

Buy (old: Buy)

Price target: EUR 41.50 (old: EUR 39.00)

Price:	EUR 29.85	Next result:	Q2 17: tba
Bloomberg:	D6H:GR	Market cap:	EUR 226.6 m
Reuters:	D6HG.DE	Enterprise Value:	EUR 288.9 m

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Tim Wunderlich, CFA
Analyst

tim.wunderlich@ha-research.de
Tel.: +49 40 4143885 81

Takeover announced: A strong and value-accretive fit; Chg.

Datagroup announced the bolt-on acquisition of HanseCom (Germany). The deal looks to be a strong and value-accretive fit for Datagroup's bread-and-butter Cloud Services business (50% of sales). Key insights:

- HanseCom is an outsourcing and Cloud Computing provider with c. € 16m sales p.a. benefitting from long-standing customer ties and multi-year contracts. **This gives rise to a high share of recurring revenues** (eH&A: 75% of total sales) and hence excellent visibility. Notably, the largest client has been with HanseCom for roughly 20 years.
- HanseCom is profitable generating 10% EBITDA margins** (c. € 1.5m EBITDA per year). Datagroup expects it can lift EBITDA profitability to 13-15% within 12 months thanks to efficiency gains. These include: (1) Transferring HanseCom's data centre business to Datagroup's rented facility in Frankfurt to achieve economies of scale; (2) Enabling HanseCom to access Datagroup's favourable procurement conditions for IT hardware and software; (3) Migrating existing clients to CORBOX which is more profitable thanks to fully standardised processes.
- Note that "buy and build" is a key part of Datagroup's growth strategy implying that the company has extensive experience in boosting profitability of acquired companies. In total, Datagroup has executed 19 acquisitions since its IPO in 2006. **Related risks are hence seen to be slim.**
- The deal should be strongly value-accretive.** The free cash flow yield on the EV is seen to amount to more than 25% assuming € 4m purchase price (including net debt), € 1.5m EBITDA (before synergies) and € 0.4m maintenance capex. **This implies a positive impact on our PT.**

Impact: We incorporate HanseCom into our estimates. The target should be consolidated for five months in 2017 adding € 7m sales at a 10% EBITDA margin. For 2018E, we expect € 16m sales at a 13% EBITDA margin. The result: Sales estimates are raised by 3% (2017E) / 7% (2018E) and EBIT estimates by 3% (2017E) / and 9% (2018E).

Remains a BUY. The new PT of € 41.50 (old: € 39.00) is based on DCF.

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	224.6	248.1	263.0
Sales growth	7 %	-3 %	3 %	11 %	28 %	10 %	6 %
EBITDA	10.8	10.3	15.3	19.1	22.9	28.1	31.8
EBIT	4.3	4.8	9.6	12.7	15.9	21.8	25.4
Net income	1.9	1.1	4.9	5.7	8.6	12.6	15.0
Net debt	32.1	28.0	37.0	31.0	31.7	23.5	12.7
Net gearing	142.7 %	131.6 %	153.6 %	109.1 %	91.3 %	59.3 %	24.4 %
Net Debt/EBITDA	3.0	2.7	2.4	1.6	1.4	0.8	0.4
EPS pro forma	0.25	0.41	0.91	1.00	1.40	1.82	2.12
CPS	1.17	0.93	0.94	0.92	1.05	1.79	2.20
DPS	0.20	0.20	0.25	0.30	0.35	0.40	0.45
Dividend yield	0.7 %	0.7 %	0.8 %	1.0 %	1.2 %	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 %	11.3 %	12.1 %
EBIT margin	2.8 %	3.2 %	6.1 %	7.2 %	7.1 %	8.8 %	9.7 %
ROCE	5.5 %	6.1 %	12.1 %	11.9 %	12.4 %	17.4 %	19.9 %
EV/sales	1.7	1.8	1.8	1.7	1.3	1.1	1.0
EV/EBITDA	25.0	26.0	18.1	15.7	12.6	9.8	8.1
EV/EBIT	62.3	55.5	28.9	23.7	18.2	12.6	10.2
PER	119.4	72.6	33.0	29.9	21.4	16.4	14.1
Adjusted FCF yield	3.1 %	2.6 %	3.8 %	4.2 %	5.5 %	6.9 %	8.3 %

Source: Company data, Hauck & Aufhäuser Close price as of: 03.04.2017



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks:	35.00 / 13.30
Price/Book Ratio:	6.5
Relative performance (TecDAX):	
3 months	11.0 %
6 months	37.6 %
12 months	77.2 %

