



Edison Conference Book 2017



Company profiles

A warm welcome to the Edison Conference Book for the Deutsches Eigenkapitalforum 2017.

The past 12 months have been characterised by heightened political uncertainties on a number of fronts. The slow-moving Brexit negotiations, lack of progress on US tax reform and more recently the declaration of independence in Catalonia have all added to the macro risks. In this context, current market volatility is remarkably low. As our strategist Alastair George notes in his latest market outlook, daily volatility is at its lowest level in developed markets since the 1970s. Ongoing loose monetary policy has obviously been an important factor behind the strong performance of equities and risky assets in general. More recently, the solid economic performance of most markets has further added to this. On a global basis world GDP growth for 2017 is forecast to be 3.5%, the strongest performance for the past five years.

Our conclusion is to exercise caution as we expect major economies to continue to grow over the short term, but at the same time recognise that there is a long period of monetary tightening ahead. It is fair to assume that volatility will not stay at current depressed levels. To generate returns in this environment, investors will have to be highly selective in terms of equity holdings and able to take advantage of opportunities as they arise.

This backdrop provides a nice link to the Deutsches Eigenkapitalforum, which for many years now has provided the platform to help investors discover and select the most promising companies or catch up with well-known partners.

It is also pleasing to see how the ecosystem that Deutsche Börse has created to support companies in funding their growth is developing and flourishing. Following the launch of the Deutsche Börse Venture Network in 2015, Deutsche Börse created Scale, its new SME segment, earlier this year. The first seven months of Scale have been very successful. At present there are 49 companies listed on Scale. The trading liquidity of those shares has more than doubled compared to the previous year, showing that even after a relatively short period the visibility of companies listed on Scale has improved.

So far we have seen four companies successfully listing on Scale and two issuers moving up to the Prime Standard. One of the newly listed companies came from the Deutsche Börse Venture Network and another Venture Network company went straight to a Prime Standard listing. The ecosystem Deutsche Börse has created is clearly alive and effective.

The Deutsches Eigenkapitalforum is another crucial component of this ecosystem and we are delighted to support this event. We wish you three successful days of interesting and valuable meetings and discussions.

Klaus Schinkel

Director of Edison Germany

Edison is an investment research and advisory company, with offices in North America, Europe, the Middle East and AsiaPac. The heart of Edison is our world-renowned equity research platform and deep multi-sector expertise. At Edison Investment Research, our research is widely read by international investors, advisers and stakeholders. Edison Advisors leverages our core research platform to provide differentiated services including investor relations and strategic consulting. Edison is authorised and regulated by the Financial Conduct Authority (www.fsa.gov.uk/register/firmBasicDetails.do?sid=181584).

We welcome any [comments/suggestions](#) our readers may have.

Neil Shah

Director of Research

For more information please contact



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Klaus Schinkel**

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Prices, information and consensus estimates as at 20 October 2017

Edison research clients*

Note: Edison client PBT and EPS are normalised

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 Abivax
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 Aumann
 AURELIUS SE & Co.
 Aves One
 Basler
 Bastei Lübbe
 Berentzen-Gruppe
 Biofrontera
 Biosilu Healthcare
 B.R.A.I.N.
 CANCOM
 Capital Stage
 CENIT
 CENTROTEC Sustainable
 CEWE Stiftung & Co.
 CLIQ Digital
 Consus Commercial Property
 CropEnergies
 Daldrup & Söhne
 Datagroup
 DEAG Deutsche Entertainment
 Delticom
 DEMIRE
 Deutsche Borse
 DEUTZ
 Dürr
 Eckert & Ziegler
 Ecommerce Alliance
 Einhell Germany
 Elmos Semiconductor
 Energiekontor
 Ergomed
 euromicron
 Evotec
 exceet Group
 EYEMAXX Real Estate
 Fair Value REIT
 Ferratum Oyj
 FinLab
 First Sensor
 Formycon
 Fraport
 Fyber
 GESCO
 GFT Techs
 GK Software
 GRAMMER
 Grenke
 GxP German Properties
 Hannover Rück
 HanseYachts
 Hapag-Lloyd
 Hawesko Holding
 HELMA Eigenheimbau
 Highlight Communication
 Hochdorf Holding
 HolidayCheck Group
 Hypoport
 IBU-tec
 INDUS Holding
 init innovation in traffic
 Intershop
 InVision
 ISRA VISION

IVU Traffic Technologies
 JDC Group
 K+S
 Koenig & Bauer
 KPS
 KROMI Logistik
 LANXESS
 Leifheit
 LPKF Laser & Electronics
 M1 Kliniken
 Manz
 Masterflex
 M.A.X Automation
 MBB
 Medios
 Merck KGaA
 MLP
 Morphosys
 MPC Capital
 mutares
 mVISE
 mybet Holding
 Mynaric
 Nemetschek
 NEXUS
 Noratis
 NOXXON Pharma
 NÜRNBERGER Beteiligungs
 OHB
 OTI Greentech
 PANTAFLIX
 Peach Property Group
 Pfeiffer Vacuum Tech.
 Pheonix Solar
 PNE WIND
 ProCredit Holding
 Progress-Werk Oberkirch
 PSI
 publity
 PVA TePla
 Ringmetall
 Rock Tech Lithium
 R.Stahl
 S&T
 Salzgitter
 Sartorius
 Schaltbau Holding
 SFC Energy
 SINGULUS Technologies
 SLM Solutions Group
 SMT Scharf
 Softing
 SPORTTOTAL
 Stratec Biomedical
 SURTECO
 SÜSS MicroTec
 Sygnis
 SYZYGY
 TAKKT
 technotrans
 Theraclion
 USU Software
 va-Q-tec
 Vectron Systems
 VERBIO
 Verona Pharma
 Villeroy & Boch
 Viscom
 Vita 34
 Wacker Chemie
 Washtec
 windeln.de
 Wüstenrot & Württembergische
 ZEAL Network
 Zooplus

Global perspectives: Tightening tensions

- **2018 brings into view the prospect of a net decrease in central banks' balance sheets.** The winding down of policies that were statistically shown to depress risk premia in fixed income and credit markets should not be ignored in our view. Investors should be aware there are good reasons for risk premia across asset markets to start moving back towards historical averages as monetary policy is normalised.
- **The US Fed has offered ample guidance in terms of balance sheet reduction but the surprise may be on the other side of the Atlantic.** Economic activity has rebounded strongly yet interest rates remain negative. We understand the reluctance of the ECB to risk snuffing out the recovery by changing tack too soon but if the eurozone economy maintains its current momentum there will be increased pressure to scale back the ECB's unconventional monetary policy more abruptly.
- **Markets have pushed further into their low volatility/low return regime during 2017.** The collapse in day-to-day volatility is palpable and clearly visible in the data as it has declined faster and further than at any time since the 1970s. This is certainly an unwelcome development for active investors as it limits the number of trading opportunities. We view this as a temporary phenomenon likely to reverse as volatility returns to interest rate markets during 2018, as forward guidance becomes less relevant.
- **We maintain a cautious outlook for the medium term** on the basis of valuations that indicate very low expected returns in both equities and credit in developed markets. A major fracture in markets in the near term appears unlikely due to currently positive economic surprise but upside may be capped by tighter monetary policy in 2018. To deliver, investors may need to combine a relatively modest level of market exposure with carefully selected exposure to specific company- or event-driven situations.

Analyst

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Quantitative tightening on the horizon

Investors seem reluctant to contemplate the implications

For a half-decade, steadily expanding central bank balance sheets in developed markets have contributed to a very strong performance of risk assets such as equities and credit. Now, the punchbowl is being diluted and removed - sufficiently gradually policymakers hope, for investors not to notice. However, in our view investors should pay careful attention and prepare accordingly.

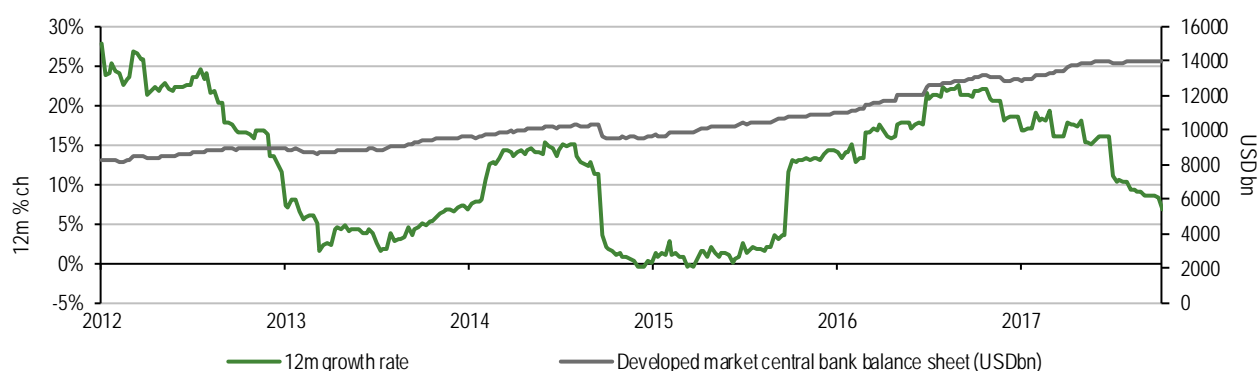
We are wary of arguments which suggest that this process of quantitative tightening will have no bearing on asset prices. Fed research has identified that long-term rates were lowered by quantitative easing and the policy objective of placing downward pressure on risk premia in credit markets was achieved through the purchases of mortgage-backed securities in the US and corporate credit in Europe. Even if it was only the Bank of Japan which engaged in direct equity purchases, the withdrawal of such large buyers of fixed-income assets is likely to have an impact on equity pricing.

The scenario which central banks are aiming for is one in which steady progress in the world's economies enables the gradual removal of asset price support and ultimately a return of interest rates to a level consistent with long-term real growth and inflation close to 2%. That would be consistent over the medium term with long-term bond yields closer to 4%, compared to the much lower levels observable today.

With central banks having brought forward asset price returns in the past half-decade to support the economy, a period of sub-par returns is in our view increasingly likely, even if the economy continues to improve, due to rising yields across all assets in this scenario. We should note however that "a period of sub-par returns" is not a euphemism or code for a calamitous decline. A scenario of slowly rising yields which does not lead to capital losses in equity markets for example is quite feasible.

Exhibit 1 shows the scale of the issue. Developed market central bank assets have grown from \$8trn to \$14trn in the 2012-17 period. However, due to the shrinkage of the Fed's balance sheet and the likely pace of ECB tapering next year, the growth rate for central bank assets will move negative early next year and remain so until the end of the decade on current indications.

Exhibit 1: Major central bank balance sheets and annual growth rate



Source: Thomson Reuters Datastream

It is difficult to quantify the impact of this move on long-term yields with precision; however the Fed's 2015 review of the impact of QE on 10-year yields suggests that the programme contributed to a reduction in long-term yields of over 1%. The programme is due to be reversed only slowly and is at least partly priced into the market. Therefore, provided the expansion of US GDP continues into 2018, we would expect to see US bond yields perhaps closer to 3% from 2.4% currently as a

result of the unwinding of the Fed's balance sheet. Furthermore, 10-year yields in the eurozone below 1% appear increasingly at odds with the improving economic outlook.

In addition to this increase in long-term yields, investors will in just over 12 months' time have to contend with markedly higher US interest rates, if the current Fed median projection for 2.3% US rates is reached.

Notably, three rate increases for 2018 are still not priced in to the market, even if futures are grudgingly moving closer to the Fed's projections. It would also be logical to expect the Fed at that time to be stepping back from its policy of forward guidance, thus re-establishing market pricing and volatility in interest rate markets.

In our view, US interest rates above 2% would represent a real alternative for investors who reached for yield in equities and riskier elements of credit markets during the long period of ultra-low rates.

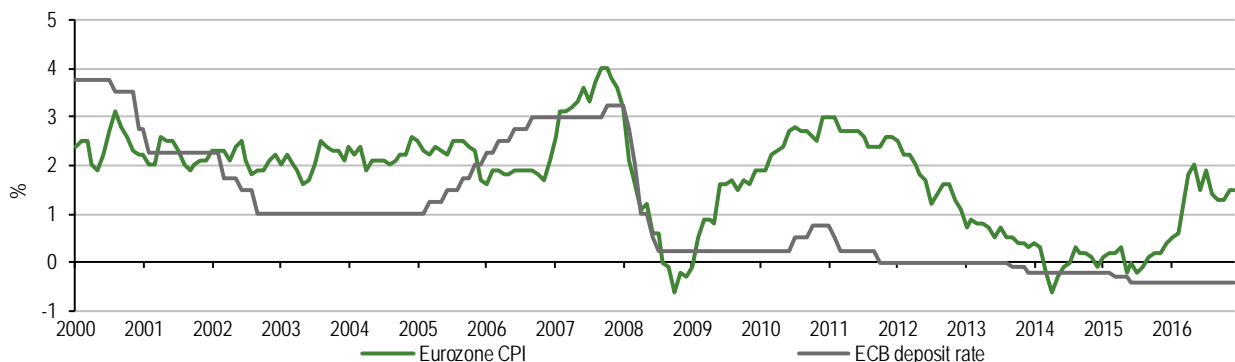
A caveat to this analysis is that we would have a stronger degree of confidence in the conclusions if we knew the future composition of the Federal Reserve Board. Trump's choice of Fed Chair for 2018 is still a matter of political speculation and subject to significant uncertainty with daily variations in the market's perceptions of the likely winning candidate.

Eurozone economy no longer needs emergency monetary medicine

In Europe, the ECB policy appears rather behind the curve, albeit largely by design. Taken at face value, negative interest rates, forward guidance and quantitative easing appear at odds with a now extended period of recovery in the European economy.

Purchasing managers' indices are close to 15-year highs, inflation is only modestly lower than target and unemployment is falling. In Germany, inflation is already at 1.8%, unemployment is at a record low and IFO business confidence is at cyclical highs. It is only in the periphery that the effects of the eurozone debt crisis remain firmly embedded in the data. The ECB is at risk of having to move more abruptly in future if it does not move meaningfully now. In particular, we note the very rapid return of inflation to the eurozone over the last 18 months, Exhibit 2.

Exhibit 2: Sharp eurozone inflation rebound and ECB policy rate still negative



Source: Thomson Reuters Datastream

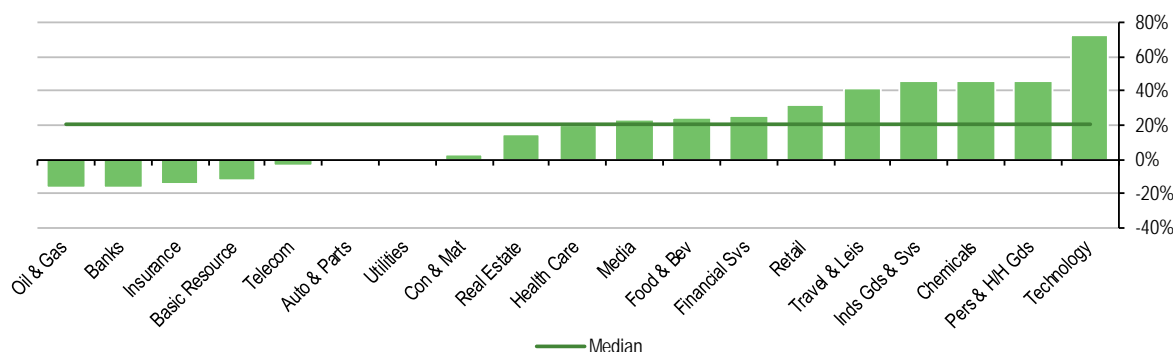
Given the recent improvement in the economic data, we believe there could not be a better time to announce the scaling back of the ECB's asset purchase programme. We expect the ECB to clarify its intentions in respect of its asset purchase programme in coming days by cutting the amount of monthly purchases significantly from the current rate of €60bn per month. To soften the blow, Draghi is likely to emulate the Fed and be very clear that the ECB remains dovish on interest rates until beyond the end of the period of asset purchases.

Equity valuations remain extended

2018 may be Main Street's year

In the context of the expected renormalisation of monetary policy, we still question the sustainability of the relatively high valuations of developed equity markets. Only a few sectors currently trade below long-term price/book levels, Exhibit 3. Such high valuations, despite a slowdown in organic revenue growth in recent years, indicate this is a lowering of expected returns on equity markets rather than an anticipation of a supercharged period of profits growth.

Exhibit 3: Developed market price/book premium to long-run average

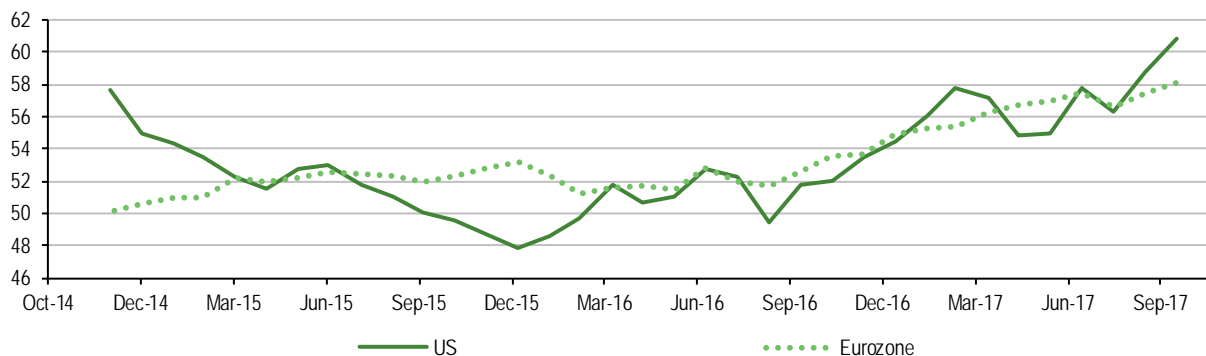


Source: Thomson Reuters Datastream, Edison calculations. Chart shows current sector price/book compared to 20-year average

Our base case at present is that markets will de-rate slowly, leaving headline indices moving sideways or only slightly higher as corporate profits grow. It is too easy to jump to the conclusion that as markets are overvalued a sudden and dramatic move lower will necessarily follow, but this is not borne out in the historical data. Crashes are eye-catching but the risk should not be overemphasised. In particular, we would need to have some evidence of credit stress at least somewhere in the world to suggest that an abrupt slowing in credit availability had occurred. This is clearly not the case at present.

A steady de-rating implies a period of sub-par returns even as profits continue to grow and is the basis of our cautious view on equities. What would change our view would be an unanticipated period of above-target inflation which would force the hand of monetary policymakers – but also appears absent for now, with the exception of the UK.

In fact, while valuation concerns for equity markets remain in place, recent economic data in the US and eurozone also point to something of a mini-surge in economic momentum over the last three months. PMI data have been coming in ahead of expectations and economic surprise indices have turned higher in all regions. During 2017, investors have had to balance their longer-term valuation concerns with generally robust profits growth and improving economic sentiment. While “soft” survey data such as PMI indices should not significantly shift portfolio asset allocations, if the improved economic data feeds through to profits forecasts a near-term slip in equities appears less likely.

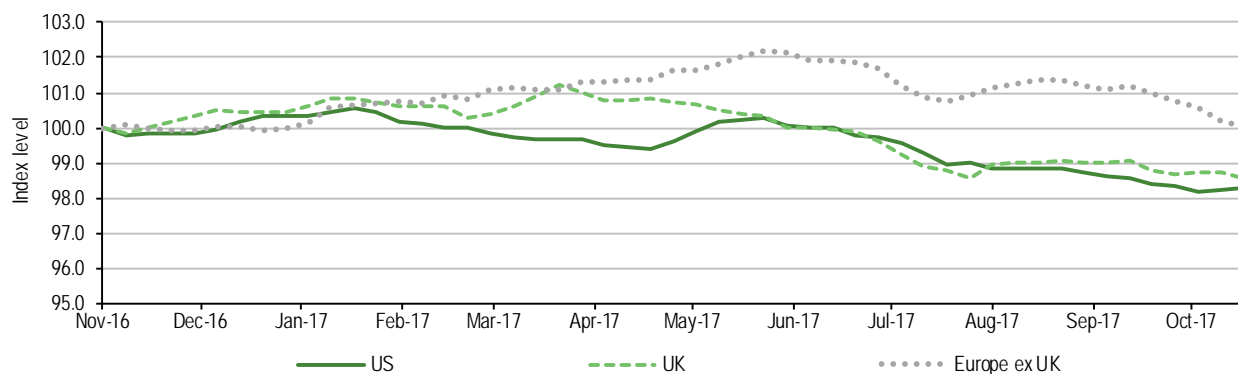
Exhibit 4: US and eurozone PMI indices improving over Q317


Source: Thomson Reuters Datastream, Edison calculations

Profits forecasts stable – but no positive surprises

While Q3 has brought something of a renaissance in economic surprise and purchasing managers' indices we can at present see no sign of this improved sentiment in profits forecasts for 2017 which remain a little under 10% for Europe and the US. Our weighted average consensus earnings forecast index remains steady for each of the UK, US and Europe ex-UK and the equal-weighted measures have declined modestly, Exhibit 5, since mid-year.

In prior periods, our earnings forecast index tended to move slightly ahead of PMIs and economic surprise. The more recent data has not followed this pattern and while it is too early to tell for certain whether this will persist this divergence bears watching in the context of a number of below consensus earnings reports during recent weeks.

Exhibit 5: Median 2017 forecast revisions show modest declines since mid-year


Source: Thomson Reuters Datastream, Edison calculations

If you think it is quiet...it is

Lowest levels of daily volatility since the 1970s for developed markets

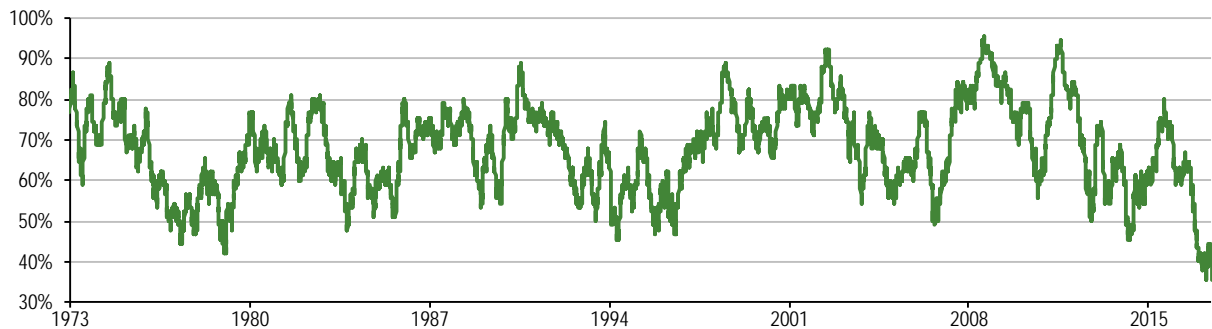
In June we highlighted the low level of volatility in global equity markets. This low volatility regime has continued through the summer and, as Exhibit 6 shows, represents a dramatic and sudden break with 2016.

For the Datastream developed markets index, if measured by the percentage of days with a greater than 25bp close-to-close daily move, the summer of 2017 represents the quietest period for developed markets since inception of the index in 1973. This remains a challenging environment for active managers. From a risk management perspective, investors should perhaps consider that

market volatility is on average 50% above current levels when building portfolios for the longer term.

The lack of market volatility is especially challenging as it is becoming harder to identify the pressure points for investors as events such as North Korea or the separation movement in Spain are having such little impact. In many respects, the picture is the mirror of 2012 when the smallest change in the outlook for Greece could swing the value of the world financial sector by several percentage points in a day. Neither situation was especially helpful, nor ultimately sustained. The normalisation of monetary policy is likely in our view to be associated with market volatility returning to previous levels.

Exhibit 6: Developed market volatility lowest since 1973



Source: Thomson Reuters Datastream, Edison calculations, percentage of days with > 25bp close-to-close move

Conclusion

Bull or bear pieces often make for a more entertaining read. We have been both bullish and bearish in the past but the data is at current equivocal. We take the cautious road as we expect major economies to continue to grow over the short term, but at the same time recognise there is a long period of monetary tightening ahead in that scenario. The surprise for investors in the 2012-17 period was just how strongly asset markets could perform despite weak growth. For the next few years investors may struggle to understand why asset prices fail to deliver even as the economy continues to progress.

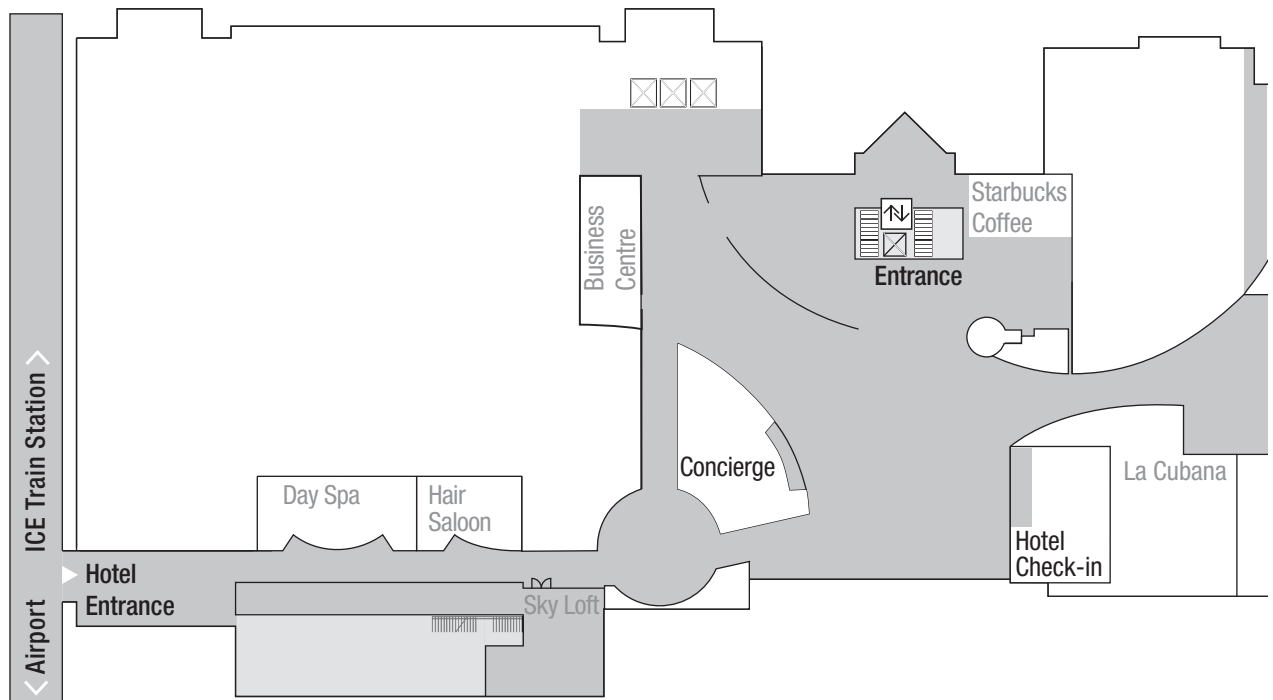
To generate returns in this environment, investors will have to be highly selective in terms of equity holdings and able to take advantage of opportunities as they arise. This points to a lower than benchmark allocation to equities and higher than usual allocation to cash.

