



Buy (old: Buy)

Price target: EUR 39.00 (old: EUR 32.00)

Price:	EUR 31.00	Next result:	Q2 17: tba
Bloomberg:	D6H:GR	Market cap:	EUR 235.3 m
Reuters:	D6HG.DE	Enterprise Value:	EUR 293.3 m

16-March-17

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RS Feedback: Clockwork-like growth; excellent visibility; PT up

Roadshows with management left an excellent impression and strengthened confidence in the investment case. Key insights:

- New customer wins ahead of expectations.** Datagroup has won seven new CORBOX clients so far this fiscal year. Once onboarded (3-9 months after contract closing), these new clients should yield € 7m recurring sales p.a. For the FY '17E we are looking for customer wins worth € 15m: This means it has taken Datagroup only four months to reach c. 50% of our full year expectation – a strong sign that CORBOX remains in high demand. Also, Datagroup scored a major CORBOX upgrade with one customer lifting the annual ASP to € 4m from € 2m: This underpins the upgrade potential hidden in the existing client base which currently has an ASP of “only” € 0.75m.
- HPE deal more profitable than expected.** While Datagroup initially calculated with a 6% EBITDA margin, it currently achieves a 10% margin on revenue generated with the c. 70 outsourcing customers acquired from HPE in 2016. The reason: It needs less personnel and less space than thought underpinning its efficient set-up. Going forward, Datagroup has the target to lift the margin to 15% (not reflected in eH&A) due to learning curve effects and as customer may be transferred to CORBOX which would boost efficiency.
- Efficiency gains – A major bottom-line driver.** Datagroup confirmed that it will phase out its data centres in Bremen and Nuremberg and centralise all cloud business in Frankfurt. This should boost capital efficiency and yield cost savings. Bremen will be closed down already by the end of this fiscal year resulting in c. € 2m cost savings (eH&A). Also, rising automation and digitalisation should drive economies of scale: Management expects it will need 40% less personnel to run its data centre in 2-3 year's time.
- News flow should remain very positive.** We expect Datagroup to soon upgrade its conservative FY guidance (> € 200m sales; > € 20m EBITDA / eH&A: € 218m; € 22m) in light of strong current trading. Also, we expect Datagroup to execute an attractive acquisition (profitable; data centre / SAP business) in H1.

– continued –

Y/E 30.9 (EUR m)	2012/13	2013/14	2014/15	2015/16	2016/17E	2017/18E	2018/19E
Sales	156.9	152.4	157.6	174.9	217.9	232.1	247.0
Sales growth	7 %	-3 %	3 %	11 %	25 %	7 %	6 %
EBITDA	10.8	10.3	15.3	19.1	22.2	26.0	29.7
EBIT	4.3	4.8	9.6	12.7	15.5	20.0	23.6
Net income	1.9	1.1	4.9	5.7	8.4	11.4	13.8
Net debt	32.1	28.0	37.0	31.0	27.4	19.6	9.9
Net gearing	142.7 %	131.6 %	153.6 %	109.1 %	79.4 %	51.3 %	22.3 %
Net Debt/EBITDA	3.0	2.7	2.4	1.6	1.2	0.8	0.3
EPS pro forma	0.25	0.41	0.91	1.00	1.37	1.67	1.97
CPS	1.17	0.93	0.94	0.92	1.06	1.70	2.01
DPS	0.20	0.20	0.25	0.30	0.35	0.40	0.45
Dividend yield	0.6 %	0.6 %	0.8 %	1.0 %	1.1 %	1.3 %	1.5 %
Gross profit margin	64.0 %	63.9 %	66.3 %	66.8 %	67.5 %	68.0 %	68.3 %
EBITDA margin	6.9 %	6.8 %	9.7 %	10.9 %	10.2 %	11.2 %	12.0 %
EBIT margin	2.8 %	3.2 %	6.1 %	7.2 %	7.1 %	8.6 %	9.6 %
ROCE	5.5 %	6.1 %	12.1 %	11.9 %	12.1 %	16.1 %	19.2 %
EV/sales	1.8	1.8	1.8	1.8	1.3	1.2	1.1
EV/EBITDA	25.8	26.8	18.6	16.2	13.2	10.8	8.9
EV/EBIT	64.3	57.3	29.8	24.4	18.9	14.0	11.2
PER	124.0	75.4	34.2	31.1	22.7	18.6	15.7
Adjusted FCF yield	3.0 %	2.5 %	3.7 %	4.1 %	5.2 %	6.2 %	7.5 %

