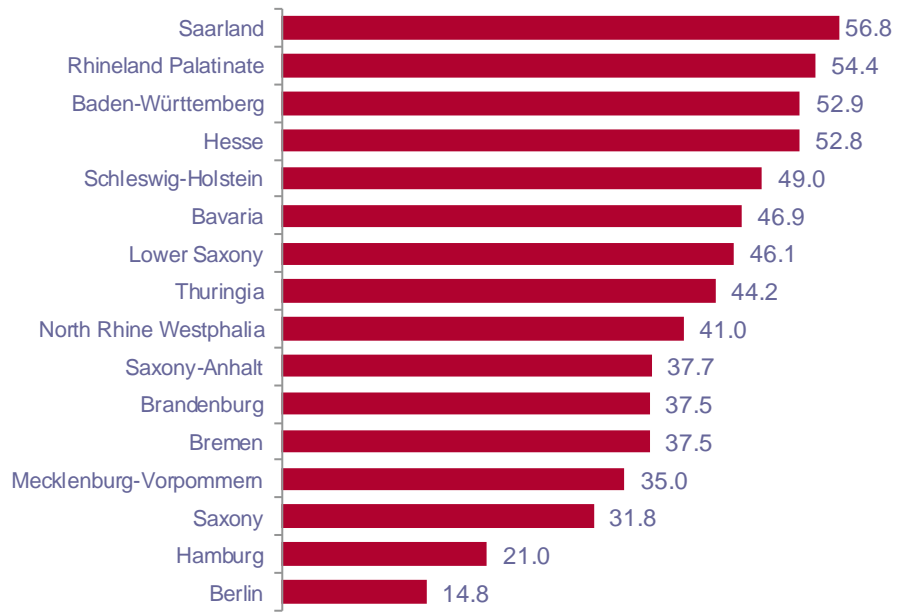
The existing growth potential is also visible when examining homeownership ratios in Europe, where Germany remains along the lowest rankings in Europe.

Homeownership ratio in Europe



Source: quirin bank, Ifo, Euroconstruct, Statistisches Bundesamt, HELMA

Homeownership ratio by German federal states



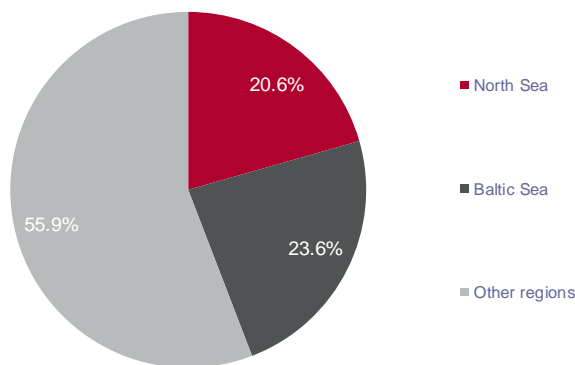
Source: quirin bank, Ifo, Euroconstruct, Statistisches Bundesamt, HELMA

HELMA active in the most popular regions

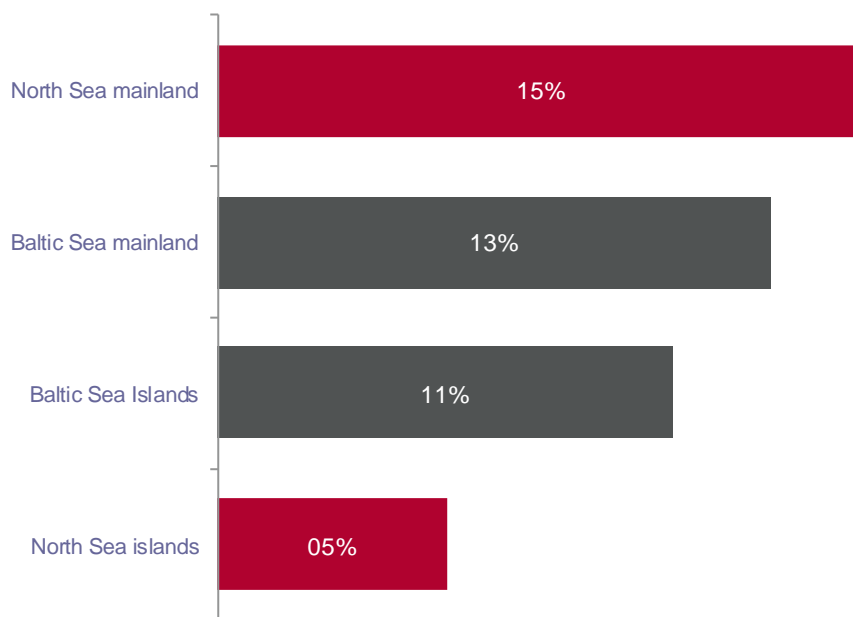
Holiday properties at North and Baltic Sea

