



Buy (old: Buy)

Price target: EUR 45.00 (old: EUR 41.50)

Price:	EUR 35.05	Next result:	Q3 17: 21.08.17
Bloomberg:	D6H:GR	Market cap:	EUR 292.6 m
Reuters:	D6HG.DE	Enterprise Value:	EUR 348.3 m

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Raises guidance; Snaps up a cloud gem; Chg. Est. & PT

Topic: Datagroup raises its FY'17 guidance now expecting >€ 23m EBITDA while also announcing the take-over of ikb Data – a bolt-on cloud deal. The target should generate € 27m sales at a **20% EBITDA margin**. Key insights:

- **Datagroup raises FY'17E guidance.** Company now expects EBITDA of above € 23m (prior: € 22-23m) – above current consensus of € 22m and eH&A of € 23m ("old"). Reasons for the guidance upgrade as we see it: (1) Outstanding demand for its differentiated CORBOX solution coupled with scalability of the business model; (2) A positive € 1m one-off (eH&A) relating to recent M&A target HanseCom; (3) € 0.4m EBITDA contribution from take-over of ikb data announced yesterday (one month consolidation in FY'17).
- **ikb seen as an excellent fit to Datagroup's core cloud services business** (60% of sales) offering a high share of recurring sales (>80%) and strong profitability. With ikb Data focusing on cloud services for financial institutions, Datagroup aims to expand the target to become the go-to cloud provider for the financials services sector. Key client should be ikb bank explaining 75% of sales; the existing contract is seen to still run for three years (eH&A). Remaining sales should be split between 7-8 clients in our view. Notably, the non IKB bank business is growing at 25%+ p.a.
- **Deal strongly value accretive.** We expect Datagroup to have paid € 15m (no earn out) valuing ikb data at 3x EBITDA and implying an outstanding 30% cash flow yield on the EV (assuming € 0.8m maintenance capex). Deal should be financed by cash on hand.
- **Attractive synergy potential.** Datagroup will migrate ikb's two data centres (rented) to its key centre in Frankfurt thus boosting efficiency. Further, ikb can fall back on Datagroup's full service cloud offering whereas currently it procures some services from third parties (e.g. service desk).

Action: Estimates are raised to account for the ikb take-over and the € 1m one-off (eH&A) from HanseCom in 2017E. **Investment case intact:** As a leading cloud services provider, Datagroup looks well positioned to thrive on the trend towards Cloud Computing thanks to its highly efficient and differentiated CORBOX cloud platform yielding recurring and high-margin revenues. **BUY with a new € 45.00 PT** (DCF) based on higher estimates.

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	227.0	273.1	290.0
Sales growth	7 %	-3 %	3 %	11 %	30 %	20 %	6 %
EBITDA	10.8	10.3	15.3	19.1	24.1	33.0	37.0
EBIT	4.3	4.8	9.6	12.7	17.0	26.2	30.1
Net income	1.9	1.1	4.9	5.7	9.4	15.5	18.2
Net debt	32.1	28.0	37.0	31.0	25.1	15.8	2.4
Net gearing	142.7 %	131.6 %	153.6 %	109.1 %	44.3 %	24.6 %	3.1 %
Net Debt/EBITDA	3.0	2.7	2.4	1.6	1.0	0.5	0.1
EPS pro forma	0.25	0.41	0.91	1.00	1.36	2.01	2.31
CPS	1.17	0.93	0.94	0.92	1.03	1.81	2.42
DPS	0.20	0.20	0.25	0.30	0.35	0.40	0.45
Dividend yield	0.6 %	0.6 %	0.7 %	0.9 %	1.0 %	1.1 %	1.3 %
Gross profit margin	64.0 %	63.9 %	66.3 %	66.8 %	67.5 %	68.3 %	68.5 %
EBITDA margin	6.9 %	6.8 %	9.7 %	10.9 %	10.6 %	12.1 %	12.8 %
EBIT margin	2.8 %	3.2 %	6.1 %	7.2 %	7.5 %	9.6 %	10.4 %
ROCE	5.5 %	6.1 %	12.1 %	11.9 %	12.2 %	17.7 %	19.6 %
EV/sales	2.0	2.0	2.0	1.9	1.5	1.2	1.1
EV/EBITDA	28.7	29.8	20.6	17.8	14.5	10.1	8.5
EV/EBIT	71.4	63.7	33.0	26.8	20.5	12.7	10.4
PER	140.2	85.2	38.7	35.2	25.8	17.4	15.2
Adjusted FCF yield	2.7 %	2.3 %	3.3 %	3.7 %	4.8 %	6.7 %	8.0 %

Source: Company data, Hauck & Aufhäuser Close price as of: 15.08.2017



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks:	38.00 / 16.40
Price/Book Ratio:	5.2
Relative performance (TecDAX):	
3 months	-8.8 %
6 months	19.7 %
12 months	75.8 %