For fixed income investments, the upcoming period of quantitative tightening and rising interest rates points to a period of weaker returns for bonds and we would aim to carry lower than usual duration exposure. For corporate credit and junk bonds, yields currently clearly favour the issuer rather than the investor; we would also carry underweight and selective positions.

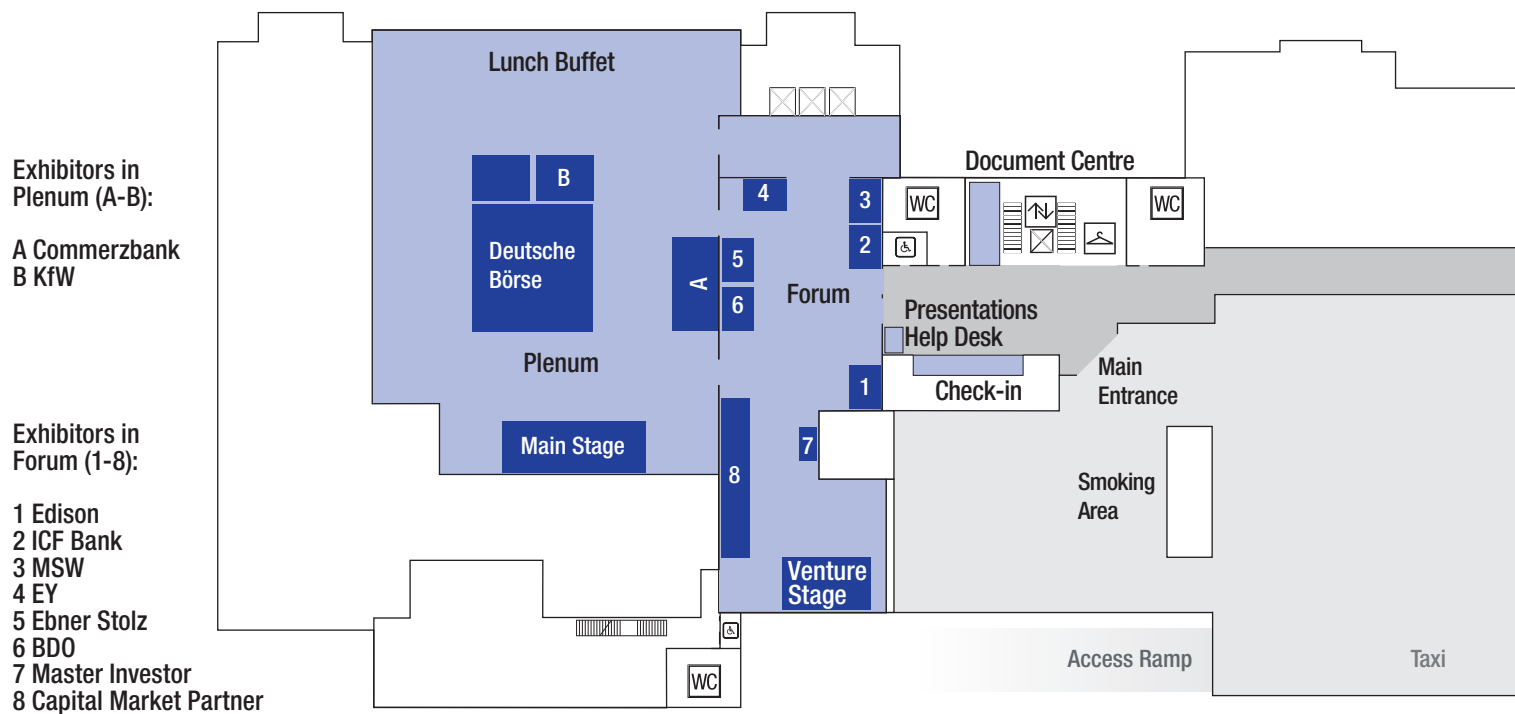
Floor plans and programme

Floorplans

Level E2, Sheraton Frankfurt Airport Hotel & Conference Center



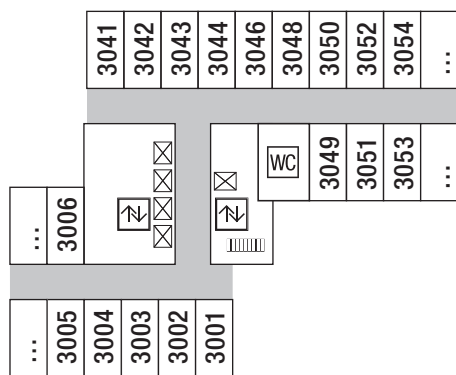
Level E1, Conference Center



1-on-1 floors

3rd floor,
3001 - 3080

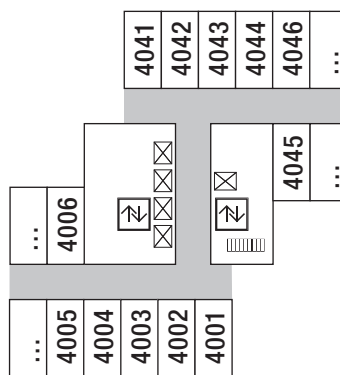
> Rooms 3041-3080



< Rooms 3001-3034

4th floor,
4001 - 4080

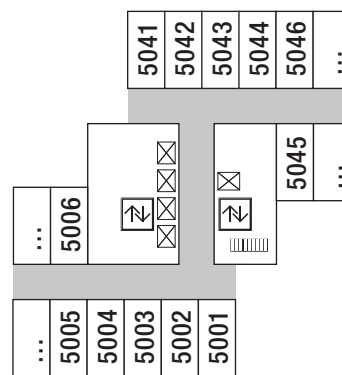
> Rooms 4041-4080



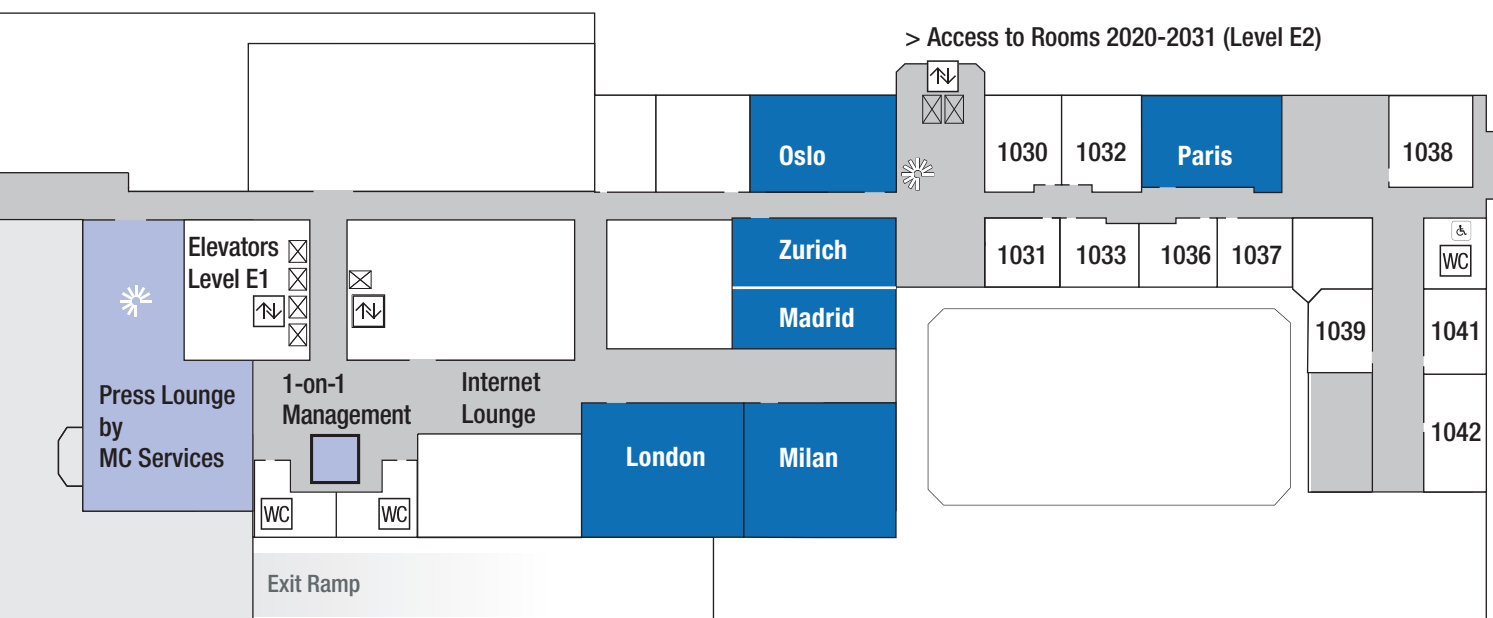
< Rooms 4001-4040

5th floor,
5001 - 5067

> Rooms 5041-5067



< Rooms 5001-5040



As of 02.11.2017

Analyst's conferences

Fall 2017

Participants in alphabetical order

Company name	Sector	Day	Time	Room
1-10				
2G Energy AG	Industrial	Tuesday, 28.11.2017	16:30-17:00	Milan
11880 Solutions AG*	Media and Telecommunication	Wednesday, 29.11.2017	15:00-15:30	London
A				
aap Implantate AG	Medical Technology	Wednesday, 29.11.2017	11:00-11:30	Zurich
ABIVAX	Pharma & Biotech	Tuesday, 28.11.2017	11:30-12:00	Oslo
adesso AG	Software	Tuesday, 28.11.2017	10:00-10:30	Madrid
Adler Modemärkte AG	Retail		1on1 only	
ADLER Real Estate AG	Real Estate	Tuesday, 28.11.2017	15:00-15:30	Paris
Advanced Blockchain AG	Software	Wednesday, 29.11.2017	11:00-11:30	London
Affimed	Pharma & Biotech	Tuesday, 28.11.2017	10:30-11:00	Oslo
Allergy Therapeutics plc	Pharma & Biotech	Monday, 27.11.2017	16:30-17:00	Oslo
All for One Steeb AG	Software	Tuesday, 28.11.2017	11:30-12:00	Madrid
artnet AG*	Internet	Tuesday, 28.11.2017	13:30-14:00	Zurich
ATOSS Software AG	Software	Monday, 27.11.2017	16:30-17:00	Madrid
Aumann AG*	Technology	Tuesday, 28.11.2017	11:00-11:30	London
AURELIUS Equity Opportunities	Participation Industry	Wednesday, 29.11.2017	10:30-11:00	London
Aves One AG	Transportation	Tuesday, 28.11.2017	17:00-17:30	London
B				
B.R.A.I.N. Biotechnology Research and Information Network AG	Chemicals	Monday, 27.11.2017	10:30-11:00	Paris
Basler AG	Technology	Tuesday, 28.11.2017	09:30-10:00	London
Bastei Lübbe AG*	Media	Wednesday, 29.11.2017	10:30-11:00	Madrid
Berentzen-Gruppe Aktiengesellschaft	Consumer	Monday, 27.11.2017	17:00-17:30	Paris
bet-at-home.com AG*	Consumer	Tuesday, 28.11.2017	11:00-11:30	Zurich
Biofrontera AG	Pharma & Biotech	Tuesday, 28.11.2017	17:00-17:30	Oslo
Biosilu Healthcare AG*	Pharma & Biotech	Wednesday, 29.11.2017	10:30-11:00	Zurich
Borussia Dortmund GmbH & Co. KGaA*	Entertainment	Tuesday, 28.11.2017	15:00-15:30	Zurich
C				
CANCOM SE	Software	Tuesday, 28.11.2017	10:30-11:00	Madrid
Capital Stage AG	Basic Resources		1on1 only	
CENIT AG*	Software	Tuesday, 28.11.2017	13:30-14:00	Madrid
CENTROTEC Sustainable AG	Industrial	Tuesday, 28.11.2017	10:30-11:00	Milan
CEWE Stiftung & Co. KGaA*	Consumer	Tuesday, 28.11.2017	11:30-12:00	Zurich
CIECH SA	Chemicals	Monday, 27.11.2017	16:30-17:00	Paris
CLIQ Digital AG*	Technology	Tuesday, 28.11.2017	15:00-15:30	London
CO.DON AG*	Pharma & Biotech	Tuesday, 28.11.2017	09:30-10:00	Oslo
Constantin Medien AG*	Media	Wednesday, 29.11.2017	14:00-14:30	London
CONSUS Commercial Property AG*	Real Estate	Tuesday, 28.11.2017	16:00-16:30	Paris
Crealogix Holding AG	Software	Wednesday, 29.11.2017	10:00-10:30	Oslo
Cropenergies AG	Green Technology	Monday, 27.11.2017	14:00-14:30	Paris
D				
Daldrup & Söhne AG*	Basic Resources	Monday, 27.11.2017	16:00-16:30	Paris
DATAGROUP SE*	IT Services	Tuesday, 28.11.2017	09:30-10:00	Madrid
DEAG Deutsche Entertainment AG*	Media	Tuesday, 28.11.2017	14:30-15:00	Zurich
De La Rue plc	Industrial	Tuesday, 28.11.2017	09:30-10:00	Milan
Delticom AG	Retail		1on1 only	
DEMIRE Deutsche Mittelstand Real Estate AG	Real Estate	Tuesday, 28.11.2017	16:30-17:00	Paris
Deutsche Beteiligungs AG	Participation Industry PE/VC	Monday, 27.11.2017	14:30-15:00	Milan
Deutsche Börse AG	Financial Services	Monday, 27.11.2017	14:00-14:30	Milan
DEUTZ	Industrial		1on1 only	
Diebold Nixdorf AG	Technology	Tuesday, 28.11.2017	10:00-10:30	London

Participants in alphabetical order

Company name	Sector	Day	Time	Room
E				
Eckert & Ziegler AG*	Pharma & Biotech	Wednesday, 29.11.2017	13:30-14:00	Zurich
Ecommerce Alliance AG	Technology	Wednesday, 29.11.2017	14:30-15:00	Oslo
Einhell Germany AG*	Retail	Tuesday, 28.11.2017	17:00-17:30	Zurich
Elmos Semiconductor AG	Technology	Monday, 27.11.2017	17:30-18:00	London
Energiekontor AG*	Green Technology	Monday, 27.11.2017	13:30-14:00	Paris
EQS Group AG*	Software	Monday, 27.11.2017	10:30-11:00	Madrid
Ergomed plc	Pharma & Biotech	Monday, 27.11.2017	11:00-11:30	Oslo
ETERNA Mode GmbH*	Consumer	Monday, 27.11.2017	15:00-15:30	Zurich
euromicron AG*	Technology	Tuesday, 28.11.2017	17:30-18:00	Milan
Evotec AG	Pharma & Biotech	Monday, 27.11.2017	11:30-12:00	Oslo
exceet Group SE*	Technology	Wednesday, 29.11.2017	14:00-14:30	Oslo
EYEMAXX Real Estate AG*	Real Estate	Monday, 27.11.2017	16:00-16:30	Zurich
F				
Fair Value REIT-AG	Financial Services	Tuesday, 28.11.2017	14:30-15:00	Paris
FC Gelsenkirchen-Schalke 04 e.V.*	Sport/Entertainment	Monday, 27.11.2017	17:00-17:30	Zurich
Ferratum Oyj	Financial Services	Monday, 27.11.2017	17:00-17:30	Milan
FinLab AG*	Financial Services	Tuesday, 28.11.2017	10:30-11:00	Paris
FinTech Group AG	Financial Services	Monday, 27.11.2017	10:30-11:00	Milan
First Sensor AG*	Technology	Tuesday, 28.11.2017	17:00-17:30	Milan
Formycon AG	Pharma & Biotech	Wednesday, 29.11.2017	11:30-12:00	Zurich
Francotyp-Postalia Holding AG	Machinery Construction		1on1 only	
Fraport AG	Transportation	Tuesday, 28.11.2017	16:00-16:30	London
Fyber N.V.	Technology	Tuesday, 28.11.2017	17:30-18:00	London
G				
German Startups Group GmbH & Co. KGaA*	Financial Services	Monday, 27.11.2017	11:00-11:30	Milan
GESCO AG	Industrial	Wednesday, 29.11.2017	10:00-10:30	Milan
GFT Technologies SE	Software	Monday, 27.11.2017	17:30-18:00	Madrid
GK Software AG*	Software	Tuesday, 28.11.2017	11:00-11:30	Madrid
GRAMMER AG	Automotive	Monday, 27.11.2017	10:30-11:00	London
Grand City Properties S.A.	Real Estate	Monday, 27.11.2017	17:30-18:00	Milan
GRENKE AG	Financial Services		1on1 only	
GxP German Properties AG*	Real Estate	Tuesday, 28.11.2017	17:00-17:30	Paris
H				
Hannover Rück SE	Insurance		1on1 only	
HanseYachts AG	Yacht Builders	Wednesday, 29.11.2017	11:00-11:30	Madrid
Hapag-Lloyd AG	Transportation	Tuesday, 28.11.2017	16:30-17:00	London
Hawesko Holding AG	Retail	Tuesday, 28.11.2017	09:30-10:00	Zurich
Heidelberg Pharma AG	Pharma & Biotech	Tuesday, 28.11.2017	14:00-14:30	Oslo
Heliad Equity Partners GmbH & Co. KGaA	Financial Services	Tuesday, 28.11.2017	10:00-10:30	Paris
HELMA Eigenheimbau AG*	Real Estate	Tuesday, 28.11.2017	17:30-18:00	Paris
Highlight Communications AG*	Media	Wednesday, 29.11.2017	13:30-14:00	London
HMS Industrial Networks AB (publ)	Technology	Wednesday, 29.11.2017	12:00-12:30	Milan
HOCHDORF Holding AG*	Consumer	Tuesday, 28.11.2017	10:00-10:30	Zurich
HolidayCheck Group AG	Software	Monday, 27.11.2017	15:00-15:30	Madrid
Hypoport AG	Financial Services	Monday, 27.11.2017	15:00-15:30	Milan
I				
IBU-tec advanced materials AG	Industrial	Tuesday, 28.11.2017	16:00-16:30	Milan
init innovation in traffic systems SE	Traffic Telematics	Tuesday, 28.11.2017	17:00-17:30	Madrid
Intershop Communications AG	Software	Monday, 27.11.2017	16:00-16:30	Madrid
InVision AG	Software	Tuesday, 28.11.2017	16:00-16:30	Madrid
ISRA VISION AG	Technology	Tuesday, 28.11.2017	10:30-11:00	London
IVU Traffic Technologies AG	Software	Tuesday, 28.11.2017	15:00-15:30	Madrid
J				
JDC Group AG*	Financial Services	Tuesday, 28.11.2017	09:30-10:00	Paris

* Presentation in German
As of 02.11.2017

Analyst's conferences

Fall 2017

Participants in alphabetical order

Company name	Sector	Day	Time	Room
K				
K+S AG	Chemicals		1on1 only	
Koenig & Bauer AG	Industrial	Monday, 27.11.2017	16:30-17:00	London
KPS AG*	Software	Monday, 27.11.2017	17:00-17:30	Madrid
KROMI Logistik AG	Industrial	Monday, 27.11.2017	15:00-15:30	London
L				
LANXESS AG	Chemicals		1on1 only	
Leifheit AG	Consumer	Tuesday, 28.11.2017	10:30-11:00	Zurich
Lotto24 AG	Online Gambling	Tuesday, 28.11.2017	14:00-14:30	Zurich
LPKF Laser & Electronics AG	Technology	Tuesday, 28.11.2017	11:30-12:00	London
M				
M.A.X. Automation AG	Machinery Construction		1on1 only	
M1 Kliniken AG	Health Care	Monday, 27.11.2017	14:30-15:00	Zurich
MagForce AG	Pharma & Biotech	Tuesday, 28.11.2017	16:30-17:00	Oslo
Manz AG	Technology	Wednesday, 29.11.2017	10:30-11:00	Oslo
Masterflex SE*	Industrial	Monday, 27.11.2017	14:00-14:30	London
MAX 21 AG	Technology Holding - IT	Monday, 27.11.2017	16:30-17:00	Milan
MBB SE*	Industrial	Monday, 27.11.2017	16:00-16:30	London
Medigene AG	Pharma & Biotech	Monday, 27.11.2017	15:00-15:30	Oslo
Medios AG*	Pharma & Biotech	Wednesday, 29.11.2017	10:00-10:30	Zurich
Mensch und Maschine Software SE*	Software	Monday, 27.11.2017	14:00-14:30	Madrid
Merck KGaA	Pharma & Biotech	Monday, 27.11.2017	17:00-17:30	Oslo
MLP AG	Financial Services	Tuesday, 28.11.2017	13:30-14:00	Paris
MOLOGEN AG	Pharma & Biotech	Tuesday, 28.11.2017	10:00-10:30	Oslo
MorphoSys AG	Pharma & Biotech	Monday, 27.11.2017	10:30-11:00	Oslo
MPC Capital AG	Financial Services	Monday, 27.11.2017	11:30-12:00	Milan
mutares AG*	Financial Services	Tuesday, 28.11.2017	11:00-11:30	Paris
mVISE	Software		1on1 only	
mybet Holding SE	Entertainment	Tuesday, 28.11.2017	16:00-16:30	Zurich
MyBucks S.A.	FinTech	Wednesday, 29.11.2017	11:30-12:00	London
Mynaric AG	Technology	Monday, 27.11.2017	18:00-18:30	London
N				
Nanogate AG	Industrial	Tuesday, 28.11.2017	14:00-14:30	London
Nemetschek SE	Software	Monday, 27.11.2017	11:00-11:30	Madrid
Neue ZWL Zahnradwerk Leipzig GmbH*	Automotive	Monday, 27.11.2017	16:30-17:00	Zurich
Newron Pharmaceuticals SpA	Pharma & Biotech	Monday, 27.11.2017	14:30-15:00	Oslo
NEXUS AG	Software	Tuesday, 28.11.2017	14:00-14:30	Madrid
Noratis AG	Real Estate	Tuesday, 28.11.2017	18:00-18:30	Paris
NOXXON Pharma AG	Pharma & Biotech	Tuesday, 28.11.2017	14:30-15:00	Oslo
NÜRNBERGER Beteiligungs-AG	Insurance	Monday, 27.11.2017	16:00-16:30	Milan
O				
OHB SE	Space and Aviation	Monday, 27.11.2017	17:00-17:30	London
P				
PAION AG	Pharma & Biotech	Monday, 27.11.2017	13:30-14:00	Oslo
PANTAFLIX AG	Technology	Tuesday, 28.11.2017	14:30-15:00	London
paragon AG*	Automobile	Monday, 27.11.2017	11:00-11:30	London
Peach Property Group AG*	Real Estate	Tuesday, 28.11.2017	14:00-14:30	Paris
Pfeiffer Vacuum Technology AG	Machinery Construction	Wednesday, 29.11.2017	12:00-12:30	Oslo
Phoenix Solar AG	Green Technology	Monday, 27.11.2017	11:00-11:30	Paris
PNE WIND AG*	Green Technology	Monday, 27.11.2017	14:30-15:00	Paris
Probiobdrug AG*	Pharma & Biotech	Monday, 27.11.2017	14:00-14:30	Oslo
ProCredit Holding AG & Co. KGaA	Banks	Tuesday, 28.11.2017	11:30-12:00	Paris
Progress-Werk Oberkirch AG*	Automotive	Monday, 27.11.2017	11:30-12:00	London
PSI AG	Software	Tuesday, 28.11.2017	14:30-15:00	Madrid
PVA TePla AG	Industrial	Tuesday, 28.11.2017	11:30-12:00	Milan

Participants in alphabetical order

Company name	Sector	Day	Time	Room
R				
RCM Beteiligungs AG*	Real Estate	Wednesday, 29.11.2017	10:00-10:30	London
RedHill Biopharma Ltd.	Pharma & Biotech	Tuesday, 28.11.2017	11:00-11:30	Oslo
Reply SpA	Software	Monday, 27.11.2017	11:30-12:00	Madrid
Ringmetall AG*	Industrial	Wednesday, 29.11.2017	11:00-11:30	Milan
Rock Tech Lithium*	Basic Resources	Wednesday, 29.11.2017	15:00-15:30	Oslo
S				
S&T AG	Technology	Tuesday, 28.11.2017	18:00-18:30	London
Salzgitter AG*	Industrial	Tuesday, 28.11.2017	13:30-14:00	Milan
Sartorius AG	Pharma & Biotech	Tuesday, 28.11.2017	16:00-16:30	Oslo
Schaltbau Holding AG	Industrial	Monday, 27.11.2017	14:30-15:00	London
SFC Energy AG	Green Technology	Monday, 27.11.2017	11:30-12:00	Paris
SINGULUS TECHNOLOGIES AG	Industrial	Tuesday, 28.11.2017	11:00-11:30	Milan
SLM Solutions Group AG	Industrial	Tuesday, 28.11.2017	14:00-14:30	Milan
SMT Scharf AG*	Industrial	Wednesday, 29.11.2017	11:30-12:00	Milan
SNP Schneider-Neureither & Partner AG*	Software	Tuesday, 28.11.2017	16:30-17:00	Madrid
Softing AG	Industrial	Monday, 27.11.2017	13:30-14:00	London
Solutions 30 SE	Technology	Monday, 27.11.2017	13:30-14:00	Madrid
SPORTTOTAL AG (vormals _wige MEDIA AG)	Media	Wednesday, 29.11.2017	14:30-15:00	London
STRATEC Biomedical AG	Pharma & Biotech	Tuesday, 28.11.2017	13:30-14:00	Oslo
SURTECO SE	Industrial	Tuesday, 28.11.2017	10:00-10:30	Milan
SYGNIS AG	Pharma & Biotech	Tuesday, 28.11.2017	17:30-18:00	Oslo
SYZYGY AG	Software	Monday, 27.11.2017	18:00-18:30	Madrid
SÜSS MicroTec AG	Technology	Wednesday, 29.11.2017	11:00-11:30	Oslo
T				
TAKKT AG	Retail	Tuesday, 28.11.2017	16:30-17:00	Zurich
technotrans AG	Industrial	Tuesday, 28.11.2017	15:00-15:30	Milan
Theraclion	Pharma & Biotech		1on1 only	
TOM TAILOR Holding SE	Consumer	Wednesday, 29.11.2017	10:00-10:30	Madrid
Transgene S.A.	Pharma & Biotech	Monday, 27.11.2017	17:30-18:00	Oslo
U				
USU Software AG	Software	Monday, 27.11.2017	14:30-15:00	Madrid
V				
va-Q-tec AG	Advanced Industrial Equipment	Tuesday, 28.11.2017	13:30-14:00	London
Vectron Systems AG	Technology	Wednesday, 29.11.2017	13:30-14:00	Oslo
VERBIO Vereinigte BioEnergie AG	Green Technology	Monday, 27.11.2017	15:00-15:30	Paris
Verona Pharma plc	Pharma & Biotech	Tuesday, 28.11.2017	15:00-15:30	Oslo
Villeroy & Boch AG	Consumer		1on1 only	
Viscom AG	Technology	Tuesday, 28.11.2017	18:00-18:30	Milan
Vita 34*	Pharma & Biotech	Monday, 27.11.2017	16:00-16:30	Oslo
W				
Wacker Chemie AG	Chemicals		1on1 only	
Wacker Neuson SE	Industrial	Wednesday, 29.11.2017	10:30-11:00	Milan
Washtec AG*	Industrial	Tuesday, 28.11.2017	14:30-15:00	Milan
windeln.de SE	Retail	Monday, 27.11.2017	17:30-18:00	Paris
Wüstenrot & Württembergische AG*	Financial Services	Monday, 27.11.2017	13:30-14:00	Milan
Z				
ZEAL Network SE	Retail	Wednesday, 29.11.2017	11:30-12:00	Madrid
zooplus AG	Online Retail	Tuesday, 28.11.2017	17:30-18:00	Zurich

Consumer

bet-at-home

A dividend boost

bet-at-home is a long-established sports betting brand with positive online growth drivers. After heavy investment in marketing, the company has 4.8m customers and is well positioned to benefit from the 2018 FIFA World Cup. As a result of negative legislation in Poland, Q317 gross revenues declined by 8.9% to €31.9m, with an EBITDA margin of 25.1%. The stock has fallen from its highs and now trades at 16.2x 2018e EV/EBITDA, which is still a premium to the peer group. However, high cash flow generation is enabling a generous dividend policy and management has proposed a €6-8 dividend for 2017, which equates to an attractive 6.1% 2017e yield.