According to Eisner management consultants, the Baltic and North Sea regions are the most popular German travel destinations. These holiday locations enjoy particular favor among real estate investors. Most buyers prefer locations near to the sea, lake or riverside, and HELMA therefore is operating in Germany's most popular regions with its current projects.

Holiday properties in Germany: Distribution of locations



Source: Elsner Unternehmensberatung, quirin bank, HELMA

Holiday properties in the North and Baltic Sea: Distribution of locations

Source: *Elsner Unternehmensberatung, quirin bank, HELMA*

Key Financials

Guidance

Guidance ambitious but achievable

On the basis of a record order book position as of 31 December 2015, and the company's positive business trend, the Management Board of HELMA confirmed its forecast for the current financial year, and anticipates consolidated revenue of EUR 260m in FY 2016. Assuming a stable EBIT margin, consolidated EBIT of around EUR 22.0m is expected. Despite the relatively mild winter, it is assumed on a project-related basis that most revenue and earnings contributions will be generated in the second half of 2016, as in previous years.

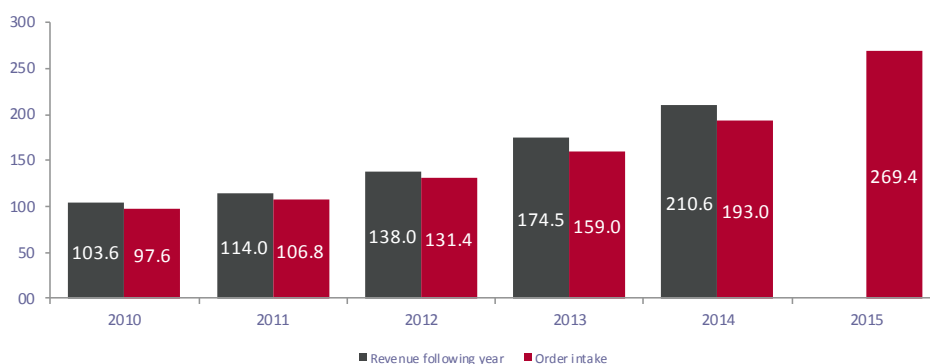
For FY 2017e and FY 2018e, the company expects sales of EUR 340m and 420m, respectively. The EBIT margin should improve as well, HELMA expects a mid-term range, which should lie between 8% and 11%. Altogether, we believe that HELMA presents a realistic short- and mid-term outlook, as the business will be mainly stimulated by its property development business.

Group order book position

Previous year's order intake a good proxy for sales development

The HELMA Group also achieved significant growth in the sales area in the 2015 financial year, reporting new order intake up 39.6% from EUR 193.0m to EUR 269.4m. The following chart shows that order intake gives a sound indication for next year's revenue; therefore the EUR 260m sales guidance for the current year looks absolutely reasonable.

HELMA: Order intake and Sales



Source: quirin bank, HELMA

Current provisions

The provision for long-term construction order costs/PoC contain costs for subcontractors for which the company has not yet been fully invoiced according to the degree of completion.

The rise of inventories ...

Current assets: inventories

This position substantially increased from EUR 96.1m (2014) to EUR 154.4m in the past business year. This development was triggered by the rise of the "semifinished services", which comprise attractive land.

... may have negative impact on operating CF

Operating cash flow

Mainly due to the above mentioned effects, the operating cash flow was negative in FY 2014 (EUR14.3m) and in FY 2015 (EUR 36.2m). We assume the cash flow to improve over the next years to positive terrain as semifinished services should slower rise compared to the past.