Source: Company data, Hauck & Aufhäuser Close price as of: 15.03.2017



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks:	31.94 / 13.30
Price/Book Ratio:	6.8
Relative performance (TecDAX):	
3 months	27.1 %
6 months	63.2 %
12 months	107.9 %

Changes in estimates

		Sales	EBIT	EPS
2017	old:	217.9	15.5	1.37
	Δ	-	-	-
2018	old:	232.1	20.0	1.67
	Δ	-	-	-
2019	old:	247.0	23.6	1.97
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs)	7.6
Authorised capital: (in € m)	3.0
Book value per share: (in €)	4.5
Ø trading volume: (12 months)	6,500

Major shareholders:

HHS Beteiligung (CEO)	61.4 %
Free Float	34.2 %
Executive Board	4.4 %

Company description:

Leading cloud / IT outsourcing provider in Germany

Datagroup SE

Action: We switch valuation to DCF (13% terminal year EBITDA margin / previously: FCFY 2019E) and **raise our PT to € 39** (previously: € 32) to better reflect the excellent growth prospects and strong visibility.

Notably, 85% of Datagroup's gross profit is recurring and 15 CORBOX customers will "go live" within the next 8-10 months (i.e. € 12-15m incremental sales).

At the same time, **Datagroup's ambitious mid-term goals exceed our expectations.** The company targets € 400-500m sales and a 13% EBITDA margin by 2020/21E. While this may include c. € 100m external growth, it is still significantly above our estimates (€ 290m sales / 12% EBITDA margin by 2020/21E).

Reiterate BUY in light of Datagroup's outstanding visibility, clockwork-like growth, substantial efficiency improvement potential AND upcoming positive news flow.

Financials

Profit and loss (EUR m)	2012/13	2013/14	2014/15	2015/16	2016/17E	2017/18E	2018/19E
Net sales	156.9	152.4	157.6	174.9	217.9	232.1	247.0
<i>Sales growth</i>	7.4 %	-2.9 %	3.4 %	11.0 %	24.6 %	6.5 %	6.4 %
Increase/decrease in finished goods and work-in-process	0.4	0.1	0.3	0.5	0.4	0.5	0.5
Total sales	157.4	152.5	157.9	175.4	218.3	232.6	247.5
Other operating income	3.8	3.0	4.6	8.4	3.7	3.2	3.2
Material expenses	56.6	55.0	53.2	58.2	71.0	74.4	78.5
Personnel expenses	74.4	71.5	77.1	85.7	105.9	111.6	117.8
Other operating expenses	19.3	18.7	16.9	20.8	22.9	23.7	24.7
Total operating expenses	146.6	142.2	142.6	156.3	196.1	206.6	217.8
EBITDA	10.8	10.3	15.3	19.1	22.2	26.0	29.7
Depreciation	2.4	1.9	2.1	2.8	2.8	3.1	3.4
EBITA	8.4	8.4	13.3	16.3	19.4	22.9	26.3
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	4.0	3.6	3.7	3.6	3.9	2.9	2.7
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	4.3	4.8	9.6	12.7	15.5	20.0	23.6
Interest income	1.0	0.5	0.6	0.9	0.3	0.3	0.4
Interest expenses	2.9	2.9	2.4	3.5	3.0	3.0	3.0
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-1.9	-2.5	-1.8	-2.6	-2.8	-2.7	-2.6
Recurring pretax income from continuing operations	2.5	2.4	7.8	10.1	12.7	17.2	21.0
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	2.5	2.4	7.8	10.1	12.7	17.2	21.0
Taxes	0.6	1.3	2.9	4.4	4.3	5.9	7.1
Net income from continuing operations	1.9	1.1	4.9	5.7	8.4	11.4	13.8
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	1.9	1.1	4.9	5.7	8.4	11.4	13.8
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income (net of minority interest)	1.9	1.1	4.9	5.7	8.4	11.4	13.8
Average number of shares	7.6	7.6	7.6	7.6	7.6	7.6	7.6
EPS reported	0.25	0.14	0.65	0.75	1.11	1.50	1.82