Leading European sports-betting brand

bet-at-home's main markets are Austria (24% of gross win), other Western Europe (47%) and Eastern Europe (28%). The mix of gross gaming revenue (GGR) between sports and eGaming is roughly 45/55. Some of the company's markets are fully regulated (eg UK), but formal licencing has not yet been introduced in many of its main markets, where it pays taxes and VAT as applicable and operates under its EU licence. As evidenced by the recent IP blocking in Poland (third largest market), future earnings may be affected by new regulations, as well as rising taxes.

Q317 affected by Polish legislation

Due to IP blocking measures in Poland, Q317 revenues declined 8.9% to €31.9m with an EBITDA of €8.0m vs €12.3m in Q316. For the nine months to September 2017, gross revenues grew 8.3% to €108.7m and customer numbers increased from 4.5m to 4.8m – an impressive feat given the Euro Football Championship in 2016. EBITDA increased from €21.3m to €25.4m, helped by lower marketing spend in the period (€32.7m vs €34.2m). The company has demonstrated its ability to successfully retain customers and is well positioned to benefit from the FIFA World Cup in Russia next year. Core markets are robust and management has reiterated FY17 guidance of €144m revenues and €34-38m EBITDA.

Valuation: 16.2x 2018e EV/EBITDA

Following a strong performance at the beginning of the year, bet-at-home's shares have pared back, largely due to concerns over the Polish business, but also reflecting the payment of the special dividend in May. At 16.2x consensus 2018e EV/EBITDA, the stock continues to trade at a premium to the peer group. However, its healthy cash position and 2017e dividend yield of 6.1% are attractive.

Consensus estimates

Year end	Revenue (GGR) (€m)	EBITDA (€m)	EBIT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/14	107.0	26.7	25.8	3.66*	0.60	31.4	0.5
12/15	121.6	31.7	30.8	4.37*	2.25	26.3	2.0
12/16	138.7	33.0	31.9	4.42	7.50**	26.0	6.5
12/17e	147.8	37.6	36.5	4.96	7.00	23.2	6.1
12/18e	163.6	43.9	42.7	5.69	4.52	20.2	3.9

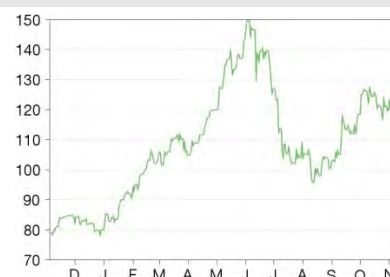
Source: Bloomberg, Edison Investment Research. Note: *2014/15 restated for 1:1 bonus shares issued in June 2016. **2016 dividend includes special dividend.

Travel & leisure

Price €115

Market cap €805m

Share price graph



Share details

Code	ACX
Listing	SDAX
Shares in issue	7.0m

Business description

Founded in 1999, bet-at-home is an online sports betting and gaming company with c 300 employees. It is licensed in Malta and headquartered in Dusseldorf, Germany. bet-at-home has been part of Betclix Everest since 2009; a privately owned French online gaming and sports betting group.

Bull

- Strong brand name, 4.8m customers. It is well positioned ahead of the 2018 Russia World Cup.
- Online gambling is a growing market, with a CAGR of 7% to 2021 (source: H2 Gambling Capital 2017).
- Liquid funds and securities of €92.8m and strong cash generation underpinning high dividend yield.

Bear

- Regulatory risks in major markets, largely in the form of increasing or new gaming taxes.
- Recent legislation in Poland includes punitive taxes for sports betting, as well as imposing a monopoly on e-gaming.
- Competitive markets and profits affected by high marketing spend.

Analysts

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**bet-at-home is a client of
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Limited**

Borussia Dortmund

Up for the challenge

Ahead of detailed disclosure on 14 November, preliminary Q1 results confirm the success of Dortmund's transfer policy, which is generating substantial hidden reserves in player values. Quarterly EBITDA of €81.4m, driven by the remarkable sale of Dembélé to Barcelona, provides ample scope for reinvestment, while alone all but guaranteeing a record outturn this year. This is reassuring, given the current sporting dip, which is striking after the record season start. Premature exit from the Champions League would be a major disappointment, but the financial impact may be made up by a deep run in the Europa League, which looks feasible. For FY19, Dortmund's successful development record and initial benefits from Champions League reform should allow another strong outcome.

Q4: Dortmund shows how to finish

The quarter to June was notable for 21% pre-transfer revenue growth, reflecting favourable UEFA comparatives (continuing involvement in Champions rather than Europa League) and DFB Cup triumph, all the more satisfying so soon after the team bus attack. Progress was across the board, driven by double-digit increases in broadcasting and merchandising and a boost to advertising from year-end sporting bonuses. On-field success came inevitably at a price with labour costs up almost 40%. Finances were again disciplined with net cash unchanged at €30m.

Hidden reserves drive strong earnings growth

The Dembélé deal not only all but guarantees record gross EBITDA in the current year but acts as a reference sale for Dortmund's sustained ability to generate high levels of transfer income, hopefully without sporting detriment. Champions League Round of 16 was factored into our forecasts, so now almost certain failure to reach the knockout stage would be a blow. However, likely consequent involvement in Europa League would mitigate. Transfer gains are also to the fore in our FY19 forecast (we assume on a par with the average of the previous three years excluding exceptional Dembélé) but there should also be a sizeable boost in broadcasting income from revamped Champions League (tba by UEFA).

Valuation: Asset-rich

Dembélé's move was a catalyst for market awareness of Dortmund's riches. Despite a current dip in form we do not expect this to abate, given the scale of remaining estimated surplus of market value to net player assets (newly upgraded to c €290m per www.transfermarkt.de) and further lively player transfer inflation.

Edison estimates

Year end	Revenue* (€m)	EBITDA (€m)	PBT** (€m)	EPS** (€)	DPS (€)	EV/EBITDA (x)
06/16	281.3	86.7	73.8	0.68	0.06	6.8
06/17	328.4	74.1	61.1	0.56	0.06	8.0
06/18e	340.0	102.0	88.5	0.82	0.07	5.4
06/19e	380.0	97.0	83.5	0.77	0.07	5.3

Note: *Before player transfer income. **PBT and EPS are normalised, excluding amortisation of acquired intangibles, exceptional items and share-based payments.

Travel & leisure

Price €6.77
Market cap €623m

Share price graph



Share details

Code	BVB
Shares in issue	92.0m
Net cash (€m) at June 2017 including finance leases	30.3

Business description

The group operates Borussia Dortmund, a leading German football club, DFB Cup winners in 2016/17 and competing in this season's UEFA Champions League (quarter-finalists in 2016/17).

Bull

- One of the best supported clubs in Europe with major brand and stadium assets.
- Successful squad of players with significant transfer value potential.
- Strong finances (net cash).

Bear

- Unpredictable business, although increasingly mitigated by long-term commercial contracts.
- Subject to external governing bodies.
- Pressures on consumer spending.

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**Borussia Dortmund is a client of
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 Limited**

Constantin Medien

A sporting chance

After a complex series of disputes, now effectively resolved, Constantin is a focused sports media business, with a new management team, delivering sports content over a variety of owned free- and pay-TV channels, digital and mobile platforms. Its main revenue streams are advertising and sponsorship, with strengthening commercial relationships with gambling operators. Over half of its market valuation reflects its remaining stake in Highlight Communications, itself now considering a bid for Constantin.

Legal disputes closed

There has been considerable upheaval over FY17 to date, principally relating to the relationship with Highlight Communications. Since August's AGM, there has been a complete refresh of Constantin's supervisory board. The management board now consists of CEO Olaf Schröder (previously running the Sports segment) and Dr Matthias Kirschenhofer as Chief Officer Legal & Finance (and MD Sport1 Media). Previous management board members have left the group. The legal case with Highlight (post the latter's capital increase diluting Constantin's holding below 50%) has been halted. A resolution has also been reached with Stella Finanz, with the group settling its loan with 8m Highlight shares. Constantin now holds 32.7% of Highlight's equity. Constantin is currently renegotiating its €65m bond, expiring in April 2018 and carrying a 7.0% coupon.

Focus on broad spectrum of sports

Constantin is not in a position to enter into bidding wars over high-profile broadcast rights (nor would it wish to, given the available margins). Rather, it has widened its content in traditional sports, eg soccer, motorsports, ice hockey, basketball, darts, volleyball, US sports and boxing and expanding into new areas like eSports and drone racing. In doing so, it is strengthening commercial relationships, particularly with the gambling sector. Management attention was understandably diverted in H117, which will have had a financial impact that should start to correct in FY18.

Valuation: Operating business lowly valued

Post the deconsolidation of Highlight Communications, revised guidance is for lower FY17 revenues of €250-280m. The guided increased net income figure (€7-10m) is post the non-recurring, non-cash benefit less the costs of settling the various disputes. Any Highlight dividend would be incremental. At the current Highlight share price, the value of Constantin's holding is €104m. The implied market valuation of the remaining operating business is €78m, or €0.84/share.

Consensus estimates

Year end	Revenue (€m)	PBT (€m)	EPS (c)	DPS (c)	P/E (x)	Yield (%)
12/15	481	28.4	9.0	0.0	21.4	N/A
12/16	566	20.6	15.0	0.0	12.9	N/A
12/17e	275	20.3	9.0	0.0	21.4	N/A
12/18e	155	9.9	15.0	5.0	12.9	2.6

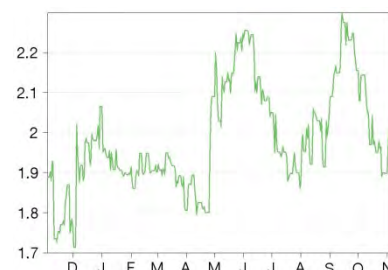
Source: Company accounts, DZ Bank

Media

Price €1.93

Market cap €181m

Share price graph



Share details

Code	EV4
Shares in issue	93.6m
Net debt (€) as at 30 June 2017	€46.8m

Business description

The deconsolidation of Highlight Communications leaves Constantin as a pure play sports media company. The group's key brand is Sport1, accessible on TV, online, mobile and on video platforms. PLAZAMEDIA supplies technical services for sports content providers.

Bull

- Clear focus on sports.
- End of major litigation.
- Improved margin on remaining business.

Bear

- Need to refinance bond ahead of April 2018.
- Costs of deconsolidation, severance etc.
- Below expected performance from Sport.

Analysts

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Lotto24

Consumer

A leader in the online lottery market

Lotto24 extended its market leadership in 2016, with its market share up from 26% to 31%. This demonstrates its core USPs: first mover advantage in the German online lottery market, management experience and marketing know-how. Top-line growth remains very strong (H117 billings increased 33%). After heavy investment in technology and marketing, the business has now achieved EBIT break-even, with future profitability flexed according to jackpot opportunities. The stock has performed well but, in our view, there is plenty of upside, as online lottery continues to take a bigger slice of the overall German lottery market.

Online lottery still only 9% of market

The overall German lottery market is estimated to be worth €7.3bn, with modest growth forecast to 2019 (source: GBGC). The online segment was closed between 2009 and 2012, when new licences were awarded (advertising permitted from 2013). Online is growing rapidly, up 25% in 2016 to €650m (source: Deutscher Lottverband). However, this was still only 9% penetration in 2016 (2015: 7%) and compares to c 51% in Slovakia, c 40% in Finland and c 18% in Norway and UK (Source: GBGC), suggesting plenty of scope for continued strong market growth. Mobile is an important driver, allowing lottery ticket purchases anywhere, any time.

Lotto24 billings grew 33% in H117

Billings have continued their strong trajectory, increasing 33% to €112.8m with registered customers increasing by 36% to 1.44 million. H117 revenues grew 41% to €13.0m, with consensus revenue growth of 18.9% in FY17. The 16 federal state lotteries still account for c 65% of the market, but Lotto24's 2016 market share gain (to 31%) suggests that it is successfully capitalising on its first mover advantage. It is materially bigger than all the other private providers combined. This is important since once they have signed up, lottery customers are generally very loyal.

Break-even achieved in H117

Lotto24 has an attractive, scalable business model with no bookmaking risk and long-term contracts with all 16 lottery operators. Investment in marketing and IT means that it has been loss-making until this year. Marketing costs are flexed according to the prevailing jackpot trend and, with lower spend in H117, the company achieved H117 EBIT break-even (€352k). Market consensus is for Lotto24 to achieve almost €1m PBT in 2017, rising to €3m in 2018. Future profitability is likely to be affected by higher spend on jackpot opportunities.

Consensus estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (c)	P/E (x)	Yield (%)
12/16	22.8	(4.21)	(0.01)	0.0	N/A	N/A
12/17e	27.1	0.95	0.02	0.0	N/A	N/A
12/18e	32.0	3.13	0.12	0.0	88.3	N/A
12/19e	37.1	6.32	0.23	0.0	46.1	N/A

Source: Bloomberg

Price €10.60

Market cap €257m

Share price graph



Share details

Code	LO24
Shares in issue	24.2m
Net cash (€) as 1H17	€6.8m

Business description

Lotto24 is Germany's market leader in the online market of state-licensed lotteries. It receives commissions when customers enter lotteries such as Lotto 6aus49 and does not bear any bookmaking risk. It was founded by Tipp24 (now Zeal Network) in 2010 and spun off and listed in 2012.

Bull

- Strong organic growth, with 1.44 million registered customers.
- Online lottery market is nascent compared to other digital markets, with scope for significant further penetration.
- Scalable technology for online and mobile, with no associated jackpot risk.

Bear

- The company is still in start-up phase, with EBIT break-even only recently achieved. Future jackpot opportunities may lead to higher marketing spend and negative EBIT in the near term.
- Competitive markets, with 16 federal state lotteries and secondary lotteries.
- Ongoing regulatory restrictions and uncertainties.

Analysts

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Tom Tailor

Consumer

Cutting it

Tom Tailor is a mid-market fashion retailer undergoing a radical restructuring. A new management team is attempting to turn around a loss-making company that expanded too aggressively and lost sight of its brand values. The newfound focus on profitability is welcome and there are early signs of progress (H1 EBIT and FCF turned positive).

A year of transition

The company's new management team has embarked on a new strategy, known as the "Reset" initiative, with renewed focus on sustainable profitability. As well as closing a significant number of stores (over 150 across the company's two brands), management has exited from several overseas markets (eg South Africa and China), closed underperforming sub brands (eg Tom Tailor Polo and Bonita Men), reduced SKUs across the business and acted to improve operational efficiency.

Strategically sound

This period of retraction clearly means a decline in sales, but the strategy makes sense and investors should see beyond a shrinking top line – a task that is made more palatable when the company can show improved profitability as it did in H117 when EBIT and free cash flow turned positive for the first time in many years. A recent capital increase (well supported and raising €61m) should support badly need investment in e-commerce (just 5% of sales currently) as well as other IT related projects and new store format development. It has also helped to improve the equity ratio from 23% to 32%. Management will need to demonstrate continued progress beyond the "easy win" stage (closing loss-making stores has an immediate positive impact on group EBIT) and that its brands can outperform in a challenging segment of the market. A capsule collection designed by Naomi Campbell is a positive step in generating Tom Tailor brand momentum.

Valuation

As this is a restructuring story, investors must have a degree of confidence in future forecasts to buy into the stock (especially given that the shares have performed well since the capital increase). Consensus forecasts look reasonable and on that basis the shares do not look particularly expensive on a 2018 P/E basis and suggest only limited turnaround potential is priced in. The company has confirmed that it is unlikely to resume dividend payments before 2022, so some patience will be required on that front. We note that this report went to print before the company's Q3 results announcement on 9 November 2017.

Consensus estimates

Year end	Revenue (€m)	Net income (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/16	969	(2.5)	(0.1)	0.0	N/A	N/A
12/17e	943	7.0	0.25	0.0	36.3	N/A
12/18e	935	23.8	0.69	0.0	13.2	N/A
12/19e	992	33.3	0.92	0.0	9.9	N/A

Source: Company reports, Bloomberg consensus estimates

Price €9.08

Market cap €346m

Share price graph



Share details

Code	TTI
Shares in issue	38m
Net debt (€m) at 30 June 2017	125

Business description

Tom Tailor is a mid-market fashion and lifestyle company founded in 1962 and based in Germany. It operates two principal brands – Tom Tailor and Bonita – and derives around two-thirds of its revenue from retail. Germany is the most important market (c 65% of sales).

Bull

- Redefined brand strategy for Tom Tailor and Bonita should lead to clearer brand positioning and customer loyalty/engagement.
- Balanced approach to future expansion with capital-light wholesale and franchise playing an important role.
- Successful capital increase gives the company headroom to invest in central functions (IT and digital) as well as store renewal.

Bear

- Execution of management's new strategy may be more difficult than anticipated.
- Increasing competition and disruption of the wholesale channel by digital players.
- Lack of previous investment in digital, although the company is now addressing this.

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Financials

Deutsche Beteiligungs

Private equity: Investments and fund services

Deutsche Beteiligungs (DBAG) is a seasoned private equity investor in mid-sized German companies. It is distinguished from private equity peers by managing c €1.7bn in third-party funds, which generates significant fee income. While transaction activity has been strong for the last three years, FY17 was an exceptional year for DBAG in terms of deal completions, with profitable realisations driving NAV growth significantly higher than the 14.0% average NAV return over the previous five financial years. DBAG aims to pay a consistent annual dividend, which will increase over time and not be driven by the size or timing of investment realisations.

FY17 confirmed as an exceptional year

DBAG completed seven divestments and six new investments in FY17, making it a particularly active year for transactions, outpacing the activity levels seen in FY15 and FY16, which were both strong years for deal completions compared with prior years. Strong NAV gains on realisations lifted DBAG's NAV return to 22.1% for the first nine months of the year, confirming FY17's NAV performance as the strongest for 10 years, even prior to the final quarter's contribution. At end-September 2017, with an agreed investment in a group of radiology practices not yet completed, DBAG's portfolio comprised 22 companies, well spread across sectors and vintages (2012-2017), which is encouraging for medium-term prospects.

A number of positive strategic developments

In July 2016, DBAG Fund VII raised €1bn (including €200m top-up fund), signifying an important strategic advance, with the fund able to invest up to €200m in a single buyout. The sale of private-tuition provider Schülerhilfe in July 2017 had strategic importance as the first realisation of an investment outside of DBAG's traditional core sectors of expertise, confirming its ability to complete deals successfully across a broader range of industries. Among DBAG's 2017 investments, duagon was the first MBO transaction in Switzerland, Vitronet Projekte was DBAG ECF's first MBO investment, and More than Meals Europe was the first investment by DBAG Fund VII that will use its top-up fund to enable further add-on acquisitions.

Valuation: Ongoing strong growth being discounted

In our view, DBAG's shares trading at a 56.2% premium to NAV implies that the market is discounting continuing robust NAV growth – reflecting DBAG's strong recent performance and positive strategic developments – as well as an increase in the value attributed to DBAG's fund services business, due to the significant additional fee income being generated by DBAG Fund VII.

12 months ending	Total share price return (%)	Total NAV return (%)	LPX Europe (%)	LPX Europe NAV (%)	SDAX (%)
31/07/13	15.8	7.4	32.6	5.4	21.6
31/07/14	28.2	17.5	12.0	16.3	17.8
31/07/15	40.6	10.2	32.5	15.6	27.3
30/06/16*	(6.5)	8.5	(8.3)	(1.8)	(2.0)
30/06/17	51.3	29.3	29.9	17.0	23.5

Source: Thomson Datastream, Morningstar, Bloomberg. Note: *11-month period due to change in financial year end. Discrete total return performance in euros.

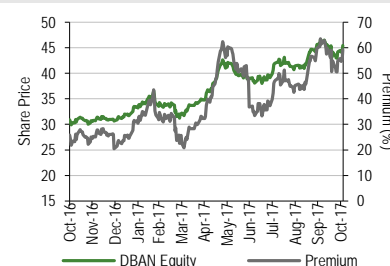
Investment companies

Price €44.57
Market cap €671m
NAV* €429m

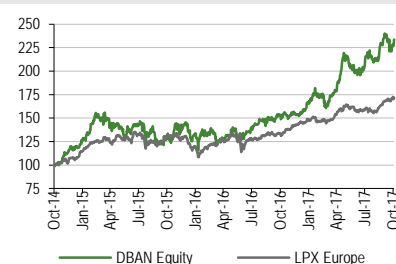
NAV per share* €28.54
 Premium to estimated NAV 56.2%
 FY16 dividend yield 2.6%

*As at 30 June 2017.

Share price/discount performance



Three-year performance vs index



Share details

Code DBAN
 Listing Frankfurt
 Shares in issue 15.0m

Business description

Deutsche Beteiligungs is a Germany-based and listed private equity company that invests in mid-sized companies in Germany and neighbouring German-speaking countries via MBO transactions and growth capital financings. Its core objective is to sustainably increase net asset value.

Analyst

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Deutsche Beteiligungs is a client of Edison Investment Research Limited

This profile was written prior to the publication of DBAG's preliminary FY17 results on 23 November 2017

Deutsche Börse

Seeking structural growth

Deutsche Börse is a broad exchange business with structural growth opportunities across its trading, clearing, custody, index and data businesses. Selective acquisitions could augment this potential in due course. The shares trade on a marked discount to global peers.

Growth plans

Deutsche Börse (DB1) underlined its commitment to its own 'Accelerate' growth plans following the ending of the proposed merger with LSE in March. The group has been focusing on boosting innovation and ensuring a client-centric approach to underpin future growth. The overall aim is for DB1 to be a leading global multi-asset class trading and clearing provider with each business being ranked first or second in its sector. Among the sources of potential structural growth by segment are: Eurex – OTC derivative clearing, energy and FX derivatives; Clearstream – custody, investment funds and collateral management services; Xetra – equity growth financing; and Market Data & Services – new indices (STOXX) and data and regulatory services. Compound annual growth targets flowing from the business plans are net revenue +5-10%, net income +10-15%, operating costs +0-5%. A dividend payout ratio in the middle of a 40-60% range is envisaged.

Q317 results and CEO resignation

Revenue in the third quarter increased by 3% versus Q316 with structural growth activities up 5%, partly offset by weakness in cyclical areas that were affected by relatively low volatility. Operating costs were contained (+1%), allowing EBITDA and net income ex-exceptional items to increase by 5% and 4%, respectively. DB1 notes that it is now very unlikely to reach the bottom end of its 10-15% target range for net income growth in 2017, but retains the target for 2018-19. DB1 had agreed to settle a fine with the Frankfurt public prosecutor to achieve a consensual termination of proceedings relating to insider trading and failure to make an ad hoc announcement of merger talks, but a local court ruled investigations should continue. In light of this, CEO Carsten Kengeter has volunteered to step down at the end of the year, a move that may help the group move on from these issues.

Valuation: Below-peer multiples

DB1 trades on prospective P/E multiples more than 20% below its larger global exchange peers. This appears cautious in light of the group's diversification and structural growth opportunities.