Changes in estimates

		Sales	EBIT	EPS
2017	old:	217.9	15.5	1.37
	Δ	3.1%	2.5%	2.3%
2018	old:	232.1	20.0	1.67
	Δ	6.9%	9.1%	9.2%
2019	old:	247.0	23.6	1.97
	Δ	6.5%	7.5%	7.7%

Key share data:

Number of shares: (in m pcs)	7.6
Authorised capital: (in € m)	3.0
Book value per share: (in €)	4.6
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

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	224.6	248.1	263.0
<i>Sales growth</i>	7.4 %	-2.9 %	3.4 %	11.0 %	28.4 %	10.5 %	6.0 %
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	225.0	248.6	263.5
Other operating income	3.8	3.0	4.6	8.4	3.8	3.4	3.4
Material expenses	56.6	55.0	53.2	58.2	73.2	79.6	83.6
Personnel expenses	74.4	71.5	77.1	85.7	109.2	119.1	125.2
Other operating expenses	19.3	18.7	16.9	20.8	23.6	25.2	26.4
Total operating expenses	146.6	142.2	142.6	156.3	202.1	220.5	231.7
EBITDA	10.8	10.3	15.3	19.1	22.9	28.1	31.8
Depreciation	2.4	1.9	2.1	2.8	3.1	3.4	3.7
EBITA	8.4	8.4	13.3	16.3	19.8	24.7	28.1
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	15.9	21.8	25.4
Interest income	1.0	0.5	0.6	0.9	0.2	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	-2.8	-2.7
Recurring pretax income from continuing operations	2.5	2.4	7.8	10.1	13.1	19.0	22.7
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	13.1	19.0	22.7
Taxes	0.6	1.3	2.9	4.4	4.5	6.5	7.7
Net income from continuing operations	1.9	1.1	4.9	5.7	8.6	12.6	15.0
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	8.6	12.6	15.0
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	8.6	12.6	15.0
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	1.14	1.65	1.98

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 %	48.0 %	47.6 %
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 %	88.9 %	88.1 %
EBITDA	6.9 %	6.8 %	9.7 %	10.9 %	10.2 %	11.3 %	12.1 %
Depreciation	1.5 %	1.2 %	1.3 %	1.6 %	1.4 %	1.4 %	1.4 %
EBITA	5.3 %	5.5 %	8.4 %	9.3 %	8.8 %	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 %	1.7 %	1.2 %	1.0 %
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 %	8.8 %	9.7 %
Interest income	0.7 %	0.3 %	0.4 %	0.5 %	0.1 %	0.1 %	0.1 %
Interest expenses	1.8 %	1.9 %	1.5 %	2.0 %	1.4 %	1.2 %	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 %	-1.2 %	-1.1 %	-1.0 %
Recurring pretax income from continuing operations	1.6 %	1.5 %	4.9 %	5.8 %	5.8 %	7.7 %	8.6 %
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 %	7.7 %	8.6 %
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 %	5.1 %	5.7 %
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 %	5.1 %	5.7 %
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 %	5.1 %	5.7 %

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	50.6	49.9	49.5
Property, plant and equipment	4.7	3.9	7.3	7.3	7.5	7.8	8.0
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	63.7	63.3	63.1
Inventories	1.5	1.1	1.5	1.4	2.2	2.5	2.7
Accounts receivable	13.9	12.8	16.7	16.1	20.6	22.8	24.2
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	23.7	31.9	42.7
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	91.2	90.8	97.6
TOTAL ASSETS	101.7	95.1	103.3	159.7	154.9	154.1	160.7
SHAREHOLDERS EQUITY	22.5	21.3	24.1	28.4	34.7	39.6	52.0
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	3.4	3.8	4.0
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)	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	32.9	33.2	33.4
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	101.7	95.1	103.3	159.7	154.9	154.1	160.7