Profit and loss (common size)	2012/13	2013/14	2014/15	2015/16	2016/17E	2017/18E	2018/19E
Net sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Increase/decrease in finished goods and work-in-process	0.3 %	0.1 %	0.2 %	0.3 %	0.2 %	0.2 %	0.2 %
Total sales	100.3 %	100.1 %	100.2 %	100.3 %	100.2 %	100.2 %	100.2 %
Other operating income	2.4 %	2.0 %	2.9 %	4.8 %	1.7 %	1.4 %	1.3 %
Material expenses	36.1 %	36.1 %	33.7 %	33.3 %	32.6 %	32.1 %	31.8 %
Personnel expenses	47.4 %	46.9 %	48.9 %	49.0 %	48.6 %	48.1 %	47.7 %
Other operating expenses	12.3 %	12.3 %	10.7 %	11.9 %	10.5 %	10.2 %	10.0 %
Total operating expenses	93.4 %	93.3 %	90.5 %	89.4 %	90.0 %	89.0 %	88.2 %
EBITDA	6.9 %	6.8 %	9.7 %	10.9 %	10.2 %	11.2 %	12.0 %
Depreciation	1.5 %	1.2 %	1.3 %	1.6 %	1.3 %	1.3 %	1.4 %
EBITA	5.3 %	5.5 %	8.4 %	9.3 %	8.9 %	9.9 %	10.7 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	2.6 %	2.4 %	2.3 %	2.1 %	1.8 %	1.2 %	1.1 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT	2.8 %	3.2 %	6.1 %	7.2 %	7.1 %	8.6 %	9.6 %
Interest income	0.7 %	0.3 %	0.4 %	0.5 %	0.1 %	0.1 %	0.2 %
Interest expenses	1.8 %	1.9 %	1.5 %	2.0 %	1.4 %	1.3 %	1.2 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-1.2 %	-1.6 %	-1.2 %	-1.5 %	-1.3 %	-1.2 %	-1.1 %
Recurring pretax income from continuing operations	1.6 %	1.5 %	4.9 %	5.8 %	5.8 %	7.4 %	8.5 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	1.6 %	1.5 %	4.9 %	5.8 %	5.8 %	7.4 %	8.5 %
Tax rate	23.5 %	53.7 %	36.7 %	43.4 %	34.0 %	34.0 %	34.0 %
Net income from continuing operations	1.2 %	0.7 %	3.1 %	3.3 %	3.9 %	4.9 %	5.6 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	1.2 %	0.7 %	3.1 %	3.3 %	3.9 %	4.9 %	5.6 %
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income (net of minority interest)	1.2 %	0.7 %	3.1 %	3.3 %	3.9 %	4.9 %	5.6 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2012/13	2013/14	2014/15	2015/16	2016/17E	2017/18E	2018/19E
Intangible assets	49.6	46.5	50.0	48.3	46.6	45.9	45.4
Property, plant and equipment	4.7	3.9	7.3	7.3	7.5	7.9	8.2
Financial assets	6.5	6.5	9.3	5.6	5.6	5.6	5.6
FIXED ASSETS	60.7	56.9	66.6	61.2	59.7	59.4	59.2
Inventories	1.5	1.1	1.5	1.4	2.2	2.3	2.5
Accounts receivable	13.9	12.8	16.7	16.1	20.0	21.3	22.7
Other current assets	12.2	12.7	14.8	52.0	40.0	29.0	23.4
Liquid assets	11.4	9.4	2.3	24.4	28.0	35.8	45.5
Deferred taxes	1.9	2.1	1.5	4.7	4.7	4.7	4.7
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	41.0	38.2	36.8	98.6	94.8	93.1	98.7
TOTAL ASSETS	101.7	95.1	103.3	159.7	154.5	152.5	157.9
SHAREHOLDERS EQUITY	22.5	21.3	24.1	28.4	34.5	38.2	44.4
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	35.9	29.9	24.6	51.8	51.8	51.8	51.8
Provisions for pensions and similar obligations	11.3	12.8	13.6	42.6	30.6	24.6	18.6
Other provisions	3.9	4.8	5.5	4.8	4.8	4.8	4.8
Non-current liabilities	51.0	47.6	43.8	99.3	87.3	81.3	75.3
short-term liabilities to banks	7.7	7.5	14.6	3.5	3.5	3.5	3.5
Accounts payable	5.0	3.3	4.7	2.6	3.3	3.5	3.7
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)	13.5	14.2	15.4	23.0	23.0	23.0	23.0
Deferred taxes	2.1	1.3	0.8	2.9	2.9	2.9	2.9
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	28.2	26.3	35.5	32.1	32.8	33.0	33.2
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	101.7	95.1	103.3	159.7	154.5	152.5	152.9