Consensus estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	2,494	878	3.60	2.25	25.2	2.5
12/16	2,389	1,034	6.81	2.35	13.3	2.6
12/17e	2,469	1,214	4.55	2.47	19.9	2.7
12/18e	2,646	1,390	5.30	2.73	17.1	3.0

Source: Deutsche Börse, Bloomberg collected consensus estimates

Financial services

Price €90.57

Market cap €17bn

Share price graph



Share details

Code	DB1
Shares in issue	193m
H117 interest-bearing gross debt/annualised, adjusted EBITDA	1.3x

Business description

Deutsche Börse is a major diversified exchange organisation, with four business segments: Eurex, including derivatives trading and clearing; Xetra, which operates regulated markets and a central counterparty; Clearstream, central securities depository, settlement and liquidity and collateral management services; and Market Data & Services, comprising data provision, index licensing and market infrastructure.

Bull

- Well-established leading position in European derivatives.
- Beneficiary of regulatory changes in clearing and settlement.
- Double-digit net income growth target based on structural growth opportunities.

Bear

- Still subject to capital market cycles.
- Competition may dilute profitability in some areas.
- CEO continuity to be confirmed.

Analyst

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**Deutsche Börse is a client of
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FinTech Group

Leading online brokerage

FinTech Group's (FTG) online brokerage business, Flatex, has been benefiting from the popularity of exchange-traded products and its customer base rose by c 30k over nine months to c 200k as at end-September. Flatex's market share has risen to c 25% in Germany and c 50% in Austria, and further European expansion is planned. In addition to its brokerage businesses, FTG leverages its value chain by providing modular and standardised core banking technologies to B2B customers, most of which are banks. Management's goal is to grow the business both organically and through acquisitions so that it generates €150m of annual revenues in the mid-term along with EBITDA of €50m. Despite being the fastest-growing major broking business in Europe, the shares continue to trade at a discount to the sector.

Investment case: Combining a bank with technology

A key differentiator is that FTG owns both a bank and a software business, which uniquely gives it exposure to the bulk of the value chain. Flatex's 200k customers are among the most active in the market, generating c 47 trades per customer per year. We see upside possibilities from the sale of FTG products to non-FTG clients, and we see the potential for fee increases given the rate per trade has remained unchanged for 11 years. Additionally, FTG is a play on a strengthening economy and subsequent rising interest rate environment as the group stands to benefit from interest income on its extensive customer deposits. With the ECB deposit rate at minus 0.4%, we believe there is more scope for rises than further declines.

H117 results: Net profit nearly trebles to €7.0m

H117 group revenue grew by 2.5% to €49.6m while underlying EBITDA rose by 8.5% to €13.0m. Overall, 23k B2C clients were added during the period, taking the total to 235k. Three new B2B projects were delivered, including a project for a large multinational bank that is setting up its euro deposit collection business in Frankfurt instead of London, due to Brexit, and is adopting FTG's technology platform. FTG is confident it will win further business as a result of Brexit. Net profit nearly trebled to €7.0m and the group's equity ratio rose to 7.0% from 5.9% a year earlier.

Valuation: Attractive relative to peer group

The shares trade on 18.4x FY18 consensus earnings. We continue to believe this rating looks very attractive relative to its peer group, given FTG's favourable growth profile and improving margins.

Consensus estimates

Year end	Revenue (€m)	EBITDA (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	75.0	19.7	(0.13)	0.0	N/A	N/A
12/16	95.0	30.6	0.73	0.0	32.5	N/A
12/17e	105.5	35.5	1.13	0.0	24.3	N/A
12/18e	118.3	43.4	1.45	0.0	18.4	N/A

Source: Bloomberg

Financial services

Price €23.75

Market cap €399m

Share price graph



Share details

Code	FTK
Listing	Deutsche Börse Scale
Shares in issue	16.811m
Last reported net (debt)/cash	N/A

Business description

FinTech Group (FTG) is an integrated online brokerage business. It is divided into two business areas – a technology business and a financial services business that includes a bank and a brokerage business.

Bull

- Attractively valued against brokerage peer group.
- Favourable regulatory environment within Europe.
- Positioned to benefit from eventual upswing in interest rate cycle.

Bear

- Focused on the German market with limited geographical exposure.
- The company does not pay a dividend as the focus is on investing for growth.
- Complex group structure, which is being amended.

Analyst

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German Startups Group

Strategic refocus in progress

German Startups Group (GSG) returned to its profitable path, with four exits, one partial disposal and several upward revaluations of key portfolio holdings recognised in H117. The successful IPO of Delivery Hero further supported the results and will assist liquidity in H217. Management recently announced a cost savings initiative, while the general partner decided to forfeit one percentage point of its management fee. The joint effect of these actions should bring cost savings of €0.72m pa from H217, according to management. GSG's shares trade at a c 25% discount to NAV.

H117 results supported by exits

GSG reported net income of €2.2m in H117, an increase of 29.2% y-o-y, which was largely fuelled by the €2.4m profit booked on the disposal of the stake in Scalable Capital completed in June. Net revaluation gains amounted to €0.9m in H117 (below the €1.7m recorded in H116) and already reflected the valuation of Delivery Hero post its market debut on 30 June (although most of the revaluation gain was already booked in FY16 ahead of the IPO). Majority holding Exozet reported lower sales than last year due to a high base effect (a large project with ZDF in FY16). Recently, GSG announced that, based on preliminary numbers, earnings in Q317 were broadly in line with the two preceding quarters.

Focus on existing portfolio, debt and cost outs

Following a relatively weak FY16, GSG's management expects a return to positive earnings contributions from its minority investments in FY17, as well as higher sales and improved EBIT margin in the Exozet Group. GSG intends to realise further capital gains from the disposal of minority holdings, which will be used to repay the outstanding €2.25m of subordinated short-term debt. It also plans to focus on follow-on investment rounds in existing investments (eg Remergé most recently) due to a better risk-reward profile. Finally, it has launched a cost savings programme, which together with the reduction in paid management fees the company estimates will have a positive impact of €0.72m pa (or €0.06 per share).

Valuation: Discount to NAV despite recent deals

GSG's current share price of €1.91 represents a c 25% discount to NAV as at end-June 2017 (based on the book value of equity ex-minorities). Importantly, the discount may be understated as the minority holdings are mostly valued using historical transaction prices and Exozet is not revalued due to full consolidation.

Consensus estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/13	N/A	N/A	N/A	N/A	N/A	N/A
12/14	0.1	1.5	0.3	0.0	6.4	N/A
12/15	5.6	3.8	0.5	0.0	3.8	N/A
12/16	10.9	(3.3)	(0.3)	0.0	N/A	N/A

Source: German Startup Group accounts

Financials

Price €1.91
Market cap €23m

Share price graph



Share details

Code	GSJ
Shares in issue	12.0m
Net debt (€m) as at 30 June 2017	2.5

Business description

German Startups Group is a Berlin-based venture capital investment company, primarily focused on providing investment to technology businesses in German-speaking countries. The company currently holds 40 active companies in its investment portfolio and a majority stake in digital agency Exozet.

Bull

- NAV is likely to be understated as the stake in Exozet is not revalued.
- The company intends further realisations this year.
- Listed exposure to a diversified portfolio of technology start-ups in Germany.

Bear

- Low liquidity.
- VC investments are inherently high-risk.
- Potentially constrained by capital.

Analysts

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Heliad Equity Partners

DACH investor in tech, internet and lifestyle

Heliad Equity Partners (Heliad) invests in public and private companies in the technology, e-commerce and lifestyle sectors, with a focus on German-speaking countries. Its largest listed investments, in online/tech-enabled financial services firm FinTech Group (FTK) and medtech specialist MagForce (MF6), currently account for more than 80% of NAV, boosted by a 73.8% year-to-date increase in FTK's share price (to 1 November). Both of these holdings were trimmed in H117, with additions made to investments in Swiss payment technology firm Muume and listed online sleep products store Sleepz (formerly bmp Holding). Heliad has also been active in the fast-growing area of blockchain technology, and has also recently taken a 7.5% stake in leading online jewellery retailer Elumeo.

Investment strategy: Mittelstand tech focus

Heliad invests in relatively small, private or listed tech and e-commerce companies in Germany, Austria and Switzerland. Its investment managers focus on undervalued companies with revenues of less than €50m a year but with growth potential. Heliad is 47% owned by FinLab, a listed venture capital investor. Key personnel are CEO Thomas Hanke and investment directors Gunter Greiner and Theo Woik, all of whom are experienced private equity and growth capital investors.

Recent developments: Active period for holdings

At 31 March 2017, Heliad's portfolio was split 74% tech/internet, 21% e-commerce and 5% lifestyle. Recent portfolio news includes a trebling of net profit at FTK in H117; a €5m capital raise for MagForce, along with up to €35m funding from the European Investment Bank to facilitate the rollout of its NanoTherm brain tumour treatment; a joint-venture between Muume and Ingenico Payment Services; and Tiani Spirit using its blockchain-enabled standardised healthcare information solution to win a global competition run by the US Department of Health.

Performance: Share price outstrips NAV return

Heliad reports NAVs quarterly. As at 30 September 2017 (the last reported NAV), the company has produced NAV and share price total returns of 22.9% and 18.7% respectively over one year, and 26.8% and 79.4% respectively over three years.

Valuation: Discount narrower than average

At 6 November, Heliad's shares stood at a 21.5% discount to the 30 September NAV. Factoring in the 16.9% rise since 30 September in the share price of FTK, which makes up 55% of Heliad's NAV, we estimate a NAV per share uplift of c €1, widening the effective discount to c 28.2%, compared with a three-year average of 37.4%.

12 months ending	Total share price return (%)	Total NAV return (%)	LPX Europe (%)	LPX Europe NAV (%)	SDAX (%)
30/09/13	8.6	14.8	30.3	8.7	27.8
30/09/14	113.1	40.8	11.5	12.6	7.2
30/09/15	25.2	2.3	20.7	11.0	21.3
30/09/16	20.7	0.9	9.3	3.3	11.7
30/09/17	18.7	22.9	25.1	14.6	28.3

Source: Thomson Datastream, Bloomberg. Note: Discrete total return performance in euros up to last reported NAV.

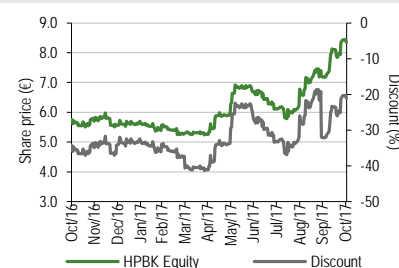
Investment companies

Price €8.31
Market cap €82m
NAV* €104.6m

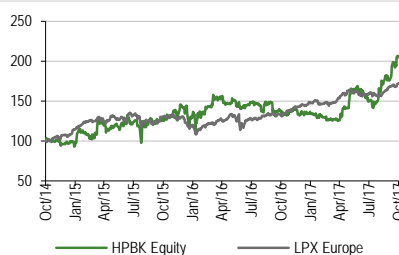
NAV per share* €10.59
Discount to NAV 21.5%
Dividend yield (trailing) 1.8%

*Excluding income, as at 30 September 2017 (last reported NAV).

Share price/discount performance



Three-year performance vs index



Share details

Code HPBK
Listing Frankfurt
Shares in issue 9.9m

Business description

Heliad Equity Partners is a Germany-based listed investment company focused on listed and unlisted smaller companies in German-speaking countries. Investments typically comprise growth and venture stage technology companies operating disruptive business models or addressing structural issues.

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Heliad Equity Partners is a client of Edison Investment Research Limited

Max21

Technology

Restructured for growth

Max21 has almost completed a double repositioning. It has slimmed down to two core businesses and in turn, they have been refocused on scalable business models generating recurring streams of service revenue. Both businesses are placed in segments with good growth prospects: Binect in hybrid business communication and Keyidentity in multi-factor authentication security.

Huge, untouched market for hybrid communication

Binect provides a range of systems with which enterprises can digitalise postal business mail. Max21 puts the potential addressable market in Germany at 6-8bn letters annually compared to the 100m that it is currently processing. Take up of Binect systems has met expectations but usage (the key source of revenue) is still lagging.

First major MFA client signed in H117

Keyidentity provides multi-factor authentication (MFA) security systems for secure network access, portals and transactions. The systems combine physical tokens and one-time pass-codes. Keyidentity won its first major domestic enterprise customer in H117 but the sales cycle is slow. It is currently addressing international markets via a value-added reseller but may seek a closer form of partnership arrangement. The market is expected to show CAGR in the high teens over the medium term as network security receives ever higher priority, in part driven by regulation.

Both subsidiaries should reach breakeven in 2018

Slow contract acquisition mean that both subsidiaries are in the red with losses of €3.3m at the EBT level in H117. Trends in recurring revenues are more encouraging, especially at Keyidentity which Max21 expects to breakeven in H218. Cost reductions offer the prospect of breakeven at Binect in Q118. A share issue brought in €4.3m in H117 leaving Max21 with manageable net borrowings but further financing may be required.

Valuation: Uncertain basis

Lack of profits and consensus forecasts hamper comparative valuation. Reported NAV is €1.57/share but intangibles and tax losses, whose value depends on future profitability, account for 90% of total assets.

Price €1.57
Market cap €25m

Share price graph



Share details

Code MA1
Shares in issue 16.1m
Net debt (€m) as at 30 June 2017 0.56

Business description

Max21 is a technology investment company with 100% stakes in two core subsidiaries: Binect in hybrid business communication and Keyidentity in network security.

Bull

- Surface of hybrid business communication market barely scratched.
- Network security market growth driven by multiple threats.
- Highly scalable recurring revenue model for both businesses.

Bear

- Breakeven deferred.
- Long sales cycles.
- Extra financing may be required.

Analyst

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Historical financials

Year end	Revenue (€'000)	PBT (€'000)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
06/14	469	(299)	N/A	0	N/A	N/A
06/15	568	(586)	N/A	0	N/A	N/A
12/15*	3,308	(1,916)	(0.16)	0	N/A	N/A
12/16	6,391	(7,288)	(0.52)	0	N/A	N/A

Source: Max21 data. Note: *Year end changed.

MyBucks

Emerging market fintech

Founded in 2011, MyBucks (MBC) has been profitable at the operational level since its second year of operations, providing microloans, insurance and banking via the internet, cellphones and applications, primarily to low- and middle-income customers in sub-Saharan Africa. The lending products range has been expanded to include agricultural, educational and SME products.

Strong first half

The completed acquisition of four banks from Opportunity International in H117 has marked a step change in the business, enlarging the loan book (H117 €77.2m from €41.2m at 30 June), increasing access to funding through customer deposits (13% of funding at 31 December vs 1% at 30 June 2016) and giving MBC a presence in three new territories. The core GetBucks lending products will still account for the majority of revenues (95% in FY16), but the opportunity to cross-sell insurance and banking products has grown markedly with the acquisition.

Long-term drivers of the business

MBC's core markets are 11 sub-Saharan African countries, which accounted for 84% of assets, 94% of revenues and all profits after tax in H117. These have a combined population of c 300m that is young, becoming better off, and still lacking broad and simple access to financial services. These drivers are likely to persist for the foreseeable future, offering a significant opportunity for providers.

Differentiated by proprietary AI tools

Although there are many microlending operations, charitable and for-profit, operating in the region, MBC is differentiated by its proprietary artificial intelligence (AI)-driven credit scoring platform, its banking experience across different markets and the ability these bring to offer a service quickly, efficiently and with appropriate risk management where others cannot.

Valuation: Early days

While there are no earnings forecasts currently available, MBC's early stage of development would make these less reliable than for a mature company, and book value may be a better guide. MBC currently trades at a similar multiple of book value (c 5x) to German-listed fintech peers, implying strong growth expectations.

Historical financials

Year end	Revenue (€m)	PBT (€m)	EPS (c)	DPS (€)	P/E (x)	Yield (%)
06/13	3.1	(1.4)	N/A	0.0	N/A	N/A
06/14	13.0	3.3	N/A	0.0	N/A	N/A
06/15	31.3	5.7	33.42	0.0	39.7	N/A
06/16	38.9	0.9	(6.44)	0.0	N/A	N/A

Source: MBC data. Note: MBC listed in June 2016.

Financials

Price €13.26

Market cap €155m

Share price graph



Share details

Code	MBC
Listing	Deutsche Börse Scale
Shares in issue	11.7m
Last equity as % of total assets per 31 December 2016	23%

Business description

MyBucks is a Luxembourg fintech company listed in Frankfurt. It provides unsecured loans, banking solutions and insurance to consumers and SMEs in 11 African and two European countries and Australia. It uses AI technology to assess creditworthiness and is fully integrated with local banking systems.

Bull

- Large target market with mobile and internet penetration well ahead of traditional banking.
- Well-capitalised and with new and pending banking licences.
- Proprietary AI and integration with local government and banking systems.

Bear

- Sub-Saharan Africa is arguably at higher risk from financial and political shocks than more developed markets.
- Competition from major incumbents, charities and other fintech companies.
- Limited free float of 19.3%.

Analyst

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Real estate

RCM Beteiligungs

Real estate

Strategy paying off

Ahead of Q3 results on 10 November, RCM Beteiligungs appears in fine form. A double-digit increase in H117 pre-tax profit accompanied confident full-year guidance, highlighted by a proposed 50% hike in the dividend. A strategic focus on certain well-defined projects is clearly paying off in terms of both efficiencies and asset development and appreciation. We are further encouraged by the recent resumption of the share buyback programme and continued enhancements to the group structure, which should aid transparency.

Solid H117

RCM built on a good start to the year (Q1 PBT up 2%) with a strong Q2 (PBT up by a quarter). In the half to June the overall 11% rise in PBT (€0.70m against €0.63m in H116) was driven by a significant reduction in administration and finance costs as revenues were down 27% in line with planned lower transaction volumes (down 41%) as the portfolio was being developed. H1 PBT margin thereby improved from 10.9% to 16.7% y-o-y. RCM owns c 49,000 square metres of residential assets (646 units) in its core Saxony region, with a purchase price of almost €35m.

H2 confidence

Sustained buoyancy, boosted by a recent bumper transaction (c €11m development project sale) and the initial benefits of corporate restructuring, has prompted management to forecast a clear increase in revenues and profit for 2017. Strong trading is highlighted by the grant of a 20-year lease on c 20% of an 8,800 square metre residential and commercial complex near RCM's Dresden core. Further material benefit should accrue from the asset's disposal, which is under consideration now that occupancy is almost complete. Restructuring measures include a larger holding (70% from 65%) in the newly-refinanced main subsidiary SM Wirtschaftsberatung following the transfer to it of the much smaller SM Capital and SM Domestic Property which will now contribute via profit transfer from 2018.

Valuation: Meeting high expectations

RCM is trading at a historic P/E ratio of c 24x, which is a premium to the peer group. Such a valuation reflects a greatly improved outlook, the proven stability of its model and the net profit progression over the last three years. RCM now needs to confirm these expectations. On a P/BV multiple, RCM trades at a discount to the peer group, which, we believe, is due to it being significantly smaller.

Historical financials

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/13	2.1	0.3	0.02	0.03	108.0	1.4
12/14	12.6	1.0	0.02	0.03	108.0	1.4
12/15	14.5	1.3	0.05	0.04	43.2	1.9
12/16	11.9	1.8	0.09	0.04	24.0	1.9

Source: RCM Beteiligungs accounts

Price €2.16

Market cap €32m

Share price graph



Share details

Code	RCMN
Shares in issue	14.7m
Net debt (€m) as at end December 2016	27.5

Business description

RCM Beteiligungs is a property developer, acquiring rental income-producing assets in and around Dresden and investing in refurbishment with the aim of improving the tenant mix to enhance value. RCM also invests in financial assets. It is a large shareholder in KST Beteiligungs, a financial investor.

Bull

- Low unemployment levels in Dresden.
- Focus on a defined region leads to greater understanding of opportunities.
- Established business concept and strong partner network in the region.

Bear

- Small company largely dependent on the development of the Dresden region.
- Low interest rate environment may end.
- Dependence on positive macro environment in the region and attractive sourcing potential.

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Industrials

Ciech

Chemicals

Turnaround success, but supply risks ahead

The positive effect from incremental volumes under the Soda +200 project on Ciech's H117 earnings was offset by lower soda ash prices and raw materials cost inflation. More recently, soda spot prices in China have risen amid local supply curbs. However, supply from Ciner's new facilities in Turkey may put pressure on 2018 contract prices. Ciech's competitive response includes focus on product quality, strengthening the logistics chain and client relationships, as well as extending contract length. The company also aims to further improve product portfolio diversification. Ciech's shares trade on a 2017e P/E of 8.7x, c 35% below its peer group.

Lower soda prices combined with cost inflation

Ciech is currently facing margin pressure, with group adjusted EBITDA margin down 4.3pp to 21.3% and adjusted EBITDA declining by 12.8% to €379m in H117. This is mainly due to lower profitability in Ciech's core soda segment (86% of group adjusted EBITDA in H117) resulting from slightly lower soda ash prices vs the prior year, coupled with the higher costs of gas, coal and furnace fuel. Soda sales were broadly stable y-o-y in H117 despite the planned production outage in Janikowo. In the Organic division, the increase in the price of raw materials for the production of foams and resins was offset by strong sales of MCPA- and glyphosate-based products, good foams volumes and positive portfolio effects in resins.

Strengthening core while seeking diversification

The company has undergone a multi-year restructuring process initiated in 2012 and last year completed its flagship Soda +200 project, which was aimed at boosting soda capacity at its Inowroclaw site from 600,000 to 800,000 tonnes per year. Ciech aims at a shift towards higher-margin sodium bicarbonate and salt products. It is also investing in expanding other revenue streams such as plant protection products, where its target is to double its market share in Poland by 2019 (from c 6% in 2014). The company continues to de-leverage, with net debt/EBITDA down from 3.9x in 2011 to 1.3x in Q217 and a target set for 2019 at <1.0x.

Valuation: Discount reflects limited visibility

Ciech's shares currently trade at a 2017 consensus P/E of 8.7x, which represents a c 35% discount to the peer group, although the valuation gap narrows somewhat to c 20% in 2018e. This most likely reflects the uncertainty around the impact of new supply from Turkey on soda ash prices and Ciech's capacity utilisation in 2018.

Consensus estimates

Year end	Revenue (PLNm)	PBT (PLNm)	EPS (PLN)	DPS (PLN)	P/E (x)	Yield (%)
12/15	3,273	277.4	6.51	2.85	9.1	4.8
12/16	3,455	625.0	11.26	0.00	5.3	N/A
12/17e	3,530	464.3	6.86	2.82	8.7	4.7
12/18e	4,475	370.0	5.96	2.69	10.0	4.5

Source: Ciech accounts, Bloomberg

Price

PLN59.4

Market cap

PLN3,130m

Share price graph



Share details

Code	CIE
Shares in issue	52.7m
Net debt (€m) as at 30 June 2017	245.5

Business description

Ciech is a major European producer of soda ash used for the manufacturing of glass and granular detergents. It also provides sodium bicarbonate and salt for chemical and food industries, as well as water treatment processes. Other products include plant protection chemicals, resins and polyurethane foams.

Bull

- Growth investments across segments.
- Relatively good position on the cost curve.
- Shares trading at a discount to peer group.

Bear

- Additional supply from Ciner's new projects may put pressure on soda ash prices.
- Cost inflation impacting raw materials margins.
- Earnings diversification still limited.

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De La Rue

Providing security and assurance

De La Rue (DLR) has more than 200 years of experience in the provision of products and services that protect the global cash supply chain, identify people and authenticate branded goods. This incorporates increasingly sophisticated technologies and intellectual property, especially in materials science and software, which may currently be underappreciated by investors. Since 2015, management has continued to execute its strategy aimed at improving operational efficiency, investing for growth, strengthening the balance sheet and developing a more dynamic culture.

Targeting IP-rich, sustainable growth

DLR is developing an asset-light, technology-led model delivering security products and services to existing and new customers. Improving operational efficiency to create optimal and flexible capacity and capabilities is key to reducing volatility, and should deliver £13m of annual savings from FY19. Investment and diversification of revenues are in focus, with R&D increased, new business lines launched and targeted M&A visible. The growing polymer banknote business has won 10-year contracts to print all UK polymer notes and to supply polymer substrate for the new £20 note, its first integrated solution. Strengthening the balance sheet to facilitate investment is part of the creation of a more dynamic and innovative growth culture.

Strategic progress tangible

DLR operates through three divisions: Currency, ID Solutions (IDS – passports, ID cards etc) and Product Authentication & Traceability (PAT – brand and revenue verification and protection). Currency includes Banknote Printing, Banknote Paper, Polymer and Security Features. It includes the design and supply of fast growing polymer banknotes, where DLR is one of only two global suppliers at present. While banknote print capacity was reduced to 7bn by November 2016, the \$25m acquisition of DuPont Authentication in January is evidence of investing for growth. It introduces Lippmann hologram technology to the existing DLR capability in embossed holograms, building DLR's security features portfolio. IDS and PAT are also growing strongly in response to global counterfeiting and fraud threats.

Valuation: Success should warrant a re-rating

R&D and input cost headwinds are offsetting currency benefits. However, the prospect of a move off the current EPS plateau is encouraging. The share price is responding to the progress to date, and a re-rating may be justified by the delivery of more sustainable growth as the strategy is successful and evolves.

Consensus estimates (continuing businesses)

Year end	Revenue (£m)	PBT (£m)	EPS (p)	DPS (p)	P/E (x)	Yield (%)
03/16	454.5	58.5	48.1	25.0	14.1	3.7
03/17	461.7	58.7	47.1	25.0	14.4	3.7
03/18e	476.5	60.0	47.3	25.6	14.4	3.8
03/19e	489.5	65.1	50.9	27.5	13.4	4.0

Source: Company reports, Bloomberg

Industrials

Price 680p

Market cap £693m

Share price graph



Share details

Code	DLR
Shares in issue	101.9m
Net debt (£m) as at 25 March 2017	120.9

Business description

De La Rue is a global leader in the provision of design services, secure printing and innovative security features for the cash supply chain globally. It also develops technologies and products to identify people and authenticate goods. It services central banks, governments and brands around the world.

Bull

- Evolutionary strategy aimed at delivering sustainable growth.
- Success in the rapidly growing design and supply of polymer banknotes.
- Strong growth displayed by PAT and IDS.