Changes in estimates

		Sales	EBIT	EPS
2017	old:	224.6	15.9	1.28
	Δ	1.1%	6.6%	6.1%
2018	old:	248.1	21.8	1.68
	Δ	10.1%	20.3%	20.3%
2019	old:	263.0	25.4	1.95
	Δ	10.3%	18.5%	18.6%

Key share data:

Number of shares: (in m pcs)	8.0
Authorised capital: (in € m)	3.0
Book value per share: (in €)	6.8
Ø trading volume: (12 months)	6,500

Major shareholders:

HHS Beteiligung (CEO)	51.0 %
Free Float	45.0 %
Executive Board	4.0 %

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	227.0	273.1	290.0
<i>Sales growth</i>	7.4 %	-2.9 %	3.4 %	11.0 %	29.8 %	20.3 %	6.2 %
Increase/decrease in finished goods and work-in-process	0.4	0.1	0.3	0.5	0.5	0.5	0.6
Total sales	157.4	152.5	157.9	175.4	227.5	273.6	290.6
Other operating income	3.8	3.0	4.6	8.4	4.8	3.7	3.8
Material expenses	56.6	55.0	53.2	58.2	74.0	86.8	91.6
Personnel expenses	74.4	71.5	77.1	85.7	110.3	130.3	137.2
Other operating expenses	19.3	18.7	16.9	20.8	23.8	27.2	28.5
Total operating expenses	146.6	142.2	142.6	156.3	203.4	240.6	253.6
EBITDA	10.8	10.3	15.3	19.1	24.1	33.0	37.0
Depreciation	2.4	1.9	2.1	2.8	3.1	3.4	3.7
EBITA	8.4	8.4	13.3	16.3	21.0	29.6	33.3
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	4.0	3.4	3.2
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	17.0	26.2	30.1
Interest income	1.0	0.5	0.6	0.9	0.3	0.3	0.5
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	14.2	23.5	27.5
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	14.2	23.5	27.5
Taxes	0.6	1.3	2.9	4.4	4.8	8.0	9.4
Net income from continuing operations	1.9	1.1	4.9	5.7	9.4	15.5	18.2
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	9.4	15.5	18.2
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	9.4	15.5	18.2
Average number of shares	7.6	7.6	7.6	7.6	8.0	8.3	8.3
EPS reported	0.25	0.14	0.65	0.75	1.18	1.86	2.18

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 %	2.1 %	1.4 %	1.3 %
Material expenses	36.1 %	36.1 %	33.7 %	33.3 %	32.6 %	31.8 %	31.6 %
Personnel expenses	47.4 %	46.9 %	48.9 %	49.0 %	48.6 %	47.7 %	47.3 %
Other operating expenses	12.3 %	12.3 %	10.7 %	11.9 %	10.5 %	10.0 %	9.8 %
Total operating expenses	93.4 %	93.3 %	90.5 %	89.4 %	89.6 %	88.1 %	87.4 %
EBITDA	6.9 %	6.8 %	9.7 %	10.9 %	10.6 %	12.1 %	12.8 %
Depreciation	1.5 %	1.2 %	1.3 %	1.6 %	1.4 %	1.2 %	1.3 %
EBITA	5.3 %	5.5 %	8.4 %	9.3 %	9.2 %	10.8 %	11.5 %
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 %	7.5 %	9.6 %	10.4 %
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 %	1.3 %	1.1 %	1.1 %
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 %	-1.0 %	-0.9 %
Recurring pretax income from continuing operations	1.6 %	1.5 %	4.9 %	5.8 %	6.3 %	8.6 %	9.5 %
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 %	6.3 %	8.6 %	9.5 %
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 %	4.1 %	5.7 %	6.3 %
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 %	4.1 %	5.7 %	6.3 %
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 %	4.1 %	5.7 %	6.3 %

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	65.5	64.3	63.7
Property, plant and equipment	4.7	3.9	7.3	7.3	7.5	8.0	8.7
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	78.6	77.9	77.9
Inventories	1.5	1.1	1.5	1.4	2.2	2.7	2.9
Accounts receivable	13.9	12.8	16.7	16.1	20.9	25.1	26.6
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	30.3	39.6	52.9
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	98.1	101.1	110.6
TOTAL ASSETS	101.7	95.1	103.3	159.7	176.7	179.0	188.5
SHAREHOLDERS EQUITY	22.5	21.3	24.1	28.4	56.5	64.1	79.3
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	4.1	4.4
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)	13.5	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	33.6	33.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	101.7	95.1	103.3	159.7	176.7	179.0	188.5