Financing cash flow

The current financial liabilities include the 2013-18 bond (EUR 35m, coupon 5.875%). In September 2016, HELMA is allowed to buy back the bond. In our view this scenario is realistic. We expect HELMA to realize more favorable conditions as the bond traded above 100%.

Profit & loss statement

Profit & loss statement (EUR m)	2014	YOY	2015	YOY	2016e	YOY	2017e	YOY	2018e	YOY
Sales	170.5	23.5 %	210.6	23.5 %	261.0	23.9 %	346.0	32.6 %	410.0	18.5 %
Unfinished Goods	15.8		53.4		66.1		87.7		103.9	
Other own work capitalized	0.0		0.0		-0.1		-0.1		-2.3	
Other operating earnings	1.2		1.0		1.2		1.5		1.4	
Cost of goods	143.9		212.8		263.7		349.6		414.3	
Gross profit	43.6		52.2		64.5		85.5		98.7	
Personnel expenses	15.2		17.5		21.7		28.8		34.1	
Depreciation	1.8		1.7		1.8		1.8		1.9	
Other operating expenses	12.4		15.2		18.4		23.0		20.8	
EBITDA	16.0	35.4 %	19.5	22.1 %	24.4	25.2 %	33.7	38.2 %	43.8	29.9 %
EBITDA margin (%)	9.37		9.26		9.35		9.75		10.68	
EBIT	14.2	37.7 %	17.8	25.5 %	22.7	27.4 %	31.9	40.9 %	42.0	31.4 %
EBIT margin (%)	8.31		8.44		8.68		9.23		10.23	
Net interest	-2.5		-2.8		-2.6		-2.5		-2.1	
Income from Participations	0.0		0.0		0.0		0.0		0.0	
Net financial result	-2.5		-2.8		-2.6		-2.5		-2.1	
Exceptional items	0.0		0.0		0.0		0.0		0.0	
Pretax profit	11.7	41.3 %	15.0	27.9 %	20.0	33.9 %	29.4	47.0 %	39.8	35.2 %
Pretax margin (%)	6.86		7.10		7.67		8.51		9.71	
Taxes	3.5		5.0		6.0		8.8		11.9	
Tax rate (%)	30.17		33.25		30.00		30.00		30.00	
Earnings after taxes	8.2		10.0		14.0		20.6		27.9	
Minorities	0.0		0.0		0.0		0.1		0.1	
Group attributable income	8.1	45.0 %	10.0	22.4 %	14.0	40.4 %	20.5	47.0 %	27.8	35.2 %
No. of shares (m)	4.0		n.a.		4.0		4.0		n.a.	
Earnings per share (EUR)	2.43	31.6 %	2.69	10.5 %	3.49	29.9 %	5.14	47.0 %	6.95	35.2 %