Bear

- A chequered history has required a restoration of credibility, integrity and reputation.
- Possible misconception of the quantity and quality of IP and technology involved.
- Resolving the structural overcapacity issues in the bank note paper market is proving to be protracted and so far elusive.

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**De La Rue is a client of
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Francotyp-Postalia

Industrials

Acting towards transition

Francotyp-Postalia (FPH) is addressing structural changes in the global postal market by focusing on franking systems for SMEs, market share gains in selected geographies (France and the US in particular) and participation in the digitalisation trend. Revenues in H117 grew by 4.1% y-o-y, assisted by the success of the new PostBase products in Germany and the US. However, EBITDA declined 13% y-o-y to €12.7m due to ACT-related costs, one-off items and a postage discount cut by Deutsche Post. FPH trades at a 2017e P/E of 15.6x, implying a c 40% premium vs peers.

Earnings affected by discount cut and one-off costs

FPH reported a net profit of €2.1m in H117, down from €4.0m in H116. This was mostly due to the postage discount cut introduced by Deutsche Post in early-2017, ACT implementation costs and one-off items in the Mail Services division. This impaired operating profitability, with EBITDA margin declining to 12.2% from 14.6% in H116. Revenues in H117 grew 4.1% y-o-y to €104.4m despite the 4.3% lower mail volumes processed in Mail Services vs the prior year, driven by solid demand for the new PostBase systems and higher sales from franking services. Regionally, sales grew by 3.7% y-o-y to €56.6m in Germany and by 7.8% to €23.5m in the US. For H217, FPH guides to a slight increase in revenues and profitability.

Focus on traditional SME offering and digitalisation

One of FPH's strategic pillars is its focus on the small mail volume division, which it reports grew by c 3.4% pa historically. FPH's plans to expand its SME customer base and subsequently shift the product mix towards digital services related to in- and outbound business communications, as well as digital signing solutions. These services represented 6.5% of group sales in H117. E-signature technologies (like FP-Sign) will grow by 43% pa over the next five years, according to Aragon Research. FPH also continues its efficiency improvement programme covering HR, finance, sales, IT and R&D functions. The company targets sales of €250m and an EBITDA margin of at least 17% by FY20 (FY16: €203m and 13.4% respectively).

Valuation: Premium despite recent sell-off

Despite the share price decline following the H117 results announcement, FPH trades at a 2017e consensus P/E of 15.6x, implying a c 40% premium to its peers. The shares trade at a c 50% discount to peers on 2017e EV/EBITDA ratio, but this reflects the fact that FPH's products are leased to clients and so are capitalised.

Consensus estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	191.1	7.6	0.22	0.12	22.0	2.5
12/16	203.0	9.6	0.36	0.16	13.4	3.3
12/17e	207.7	7.7	0.31	0.16	15.6	3.3
12/18e	215.7	10.8	0.44	0.17	11.0	3.5

Source: Francotyp-Postalia accounts, Bloomberg consensus estimates

Price €4.83

Market cap €79m

Share price graph



Share details

Code	FPH
Shares in issue	16.3m
Net debt (€m) as at 30 June 2017	18.6

Business description

Francotyp-Postalia is a provider of physical and electronic mailing communication solutions with key business segments including franking and inserting, mailing services and software solutions. It holds around 42% of the German franking market and over 10% of the global market.

Bull

- Opportunity arising from digitalisation of services.
- Strong demand for PostBase systems.
- High share of recurring income.

Bear

- Recent discount cut by Deutsche Post.
- Software services are currently a minor part of the business.
- Shares trade at a premium to peers.

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Nanogate

A world of new surfaces

Since 2014, Nanogate has achieved stellar growth, doubling revenues to exceed its €100m goal in 2016, at least a year earlier than expected. This is the result of a sequence of acquisitions that has created a vertically integrated business, which designs and manufactures components with the optical qualities of glass or the durability and shine of chrome-plated parts, as well as taking the group into the lucrative North American market.

Benefit of strong demand and internationalisation

Group sales increased by 81% year-on-year during H117 to €94.5m, through a combination of continued high demand for design-orientated, high-tech components and the impact of Nanogate Jay Systems, acquired in January 2017. EBITDA rose by 86% to €11.0m, with EBITDA margin improving by 0.3pp to 11.6%. EPS reduced by 8% to €0.33, reflecting the dilutive impact of placings in July 2016 and April 2017 to fund the acquisitions of plastics specialist Goletz and US-based Jay Plastics. After spending €40.8m on acquisitions during the period, net debt increased by €29.7m to €44.2m, raising gearing to 48%.

Continued progress against strategic objectives

Ohio-based Jay Plastics, an integrated provider of high-quality plastic components and enhancement, is delivering on management's objectives. It has received several new orders, including one from a Japanese automotive manufacturer for high-quality decorative enhancement and its first components for an electric vehicle. The total order volume for the new projects is in the double-digit million range and extends over several years. The first projects involving technology transfer between the new US and existing European operations (and vice versa) have commenced. In September management reiterated its FY17 guidance of over €170m in revenues and €20m in consolidated EBITDA. It also set a new target for over €250m in sales within the next five years, at continuously increased margins.

Strong growth justifies premium rating

Nanogate's share price has risen from less than €30 in August 2016 and is now trading at a premium to the mean of our sample of European speciality chemicals and companies that use specialist chemical processes to provide a service, on both EV/EBITDA and P/E metrics. It appears that the market is confident that Nanogate will succeed in realising both the sales growth from the Jay Plastics deal and a meaningful improvement in EBITDA margin from FY18 onwards.

Historical financials and consensus estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	90.9	0.6	0.16	0.11	320.0	0.2
12/16	112.5	3.4	0.70	0.11	73.2	0.2
12/17e	169.6	3.9	0.58	0.12	88.3	0.2
12/18e	183.0	6.3	0.87	0.12	58.9	0.2

Source: Company data, Bloomberg

Advanced materials technology

Price €51.22

Market cap €230m

Share price graph



Share details

Code	N7G
Shares in issue	4.5m
Net debt (€m) as at end June 2017	44.2

Business description

Nanogate is a leading global specialist for design-oriented, high-tech surfaces and components of very high optical quality. Nanogate develops and produces design-oriented surfaces and components and enhances them with additional properties, eg non-stick, scratch-proof, anti-corrosive.

Bull

- Transition to integrated systems provider creates strong growth opportunity.
- Diversity of applications gives access to emerging growth markets.
- Acquisition of Jay Plastics strengthens presence in US.

Bear

- Capital cost of succession of acquisitions.
- Cost of investment in technology and capacity.
- Customer concentration.

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paragon

Growth trajectory well recognised

We believe the growth story of paragon is well understood by the market, following the successful issue of €50m bonds in June 2017 and the spin-off of its subsidiary Voltabox in October 2017 to raise gross proceeds of €152m. In order to generate further appreciation of its share price, we believe that paragon needs not only to deliver on its €1.2bn lifetime order backlog, but also create further growth engines, such as driver monitoring for autonomous driving.

Spin-off IPO bolsters balance sheet

Voltabox (previously 100%-owned by paragon) raised €152m from its IPO in October 2017. After the flotation, paragon holds 60% of Voltabox. The funds raised will be used for R&D and capacity ramp-up (approximately €25m), repayment of an existing shareholder loan to paragon (up to €16m), and possible mergers and acquisitions (the remainder of the proceeds). Voltabox is currently trading at 29.5x EV/sales based on FY16 results.

Top-line growth and earnings boost

We forecast a three-year CAGR (FY17e-FY19e) in revenues of c 26%, driven by a €1.2bn lifetime order backlog, and a three-year CAGR (FY17e-FY19e) in EPS of 63% by factoring into the benefits of production automation in Delbrück.

Continued investments to fuel growth into 2020e

Over the past two years, the group has invested €56m across business units, with a further €21m in capex planned for 2017. In light of a much improved balance sheet, Voltabox's intended expansion in the US, and the plan to launch new products for driver monitoring, we forecast paragon's capex to stay at the current run rate, if not higher, into 2020e.

Valuation: Growth fully priced in

Since our [initiation](#) on paragon in September 2015, the share price has rallied 288%, with the company's growth trajectory gradually recognised by the market. Paragon is currently trading at 23.3x P/E and 15.6x EV/EBIT based on our FY19e forecasts, at a significant premium compared to peers such as Continental, Hella and Valeo. Our DCF-based valuation of paragon stands at €82.1/share (at a WACC of 7% and a terminal growth of 2%); our revenues and earnings forecasts are broadly in line with consensus.

Edison estimates

Year end	Revenue (€m)	PBT (€m)	EPS* (€)	DPS (€)	P/E (x)	Yield (%)
12/16	102.8	5.8	0.84	0.00	83.0	N/A
12/17e	123.8	7.8	1.16	0.00	60.1	N/A
12/18e	155.7	13.1	1.95	0.00	35.8	N/A
12/19e	205.0	20.1	2.99	0.00	23.3	N/A

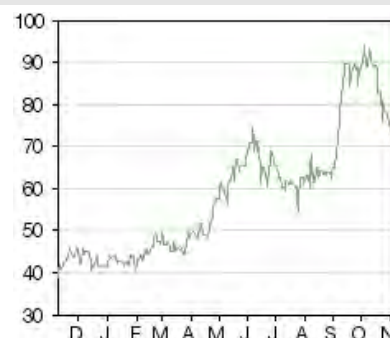
Note: *PBT and EPS are normalised, excluding amortisation of acquired intangibles, exceptional items and share-based payments.

Automotive electronics

Price €69.72

Market cap €316m

Share price graph



Share details

Code	PGN
Shares in issue	4.53m
Net debt (€m) as at 30 June 2017	43.6

Business description

paragon designs and manufactures advanced automotive electronics solutions, selling directly to OEMs. Products include sensors, acoustics, cockpits and body kinematics. Production facilities are in Germany, the US and China. The company owns 60% of Voltabox.

Bull

- The demand for automotive electronics may grow faster than expected.
- paragon may be able to develop new products or improve efficiency further.
- Further benefits from demand from China for air-quality sensors.

Bear

- Order backlogs (including those with Voltabox) may not all materialise.
- German OEMs (accounting for 70% of paragon's revenue) may lose in the race for electrification.
- paragon may need to step up R&D.

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Wacker Neuson

Industrials

Improving prospects in key end-markets

Following a weak FY16, Wacker Neuson (WAC) returned to its profitable growth path in H117, with sales up 9.4% y-o-y and adjusted EBIT margin up 160bp y-o-y to 8.2%. This was driven by the upturn in both construction and agricultural machinery markets. Management raised its FY17 sales guidance to €1,450-1,500m from €1,400-1,450m previously. Solid balance sheet headroom (net debt/EBITDA FY17e at 1.3x) allows for further investments into extending WAC's global reach (medium-term target of 40% sales outside Europe vs 25% in FY16). The shares are trading on a FY17e P/E of 21.8x, implying a c 25% discount to the peer average.

Europe and Americas driving results

WAC posted solid H117 results, with EPS growing by 15% y-o-y to €0.55 and sales improving by 9.4% y-o-y to €763.7m (8.7% at constant currency). Sales in Europe (73% of group revenues in H117) rose by 6.5% y-o-y supported by favourable trends in the construction industry, as well as a major demand revival in the agricultural machinery sector. Americas sales increased by 23.1% y-o-y to €184.8m on the back of good momentum in compact equipment, including the contribution from production ramp-up of skid steer loaders in US. Total adjusted EBIT margin reached 8.2% (up 160bp) supported by higher capacity utilisation, growth within the margin-attractive light equipment segment and cost improvements.

Recovery in global construction machinery ahead

Revised guidance for FY17 implies revenues of €1,450m-1,500m (previously €1,400m-€1,450m) and adjusted EBIT margin at the mid-point of the 7.5% to 8.5% range. WAC's results should be supported by the expected recovery in global construction machinery sales, which could achieve a 2016-2020 CAGR of 5.7% in volume terms according to Off-Highway Research. Demand for agricultural equipment should be helped by high investment appetite among landholders (eg in Germany), coupled with the below-average dealer inventory in Europe. WAC's mid-term guidance is for sales of >€2.0bn and EBIT margin of >9%. Stronger collaboration with key customers (eg John Deere) should be an additional driver.

Valuation: Discount amid muted market expectations

WAC's shares are currently trading at a FY17e P/E of 21.8x, which represents a c 25% discount to the peer average. However, the multiple moves to a c 10% premium in FY18, as consensus suggests only limited EPS growth next year.

Consensus estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	1,375.3	97.2	0.81	0.50	35.0	1.8
12/16	1,361.4	81.8	0.94	0.50	30.1	1.8
12/17e	1,484.0	132.6	1.30	0.68	21.8	2.4
12/18e	1,577.0	134.8	1.34	0.61	21.1	2.2

Source: Wacker Neuson accounts, Bloomberg consensus

Price €28.31

Market cap €1,984m

Share price graph



Share details

Code	WAC
Shares in issue	70.1m
Net debt (€m) as at 30 June 2017	271

Business description

Wacker Neuson Group is a leading international manufacturer of light and compact equipment for professional users in construction, gardening, landscaping and agriculture, as well as municipal bodies/companies in industries such as recycling, energy and rail transport.

Bull

- Expected upturn in the construction and agriculture machinery sector.
- New strategic collaborations and alliances with key customers.
- Ramp-up of skid steer loaders production in US.

Bear

- Oil & gas market environment remains tough.
- Currency headwinds from strong EUR/USD.
- Residential market slowdown in Germany.

Analyst

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Pharmaceutical & healthcare

aap Implantate

Experts in trauma innovation

aap Implantate is a medical device company focused on trauma innovation. aap's technologies in its trauma portfolio are the anatomical plating system LOQTEQ for fracture repair (being marketed); its antibacterial silver coating technology (in regulatory process); and absorbable magnesium (in development). The LOQTEQ locking and compression technology improves fracture repair by providing more stable fixation and its innovative design could offer a number of advantages over the traditional locking compression plating systems. aap's antibacterial silver coating technology can prevent the formation of biofilms on implants, offering a potential reduction in the number of infections and reoperations.

Strategy: Simplified and specialised

In recent years the management board has pursued the clear strategy to transform aap Implantate from a diversified medtech company into a pure player in trauma. Therefore, aap Implantate has parted from several subsidiaries, business areas and products that no longer formed part of its core business. In 2016 the company sold its biomaterials business and the remaining stake in aap Joints GmbH and therefore successfully completed its transformation into a focused trauma company. Furthermore, aap Implantate recently took strategic steps to put a stronger focus on more established markets such as North America and Europe.

Strategic progression starting to prove fruitful

aap Implantate has focused sales initiatives in its established markets, both of which have shown good growth in H1 (26% North America and 10% DACH region). Q2 was a slower sales quarter than Q1 with Q2 Trauma sales flat on the previous year (€2.3m). Importantly, however, results remain in line with guidance. The H117 cash position of €24.8m will be utilised to increase value to shareholders, a part of which has been a voluntary public share buyback in H117.

Valuation: Strategic execution could represent upside

aap Implantate is exploring strategic alternatives to create more value (e.g. co-development, licensing, joint ventures, asset and share deal). The orthopaedics market is dominated by a small number of large companies, which are often acquisitive in order to bring in innovative products and/or improve existing products to create a leading, differentiated proposition. If aap Implantate can demonstrate a return to sustained growth now it has streamlined its focus on Trauma, it could attract M&A interest. aap Implantate's three technologies, LOQTEQ, antibacterial silver coating and absorbable magnesium could, if delivered, offer upside, including revenue growth in the established markets of North America and Europe, execution of a technology deal for LOQTEQ and/or its silver coating technology with a larger player and decisive steps for CE marking and FDA approval for its silver coating.

Reported financials

Year end	Revenue (€m)	PBT (€m)	EPS (c)	DPS (c)	P/E (x)	Yield (%)
12/15	28.0	(5.3)	(0.2)	0.0	N/A	N/A
12/16	14.7	14.6	0.5	0.0	N/A	N/A

Source: aap Implantate accounts

Healthcare equipment & services

7 November 2017

Price €1.92
Market cap €55m

Share price graph



Share details

Code AAQ
Listing XETRA
Shares in issue 28.6m

Business description

aap Implantate is a German medtech company, focused on developing, manufacturing and selling products for bone fractures. This is primarily the LOQTEQ trauma plating system alongside earlier-stage innovations including antibacterial silver coating technology and absorbable magnesium.

Bull

- Proven technology and strong IP protection.
- Transition to a pure trauma player means company can concentrate on building the core.
- Focused on driving sales in more established markets – increased number of distributors in the US and an experienced head of US sales engaged.

Bear

- FY16 continuing business (trauma) sales were down by 15% vs FY15.
- The orthopaedic space is dominated by a few large players, making it difficult for a small player to gain traction.
- Impact of increased sales focus on established markets not yet fully demonstrated.

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aap Implantate is a research client of Edison Investment Research Limited

CO.DON

Green light for Spherox from the EMA

CO.DON is a leading manufacturer of autologous cell therapies for the treatment of cartilage defects. The company's main product, Spherox, is based on the core spheroid technology and can repair cartilage defects of the knee of up to 10cm² in a minimally invasive procedure. The Phase III clinical trial allowed CO.DON to obtain marketing authorisation from the European Medicine Agency (EMA) in July 2017, which opened access to all European markets. The company is preparing for the roll-out of Spherox and has already received a green light from the UK's National Institute for Health and Care Excellence (NICE).

Autologous cell-based transplants for cartilage repair

CO.DON specialises in the regenerative treatment of articular cartilage defects. During a biopsy procedure healthy cartilage cells are taken from the patient's own cartilage as well as a blood sample. This is cultivated in a laboratory outside the body using CO.DON's innovative biological techniques to create cartilage, which is then transplanted back into the defect area. Following the EMA approval, Spherox is currently the only authorised advanced therapy medicinal product (ATMP).

EMA's approval opens multiple European markets

Although CO.DON's products have been sold in Germany since 1997, the EMA authorisation was required for EU-wide distribution. The efficacy and safety of Spherox from a [Phase III trial](#) (n=102) are expected later this year. Meanwhile, three-year follow-up interim data from the [Phase II trial](#) (n=75) have shown significant improvements across two outcomes (patient-reported and imaging-based). Accumulated data from the trials supported the EMA's approval in July 2017.

Valuation: EV of €190m

H117 revenues of €3.0m were flat y-o-y, while operating loss was €2.4m vs -€1.2m a year ago due to product roll-out and regulatory expenditure. Consensus estimates are for positive EBIT of €2.1m on sales of €20.7m in 2020. In October, CO.DON raised €15.5m gross and will invest in the expansion. Current estimated net cash is €20.1m, resulting in an EV of €190m; this appears undemanding given the opportunity to expand into multiple European markets. Especially encouraging is the recommendation of the method by the UK's NICE and a wholesale licence granted by the UK Medicines & Healthcare products Regulatory Agency (MHRA).

Consensus estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	5.1	(2.9)	(0.18)	0.0	N/A	N/A
12/16	5.6	(3.7)	(0.23)	0.0	N/A	N/A
12/17e	6.2	(5.8)	(0.29)	0.0	N/A	N/A
12/18e	8.6	(5.8)	(0.29)	0.0	N/A	N/A

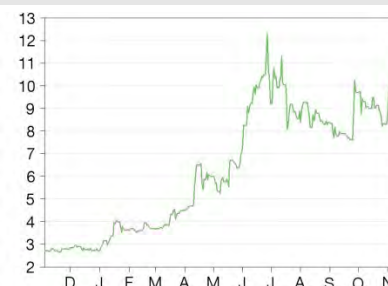
Source: Company data, Thomson Reuters

Pharma & biotech

Price €10.75

Market cap €210m

Share price graph



Share details

Code	CNWK
Shares in issue	19.5
Net cash (€m) at end-H117 + gross amount raise in October 2017	20.1

Business description

CO.DON is a biopharmaceutical company, focused on commercialising regenerative treatments for cartilage repair. Spherox, has received EMA marketing authorisation for knee cartilage repair and is on track to be launched in multiple European countries.

Bull

- Established market base and successful distribution in Germany.
- Substantial expansion possible after the EU-wide marketing authorisation.
- Positive interim findings from clinical trials support efficacy and safety.

Bear

- Visibility increased after EMA authorisation, which could invite competition (although clinical trials are lengthy).
- Although well financed now, any unexpected operational setbacks could lead to need for additional capital.
- Dependent on positive reimbursement decisions in other EU countries.

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Heidelberg Pharma

ATACking cancer cells with novel technology

Heidelberg Pharma is building a proprietary pipeline of Antibody Targeted Amanitin Conjugates (ATACs). Lead product, HDP-101, is in preparation to start clinical development at the end of 2018. The company has a back-loaded research and option deal with Takeda that could be worth up to \$113m per product. The investment case rests on its current and new partnerships and on the clinical progress of its proprietary ATAC pipeline. Cash at end-9M17 was €4.5m; the company has an additional funding commitment of €5.6m, sufficient into Q218.

Combining ADC tech with a unique toxic payload

Heidelberg Pharma's ATAC technology combines the specificity of antibody drug conjugates (ADCs) with the toxin Amanitin. Preclinical data show that ATACs can eliminate active and dormant tumour cells, overcome resistance and prevent tumour relapse. Its lead product is HDP-101, which comprises a BCMA antibody and Amanitin, and has potential in multiple myeloma; preclinical studies have shown promising efficacy and tolerability in animal models. The company is conducting IND-enabling studies and aims to start clinical development in 2018. Furthermore, it is developing ATACs against CD19, PSMA and other targets in the early R&D stage.

Collaboration with Takeda provides early validation

Heidelberg Pharma has an exclusive research agreement with Takeda to generate ATACs using Takeda's proprietary antibody portfolio for up to three targets. Takeda has an option to in-license the products and potential milestone payments could be up to \$113m per product. Separately, during 9M17 the company out-licensed its diagnostic antibody Redectane to Telix, which will fund development and commercialisation. In return, Heidelberg Pharma is eligible to receive up to \$3.7m in upfront and milestone payments and royalties on global net sales.

Updated guidance for 2017 indicates funding to Q218

Heidelberg Pharma has adjusted its guidance for 2017. It now expects revenues in the range of €2-3m (vs €4-6m previously) due to deferred revenue from the Takeda deal and an EBIT loss of €9-11m (vs previous EBIT loss of €6-10m). The end-9M17 cash position was €4.5m. It has €5.6m available from a €10m financing commitment from dievini. It expects these funds to provide runway into Q218.

Valuation: Current enterprise value (EV) of €43.8m

Heidelberg's current EV is c €43.8m, which in our view reflects the early stage of its pipeline and alliances. Additional progress should unlock further value.

Consensus estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	3.9	(6.6)	(0.8)	0.0	N/A	N/A
12/16	2.7	(6.4)	(0.5)	0.0	N/A	N/A
12/17e	3.5	(8.1)	(0.4)	0.0	N/A	N/A
12/18e	3.9	(9.7)	(0.4)	0.0	N/A	N/A

Source: Company (historics), Bloomberg consensus estimates

Pharma & biotech

Price €2.95

Market cap €44m

Share price graph



Share details

Code	WL6
Shares in issue	14.97m
Net cash (€m) as at end Q317	0.6

Business description

Heidelberg Pharma develops a proprietary pipeline of products based on the novel Antibody Targeted Amanitin Conjugates (ATAC). The lead product is HDP-101 in IND-enabling studies. The company has a collaboration agreement with Takeda potentially worth up to \$113m per product and deals for other assets: Redectane and Mesupron.

Bull

- Novel proprietary technology with a wide range of applications.
- Deal with Takeda provides initial validation.
- Potential upside from pipeline progression and additional partnerships.

Bear

- No clinical data yet.
- Early-stage pipeline and partnerships.
- Funding beyond Q218.

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MagForce

H117: EIB funding to accelerate rollout

New financing from the European Investment Bank (EIB) of up to €35m will support the European roll-out of NanoTherm for the treatment of both brain and prostate cancer patients. In the US, a second clinical treatment site has been established in Texas and the IDE approval process with the FDA continues. In H117, the net loss for the period was €3.0m (H116: €3.2m). Gross cash at 30 June 2017 was €7.7m but this does not include any drawdowns from the EIB loan which was signed post the period end.

EU and US: Implementation of strategy continues

MagForce plans to use the EIB funds to roll-out NanoTherm across Europe for the treatment of patients with brain tumours; key to its success will be achieving reimbursement in selected European countries. In addition to brain cancer, MagForce now plans to introduce treatment of intermediate risk prostate cancer to Europe. In FY16, MagForce USA updated its pre-clinical NanoTherm trials to meet FDA requirements and will look to continue its discussions in H217 as it aims for Investigational Device Exemption (IDE) approval. MagForce seeks to commercially launch its NanoTherm therapy for prostate cancer into the US in 2018 and in 2016 established a second clinical site in Texas (CHRISTUS Santa Rosa Hospital).

EIB financing enables European expansion

Post period (H117), MagForce agreed a loan of €35m from the EIB, €10m of which was available immediately, with the remaining €25m obtainable in up to four tranches within the next 36 months. The ability to draw down the remaining €25m will be based on certain operational milestones; however, it should be noted that MagForce has no commitment to draw the tranches. Each tranche must be repaid within five years. MagForce's cash position strengthened in H117 to gross €7.7m (H116: €0.6m). The net loss decreased slightly to €3.0m (H116: €3.2m) driven mainly by an increase in revenues to €684k (H116: €143k). However, this was offset predominately by an increase in purchased services.

Valuation: €226m (€8.6/share)

We value MagForce at €226m or €8.6 per MagForce share, based on a risk-adjusted NPV analysis. Net cash now takes into account the post period gross €8.4m raised in debt and gross €5m in equity. We expect MagForce to launch its NanoTherm treatment into the broader EU and the US within the next 18 months, which should help to realise value in the near term. Sufficient patient recruitment and the securing of reimbursement is vital to success in both markets (assuming US approval).