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 %	32.7 %	32.4 %	30.8 %
Property, plant and equipment	4.6 %	4.1 %	7.1 %	4.6 %	4.8 %	5.1 %	5.0 %
Financial assets	6.4 %	6.8 %	9.0 %	3.5 %	3.6 %	3.6 %	3.5 %
FIXED ASSETS	59.7 %	59.8 %	64.4 %	38.3 %	41.1 %	41.1 %	39.3 %
Inventories	1.5 %	1.1 %	1.5 %	0.9 %	1.4 %	1.6 %	1.7 %
Accounts receivable	13.7 %	13.5 %	16.1 %	10.1 %	13.3 %	14.8 %	15.0 %
Other current assets	12.0 %	13.4 %	14.4 %	32.5 %	25.8 %	18.8 %	14.6 %
Liquid assets	11.2 %	9.9 %	2.2 %	15.3 %	15.3 %	20.7 %	26.6 %
Deferred taxes	1.9 %	2.2 %	1.4 %	2.9 %	3.0 %	3.0 %	2.9 %
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 %	58.9 %	58.9 %	60.7 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	22.1 %	22.4 %	23.3 %	17.8 %	22.4 %	25.7 %	32.4 %
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 %	33.6 %	32.3 %
Provisions for pensions and similar obligations	11.1 %	13.5 %	13.2 %	26.7 %	19.8 %	16.0 %	11.6 %
Other provisions	3.8 %	5.1 %	5.3 %	3.0 %	3.1 %	3.1 %	3.0 %
Non-current liabilities	50.2 %	50.0 %	42.3 %	62.1 %	56.3 %	52.7 %	46.8 %
short-term liabilities to banks	7.5 %	7.9 %	14.1 %	2.2 %	2.3 %	2.3 %	2.2 %
Accounts payable	4.9 %	3.5 %	4.6 %	1.7 %	2.2 %	2.4 %	2.5 %
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 %	15.0 %	14.3 %
Deferred taxes	2.0 %	1.3 %	0.8 %	1.8 %	1.9 %	1.9 %	1.8 %
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 %	20.8 %
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	8.6	12.6	15.0
Depreciation of fixed assets (incl. leases)	2.4	1.9	2.1	6.4	3.1	3.4	3.7
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	15.6	18.9	21.4
Increase/decrease in inventory	0.5	0.4	0.6	0.1	-0.8	-0.3	-0.2
Increase/decrease in accounts receivable	1.6	1.1	-1.5	-5.1	-4.6	-2.2	-1.4
Increase/decrease in accounts payable	-1.5	-1.7	-1.1	5.7	0.8	0.4	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	-4.6	-2.1	-1.3
Cash flow from operating activities	10.9	9.3	9.4	9.5	11.0	16.8	20.1
CAPEX	3.1	2.2	3.7	3.3	5.5	5.9	6.3
Payments for acquisitions	3.0	2.2	4.5	2.0	4.0	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	-9.5	-5.9	-6.3
Cash flow before financing	5.7	5.0	0.1	5.8	1.5	10.9	13.8
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	-0.8	8.2	10.8
Liquid assets at end of period	11.4	9.4	2.1	24.4	23.7	31.9	42.7

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	221.7	245.1	260.1
yoy change	8.1 %	-3.1 %	3.2 %	10.3 %	28.8 %	10.6 %	6.1 %
Rest of Europe	0.9	1.2	1.6	2.8	2.9	3.0	2.9
yoy change	-50.5 %	29.5 %	29.3 %	77.6 %	4.3 %	2.0 %	-2.8 %
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	224.6	248.1	263.0
yoy change	7.4 %	-2.9 %	3.4 %	11.0 %	28.4 %	10.5 %	6.0 %