Balance sheet (common size)	2012/13	2013/14	2014/15	2015/16	2016/17E	2017/18E	2018/19E
Intangible assets	48.7 %	48.9 %	48.3 %	30.2 %	30.2 %	30.1 %	29.7 %
Property, plant and equipment	4.6 %	4.1 %	7.1 %	4.6 %	4.9 %	5.2 %	5.4 %
Financial assets	6.4 %	6.8 %	9.0 %	3.5 %	3.6 %	3.6 %	3.6 %
FIXED ASSETS	59.7 %	59.8 %	64.4 %	38.3 %	38.6 %	38.9 %	38.7 %
Inventories	1.5 %	1.1 %	1.5 %	0.9 %	1.4 %	1.5 %	1.6 %
Accounts receivable	13.7 %	13.5 %	16.1 %	10.1 %	13.0 %	14.0 %	14.8 %
Other current assets	12.0 %	13.4 %	14.4 %	32.5 %	25.9 %	19.0 %	15.3 %
Liquid assets	11.2 %	9.9 %	2.2 %	15.3 %	18.1 %	23.5 %	29.7 %
Deferred taxes	1.9 %	2.2 %	1.4 %	2.9 %	3.0 %	3.1 %	3.1 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	40.3 %	40.2 %	35.6 %	61.7 %	61.4 %	61.1 %	64.6 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	103.3 %
SHAREHOLDERS EQUITY	22.1 %	22.4 %	23.3 %	17.8 %	22.3 %	25.1 %	29.1 %
MINORITY INTEREST	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	35.3 %	31.5 %	23.8 %	32.4 %	33.5 %	34.0 %	33.9 %
Provisions for pensions and similar obligations	11.1 %	13.5 %	13.2 %	26.7 %	19.8 %	16.2 %	12.2 %
Other provisions	3.8 %	5.1 %	5.3 %	3.0 %	3.1 %	3.1 %	3.1 %
Non-current liabilities	50.2 %	50.0 %	42.3 %	62.1 %	56.5 %	53.3 %	49.2 %
short-term liabilities to banks	7.5 %	7.9 %	14.1 %	2.2 %	2.3 %	2.3 %	2.3 %
Accounts payable	4.9 %	3.5 %	4.6 %	1.7 %	2.1 %	2.3 %	2.4 %
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)	13.2 %	14.9 %	14.9 %	14.4 %	14.9 %	15.1 %	15.1 %
Deferred taxes	2.0 %	1.3 %	0.8 %	1.8 %	1.9 %	1.9 %	1.9 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	27.7 %	27.6 %	34.4 %	20.1 %	21.2 %	21.6 %	21.7 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2012/13	2013/14	2014/15	2015/16	2016/17E	2017/18E	2018/19E
Net profit/loss	1.9	1.1	4.9	5.7	8.4	11.4	13.8
Depreciation of fixed assets (incl. leases)	2.4	1.9	2.1	6.4	2.8	3.1	3.4
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	4.0	3.6	3.7	0.0	3.9	2.9	2.7
Others	2.1	2.8	1.3	-3.7	0.0	0.0	0.0
Cash flow from operations before changes in w/c	10.4	9.4	11.9	8.4	15.1	17.4	19.9
Increase/decrease in inventory	0.5	0.4	0.6	0.1	-0.8	-0.2	-0.2
Increase/decrease in accounts receivable	1.6	1.1	-1.5	-5.1	-3.9	-1.3	-1.4
Increase/decrease in accounts payable	-1.5	-1.7	-1.1	5.7	0.7	0.2	0.2
Increase/decrease in other working capital positions	0.0	0.0	-0.5	0.4	0.0	0.0	0.0
Increase/decrease in working capital	0.6	-0.1	-2.5	1.1	-4.1	-1.3	-1.3
Cash flow from operating activities	10.9	9.3	9.4	9.5	11.0	16.1	18.6
CAPEX	3.1	2.2	3.7	3.3	5.2	5.7	5.9
Payments for acquisitions	3.0	2.2	4.5	2.0	0.0	0.0	0.0
Financial investments	0.0	0.8	1.6	-1.2	0.0	0.0	0.0
Income from asset disposals	0.8	0.9	0.5	0.4	0.0	0.0	0.0
Cash flow from investing activities	-5.2	-4.3	-9.3	-3.7	-5.2	-5.7	-5.9
Cash flow before financing	5.7	5.0	0.1	5.8	5.8	10.4	12.7
Increase/decrease in debt position	6.1	-3.8	-4.3	19.6	0.0	0.0	0.0
Purchase of own shares	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	1.5	1.5	1.5	1.9	2.3	2.7	3.0
Others	-1.7	-1.6	-1.7	-1.2	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	2.8	-6.9	-7.5	16.5	-2.3	-2.7	-3.0
Increase/decrease in liquid assets	8.5	-2.0	-7.4	22.4	3.6	7.8	9.7
Liquid assets at end of period	11.4	9.4	2.1	24.4	28.0	35.8	45.5