Edison estimates

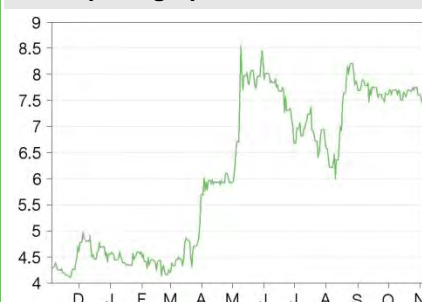
Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	2.6	(4.5)	(0.18)	0.0	N/A	N/A
12/16	0.5	(7.2)	(0.28)	0.0	N/A	N/A
12/17e	3.5	(4.6)	(0.17)	0.0	N/A	N/A
12/18e	6.5	(5.6)	(0.21)	0.0	N/A	N/A

Source: Company data, Edison Investment Research

Healthcare equipment & services

Price €7.7
Market cap €202m

Share price graph



Share details

Code	MF6
Shares in issue	26.3m
Last reported net debt (€m) as of 30 June	0.4

Business description

MagForce is a German firm with a European approved nanotechnology-based therapy to treat brain tumours. NanoTherm therapy consists of nanoparticle injection into the tumour, activated by an external magnetic field, producing heat and thermally destroying or sensitising the tumour.

Bull

- US and broader EU sales on near-term horizon.
- Technology is clinically validated.
- CEO's track record.

Bear

- Cross-border reimbursement is difficult in the EU.
- Approval in the US is needed before launch.
- Uptake of treatment has been slow to date.

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Medigene

Transition to prominent immunotherapy player

Medigene's H1 results are in line with our expectations and represent the completion of its transformation into a prominent T-cell immunotherapy player. Highlights from H1 include submission of a clinical trial authorisation (CTA) to begin its first clinical T-cell trial and a fund-raising of €20.7m (gross). We value Medigene at €315m, but expect upside as it executes on its strategy over the next 12-18 months.

Strong progress in H117

H117 denotes the completion of Medigene's transition into a T-cell immunotherapy-focused company and by year end the company expects to start its own T-cell receptor (TCR) clinical study. The submission of the CTA application in July to begin the clinical trial completes the transformative Trianta Immunotherapies acquisition, triggering the final milestone payment of €2m to be made within the next five months. In addition to Medigene's own clinical trial, an investigator-led TCR study is in preparation. Medigene also achieved a fund-raising of €20.7m (gross), which leaves the company well-funded to develop its clinical programmes. For an overview of the company-initiated trial (CIT) design and Medigene's TCR technology, please see our [recent outlook note](#).

Significant steps expected in H217 and beyond

In H217 we expect Medigene to initiate its own TCR clinical study as well as an investigator-initiated TCR study. Alongside progression of its TCR programme into the clinic, we also expect the company to generate further TCR leads, particularly through its TCR development deal with bluebird bio, a prominent T-cell immunology company. We believe it is worth noting that Medigene operates in an area of significant interest, particularly around CAR-T candidates and technologies and, importantly, its TCRs could offer efficacy/safety advantages.

Valuation: Maintained at €315m with upside potential

We maintain our rNPV-based valuation at €315m or €14.23/share. Medigene has now completed its transformation into an immunotherapy company, demonstrated by the final milestone being triggered by the CTA submission. Medigene is well funded (H117 net cash, equivalents and time deposits of €60m) and we expect a number of important milestones in 2017 and 2018, which could offer upside to the stock. Specifically, we expect completed enrolment in Phase I/II studies for its DC vaccines in AML, the start of its first company-initiated TCR clinical study and potential newsflow relating to the progression of TCR leads resulting from its bluebird bio deal.

Edison estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	6.8	(12.8)	(0.74)	0.0	N/A	N/A
12/16	9.7	(11.3)	(0.56)	0.0	N/A	N/A
12/17e	9.0	(18.6)	(0.89)	0.0	N/A	N/A
12/18e	9.3	(20.2)	(0.91)	0.0	N/A	N/A

Source: Medigene, Edison Research Investment.

Pharma & biotech

Price €12.57

Market cap €278m

Share price graph



Share details

Code	MDG1
Shares in issue	22.1m
Net cash (€m) at 30 June 2017	59.9

Business description

Medigene is a German biotech company with complementary technology platforms in cancer immunotherapy. Dendritic cell vaccines are in Phase I/II clinical studies, while a T-cell receptor candidate should enter the clinic in 2017.

Bull

- Funded through to key milestones.
- Partnership with Bluebird could deliver over \$1bn in milestones (plus royalties on net sales).
- Medigene's dendritic cell vaccines are designed to improve on previous weakness with the class of drugs.

Bear

- Substantial competition in a fast-moving sector.
- Medigene's TCR technology has yet to be clinically validated.
- Dendritic cell vaccines as class of drugs have historically not been successful.

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Molgen

Lefitolimod trial readouts hint at future potential

In the last six months, mixed readouts in the Phase II SCLC trial (IMPULSE) and the Phase Ib/IIa HIV trial (TEACH) weighed on the stock. Full data packages presented in the next 12 months may yet highlight potential in these indications. Our valuation takes into account the current trial data and visibility of the long-term strategy in certain geographical regions. Long-term potential lies in the lefitolimod Phase III mCRC trial (IMPALA, readout expected in 2019) and Molgen has signed a binding term sheet with Chinese iPharma, which could provide €100m+ in milestone payments and additional double-digit royalties over several years.

Top-line TEACH and IMPULSE data read out

Top-line data from TEACH, an exploratory, non-randomised Phase Ib/IIa trial testing lefitolimod in HIV-positive patients, failed the primary endpoint of reduction in viral reservoir in 12 patients receiving both antiretroviral therapy (ART) and lefitolimod. However, an increased duration of viral control above that typically expected was observed in one patient out of nine after stopping ART (further analysis ongoing). Full data will likely be presented next March at the Conference on Retroviruses and Opportunistic Infections (CROI). Data were presented at ESMO from the exploratory Phase II IMPULSE trial in small cell lung cancer (SCLC), which demonstrated that it did not meet the primary endpoint of overall survival. However, it demonstrated a non-statistically significant advantage in two subgroups.

iPharma collaboration and H117 results

Signed deal terms with iPharma look to aid the development, manufacturing and commercialisation of lefitolimod, particularly in China. Molgen would be eligible to receive a €3m upfront payment, milestone payments of up to €100m, as well as low double-digit royalties and a €2m equity investment (within 12 months following execution of the final licensing agreement). Net cash of €7.6m (gross cash €14.2m) was reported as of 30 June. Monthly cash burn for H117 was €1.9m and the current cash reach remains a concern, with a cash runway only into Q118.

Valuation: rNPV of €253m (€7.36/share)

We value Molgen at €253m (€7.36/share), which is based on a risk-adjusted, sum-of-the-parts DCF model for lefitolimod in a variety of indications (mCRC, SCLC, HIV) and regions, applying a standard 12.5% discount rate and including estimated end-2017 net debt of €2.8m. Our valuation also takes into account the iPharma collaboration, assuming a standard development cycle using mCRC as a model indication, a 5% probability of success with a launch in 2022.

Edison estimates

Year end	Revenue (€m)	PBT (€m)	EPS (c)	DPS (c)	P/E (x)	Yield (%)
12/15	0.0	(20.5)	(0.99)	0.0	N/A	N/A
12/16	0.0	(20.8)	(0.84)	0.0	N/A	N/A
12/17e	0.0	(21.4)	(0.62)	0.0	N/A	N/A
12/18e	0.0	(15.9)	(0.46)	0.0	N/A	N/A

Source: Molgen, Edison Investment Research

Pharma & biotech

Price €2.77
Market cap €95m

Share price graph



Share details

Code	MGN
Shares in issue	34.3
Net cash (€m) at 30 June 2017	7.6

Business description

Molgen is a German biopharmaceutical company developing novel biopharmaceuticals. Lead product lefitolimod (TLR9 agonist) is being evaluated in metastatic colorectal cancer maintenance, small cell lung cancer maintenance, HIV and a combination trial in advanced solid malignancies.

Bull

- Positive safety profile of lefitolimod.
- iPharma collaboration could bring in significant revenue.
- Phase III IMPALA mCRC trial holds long-term potential.

Bear

- Limited current cash reach (to Q118).
- Pipeline currently focused on lead compound lefitolimod.
- Phase III IMPALA readout only expected in 2019.

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Newron Pharmaceuticals

Pipeline assets in focus now Xadago launched

Following an encouraging year to date we have upgraded our forecasts for Xadago (Parkinson's disease [PD] therapy), and key CNS pipeline assets sarizotan (Rett syndrome) and Evenamide (schizophrenia). Sublicensee partner US WorldMeds launched Xadago into the US market in July 2017; Xadago is now available in the majority of key markets worldwide through partners. Importantly Newron's CNS R&D pipeline is progressing; clinical data and commercial opportunity details presented on Evenamide and sarizotan at the R&D day in May have prompted upgrades to our peak sales forecasts and valuation. Our updated valuation is CHF754m.

Xadago launches in the key US market

Sublicensee US WorldMeds has launched Xadago (PD) as an add-on therapy to L-DOPA in the US market (July 2017). Xadago is the first NCE to launch in the US for PD in over a decade. The US prescribing detail includes all PD patients (not limited to moderate to severe as per the EU). Pricing in the US is significantly higher than we had expected, leading us to revise upwards our peak sales assumptions for the US market opportunity.

R&D focus on Evenamide and sarizotan

Detailed Phase IIa Evenamide data demonstrate good tolerability and safety profile plus preliminary evidence of efficacy as an add-on therapy in schizophrenia. We have significantly increased our peak sales assumptions for Evenamide to €0.9bn. A confirmatory Phase IIb study will be initiated in 2018 by Newron. The pivotal Phase III sarizotan STARS trial should report top-line data in Q318, supporting a 2019 NDA filing. The 'Burden of disease' study due to read out in Q318 should optimise market uptake, access and reimbursement for this orphan product; our orphan drug pricing analysis opportunity has prompted an upgrade on pricing.

Valuation: CHF754m or CHF42.3/share

Our upgraded valuation of Newron is CHF754m (from CHF530m). It includes Xadago in PD and risk-adjusted contributions for the dyskinesia indication, sarizotan in RS and Evenamide in schizophrenia, and reflects June 2017 net cash and short-term investments of €44.9m. The recent CHF27m private placement of 2m new shares will fund Newron through 2019 beyond key inflection points. Our valuation upgrade is driven by increasing our peak estimates across all three assets, updating FX rates and rolling forward our DCF in time.

Edison estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	2.4	(18.3)	(1.17)	0.0	N/A	N/A
12/16	6.7	(15.2)	(1.04)	0.0	N/A	N/A
12/17e	15.1	(13.6)	(0.72)	0.0	N/A	N/A
12/18e	17.9	(15.3)	(0.81)	0.0	N/A	N/A

Source: Newron accounts, Edison Investment research

Pharma & biotech

Price CHF 13.0
Market cap CHF231m

Share price graph



Share details

Code	NWRN
Shares in issue	17.8m
Net cash (€m) at 30 June 2017	44.9

Business description

Newron Pharmaceuticals is an Italian CNS-focused biotechnology company. Xadago (safinamide) for Parkinson's disease has been launched in Europe and the US; Xadago is partnered with Zambon (EU), Meiji Seika (Japan), US WorldMeds (US) and Seqirus (Australia/New Zealand).

Bull

- Xadago approved in Europe and US and launched by partners Zambon and US WorldMeds respectively.
- Sarizotan for RS is an orphan drug that could be commercialised alone.
- Promising phase IIa Evenamide data in Schizophrenia published.

Bear

- Slow ramp of Xadago EU sales trajectory.
- Xadago US approval delays lead to later than expected launch.
- Clinical trial failures with the orphan drug pipeline.

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Paion

Remimazolam set for launch in 2019

Paion is well positioned to commercialise remimazolam in 2019 for procedural sedation (via partner Cosmo Pharmaceuticals in the US) and general anaesthesia (Japan); successful Phase III studies confirmed an excellent safety profile and shorter procedure times than midazolam. Paion is conducting additional Phase I studies to further assess abuse potential of remimazolam, which will guide its scheduling under the Controlled Substances Act in the US. Cosmo has advised that it expects to file for US approval in H218. The €8m capital raise in July has extended the funding runway for current activities into H219.

Abuse studies ongoing, US filing expected H218

Paion is undertaking additional Phase I studies to assess whether remimazolam can be abused intranasally and whether it could be used as a knock-out cocktail in combination with alcohol. Paion expects that the FDA will classify remimazolam as a lower-abuse-potential schedule IV drug under the Controlled Substance Act, the same classification as midazolam. Cosmo has advised that it expects to file for US approval in H218. The shorter procedure times compared to midazolam, which could speed patient throughput in colonoscopy screening, should help drive market uptake of remimazolam if it gains US approval.

Japan filing likely mid-2018, GA Phase I conducted

Paion is preparing for a potential mid-2018 filing for remimazolam for general anaesthesia (GA) in Japan, and is in ongoing discussions as it seeks to partner in the Japanese market. It has conducted a Phase I trial to collect data to aid the design of an EU Phase III for GA in general surgery patients. Paion expects the Phase III programme to cost €20-25m – the recent €8m capital raise will contribute to this funding requirement and will enable it to accelerate Phase III preparations. Phase III could start in 2018, subject to securing the additional funding. Recent patent grants have extended IP protection to 2033 in both Japan and Europe.

Valuation under review: Previously €245m

We have placed our valuation under review as we assess the implications of the new patents granted in Japan and Europe. Our last published valuation was €245m or €4.02 per share. The end-H117 cash of €27.1m combined with the €8m capital raise in July extends Paion's cash reach for ongoing activities into H219 (without considering potential receipt of milestone payments); however, additional funding would be required should a European Phase III trial commence in 2018.

Edison estimates (under review)

Year end	Revenue (€m)	PBT (€m)	EPS (c)	DPS (c)	P/E (x)	Yield (%)
12/15	0.1	(34.0)	(55.7)	0.0	N/A	N/A
12/16	4.3	(24.3)	(36.4)	0.0	N/A	N/A
12/17e	5.9	(16.4)	(21.2)	0.0	N/A	N/A
12/18e	3.5	(12.9)	(17.7)	0.0	N/A	N/A

Source: Paion, Edison Investment Research

Pharma & biotech

Price €2.75

Market cap €168m

Share price graph



Share details

Code	PA8
Shares in issue	61.1m
Net cash (€m) at 30 June 2017	27.1

Business description

Paion is an emerging specialty pharma company developing anaesthesia products. Lead product remimazolam is undergoing US Phase III trials and is partnered with Cosmo (US), Yichang (China), Hana Pharma (South Korea), Pendopharm (Canada) and R-Pharm (CIS, Turkey, MENA).

Bull

- Colonoscopy Phase III confirmed efficacy and time savings vs midazolam.
- Remimazolam has an excellent safety profile and a substantial body of clinical data.
- Paion is funded to potential US approval

Bear

- Generic sedatives are available
- Single clinical product in development
- Additional funding would be required to resume development in Europe

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Probiodrug

PQ912 to enter Phase IIb; partnering explored

Following the overall positive Phase IIa data with PQ912 (a small molecule glutamyl cyclase inhibitor) in Alzheimer's disease (AD) released in June 2017 and presented at the CTAD conference in November 2017, Probiodrug announced that it has started to prepare for the Phase IIb trial. The company reiterated that all strategic options for further development are on the table and it will continue potential partnership discussions alongside preparations for the Phase IIb trial, although no specific parties have been identified yet. Our valuation is €496m or €61/share.

Phase IIa SAPHIR data paint a positive overall picture

On 12 June 2017, Probiodrug presented the first [data](#) from its flagship Phase IIa clinical trial with lead drug candidate PQ912 for early AD. The data were also presented at the prestigious CTAD conference in Boston, US on 1 November 2017. The double-blind Phase IIa SAPHIR study examined PQ912 against placebo in 120 treatment-naïve, early AD patients (PQ912 n=60, placebo n=60) treated for three months, a relatively short period of time. Primarily this was a safety/tolerability trial, but several secondary endpoints especially piqued our interest, with the CSF biomarker, EEG and a couple of cognitive tests pointing to a positive overall picture of the dataset. While this was a short study, in our view it was well-designed to extract as much data as possible to appropriately design further efficacy studies.

Potential to diversify the clinical R&D pipeline

The main value driver for Probiodrug is PQ912 in AD; however, the company also has a pGlu-Abeta specific monoclonal antibody PBD-C06. Preclinical *in vivo* [data](#) showed that the combination treatment with PBD-C06 and PQ912 has an additive effect in decreasing the plaque load. In addition, earlier this year Probiodrug reported new preclinical [data](#) showing that PQ912 demonstrated efficacy in Huntington's disease (HD) in an animal model. Subject to further preclinical work, PQ912 for HD or PBD-C06 could be fast-tracked to the clinic, which would diversify Probiodrug's clinical R&D pipeline, all depending on available resources.

Valuation: €496m or €61/share

We value Probiodrug at €496m or €61/share. Probiodrug reported R&D and G&A costs of €4.9m and €1.3m respectively in H117 compared to €4.7m and €1.3m in H116. Our FY17 R&D estimate stands at €7.7m implying H217 should be less costly, as the results from the Phase IIa SAPHIR trial (main cost driver) were announced in June 2017. Probiodrug reported H117 cash of €14.4m (no debt).

Edison estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	0.0	(13.5)	(1.96)	0.0	N/A	N/A
12/16	0.0	(13.8)	(1.81)	0.0	N/A	N/A
12/17e	0.0	(9.6)	(1.04)	0.0	N/A	N/A
12/18e	0.0	(8.7)	(1.06)	0.0	N/A	N/A

Source: PBT and EPS are normalised, excluding amortisation of acquired intangibles, and exceptional items.

Pharma & biotech

Price €13.4
Market cap €109m

Share price graph



Share details

Code	PBD
Shares in issue	8.2m
Net cash (€m) at end Q217	14.4

Business description

Probiodrug is a German biopharmaceutical company developing its clinical pipeline for the treatment of Alzheimer's disease. Lead product candidate PQ912 has just completed a Phase IIa study with encouraging results. PQ912 is a small molecule inhibitor of glutamyl cyclase (QC), which is essential for the formation of pGlu-Abeta. Two further products are in preclinical stages.

Bull

- Unique lead asset
- Supportive Phase IIa data
- Disease-modifying therapy would have blockbuster potential; AD market growing

Bear

- AD drug development has high failure rate.
- Will require further funding and/or partner to advance to late stage development.
- Regulatory setbacks or delays.

Analyst

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**Probiodrug is a client of
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Limited**

Transgene

Multiple clinical readouts on the horizon

Transgene currently has seven ongoing trials (predominately in combination with ICIs), with the majority expected to read out over the next 12-18 months. In addition, ongoing clinical collaborations (BMY, MRK, PFE and Servier) and the launch of its next-generation oncolytic virus platform (Invir.IO) which includes the subsequent signing of the collaboration with Randox, continue to create potential future value. Based on an rNPV model of the pipeline plus net cash, we value Transgene at €206m.

Looking to the future with Invir.IO

Transgene recently launched Invir.IO, a next-generation oncolytic virus platform. The most advanced research candidates are based on the company's Vaccinia virus strain. To date, it has demonstrated potential in various mouse models, including in the [expression of key immune components](#) and [promotion of cancer cell death](#). On the back of the launch of Invir.IO, Transgene announced a collaboration with Randox (no financial terms disclosed) to develop viruses for use in solid tumours, where it will look to vectorise Randox's single domain antibodies.

Combinations and collaborations

Transgene continues to initiate an array of trials testing its oncolytic viruses and therapeutic vaccines in combination with approved treatments, notably immune checkpoint inhibitors (ICIs). First data will be from assets TG4010 and Pexa-Vec, which are in two ongoing trials with nivolumab (Phase II in second-line, non-small cell lung cancer) and ipilimumab (Phase I in solid tumours) respectively, with both expected to read out in Q118. Transgene has numerous research and clinical collaborations ongoing, including clinical supply agreements (for ICIs) with an array of global pharmaceutical companies (BMY, MRK, PFE) and a partnership with Servier to apply viral vectorisation technology to creation of allogeneic CAR-T.

Financials: Cash through to end 2018

As of 30 June, short-term investments and cash was €43.9m; cash burn in H117 was €12.3m (H116: €8.2m). Transgene expects this to increase in H217 to a total FY17 cash burn of c €30m, mainly as a result of increased clinical trial expenses. Transgene is eligible to draw down the remaining €10m of the EIB loan in H217.

Valuation: rNPV €206m or €3.6/share

We value Transgene at €206m or €3.6/share based on a risk-adjusted NPV model of Pexa-Vec, TG4010 and TG1050, in addition to net cash of €33.2m (gross cash and short-term investments of €43.9m, bank loan from EIB of €10.8m).

Edison estimates

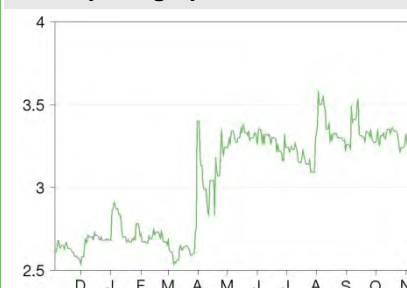
Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	9.9	(28.9)	(0.78)	0.0	N/A	N/A
12/16	10.3	(23.1)	(0.43)	0.0	N/A	N/A
12/17e	8.3	(35.0)	(0.62)	0.0	N/A	N/A
12/18e	8.6	(36.8)	(0.65)	0.0	N/A	N/A

Source: Transgene, Edison Research Investment. Note: PBT and EPS are normalised.

Pharma & biotech

Price €3.24
Market cap €183m

Share price graph



Share details

Code	TNG
Shares in issue	56.4
Gross cash (€m) and short-term investments at 30 June 2017	43.9

Business description

Transgene is a French drug discovery and development company focused on the treatment of cancer and infectious diseases with immunotherapies. The lead products are Pexa-Vec, TG4010 and TG4001.

Bull

- Multiple trials and assets spread risk.
- Sufficient current cash to reach trial readouts.
- Multiple ongoing collaborations with large pharma, biotech and academia.

Bear

- Commercialisation of assets far off.
- Significant ongoing cost from large number of trials.
- Competing in a fast-moving sector.

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**Transgene is a client of
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Limited**

Technology

All for One Steeb

SAP generation upgrade provides opportunity

All for One Steeb is the largest supplier of SAP solutions for the German-speaking mid-market. The generational upgrade of SAP products from R/3 to S/4HANA should provide significant growth opportunities in the short to mid-term, but will require continued investment in staff and R&D to maximise monetisation. Management has recently upgraded guidance, and the shares currently trade at a discount to peers.

Investing in cloud and vertical expertise

All for One Steeb has successfully operated a buy-and-build strategy over the past seven years. The initial focus was building scale and expanding customer footprint to the extent that the company is now the clear leader in the target segment, providing SAP solutions to the mid-market with over 2,000 clients and 1,400 experts. Recent acquisitions have focused on expanding the breadth of solutions to deliver integrated solutions across key industry verticals and supporting on-premise, private, public and hybrid cloud environments. The company's most recent acquisition, of inside Unternehmensberatung effective 1 April 2017 added specialist HR solutions capability, delivered primarily via a cloud subscription model.

Strong demand – capacity the key constraint

FY17 revenues grew by a healthy 13% to €300.5m, with strong (high-margin) licensing sales up 18% to €38.8m and recurring outsourcing and cloud service revenues increasing by 11% to €130.5m. However, EBIT grew by a more modest 6% to €20.1m, reflecting increased investment into an enterprise process library for SAP S/4HANA and the use of external consultants to fulfil strong demand during this investment phase. This performance was towards the top-end of upgraded guidance (Revenues €290-300m and EBIT of €19-20.5m). Guidance for FY18 was set at revenues of €315-325m with EBIT of €20.5m to €22m, but we believe there is scope for earnings growth to accelerate in the longer term as this investment phase moderates and margins expand.

Valuation: Upside if investment turns into margin

Despite All for One Steeb's good share price performance this year, the shares trade at a discount to peers. FY17e EV/sales and P/E multiples are 1.0x and 22.4x vs 1.7x and 31.2x for the peer group. The shares are supported by a yield of 1.9%. This valuation looks relatively attractive and we can see the potential for substantial outperformance if robust top-line growth can be maintained while investment levels are proportionately moderated.

Consensus estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
09/15	241.6	16.1	2.25	0.80	27.0	1.3
09/16	266.3	17.4	2.46	1.10	24.7	1.8
09/17	300.5	19.4	2.63	1.17	23.4	1.9
09/18e	324.5	21.7	3.03	1.23	20.1	2.0

Source: Bloomberg

Software services

Price €60.7
Market cap €302m

Share price graph



Share details

Code	A10S
Shares in issue	4.98m
Net debt (€m) at 30 June 2017	6.7

Business description

All for One Steeb is the leading supplier of SAP industry solutions to mid-market companies in German-speaking countries.

Bull

- Market leadership position.
- Well placed to benefit from digital and cloud transformation.
- High recurring revenues (43% in FY17) and scope for take-off of SaaS to boost this further.

Bear

- Investment fees and recruitment constraints may suppress margins near term.
- Low liquidity.
- Dependence on SAP.

Analyst

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CREALOGIX Group

Heavy investment is beginning to pay off

CREALOGIX has established a strong track record of delivering software solutions to the Swiss banking industry and is transitioning the business to international markets. In September the group announced a strong set of FY17 results, with revenues and EBITDA respectively 5% and 22% ahead of our forecasts. International revenues were 50% of the total (45% in FY16). The performance was driven by buoyant digital transformation trends across Europe, notably in Germany, and these look set to continue for the foreseeable future. We consequently upgraded our revenue forecasts by 6-7%, and lifted EBITDA estimates by 23% in FY18 and 11% in FY19. CREALOGIX is well positioned to capitalise on the attractive industry dynamics, making the shares attractive on c 17x our FY20e EPS.

Digital banking is in a very strong growth phase

CREALOGIX develops and implements software solutions that enable digital banking for "the digital bank of tomorrow". The solutions are most often used by traditional banks to enable their journey to digitalisation. Digital banking is in a major growth phase globally, boosted by the advent of smartphones and tablets and the pressure on banks to streamline their bank branches to reduce costs. These factors are driving increasing spend on front-end systems and global front-end system spend is forecast to rise to c 50% of banks' total IT spend by 2020, according to Gartner, from c 10% in 2010.