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 %	28.4 %	10.5 %	6.0 %
EBITDA growth	13.1 %	-4.7 %	49.1 %	24.5 %	19.9 %	22.6 %	13.2 %
EBIT growth	14.3 %	11.1 %	99.5 %	32.0 %	25.5 %	36.9 %	16.6 %
EPS growth	-26.3 %	-42.5 %	351.3 %	16.1 %	51.3 %	45.1 %	19.5 %
Efficiency							
Total operating costs / sales	93.4 %	93.3 %	90.5 %	89.4 %	90.0 %	88.9 %	88.1 %
Sales per employee	120.9	128.5	124.4	124.6	136.1	146.8	151.8
EBITDA per employee	8.3	8.7	12.1	13.6	13.9	16.6	18.4
Balance sheet analysis							
Avg. working capital / sales	6.8 %	6.9 %	7.6 %	8.1 %	7.6 %	8.3 %	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	5.5	10.9	13.8
Free cash flow/sales	5.0 %	4.6 %	3.7 %	3.5 %	2.5 %	4.4 %	5.3 %
FCF / net profit	416.0 %	646.1 %	117.0 %	108.4 %	63.7 %	86.8 %	92.1 %
Capex / depre	47.7 %	56.0 %	91.4 %	32.6 %	78.6 %	93.7 %	97.8 %
Capex / maintenance capex	142.9 %	82.3 %	91.9 %	115.5 %	110.0 %	115.6 %	116.0 %
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	31.7	23.5	12.7
Net Debt/EBITDA	3.0	2.7	2.4	1.6	1.4	0.8	0.4
Net debt / equity	1.4	1.3	1.5	1.1	0.9	0.6	0.2
Interest cover	1.5	1.6	4.0	3.6	5.2	7.2	8.3
Dividend payout ratio	80.0 %	139.2 %	38.5 %	39.8 %	30.7 %	24.2 %	22.8 %
Asset utilisation							
Capital employed turnover	1.9	2.0	1.9	1.3	1.8	2.0	2.0
Operating assets turnover	10.4	10.5	7.6	7.9	8.3	8.5	8.5
Plant turnover	33.7	38.9	21.5	23.9	29.9	31.8	32.7
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 %	12.4 %	17.4 %	19.9 %
ROE	8.4 %	5.1 %	20.5 %	20.1 %	24.9 %	31.7 %	28.8 %
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	1.14	1.65	1.98
Valuation ratios							
P/BV	10.1	10.7	9.4	8.0	6.5	5.7	4.4
EV/sales	1.7	1.8	1.8	1.7	1.3	1.1	1.0
EV/EBITDA	25.0	26.0	18.1	15.7	12.6	9.8	8.1
EV/EBITA	32.2	31.7	20.9	18.4	14.6	11.1	9.2
EV/EBIT	62.3	55.5	28.9	23.7	18.2	12.6	10.2
EV/FCF	34.2	37.9	48.1	48.4	52.5	25.2	18.7
Adjusted FCF yield	3.1 %	2.6 %	3.8 %	4.2 %	5.5 %	6.9 %	8.3 %
Dividend yield	0.7 %	0.7 %	0.8 %	1.0 %	1.2 %	1.3 %	1.5 %

Source: Company data, Hauck & Aufhäuser

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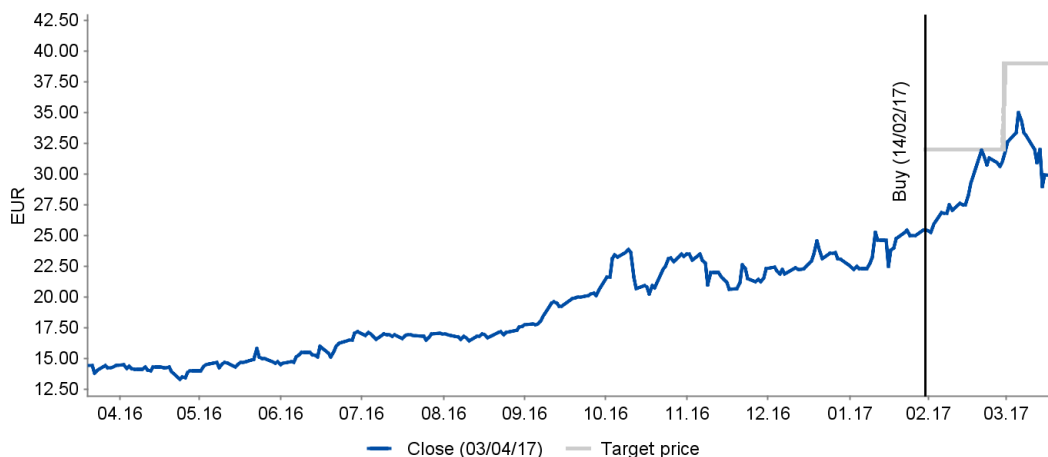
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Company	Disclosure
Datagroup SE	8

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

Price and Rating History Datagroup SE as of 04/04/17

Initiation coverage
17-February-17



Company	Date	Analyst	Rating	Target price	Close
Datagroup SE	23.03.2017	Wunderlich, CFA, Tim	Buy	EUR 39.00	EUR 33.38
	16.03.2017	Wunderlich, CFA, Tim	Buy	EUR 39.00	EUR 31.87
	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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Contacts: Hauck&Aufhäuser Privatbankiers KGaA

Hauck & Aufhäuser Research

Hauck & Aufhäuser
Privatbankiers KGaA
Mittelweg 16/17
20148 Hamburg
Germany

Tel.: +49 (0) 40 414 3885 93
Fax: +49 (0) 40 414 3885 71
Email: info@ha-research.de
www.ha-research.de