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 %	37.1 %	35.9 %	33.8 %
Property, plant and equipment	4.6 %	4.1 %	7.1 %	4.6 %	4.2 %	4.5 %	4.6 %
Financial assets	6.4 %	6.8 %	9.0 %	3.5 %	3.1 %	3.1 %	3.0 %
FIXED ASSETS	59.7 %	59.8 %	64.4 %	38.3 %	44.5 %	43.5 %	41.3 %
Inventories	1.5 %	1.1 %	1.5 %	0.9 %	1.3 %	1.5 %	1.6 %
Accounts receivable	13.7 %	13.5 %	16.1 %	10.1 %	11.8 %	14.0 %	14.1 %
Other current assets	12.0 %	13.4 %	14.4 %	32.5 %	22.6 %	16.2 %	12.4 %
Liquid assets	11.2 %	9.9 %	2.2 %	15.3 %	17.2 %	22.1 %	28.1 %
Deferred taxes	1.9 %	2.2 %	1.4 %	2.9 %	2.7 %	2.6 %	2.5 %
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 %	55.5 %	56.5 %	58.7 %
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 %	32.0 %	35.8 %	42.1 %
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 %	29.3 %	29.0 %	27.5 %
Provisions for pensions and similar obligations	11.1 %	13.5 %	13.2 %	26.7 %	17.3 %	13.8 %	9.9 %
Other provisions	3.8 %	5.1 %	5.3 %	3.0 %	2.7 %	2.7 %	2.5 %
Non-current liabilities	50.2 %	50.0 %	42.3 %	62.1 %	49.4 %	45.4 %	39.9 %
short-term liabilities to banks	7.5 %	7.9 %	14.1 %	2.2 %	2.0 %	2.0 %	1.9 %
Accounts payable	4.9 %	3.5 %	4.6 %	1.7 %	1.9 %	2.3 %	2.3 %
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 %	13.0 %	12.9 %	12.2 %
Deferred taxes	2.0 %	1.3 %	0.8 %	1.8 %	1.6 %	1.6 %	1.5 %
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 %	18.6 %	18.8 %	18.0 %
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	9.4	15.5	18.2
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	4.0	3.4	3.2
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	16.5	22.3	25.1
Increase/decrease in inventory	0.5	0.4	0.6	0.1	-0.9	-0.5	-0.2
Increase/decrease in accounts receivable	1.6	1.1	-1.5	-5.1	-4.8	-4.2	-1.6
Increase/decrease in accounts payable	-1.5	-1.7	-1.1	5.7	0.8	0.7	0.3
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	-4.9	-4.0	-1.5
Cash flow from operating activities	10.9	9.3	9.4	9.5	11.6	18.3	23.6
CAPEX	3.1	2.2	3.7	3.3	5.5	6.1	6.9
Payments for acquisitions	3.0	2.2	4.5	2.0	19.0	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	-24.5	-6.1	-6.9
Cash flow before financing	5.7	5.0	0.1	5.8	-12.9	12.2	16.7
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	21.1	0.0	0.0
Dividends paid	1.5	1.5	1.5	1.9	2.3	2.9	3.3
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	18.8	-2.9	-3.3
Increase/decrease in liquid assets	8.5	-2.0	-7.4	22.4	5.9	9.3	13.3
Liquid assets at end of period	11.4	9.4	2.1	24.4	30.3	39.6	52.9

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	224.0	269.8	286.8
yoy change	8.1 %	-3.1 %	3.2 %	10.3 %	30.2 %	20.4 %	6.3 %
Rest of Europe	0.9	1.2	1.6	2.8	3.0	3.3	3.2
yoy change	-50.5 %	29.5 %	29.3 %	77.6 %	5.4 %	11.1 %	-2.7 %
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	227.0	273.1	290.0
yoy change	7.4 %	-2.9 %	3.4 %	11.0 %	29.8 %	20.3 %	6.2 %