Balance sheet

Balance sheet (EUR m)	2014	YOY	2015	YOY	2016e	YOY	2017e	YOY	2018e	YOY
Assets										
Cash and cash equivalents	6.9		12.5		10.6		14.1		16.7	
Accounts receivables	13.8		19.3		24.0		31.8		37.7	
Inventories	96.1		154.4		171.3		197.1		208.5	
Other current assets	24.8		40.3		40.3		40.3		40.3	
Tax claims	0.0		0.0		0.0		0.0		0.0	
Total current assets	141.6	19.6 %	226.5	59.9 %	246.2	8.7 %	283.2	15.1 %	303.1	7.0 %
Fixed assets	16.1		16.3		16.6		16.8		17.0	
Goodwill	1.4		1.4		1.4		1.4		1.4	
Other intangible assets	0.5		0.5		0.5		0.5		0.5	
Financial assets	0.3		0.3		0.3		0.3		0.3	
Deferred taxes	0.0		0.0		0.0		0.0		0.0	
Other fixed assets	0.0		0.0		0.0		0.0		0.0	
Total fixed assets	18.3	0.6 %	18.5	1.0 %	18.8	1.3 %	19.0	1.0 %	19.2	1.3 %
Total assets	159.9	17.1 %	245.0	53.2 %	264.9	8.1 %	302.2	14.1 %	322.3	6.7 %
Equity & Liabilities										
Subscribed capital	3.4		4.0		4.0		4.0		4.0	
Reserves & other	20.8		41.5		41.5		41.5		41.5	
Revenue reserves	16.6		24.2		35.1		51.4		73.0	
Accumulated other comprehensive income	0.0		0.0		0.0		1.0		3.0	
Shareholder's equity	41.0	46.1 %	69.9	70.7 %	80.7	15.5 %	98.1	21.5 %	121.7	24.0 %
Minorities	0.1		0.1		0.1		0.1		0.1	
Shareholder's equity incl. minorities	41.0	46.1 %	69.9	70.7 %	80.7	15.5 %	98.1	21.5 %	121.7	24.0 %
Long-term liabilities										
Pension provisions	0.0		0.0		0.0		0.0		0.0	
Financial liabilities	71.8		60.4		60.4		60.4		60.4	
Tax liabilities	2.0		3.4		4.2		5.5		6.6	
Other liabilities	1.8		2.6		3.3		4.3		5.1	
Total long-term debt	76.8	34.0 %	67.2	-12.6 %	68.8	2.4 %	71.5	4.0 %	73.6	2.9 %
Short-term debt										
Other provisions	7.4		31.5		39.1		51.8		61.4	
Trade payables	4.9		5.4		6.7		8.4		9.6	
Financial debt	14.5		50.7		44.5		39.0		16.6	
Other liabilities	11.5		18.0		22.2		29.5		34.9	
Total short-term debt	42.2	-17.7 %	107.9	155.9 %	115.4	6.9 %	132.5	14.8 %	127.1	-4.1 %
Total equity & liabilities	159.9	17.1 %	245.0	53.2 %	264.9	8.1 %	302.1	14.1 %	322.3	6.7 %

Financial key ratios

Key ratios	2014	2015	2016e	2017e	2018e
Per share data (EUR)					
EPS	2.43	2.69	3.49	5.14	6.95
Book value per share	12.3	18.9	20.2	24.5	30.4
Dividend per share	0.63	0.79	1.05	1.54	2.08
Valuation ratios					
EV/Sales	1.74	1.50	1.19	0.87	0.68
EV/EBITDA	18.6	16.2	12.8	9.0	6.3
EV/EBIT	21.0	17.8	13.8	9.5	6.6
P/E	10.2	13.6	15.6	10.6	7.8
P/B	2.0	1.9	2.7	2.2	1.8
Dividend yield (%)	2.5	2.2	1.9	2.8	3.8
Growth					
Sales growth (%)	23.5	23.5	23.9	32.6	18.5
EBITDA growth (%)	35.4	22.1	25.2	38.2	29.9
EBIT growth (%)	37.7	25.5	27.4	40.9	31.4
EPS growth (%)	31.6	10.5	29.9	47.0	35.2
Profitability ratios					
EBITDA margin (%)	9.4	9.3	9.4	9.8	10.7
EBIT margin (%)	8.3	8.4	8.7	9.2	10.2
Net margin (%)	4.8	4.7	5.4	5.9	6.8
ROCE (%)	12.0	13.0	15.2	18.8	n.a.
Financial ratios					
Total equity (EUR m)	41.0	69.9	80.7	98.1	121.7
Equity ratio (%)	25.6	28.5	30.5	32.5	37.8
Net financial debt (EUR m)	79.4	98.6	94.3	85.3	60.4
Net debt/Equity	0.3	0.3	0.3	0.3	0.4
Interest cover	5.7	6.3	8.6	12.8	19.5
Net debt/EBITDA	5.0	5.1	3.9	2.5	1.4
Payout ratio (%)	25.9	29.4	30.0	30.0	30.0
Working Capital (EUR m)	99.4	118.5	130.7	150.7	176.1
Working capital/Sales	0.58	0.56	0.50	0.44	0.43

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Price and Rating History (last 12 months)

Date	Price target-EUR	Rating	Initiation
06.05.2016	70.00	Buy	06.05.2016

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