Sascha Berresch, CFA
Head of Research
Tel.: +49 40 414 3885 85
E-Mail: sascha.berresch@ha-research.de

Leonhard Bayer
Analyst
Tel.: +49 40 414 3885 79
E-Mail: leonhard.bayer@ha-research.de

Robin Brass, CFA
Analyst
Tel.: +49 40 414 3885 76
E-Mail: robin.brass@ha-research.de

Henning Breiter
Analyst
Tel.: +49 40 414 3885 73
E-Mail: henning.breiter@ha-research.de

Lars Dannenberg
Analyst
Tel.: +49 40 414 3885 92
E-Mail: lars.dannenberg@ha-research.de

Nils-Peter Gehrman
Analyst
Tel.: +49 40 414 3885 86
E-Mail: nils-peter.gehrman@ha-research.de

Pierre Gröning
Analyst
Tel.: +49 40 450 6342 30 92
E-Mail: pierre.groening@ha-research.de

Christian Glowa
Analyst
Tel.: +49 40 414 3885 95
E-Mail: christian.glowa@ha-research.de

Aliaksandr Halitsa
Analyst
Tel.: +49 40 414 3885 83
E-Mail: aliaksandr.halitsa@ha-research.de

Christian Salis
Analyst
Tel.: +49 40 414 3885 96
E-Mail: christian.salis@ha-research.de

Torben Teichler
Analyst
Tel.: +49 40 414 3885 74
E-Mail: torben.teichler@ha-research.de

Tim Wunderlich, CFA
Analyst
Tel.: +49 40 414 3885 81
E-Mail: tim.wunderlich@ha-research.de

Hauck & Aufhäuser Sales

Oliver Anderson
Sales
Tel.: +44 207 408 1100
E-Mail: oliver.anderson@ha-research.de

Christian Schwenkenbecher
Analyst
Tel.: +49 40 414 3885 76
E-Mail: christian.schwenkenbecher@ha-research.de

Toby Woods
Sales
Tel.: +44 207 408 1100
E-Mail: toby.woods@ha-research.de

Christian Alisch
Sales
Tel.: +49 40 414 3885 99
E-Mail: christian.alisch@ha-research.de

Vincent Bischoff
Sales
Tel.: +49 40 414 3885 88
E-Mail: vincent.bischoff@ha-research.de

Hugues Madelin
Sales
Tel.: +33 1 78 41 40 62
E-Mail: hugues.madelin@ha-research.de

Georgina Harrold
Sales
Tel.: +49 69 2161 1299
E-Mail: georgina.harrold@hauck-aufhaeuser.de

Jan Neynaber
Sales
Tel.: +49 69 2161 1268
E-Mail: jan.neynaber@hauck-aufhaeuser.de

Marco Schumann
Sales
Tel.: +49 69 2161 1250
E-Mail: marco.schumann@hauck-aufhaeuser.de

JPP Eurosecurities Inc.
Sales North America
Quinn Raftery
Tel.: + 1 231 649 4998
E-Mail: quinn.raftery@haa-na.com

Alexander Lachmann
Sales
Tel.: +41 43 497 30 23
E-Mail: alexander.lachmann@ha-research.de

Hauck & Aufhäuser Sales Trading

Hauck & Aufhäuser
Privatbankiers KGaA
Mittelweg 16/17
20148 Hamburg
Germany

Tel.: +49 40 414 3885 75
Fax: +49 40 414 3885 71
Email: info@hauck-aufhaeuser.de
www.hauck-aufhaeuser.de

Mirko Brueggemann
Trading
Tel.: +49 40 414 3885 75
E-Mail: mirko.brueggemann@hauck-aufhaeuser.de

Joseph Kaselak
Trading
Tel.: +49 40 450 6342 3093
E-Mail: joseph.kaselak@hauck-aufhaeuser.de

Christian von Schuler
Trading
Tel.: +49 40 414 3885 77
E-Mail: christian.schuler@hauck-aufhaeuser.de

Fin Schaffer
Trading
Tel.: +49 40 414 3885 98
E-Mail: fin.schaffer@hauck-aufhaeuser.de

Kathleen Jonas
Middle-Office
Tel.: +49 40 414 3885 97
E-Mail: kathleen.jonas@hauck-aufhaeuser.de

Carolin Weber
Middle-Office
Tel.: +49 40 414 3885 87
E-Mail: carolin.weber@hauck-aufhaeuser.de