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 %	29.8 %	20.3 %	6.2 %
EBITDA growth	13.1 %	-4.7 %	49.1 %	24.5 %	26.0 %	37.2 %	12.1 %
EBIT growth	14.3 %	11.1 %	99.5 %	32.0 %	33.8 %	54.6 %	14.8 %
EPS growth	-26.3 %	-42.5 %	351.3 %	16.1 %	56.1 %	58.2 %	17.0 %
Efficiency							
Total operating costs / sales	93.4 %	93.3 %	90.5 %	89.4 %	89.6 %	88.1 %	87.4 %
Sales per employee	120.9	128.5	124.4	124.6	137.6	161.5	167.4
EBITDA per employee	8.3	8.7	12.1	13.6	14.6	19.5	21.4
Balance sheet analysis							
Avg. working capital / sales	6.8 %	6.9 %	7.6 %	8.1 %	7.6 %	7.9 %	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	27.6	27.7
Cash flow analysis							
Free cash flow	7.9	7.0	5.8	6.2	6.1	12.2	16.7
Free cash flow/sales	5.0 %	4.6 %	3.7 %	3.5 %	2.7 %	4.5 %	5.7 %
FCF / net profit	416.0 %	646.1 %	117.0 %	108.4 %	65.3 %	78.6 %	91.8 %
Capex / depre	47.7 %	56.0 %	91.4 %	32.6 %	77.5 %	89.7 %	100.0 %
Capex / maintenance capex	142.9 %	82.3 %	91.9 %	115.5 %	110.0 %	121.9 %	127.9 %
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	25.1	15.8	2.4
Net Debt/EBITDA	3.0	2.7	2.4	1.6	1.0	0.5	0.1
Net debt / equity	1.4	1.3	1.5	1.1	0.4	0.2	0.0
Interest cover	1.5	1.6	4.0	3.6	5.6	8.6	9.9
Dividend payout ratio	80.0 %	139.2 %	38.5 %	39.8 %	31.2 %	21.5 %	20.7 %
Asset utilisation							
Capital employed turnover	1.9	2.0	1.9	1.3	1.5	1.8	1.8
Operating assets turnover	10.4	10.5	7.6	7.9	8.4	8.6	8.6
Plant turnover	33.7	38.9	21.5	23.9	30.3	34.1	33.5
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 %	12.2 %	17.7 %	19.6 %
ROE	8.4 %	5.1 %	20.5 %	20.1 %	16.6 %	24.2 %	22.9 %
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	8.0	8.3	8.3
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	1.18	1.86	2.18
Valuation ratios							
P/BV	11.8	12.5	11.1	9.4	5.2	4.6	3.7
EV/sales	2.0	2.0	2.0	1.9	1.5	1.2	1.1
EV/EBITDA	28.7	29.8	20.6	17.8	14.5	10.1	8.5
EV/EBITA	37.0	36.4	23.9	20.9	16.6	11.2	9.4
EV/EBIT	71.4	63.7	33.0	26.8	20.5	12.7	10.4
EV/FCF	39.2	43.5	55.0	54.8	57.0	27.3	18.8
Adjusted FCF yield	2.7 %	2.3 %	3.3 %	3.7 %	4.8 %	6.7 %	8.0 %
Dividend yield	0.6 %	0.6 %	0.7 %	0.9 %	1.0 %	1.1 %	1.3 %

Source: Company data, Hauck & Aufhäuser

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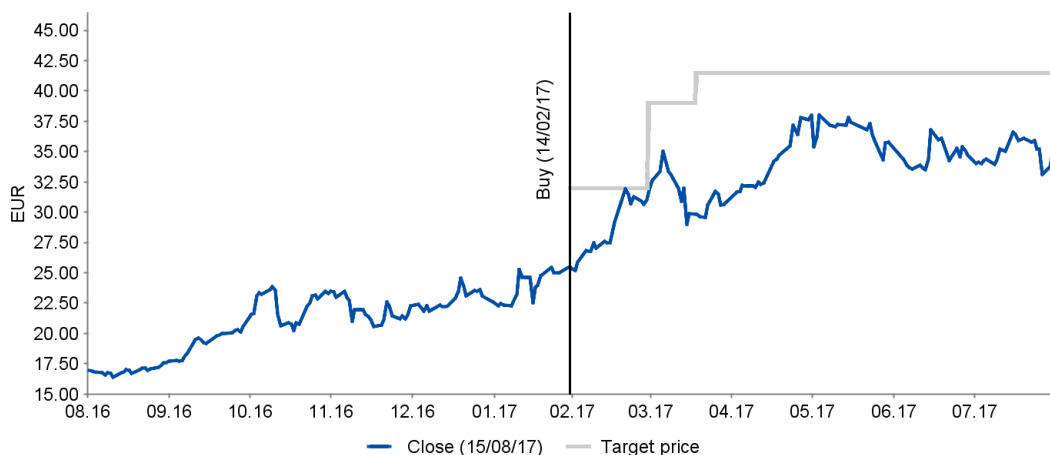
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Company	Disclosure
Datagroup SE	3, 6

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

Price and Rating History Datagroup SE as of 16/08/17

Initiation coverage
17-February-17



Company	Date	Analyst	Rating	Target price	Close
Datagroup SE	30.06.2017	Wunderlich, CFA, Tim	Buy	EUR 41.50	EUR 36.79
	08.05.2017	Wunderlich, CFA, Tim	Buy	EUR 41.50	EUR 35.49
	07.04.2017	Wunderlich, CFA, Tim	Buy	EUR 41.50	EUR 30.60
	04.04.2017	Wunderlich, CFA, Tim	Buy	EUR 41.50	EUR 29.61
	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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