FY17: Strong results, targets raised

FY17 group revenues rose by 18% to CHF74.9m, while EBITDA almost doubled to CHF7.3m, at a margin of 9.8% (FY16: 5.8%). The numbers include a full period contribution from Elaxy, a German business acquired halfway through FY16. With free cash flow of CHF7.0m generated in FY17, net cash rose to CHF9.8m. The company's convertible bonds are now well in the money and have started to convert; if all were to convert, the group would have a net cash position of nearly CHF34m on a pro forma basis. CREALOGIX has resumed dividend payments after a three-year break, and raised its medium-term targets.

Valuation: Upside with growth and margin expansion

Following several years of heavy investment, CREALOGIX has established a highly attractive software proposition for banking sector digital transformation and the key components are in place to underpin strong revenue growth. Our DCF model suggests a valuation of CHF199-271 (WACC ranging from 8-10%, 10% CAGR over 10 years and 15% operating margins), which indicates significant upside potential.

Edison estimates

Year end	Revenue (CHFm)	PBT* (CHFm)	EPS* (CHF)	DPS (CHF)	P/E (x)	Yield (%)
06/16	63.3	2.2	1.65	0.00	82.0	N/A
06/17	74.9	5.0	2.67	0.00	50.6	0.4
06/18e	82.3	8.1	5.24	0.50	25.8	0.7
06/19e	89.7	10.5	6.89	1.00	19.6	1.1

Note: *PBT and EPS are normalised, excluding amortisation of acquired intangibles, exceptional items and share-based payments.

Software & computer services

Price CHF135
Market cap CHF148m

Share price graph



Share details

Code	CLXN
Shares in issue	1.09m
Net cash (CHFm) as at 30 June 2017	9.8

Business description

CREALOGIX Group provides digital banking technology solutions to banks, wealth managers and other financial services companies. The company's suite of solutions includes online and mobile banking, digital payments, digital learning and security.

Bull

- Strong FY17 numbers comfortably beat our forecasts.
- Digital banking is in a major growth phase.
- CREALOGIX is building a reputable position in this market with strong references and awards.

Bear

- Current year P/E is relatively punchy and dividend yield is modest.
- Convertible bond conversions will further dilute equity, although the conversion process will also boost net cash.
- The ongoing consolidating traditional banking sector could reduce the size of the end-market.

Analysts

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**CREALOGIX Group is a client of
Edison Investment Research
Limited**

EQS Group

Digital corporate communications

EQS continues to add functionality to its cloud-based offering, growing its potential share of client spend across investor relations, compliance and corporate communications. It has accelerated its investment plans to take advantage of the timing opportunity as new and complex regulations regarding data privacy, corporate governance, compliance and risk are introduced. With additional spend of €2.2m planned in the current financial year and €5.8m over the following three years, this obviously has an impact on short-term profitability. However, it opens up a broader set of revenue streams from a greater number of potential clients.

Broadened remit

EQS is broadening out its sphere of influence from digital investor relations and corporate communications/PR through the fast-growing segment of governance, risk and compliance. This latter segment is estimated by Gartner to be valued in excess of \$5bn and to be growing at a CAGR of more than 13%, making it an attractive proposition. In many territories, the responsibilities for these areas within the corporate client rest with the same department or individual as for EQS's longer-standing service offers, giving the group an advantage over other suppliers. The larger players already in this segment are based either in the US or in Asia-Pacific, with the result that the European market has no single, strong incumbent. EQS's cloud-based solutions are also scalable and flexible to incorporate additional modules as new regulatory requirements are introduced.

Increasingly complex regulatory framework

2018 sees the introduction of a number of tightened requirements for corporate compliance and disclosure, including the EU PRIIP regulations for Key Information Documents, the updated German corporate compliance code and the SAPIN II anti-corruption regulation in France, as well as MiFID II. All increase the corporate administrative load and carry heavy penalties for non-compliance, providing a positive backdrop for sales of EQS's cloud-based digital workflow solutions.

Valuation: Investment phase extended

The share price reacted positively to the news of accelerated investment, building on earlier strong performance. Given that EQS clearly remains in its investment/growth phase, comparisons with large global financial information companies are inevitably distorted. Using average historical and forward multiples to revenue and EBITDA, EQS is trading broadly in line with peers. DCF analysis suggests further upside if medium-term growth reaches management's anticipated rate.

Edison estimates

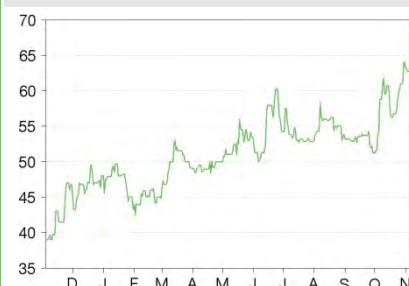
Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	18.4	3.1	1.20	0.75	55.2	1.1
12/16	26.1	2.4	0.96	0.75	69.0	1.1
12/17e	32.3	1.2	0.43	0.00	154.1	0.0
12/18e	36.3	1.9	0.71	0.15	93.3	0.2

Source: Company accounts, Edison Investment Research

Media

Price €66.25
Market cap €87m

Share price graph



Share details

Code	EQS
Shares in issue	1.31m
Net debt (€m) as at end June 2017	6.3

Business description

EQS Group is a leading international technology provider for digital investor relations, corporate communications and compliance. It has over 8,000 client companies worldwide using its products and services to securely, efficiently, and simultaneously fulfil complex national and international information obligations to the global investment community.

Bull

- Continuing changes in regulations
- Core platform in place
- Trends to digital delivery

Bear

- Stepped up investment plans impact profits
- Suspension of dividend payments
- Overseas expansion increases risk profile

Analysts

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**EQS Group is a client of
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Limited**

Mensch und Maschine Software

Proprietary software driving growth

Mensch und Maschine Software provides CAD/CAM software to the industrial and construction sectors to support the digitisation of their design, manufacture and build processes. The company has enjoyed strong growth over recent years, with revenues and EBITDA growing at CAGR 8.8% and 101% in 2012-2016. The ongoing transition to accommodate Autodesk's shift to a subscription-based model is nearing completion, which should see VAR return to growth in FY18. This is coupled with continued strength in the high margin proprietary software division, which grew 8% y-o-y in 9M17. The shares trade in line with peers on a consensus FY18e P/E basis.

Q317 results confirm margin improvement

For the nine months to 30 September (9M17) M+M reported improving gross and EBITDA margins, despite a 9.5% y-o-y fall in total revenues. This was due to the 8% higher contribution from the Software division (at 97% gross margin), which more than offset the anticipated 16% fall in VAR revenues (42% gross margin). Net income and EPS both improved 22% to €5.3m and €0.33, respectively.

Operating update: transition nears completion

Management has reiterated its FY17 guidance of €17.5-18.5m EBITDA (€15.8m in FY16), 52-57c EPS and a dividend of 45-50c. VAR performance is likely to be subdued in the short term as Autodesk completes its transition from perpetual licensing to a subscription based model. This will reduce upfront revenues, but over time should provide a recurring revenue stream for M+M. Management expects this division to return to growth from Q417. Continued investment in R&D for the proprietary software division (€7.1m in H117) should aid further top-line expansion for the segment.

Valuation: Factoring in guidance

The shares have continued their strong run, having gained 72% over the past 12 months, and 9% over the past month. Consensus is looking for 2% and 10% revenue growth for FY17 and FY18. M+M currently trades at a modest premium to peers on a consensus 2017e P/E basis (40x vs 35x). However, for 2018, the shares trade in line with peers. This is despite a current dividend yield of 2.1% versus the peer average of 1.3%. Evidence of continuing strong growth in sales of proprietary software could support further upside.

Consensus estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	160.4	7.5	0.24	0.25	93.1	1.1
12/16	167.1	11.1	0.40	0.35	55.9	1.6
12/17e	171.0	14.5	0.56	0.48	39.9	2.1
12/18e	188.5	19.4	0.73	0.60	30.6	2.7

Source: Mensch und Maschine, Bloomberg. Priced 27 October 2017.

Software

Price €22.34

Market cap €362m

Share price graph



Share details

Code	MUM
Shares in issue*	16.2m
*Net of 0.48m treasury shares	
Last reported net debt at 30 June 2017	€20.1m

Business description

Mensch und Maschine Software (M+M) sells proprietary and Autodesk CAD/CAM software. It reports across two business lines: M+M Software (28% of FY16 revenues) and VAR (72% of FY16 revenues). The company has operations in Europe, the US and Asia-Pacific.

Bull

- Largest European Autodesk value-added reseller.
- High-margin, internally developed software.
- Loyal workforce.

Bear

- Reliant on Autodesk's technology development.
- Management owns more than 50% of the company.
- Change in Autodesk's licensing model to subscription model.

Analyst

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Reply SpA

Technology

Profiting from digital transformation

Reply's network of entrepreneurial businesses continues to generate double-digit revenue growth combined with double-digit operating margins. We expect to see further bolt-on acquisitions in the UK and Germany, and entry into the US via acquisition will be another key milestone for the business. The share price has performed well over the last year and is now more reflective of the company's performance.

Replicating Italian success in the UK and Germany

The Reply group is a network of independent companies operating in specialist technology and consulting areas. Management is keen to replicate the Italian breadth of expertise across its two other divisions, which broadly represent the DACH Region (Germany division: 17% of FY16 revenues) and the UK and Benelux (UK division: 13% of FY16 revenues). The growth strategy has been to develop in-house expertise supplemented with the acquisition of businesses in key new areas of technology. Reply continues to target acquisitions in the UK and Germany and to invest further in Breed Reply, its Internet of Things incubator. Reply is also keen to enter the US market, and is carefully evaluating US acquisition targets. With net cash of €35m and access to credit lines, Reply has funds available for expansion.

Strong financial performance maintained in H117

Reply has achieved a revenue CAGR of 12% from 2011-16 and maintained double-digit growth in H117 with revenue growth of 14.3% (11% organic). Over the five-year period, the group has grown EBIT margins from 10.6% to 12.8%, with a small uptick to 12.9% in H117. While Italian margins are within the company's target range, UK and German margins still have room for expansion. Growing the scale of both businesses should help, and increasing brand awareness of Reply in both geographies should aid staff hiring and retention.

Valuation: PIR scheme boosts share price

The Reply share price is up 63% year to date and 16% in the last three months. We believe that some of this upside is due to the new Italian PIR individual savings schemes, which provide tax benefits for investing in certain Italy-listed stocks. Consensus forecasts reflect the company's targeted double-digit organic revenue growth and 12-14% EBIT margins. On a P/E basis, the stock trades at a small premium to peers, justified in our view by Reply's ability to grow consistently at double digits while achieving operating margins in the low teens.

Consensus estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (€)	P/E (x)	Yield (%)
12/15	705.6	88.9	1.52	0.25	31.0	0.5
12/16	780.7	97.4	1.81	0.29	26.0	0.6
12/17e	886.3	111.7	2.07	0.32	22.7	0.7
12/18e	971.3	125.7	2.35	0.36	20.0	0.8

Source: Reply, Bloomberg (as at 12 October 2017)

Price €46.9

Market cap €1,754m

Share price graph



Share details

Code	REY
Shares in issue	37.4m
Net cash (€m) at end H117	35.3

Business description

Reply offers consulting, systems integration and application management services, specialising in the creation and implementation of solutions based on new communication networks and digital media. The main regions of focus are Italy, Germany and the UK.

Bull

- Innovative, entrepreneurial attitude.
- Experienced management.
- Strong margins.

Bear

- Acquisition risk.
- Challenge of finding enough sufficiently qualified staff.
- Large exposure to Italian economy.

Analyst

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SNP Schneider-Neureither & Partner

Scaling up for global growth

2017 has been a year of change for SNP, including two major acquisitions, debt and equity capital raisings, corporate restructurings, new product offerings and more. This has involved significant cost in both financial terms and management time. This consequently affected 9M17 financials and management now only expects to report break-even at the EBIT level in FY17 after €4m in one-off costs. Nevertheless, the group now has a presence in most major regions across the globe and SNP is much better positioned to deliver on its goal is to be the global leader in software-based transformation projects. Following the recent correction, we believe the shares look increasingly attractive on c 19x our FY19e EPS

Investment case: Huge transformation opportunities

SNP is building a global software-based consulting business focused on IT landscape transformations. An active acquisition strategy has enabled the group to become a provider of end-to-end solutions, covering the entire value creation chain of the transformation market while also crucially establishing local presence in key markets. SNP's T-B is the only off-the-shelf software that automates the process of combining, upgrading or carving out data from ERP systems. The industry is driven by the need to transform, adapt and harmonise data, which is initiated by M&A activity, system consolidation, cloudification and the need for simplification. This young industry is growing at a fast pace and is potentially very large.

9M17 results and guidance

2017 growth has been significantly lower than budgeted and SNP made a €3.6m normalised pre-tax loss in 9M17, held back by one-time expenses and investments in growth, as well as lower than expected software revenue. 9M sales grew by 41% to €81.0m including 5% organic growth and contributions from Harlex, Innoplexia, BCC and ADEPCON. SNP remains buoyant on the outlook particularly around SAP S/4HANA transformations. It upgraded its FY17 revenue guidance to €120m (from €110m), which also takes into account the ADEPCON acquisition. However, FY17 EBIT margins are now expected to be zero, or c 3.3% before the one-off costs.

Valuation: Strong growth play in the ERP space

The stock trades on c 41x our FY18 EPS, which falls to c 19x in FY19. Our discounted cash flow valuation (based on c 7.6% organic revenue CAGR over 10 years, 10% WACC, 16% long-term operating margin and 2% terminal growth) is €40.75/share, 30% above the current share price.

Edison estimates

Year end	Revenue (€m)	PBT* (€m)	EPS* (c)	DPS (c)	P/E (x)	Yield (%)
12/15	56.2	3.4	58.8	34.0	53.4	1.1
12/16	80.7	5.7	94.4	39.0	33.3	1.2
12/17e	120.0	(1.2)	(20.5)	45.0	N/A	1.4
12/18e	149.2	6.4	77.1	52.0	40.7	1.7

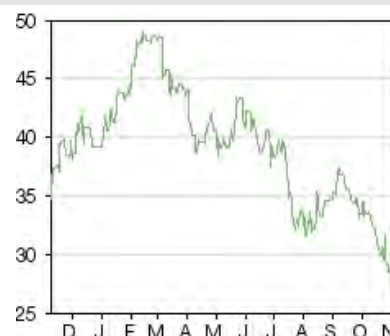
Note: *PBT and EPS are normalised, excluding amortisation of acquired intangibles, exceptional items and share-based payments

Software & comp services

Price €31.40

Market cap €172m

Share price graph



Share details

Code	SHF
Shares in issue	5.48m
Net debt (€m) at 30 June 2017	14.9

Business description

SNP Schneider-Neureither & Partner (SNP) is a software and consulting business focused on supporting customers in implementing change, and rapidly and economically tailoring IT landscapes to new situations. It has developed a proprietary software suite – CrystalBridge and Transformation Backbone with SAP LT (T-B) – that automatically analyses and applies and tracks changes in IT systems.

Bull

- Increasing deal sizes with high-profile names such as HP and two US chemical companies.
- The introduction of new software products, including CrystalBridge and Interface Scanner, create new revenue opportunities.
- Broadening the functionality to include any-to-any transformations will give SNP a big advantage.

Bear

- Lower than expected organic growth in FY17 and one-time exceptional costs.
- Software sales cycle can be long and lumpy.
- Recruiting challenges in consulting.

Analysts

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SNP Schneider-Neureither & Partner is a client of Edison Investment Research Limited

Solutions 30

Servicing Europe's digital goods

Solutions 30 has delivered impressive growth over the past decade, driven by supportive industry dynamics and replicating its business model across new applications and geographies. We believe that growth dynamics continue to look favourable, and while the shares now price in strong ongoing performance, if execution remains strong we see good scope for upside over the longer term.

Expanding

Solutions 30 SE provides installation, troubleshooting, training and consultancy services for digital equipment across five areas: information technology, telecommunications, energy, digital and security. These services are delivered by over 2,000 service engineers, of which c 1,000 are freelance. The company originated in France, which accounted for 64% of H117 revenues (up 22% y-o-y driven by the continued roll-out of fibre optic and the Linky smart meter installation business). The company is expanding across Europe, replicating the model it has implemented so successfully in France using acquisitions to establish and strengthen its position in these markets. Boosted by the integration of the 2016 acquisitions of ABM, Janssens and Autronic, international revenues increased by 69% to €42.6m in H117, with organic growth also robust at 17%.

Strong growth track record and prospects

Revenues have grown at a CAGR of over 20% since 2007. Organic growth is supported by the proliferation of electronics devices and their renewal cycles. Solutions 30 has capitalised on this through progressively applying its replicable business model to new applications and geographic markets. Strong performance continued in H117, with revenues, adjusted EBITDA and net income rising 36%, 38% and 39% y-o-y. Organic revenue growth was 21%. As the company operates in a fragmented market and the internationalisation strategy is now gaining critical mass, we believe that growth dynamics continue to look favourable. Management has confirmed FY17 guidance of profitable double-digit growth rates, with continuing focus on costs.

Valuation: Growth priced in, but catalyst for upside

The shares have appreciated 107% over the last year and now trade at a premium consensus FY17e P/E of 41.2x. However, due to the strength of mid-term growth forecasts, this falls to a more moderate 29.4x in 2019e. Key catalysts include further evidence of successful integration of the 2016 acquisitions, improving profitability, additional large contract wins and potentially earnings-enhancing M&A.

Consensus estimates

Year end	Revenue (€m)	PBT (€m)	EPS (€)	DPS (c)	P/E (x)	Yield (%)
12/15	125.3	6.0	0.40	0.0	67.0	N/A
12/16	191.8	9.7	0.80	0.0	33.5	N/A
12/17e	259.2	13.8	0.65	0.0	41.2	N/A
12/18e	344.2	24.0	0.91	0.0	29.4	N/A

Source: Bloomberg

IT services

Price €26.79

Market cap €637m

Share price graph



Share details

Code	ALS30
Shares in issue	23.8m
Net debt (€) as at June 2017	28.1m

Business description

Solutions 30 SE provides installation, troubleshooting, training and consultancy services for digital equipment, and operates in five areas: energy, IT/telecom, multimedia, POS terminals and security.

Bull

- Largest player in a fragmented market.
- Growing fast outside of core French market.
- Now at sufficient scale to win large contracts.

Bear

- High near-term rating.
- Low margins.
- Cash-consumptive during this rapid growth phase.

Analysts

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11880 Solutions

For two decades, 11880* and 11880.com stand for fast and reliable results when searching for people as well as local and national businesses in all industry sectors. Germany's second largest directory assistance provider offers personal assistance by telephone at 11880* whereas the online directory 11880.com and the identically named app provide specific information and connect users directly with appropriate providers in the requested region.

Information from <http://www.boerse-frankfurt.de/>

2G Energy

2G Energy AG is amongst the world's leading manufacturer of cogeneration systems (CHP) for decentralized energy production and supply by means of combined heat and power. The company's product portfolio includes systems with an electrical capacity between 20 kW and 4,000 kW for the operation with natural gas, biogas or bio methane and other lean gases.

Information from <http://www.boerse-frankfurt.de/>

Abivax

ABIVAX is an innovative biotechnology company targeting the immune system to eliminate viral diseases using its unique antiviral technology platform. ABIVAX leverages three technology platforms for drug discovery: an anti-viral platform, an immune enhancement platform and a polyclonal antibody platform. ABX464, its most advanced compound, is currently in Phase 2 clinical trials for providing a sustained viral remission or functional cure for patients with HIV/AIDS.

Information from <http://www.abivax.com/en/>

Media

Market cap* €16m

*As at 20 October 2017

Share details

Code TGT

Designated sponsor(s)

ODDO SEYDLER BANK AG

Industrials

Market cap* €92m

*As at 20 October 2017

Share details

Code 2GB

Designated sponsor(s)

EQUINET BANK AG

Pharma & Biotech

Market cap* €111m

*As at 20 October 2017

Share details

Code 2X1

Designated sponsor(s)

N/A

adesso

With more than 2,000 employees and expected annual sales of more than EUR 250 million in 2016, adesso Group is one of the largest German IT service providers and has outstanding opportunities for growth. At its own locations in Germany, Austria, Switzerland, Turkey, USA and the UK as well as at numerous customer sites, adesso offers consulting and software development services for optimising core business processes and reducing operating costs.

Information from <http://www.boerse-frankfurt.de/>

Adler Modemärkte

As one of the leading textile retailers in Germany, Austria, Luxembourg and Switzerland, and with more than 60 years of tradition and a high level of customer loyalty, Adler is, in its own estimation, the market leader among textile retailers for customers over 45 in Germany in the value price segment.

Information from <http://www.boerse-frankfurt.de/>

ADLER Real Estate

ADLER Real Estate AG is a publicly traded real estate company which is focused on developing a strong and profitable real estate portfolio. At the center of its activities is the acquisition and management of residential properties throughout Germany. ADLER Real Estate AG was formed out of Frankfurter Adlerwerke, a company with a rich and storied history going back to the 19th Century.

Information from <http://www.boerse-frankfurt.de/>

Software

Market cap* €320m

*As at 20 October 2017

Share details

Code ADN1

Designated sponsor(s)

ODDO SEYDLER BANK AG

Consumer

Market cap* €103m

*As at 20 October 2017

Share details

Code ADD

Designated sponsor(s)

ODDO SEYDLER BANK AG, M.M. WARBURG & CO (AG & CO.) KGAA

Real Estate

Market cap* €759m

*As at 20 October 2017

Share details

Code ADL

Designated sponsor(s)

BAADER BANK AG, ODDO SEYDLER BANK AG, HSBC TRINKAUS & BURKHARDT AG

Advanced Blockchain

Advanced Blockchain is a company designed specifically to analyse this electronic whirlwind and pick out the projects that are built for good and built to last. Life changers, game changers, world changers. Such big ambitions require solid foundations, which is why our team is comprised of passionate, forward thinking, Tangle-enthusiasts.

Information from <http://www.advanced-blockchain.com/>

Affimed

Affimed is a clinical-stage biopharmaceutical company focused on discovering and developing highly targeted cancer immunotherapies. Its product candidates are being developed in the field of immuno-oncology, which represents an innovative approach to cancer treatment that seeks to harness the body's own immune defenses to fight tumor cells.

Information from <http://www.affimed.com/>

Allergy Therapeutics

Allergy Therapeutics® is a Europe-based specialty pharmaceutical company focused upon the diagnosis and treatment of allergy. Allergy Therapeutics has an existing sales base of approximately £40 million per annum, an MHRA-approved manufacturing capability, as well as an established sales and marketing infrastructure in several major European markets.

Information from <http://www.allergytherapeutics.com/about-us/our-vision/>

Financials

Market cap* €2m

*As at 20 October 2017

Share details

Code BWQ

Designated sponsor(s)

N/A

Pharma & Biotech

Market cap* \$77m

*As at 20 October 2017

Share details

Code A28

Designated sponsor(s)

N/A

Pharma & Biotech

Market cap* £199m

*As at 20 October 2017

Share details

Code AGY

Designated sponsor(s)

N/A

artnet

artnet AG is a Berlin-based company listed in the Prime Standard segment of the Frankfurt Stock Exchange. Its primary, wholly-owned subsidiary is Artnet Worldwide Corporation, headquartered in New York, which has two subsidiaries: artnet UK Ltd. in London and artnet France sarl in Paris.

Information from <http://www.boerse-frankfurt.de/>

ATOSS Software

ATOSS Software AG is a provider of software, consulting and professional services in the field of demand-oriented deployment of staff, and ranks as a forward-thinking pioneer in the workforce management sector. The company offers solutions for enterprises of all sizes, whatever their requirement scenarios. ATOSS solutions are renowned for maximum functionality and modern JAVA technology, offering users the benefits of total platform independence.

Information from <http://www.boerse-frankfurt.de/>

Aumann

Aumann is a leading manufacturer of innovative specialised machinery and automated production lines with focus on e-mobility. The company combines unique winding technology for the highly efficient manufacturing of electric motors with decades of automation experience, particularly for the automotive industry.

Information from <http://www.boerse-frankfurt.de/>

Media

Market cap* €22m

*As at 20 October 2017

Share details

Code ART

Designated sponsor(s)

ODDO SEYDLER BANK AG

Software

Market cap* €309m

*As at 20 October 2017

Share details

Code AOF

Designated sponsor(s)

DERO BANK AG

Technology

Market cap* €994m

*As at 20 October 2017

Share details

Code AAG

Designated sponsor(s)

JOH. BERENBERG, GOSSLER & CO. KG

AURELIUS SE & Co.

A total of over 100 company transactions make us a reliable partner for medium-sized enterprises and corporate groups. We understand how important profitable growth is for the future of both companies and their workforces. With a strong capital base, international contacts and a large team of specialists in financial and corporate management we will bring your company back on the road to success.

Information from <http://aureliusinvest.com/en/about-us/portrait-aurelius/>

Aves One

The Aves One AG is an opportunistic acting asset owner of logistics equipment in the areas of Rail, Container, Resale and Special. We invest in sustainable assets with stable cash flows.

Information from <http://www.boerse-frankfurt.de/>

Basler

Basler AG is one of the largest vision technology companies in the world. While we are firmly rooted in Germany, we operate on an international level. Our company headquarters is located in Ahrensburg. At the same time, we are players in the world market of vision technology with seven subsidiaries and representative offices. More than 80% of our products are manufactured for export.

Information from <http://www.boerse-frankfurt.de/>

Other

Market cap* €1630m

*As at 20 October 2017

Share details

Code AR4

Designated sponsor(s)

ODDO SEYDLER BANK AG

Industrials

Market cap* €94m

*As at 20 October 2017

Share details

Code AVES

Designated sponsor(s)

HAUCK & AUFHAEUSER PRIVATBANKIERS AG

Industrials

Market cap* €612m

*As at 20 October 2017

Share details

Code BSL

Designated sponsor(s)

ODDO SEYDLER BANK AG

Bastei Lübbe

Bastei Lübbe AG is an international media group based in Cologne. The business operations focus on the development and licensing of content distributed worldwide physically and digitally. The company's core business includes the traditional publishing business and the periodical puzzle magazines and novel booklets in the "Book" segment. At the same time, Bastei Lübbe is driving innovation in the field of digital media.