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2012/13	2013/14	2014/15	2015/16	2016/17E	2017/18E	2018/19E
Domestic	156.0	151.2	156.0	172.1	215.1	229.3	244.3
yoy change	8.1 %	-3.1 %	3.2 %	10.3 %	25.0 %	6.6 %	6.5 %
Rest of Europe	0.9	1.2	1.6	2.8	2.8	2.8	2.7
yoy change	-50.5 %	29.5 %	29.3 %	77.6 %	1.2 %	-1.7 %	-2.4 %
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
TTL	156.9	152.4	157.6	174.9	217.9	232.1	247.0
yoy change	7.4 %	-2.9 %	3.4 %	11.0 %	24.6 %	6.5 %	6.4 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2012/13	2013/14	2014/15	2015/16	2016/17E	2017/18E	2018/19E
P&L growth analysis							
Sales growth	7.4 %	-2.9 %	3.4 %	11.0 %	24.6 %	6.5 %	6.4 %
EBITDA growth	13.1 %	-4.7 %	49.1 %	24.5 %	16.3 %	16.9 %	14.4 %
EBIT growth	14.3 %	11.1 %	99.5 %	32.0 %	22.5 %	28.6 %	18.2 %
EPS growth	-26.3 %	-42.5 %	351.3 %	16.1 %	47.1 %	35.3 %	21.6 %
Efficiency							
Total operating costs / sales	93.4 %	93.3 %	90.5 %	89.4 %	90.0 %	89.0 %	88.2 %
Sales per employee	120.9	128.5	124.4	124.6	132.1	137.3	142.6
EBITDA per employee	8.3	8.7	12.1	13.6	13.5	15.4	17.2
Balance sheet analysis							
Avg. working capital / sales	6.8 %	6.9 %	7.6 %	8.1 %	7.7 %	8.4 %	8.4 %
Inventory turnover (sales/inventory)	103.7	141.2	102.8	125.6	101.0	100.0	99.0
Trade debtors in days of sales	32.4	30.7	38.6	33.5	33.5	33.5	33.5
A/P turnover [(A/P*365)/sales]	11.6	8.0	11.0	5.5	5.5	5.5	5.5
Cash conversion cycle (days)	9.9	15.7	16.5	25.7	27.7	27.7	27.8
Cash flow analysis							
Free cash flow	7.9	7.0	5.8	6.2	5.8	10.4	12.7
Free cash flow/sales	5.0 %	4.6 %	3.7 %	3.5 %	2.7 %	4.5 %	5.2 %
FCF / net profit	416.0 %	646.1 %	117.0 %	108.4 %	69.5 %	91.6 %	92.1 %
Capex / depre	47.7 %	56.0 %	91.4 %	32.6 %	77.6 %	95.0 %	96.4 %
Capex / maintenance capex	142.9 %	82.3 %	91.9 %	115.5 %	100.0 %	109.4 %	109.0 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	32.1	28.0	37.0	31.0	27.4	19.6	9.9
Net Debt/EBITDA	3.0	2.7	2.4	1.6	1.2	0.8	0.3
Net debt / equity	1.4	1.3	1.5	1.1	0.8	0.5	0.2
Interest cover	1.5	1.6	4.0	3.6	5.1	6.6	7.8
Dividend payout ratio	80.0 %	139.2 %	38.5 %	39.8 %	31.6 %	26.7 %	24.7 %
Asset utilisation							
Capital employed turnover	1.9	2.0	1.9	1.3	1.7	1.9	2.0
Operating assets turnover	10.4	10.5	7.6	7.9	8.3	8.3	8.3
Plant turnover	33.7	38.9	21.5	23.9	29.0	29.4	30.1
Inventory turnover (sales/inventory)	103.7	141.2	102.8	125.6	101.0	100.0	99.0
Returns							
ROCE	5.5 %	6.1 %	12.1 %	11.9 %	12.1 %	16.1 %	19.2 %
ROE	8.4 %	5.1 %	20.5 %	20.1 %	24.4 %	29.8 %	31.2 %
Other							
Interest paid / avg. debt	6.9 %	7.2 %	6.2 %	7.3 %	5.5 %	5.5 %	5.5 %
No. employees (average)	1298	1186	1267	1404	1650	1691	1732
Number of shares	7.6	7.6	7.6	7.6	7.6	7.6	7.6
DPS	0.2	0.2	0.3	0.3	0.4	0.4	0.5
EPS reported	0.25	0.14	0.65	0.75	1.11	1.50	1.82
Valuation ratios							
P/BV	10.5	11.1	9.8	8.3	6.8	6.2	5.3
EV/sales	1.8	1.8	1.8	1.8	1.3	1.2	1.1
EV/EBITDA	25.8	26.8	18.6	16.2	13.2	10.8	8.9
EV/EBITA	33.3	32.8	21.6	19.0	15.1	12.2	10.0
EV/EBIT	64.3	57.3	29.8	24.4	18.9	14.0	11.2
EV/FCF	35.3	39.2	49.6	49.9	50.2	26.8	20.7
Adjusted FCF yield	3.0 %	2.5 %	3.7 %	4.1 %	5.2 %	6.2 %	7.5 %
Dividend yield	0.6 %	0.6 %	0.8 %	1.0 %	1.1 %	1.3 %	1.5 %

Source: Company data, Hauck & Aufhäuser

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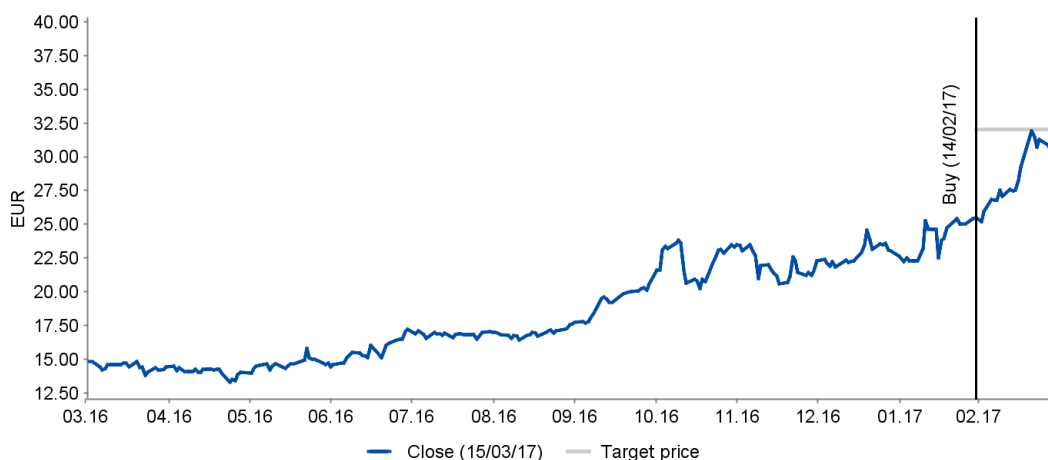
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Company	Disclosure
Datagroup SE	8

Historical target price and rating changes for Datagroup SE in the last 12 months

Price and Rating History Datagroup SE as of 16/03/17

Initiation coverage
17-February-17



Company	Date	Analyst	Rating	Target price	Close
Datagroup SE	22.02.2017	Wunderlich, CFA, Tim	Buy	EUR 32.00	EUR 26.79
	17.02.2017	Wunderlich, CFA, Tim	Buy	EUR 32.00	EUR 25.91
	17.02.2017	Wunderlich, CFA, Tim	Buy	EUR 32.00	EUR 25.91

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