Information from <http://www.boerse-frankfurt.de/>

Media

Market cap* €72m

*As at 20 October 2017

Share details

Code BST

Designated sponsor(s)

ODDO SEYDLER BANK AG

Berentzen-Gruppe

The Berentzen Group is a broad-based beverage company operating in the following three segments: Spirits, Non-alcoholic Beverages and Fresh Juice Systems. The Berentzen Group is one of the oldest producers of spirits in Germany with a corporate history going back over 250 years.

Information from <http://www.boerse-frankfurt.de/>

Consumer

Market cap* €72m

*As at 20 October 2017

Share details

Code BEZ

Designated sponsor(s)

ODDO SEYDLER BANK AG

Biofrontera

Biofrontera AG is a biopharmaceutical company specializing on the development of drugs and medicinal cosmetics for the treatment of skin diseases and the regenerative care of damaged skin.

Information from <http://www.boerse-frankfurt.de/>

Pharma & Biotech

Market cap* €142m

*As at 20 October 2017

Share details

Code B8F

Designated sponsor(s)

LANG & SCHWARZ BROKER GMBH

Biosilu Healthcare

Biosilu Healthcare is a German-Chinese life science company accelerating the development and commercialization of specialty biopharmaceuticals addressing the growing needs of Asian patients. Headquartered in Frankfurt am Main, Germany and with a team in Shanghai, China, Biosilu Healthcare acquires rights for innovative products for Asian markets by collaborating with western biopharmaceutical as well as Asian companies and investors.

Information from <http://www.ampbiosimilars.com/en/about/about-us.html>

B.R.A.I.N.

BRAIN is one of Europe's leading technology companies in the field of industrial biotechnology, the core discipline of Bioeconomy. As such, BRAIN identifies previously untapped, efficient enzymes, microbial producer organisms or natural substances from complex biological systems that can be put to industrial use.

Information from <http://www.boerse-frankfurt.de/>

CANCOM

As one of the largest vendor-independent IT systems integrators in Germany, CANCOM group achieves sales revenues of more than one billion euros and holds about 30 locations in Germany and Austria as well as a subsidiary on the US Westcoast.

Information from <http://www.boerse-frankfurt.de/>

Pharma & Biotech

Market cap* €10m

*As at 20 October 2017

Share details

Code 1YA

Designated sponsor(s)

N/A

Industrials

Market cap* €387m

*As at 20 October 2017

Share details

Code BNN

Designated sponsor(s)

ODDO SEYDLER BANK AG

Software

Market cap* €1117m

*As at 20 October 2017

Share details

Code COK

Designated sponsor(s)

HAUCK & AUFHAEUSER PRIVATBANKIERS AG

Capital Stage

Capital Stage AG is listed on the SDAX of the Deutsche Börse and is Germany's largest independent solar park operator. Our core business is the acquisition and operation of solar parks and (onshore) wind farms.

Information from <http://www.boerse-frankfurt.de/>

CENIT

CENIT AG is an internationally operating software and consulting company for information technology, which was established in 1988. Besides branches all over Germany the company has subsidiaries in Switzerland, Romania, France, Japan and the USA. CENIT is the partner for successful digital transformation.

Information from <http://www.boerse-frankfurt.de/>

CENTROTEC Sustainable

CENTROTEC Sustainable AG, which has its registered office in Brilon, Germany, focuses on the area of energy-saving technologies in buildings. CENTROTEC posted revenue of EUR 575 million in 2016 and expects a growth up to million 600 EURO in 2017.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €808m

*As at 20 October 2017

Share details

Code CAP

Designated sponsor(s)

ODDO SEYDLER BANK AG

Software

Market cap* €175m

*As at 20 October 2017

Share details

Code CSH

Designated sponsor(s)

ODDO SEYDLER BANK AG

Industrials

Market cap* €317m

*As at 20 October 2017

Share details

Code CEV

Designated sponsor(s)

ODDO SEYDLER BANK AG, HSBC TRINKAUS & BURKHARDT AG

CEWE Stiftung & Co.

CEWE Europe's online printing and photo service. CEWE supplies consumers with photos and digital print products via over-the-counter trade as well as Internet sales.

Information from <http://www.boerse-frankfurt.de/>

Consumer

Market cap* €595m

*As at 20 October 2017

Share details

Code CWC

Designated sponsor(s)

BAADER BANK AG, ODDO SEYDLER BANK AG

CLIQ Digital

CLIQ Digital is a leading sales and marketing organization for digital products with its own payment platform. The core business of the Group is the direct marketing and billing of its products to end-customers via online- and mobile-marketing channels. CLIQ Digital offers its customers attractive products and is a valuable strategic business partner for networks, developers, publishers, and advertisers.

Information from <http://www.boerse-frankfurt.de/>

Technology

Market cap* €48m

*As at 20 October 2017

Share details

Code CLIQ

Designated sponsor(s)

ODDO SEYDLER BANK AG, LANG & SCHWARZ
BROKER GMBH

Consus Commercial Property

The CONSUS Commercial Property AG is an opportunity-oriented commercial real estate investor with its focus on dynamically building an office property based portfolio. With a value-add approach and acquisitions resulting from unique situations, CONSUS is looking to achieve an above-average increase in value and return.

Information from <http://consus-cp.de/en/consus-commercial-property-ag/about-us/>

Real Estate

Market cap* €197m

*As at 20 October 2017

Share details

Code CC1

Designated sponsor(s)

ODDO SEYDLER BANK AG, ACON ACTIENBANK
AG

CropEnergies

CropEnergies - a member of the Südzucker Group - is a leading European supplier of sustainably produced bioethanol for the fuel and traditional neutral spirit sector. Energy in form of bioethanol is produced from locally grown renewable resources. All components of the raw materials are fully processed into bioethanol, high protein food and animal feed products and liquefied carbon dioxide for e.g. beverages.

Information from <http://www.boerse-frankfurt.de/>

Daldrup & Söhne

Daldrup & Söhne AG (D & S) is a leading drilling technology specialist and full-service provider of power station projects in the geothermal sector. D & S holds stakes in geothermal power stations in Germany as well. The Company is active in four business segments 'Geothermal Energy', 'Resources and Exploration', 'Water Supply' and 'Environment, Development & Services (EDS)'.

Information from <http://www.boerse-frankfurt.de/>

Datagroup

DATAGROUP is a leading German IT service company. Over 1,700 employees at locations across Germany design, implement, and operate IT infrastructure and business applications such as SAP. With its product CORBOX, DATAGROUP is a full-service provider, serving over 600,000 global IT workstations for medium and large enterprises as well as for public-sector clients.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €820m

*As at 20 October 2017

Share details

Code CE2

Designated sponsor(s)

DZ BANK AG DT. ZENTRAL-
GENOSSENSCHAFTSB.*ICF BANK AG
WERTPAPIERHANDELSBANK, LANDESBANK
BADEN-WUERTTEMBERG

Industrials

Market cap* €50m

*As at 20 October 2017

Share details

Code 4DS

Designated sponsor(s)

EQUINET BANK AG

Software

Market cap* €331m

*As at 20 October 2017

Share details

Code D6H

Designated sponsor(s)

HAUCK & AUFHAEUSER PRIVATBANKIERS AG

DEAG Deutsche Entertainment

DEAG Deutsche Entertainment AG (DEAG) is a leading entertainment service company and a provider of live entertainment in Europe with subsidiaries in its core markets. DEAG produces and profitably promotes a broad range of live events and concerts. Its own distribution business, mytic myticket AG, which is also share-held by two large print and TV media companies, increases the company's profitability and scales its business model.

Information from <http://www.boerse-frankfurt.de/>

Media

Market cap* €49m

*As at 20 October 2017

Share details

Code ERMK

Designated sponsor(s)

DERO BANK AG, HAUCK & AUFHAEUSER
PRIVATBANKIERS AG

Delticom

Delticom AG is an E-Commerce company operating primarily in Europe and the USA. The company is the leading online distributor of tyres with more than 100 brands and 25,000 models as well as automotive accessories containing more than 300.000 articles. The online second-hand vehicle trade as well as efood with a comprehensive range of around 20,000 different food items round off Delticom's product portfolio.

Information from <http://www.boerse-frankfurt.de/>

Retail

Market cap* €161m

*As at 20 October 2017

Share details

Code DEX

Designated sponsor(s)

ODDO SEYDLER BANK AG

DEMIRE

DEMIRE Deutsche Mittelstand Real Estate AG has commercial real estate holdings in mid-sized cities and up and coming areas bordering metropolitan areas all over Germany (secondary locations). The core business activities of the Frankfurt/Main headquartered real estate group consist of the acquisition, the management and the rental of commercial real estate and their further development, for example, through modification, modernisation or expansion, and increasing their value through active portfolio management.

Information from <http://www.boerse-frankfurt.de/>

Real Estate

Market cap* €203m

*As at 20 October 2017

Share details

Code DMRE

Designated sponsor(s)

BAADER BANK AG, ODDO SEYDLER BANK AG,
EQUINET BANK AG

Deutsche Borse

Deutsche Börse Group is one of the largest exchange organisations worldwide. It organises markets characterised by integrity, transparency and safety for investors who invest capital and for companies that raise capital - markets on which professional traders buy and sell equities, derivatives and other financial instruments according to clear rules and under strict supervision.

Information from <http://www.boerse-frankfurt.de/>

DEUTZ

In 1864, DEUTZ was the first engine manufacturer in the world, and we want to continue to lead in the future when it comes to customer value, quality and technology as well as system and service solutions for the engine and of course also in the market. Our goal is to offer our customers the best cost-benefit ratio and generate the greatest customer satisfaction with our products and services.

Information from <http://www.boerse-frankfurt.de/>

Dürr

The Dürr Group is one of the world's leading mechanical and plant engineering firms with outstanding automation expertise. Products, systems and services offered by the Group enable highly efficient manufacturing processes in different industries.

Information from <http://www.boerse-frankfurt.de/>

Financials

Market cap* €18bn

*As at 20 October 2017

Share details

Code DB1

Designated sponsor(s)

N/A

Industrials

Market cap* €858m

*As at 20 October 2017

Share details

Code DEZ

Designated sponsor(s)

HSBC TRINKAUS & BURKHARDT AG

Industrials

Market cap* €3877m

*As at 20 October 2017

Share details

Code DUE

Designated sponsor(s)

ODDO SEYDLER BANK AG

Eckert & Ziegler

Eckert & Ziegler Radiation and Medical Technology AG, with more than 700 employees, is one of the world's largest suppliers of isotope technology for radiation therapy and nuclear medicine.

Information from <http://www.boerse-frankfurt.de/>

Pharma & Biotech

Market cap* €192m

*As at 20 October 2017

Share details

Code EUZ

Designated sponsor(s)

DZ BANK AG DT. ZENTRAL-
GENOSSENSCHAFTSB.*ICF BANK AG
WERTPAPIERHANDELSBANK

Ecommerce Alliance

Ecommerce Alliance AG is an operative service and holding company, whose shares are listed in the SME segment m: access on Munich stock exchange. Focusing on E-Commerce, ECA builds market leaders in attractive niche markets.

Information from <http://www.ecommerce-alliance.de/index.php?id=unternehmensprofil&L=1>

Technology

Market cap* €17m

*As at 20 October 2017

Share details

Code ECF

Designated sponsor(s)

ODDO SEYDLER BANK AG, FinTech Group Bank
AG

Einhell Germany

Einhell Germany AG is developing and distributing solutions for craftsmen and "do-it-yourselfers" to use at home, in the garden and in leisure time. The company serves specialised trade as well as other distribution channels with assortment competence in the DIY field.

Information from <http://www.boerse-frankfurt.de/>

Consumer

Market cap* €298m

*As at 20 October 2017

Share details

Code EIN3

Designated sponsor(s)

M.M. WARBURG & CO (AG & CO.) KGAA

Elmos Semiconductor

Elmos develops, produces and markets semiconductors and sensors, primarily for use in the automotive industry. Our components communicate, measure, regulate and control safety, comfort, powertrain and network functions. For over 30 years, Elmos innovations have been bringing new functions to life and making mobility worldwide safer, more comfortable and more energy efficient.

Information from <http://www.boerse-frankfurt.de/>

Technology

Market cap* €514m

*As at 20 October 2017

Share details

Code ELG

Designated sponsor(s)

M.M. WARBURG & CO (AG & CO.) KGAA

Energiekontor

For the last 25 years, Energiekontor has stood for a sound approach to business and a wealth of experience in wind power. Formed in Bremerhaven in 1990, the company was one of the pioneers in the industry and is now one of the leading German project developers. Its core business covers the planning, construction and operational management of wind farms in Germany and abroad, and was expanded to include solar power in 2010.

Information from <https://www.energiekontor.de/en/company/short-portrait.html>

Industrials

Market cap* €223m

*As at 20 October 2017

Share details

Code EKT

Designated sponsor(s)

ODDO SEYDLER BANK AG

Ergomed

Ergomed plc is a profitable UK-based company, and has two complementary businesses:

- (1) The Services Business – a clinical research business providing services to the pharmaceutical and biotechnology industry; and
- (2) The Co-Development Business – a growing portfolio of partnerships with pharmaceutical and biotech companies, providing its drug development services in exchange for a carried interest in any revenues attributable to the drug asset, including outlicensing milestones as well as sales of the product.

Information from <http://www.ergomedplc.com/about-us/corporate-overview/>

Pharma & Biotech

Market cap* €89m

*As at 20 October 2017

Share details

Code 2EM

Designated sponsor(s)

ODDO SEYDLER BANK AG

euromicron

Euromicron AG (www.euromicron.de) unites medium-sized high-tech companies from the fields of Digital Buildings, Critical Infrastructures and Smart Industry. As a German specialist for the Internet of Things, euromicron enables its customers to network business and production processes and successfully move to a digital future.

Information from <http://www.boerse-frankfurt.de/>

Technology

Market cap* €61m

*As at 20 October 2017

Share details

Code EUCA

Designated sponsor(s)

EQUINET BANK AG

Evotec

Evotec is a drug discovery alliance and development partnership company focused on rapidly progressing innovative product approaches with leading pharmaceutical and biotechnology companies, academics, patient advocacy groups and venture capitalists. We operate worldwide providing the highest quality stand-alone and integrated drug discovery solutions, covering all activities from target-to-clinic to meet the industry's need for innovation and efficiency in drug discovery (EVT Execute).

Information from <http://www.boerse-frankfurt.de/>

Pharma & Biotech

Market cap* €2768m

*As at 20 October 2017

Share details

Code EVT

Designated sponsor(s)

ICF BANK AG WERTPAPIERHANDELSBANK,
ODDO SEYDLER BANK AG

exceet Group

exceet Group is an international technology group specialized in intelligent electronics and card-based security technology. Our offering ranges from smart cards to complex embedded electronic modules and security solutions. exceet offers solutions for fast-growing markets such as Mobile Security, Mobile Transaction, Body Wearable Electronics and Machine-to-Machine Communication (M2M).

Information from <http://www.boerse-frankfurt.de/>

Technology

Market cap* €127m

*As at 20 October 2017

Share details

Code EXC

Designated sponsor(s)

ICF BANK AG WERTPAPIERHANDELSBANK,
KEPLER CHEUVREUX

EYEMAXX Real Estate

The EYEMAXX Group has been successfully operating on the market as a project developer for 20 years. It has a long track record: more than 30 attractive projects were implemented domestically and internationally and sold to end investors or integrated into the Group as portfolio properties.

Information from <http://www.eyemaxx.com/en/>

Fair Value REIT

Fair Value REIT-AG, based in Munich, focuses on the acquisition, leasing, property management and sales of commercial properties in Germany. At the core of its investment activities are retail and office properties in German secondary locations as well as property investments with a unique focus on closed end funds.

Information from <http://www.boerse-frankfurt.de/>

Ferratum Oyj

The Finnish Ferratum Group, a pioneer for mobile consumer loans in Europe, offers short-term consumer loans for private persons. Ferratum's customers can utilize digital media to apply for consumer credit in amounts varying between EUR 25 and EUR 3,000. Moreover, Ferratum offers successful small businesses installment loans with a term of six to twelve months.

Information from <http://www.boerse-frankfurt.de/>

Real Estate

Market cap* €53m

*As at 20 October 2017

Share details

Code BNT1

Designated sponsor(s)

ODDO SEYDLER BANK AG

Real Estate

Market cap* €111m

*As at 20 October 2017

Share details

Code FVI

Designated sponsor(s)

ODDO SEYDLER BANK AG

Financials

Market cap* €576m

*As at 20 October 2017

Share details

Code FRU

Designated sponsor(s)

ICF BANK AG WERTPAPIERHANDELSBANK,
ODDO SEYDLER BANK AG

FinLab

As one of the first and largest company builders and investors in financial services technologies ("fintech"), we not only set new accents at the Frankfurt Stock Exchange (A7A). Our focus is on the development of German fintech start-up companies and the provision of venture capital for their financial needs. In addition, we are investing globally within the framework of venture rounds in fintech companies, especially in the USA and Asia.

Information from <http://www.finlab.de/index.php?id=2>

First Sensor

First Sensor AG is one of the world's leading suppliers in the field of sensor systems. Our company develops and manufactures standardized and customized sensor solutions for applications in the Industrial, Medical and Mobility growth markets.

Information from <http://www.boerse-frankfurt.de/>

Formycon

Formycon is a leading and independent developer of biosimilar drugs, meeting the highest quality standards, for marketing and distribution around the globe. The company spans the entire pharmaceutical value creation chain all the way through to phase III clinical trials and registration.

Information from <http://www.boerse-frankfurt.de/>

Technology

Market cap* €99m

*As at 20 October 2017

Share details

Code A7A

Designated sponsor(s)

HAUCK & AUFHAEUSER PRIVATBANKIERS
KGAA

Technology

Market cap* €192m

*As at 20 October 2017

Share details

Code SIS

Designated sponsor(s)

ODDO SEYDLER BANK AG, EQUINET BANK AG

Pharma & Biotech

Market cap* €310m

*As at 20 October 2017

Share details

Code FYB

Designated sponsor(s)

WOLFGANG STEUBING AG, HAUCK &
AUFHAEUSER PRIVATBANKIERS AG

Fraport

Fraport AG which ranks among the world's leading companies in the global airport business offers a full range of integrated airport management services and boasts subsidiaries and investments on three continents. In business year 2015, the Fraport Group generated sales of EUR 2.6 billion and profit of about EUR 297 million.

Information from <http://www.boerse-frankfurt.de/>

Fyber

Fyber is a leading advertising technology company. It empowers app developers and digital publishers to generate business-critical revenue streams with targeted advertising, enabling them to optimize the yield they generate from advertising. Through its core assets, Fyber and Inneractive, the Company's technology infrastructure reaches more than one billion monthly active users.

Information from <http://www.boerse-frankfurt.de/>

GESCO

The Gesco Group is an association of industrial small and medium-sized enterprises (SMEs) in the field of business-to-business and investment goods. Under the roof of GESCO AG, "Hidden Champions" are independently operating in the four business units Production Process Technology, Resource Technology, Healthcare and Infrastructure Technology as well as Mobility Technology.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €7420m

*As at 20 October 2017

Share details

Code FRA

Designated sponsor(s)

N/A

Technology

Market cap* €125m

*As at 20 October 2017

Share details

Code FBEN

Designated sponsor(s)

EQUINET BANK AG, JOH. BERENBERG,
GOSSLER & CO. KG

Industrials

Market cap* €303m

*As at 20 October 2017

Share details

Code GSC1

Designated sponsor(s)

ODDO SEYDLER BANK AG, EQUINET BANK AG

GFT Techs

GFT Group is a business change and technology consultancy trusted by the worlds' leading financial services institutions to solve their most critical challenges. Specifically defining answers to the current constant of regulatory change - whilst innovating to meet the demands of the digital revolution.

Information from <http://www.boerse-frankfurt.de/>

GK Software

At its headquarters in Schöneck as well as at other locations in Germany, the Czech Republic, Switzerland, South Africa, Russia and the USA, the company employs 944 people (as of June 30, 2017). GK Software AG has well-known German and foreign retail customers, including Galeria Kaufhof, Douglas perfumeries, Coop (Switzerland), EDEKA, Hornbach, JYSK Nordic, Lidl, Loblau, Migros, Netto Marken-Discount and Tchibo.

Information from <http://www.boerse-frankfurt.de/>

GRAMMER

GRAMMER AG, Amberg, Germany, is specialized in the development and production of components and systems for automotive interiors as well as driver and passenger seats for offroad vehicles (agricultural and construction machinery, forklifts), trucks, buses and trains. The Seating Systems division comprises the truck and offroad seat segments as well as train and bus seating.

Information from <http://www.boerse-frankfurt.de/>

Software

Market cap* €410m

*As at 20 October 2017

Share details

Code GFT

Designated sponsor(s)

EQUINET BANK AG, M.M. WARBURG & CO (AG & CO.) KGAA

Software

Market cap* €247m

*As at 20 October 2017

Share details

Code GKS

Designated sponsor(s)

ICF BANK AG WERTPAPIERHANDELSBANK

Automobile

Market cap* €606m

*As at 20 October 2017

Share details

Code GMM

Designated sponsor(s)

M.M. WARBURG & CO (AG & CO.) KGAA,
BANKHAUS LAMPE KG

Grenke

The GRENKE Group is a global financing partner for small and medium-sized companies. As a one-stop service provider for customers, GRENKE's products range from flexible small-ticket leasing and needs-based banking products to practical receivables management. Fast and easy processing and personal contact with customers and partners are at the centre of GRENKE's activities.

Information from <http://www.boerse-frankfurt.de/>

GxP German Properties

GxP German Properties focuses on investments in commercial real estate in Germany's metropolitan regions and selected B cities, and acquires real estate with intrinsic value potential. This upside is unlocked via robust asset management and a fine-tuned real estate strategy. The properties are located across Germany, in cities such as Berlin, Dresden, Leipzig, Erfurt and Hanover.

Information from <http://www.boerse-frankfurt.de/>

Hannover Rück

Hannover Re, with gross premium of around EUR 17 billion, is the third-largest reinsurer in the world. It transacts all lines of property & casualty and life & health reinsurance and is present on all continents with around 2,500 staff. Established in 1966, the Hannover Re Group today has a network of more than 100 subsidiaries, branches and representative offices worldwide.

Information from <http://www.boerse-frankfurt.de/>

Financials

Market cap* €3775m

*As at 20 October 2017

Share details

Code GLJ

Designated sponsor(s)

ODDO SEYDLER BANK AG, HSBC TRINKAUS & BURKHARDT AG

Real Estate

Market cap* €52m

*As at 20 October 2017

Share details

Code GXP1

Designated sponsor(s)

ODDO SEYDLER BANK AG

Financials

Market cap* €13bn

*As at 20 October 2017

Share details

Code HNR1

Designated sponsor(s)

N/A

HanseYachts

Hanse Yachts has grown from being a just small boatyard on the Baltic in the mid-nineties to become the second largest sailboat manufacturer in the world a decade later. On the way they acquired several other premium brands including Dehler, Moody and Fjord followed more recently by Sealine and Varianta to build alongside the Hanses in their new state of the art manufacturing plant. The wide Hanse range encompasses an impressive choice of size from the 315 (31 ft) to the 675 (69 ft).

Information from <https://www.hanseyachts.co.uk/aboutus.asp>

Hapag-Lloyd

With a fleet of 219 modern container ships and a total transport capacity of 1.6 million TEU, Hapag-Lloyd is one of the world's leading liner shipping companies. The Company has around 13,000 employees and over 436 offices in 126 countries. Hapag-Lloyd has a container capacity of 2.3 million TEU including one of the largest and most modern fleets of reefer containers.

Information from <http://www.boerse-frankfurt.de/>

Hawesko Holding

The Hawesko Group is Germany's largest integrated merchant for premium wines and champagnes, and one of the leading sellers of wine in the world. With our three complementary business segments we open up high-end markets: Hanseatisches Wein- und Sekt-Kontor is Germany's leading wine mail-order and online business while Jacques' Wein-Depot is the largest domestic specialist wine retailer; Wein Wolf and CWD Champagner und Wein Distributionsgesellschaft are leading wine wholesalers.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €93m

*As at 20 October 2017

Share details

Code H9Y

Designated sponsor(s)

ODDO SEYDLER BANK AG

Industrials

Market cap* €6350m

*As at 20 October 2017

Share details

Code HLAG

Designated sponsor(s)

DEUTSCHE BANK AG, GOLDMAN SACHS INTERNATIONAL, LONDON*EQUINET BANK AG, HAUCK & AUFGAEUSER PRIVATBANKIERS AG

Retail

Market cap* €456m

*As at 20 October 2017

Share details

Code HAW

Designated sponsor(s)

ODDO SEYDLER BANK AG

HELMA Eigenheimbau

HELMA Eigenheimbau AG 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.

Information from <http://www.boerse-frankfurt.de/>

Highlight Communication

Highlight Communications AG is the parent company of a media group headquartered in Switzerland. Founded in 1983, it has been listed on the stock exchange in Germany since 1999. As a strategic and financial holding company, it combines the two segments Film and Sports- and Event-Marketing.

Information from <http://www.boerse-frankfurt.de/>

Hochdorf Holding

The HOCHDORF Group is one of the market leaders in Switzerland in developing, producing and marketing wholesome foodstuffs and ingredients from milk and cereals. We are proud that our work makes an important contribution to the health of babies, children and adults of all ages around the world.

Information from <https://www.hochdorf.com/en/company/about-us/>

Real Estate

Market cap* €178m

*As at 20 October 2017

Share details

Code H5E

Designated sponsor(s)

M.M. WARBURG & CO (AG & CO.) KGAA

Media

Market cap* €319m

*As at 20 October 2017

Share details

Code HLG

Designated sponsor(s)

ODDO SEYDLER BANK AG

Consumer

Market cap* €344m

*As at 20 October 2017

Share details

Code 1Z3

Designated sponsor(s)

N/A

HolidayCheck Group

HolidayCheck Group AG, Munich, is one of Europe's leading digital travel firms for holidaymakers. With a total workforce of around 400, the HolidayCheck Group comprises HolidayCheck AG (which operates hotel review and travel booking portals by the same name and the car rental portal MietwagenCheck) and WebAssets B.V. (which operates the Zoover hotel review portals and the MeteoVista/WeerOnline weather portals).

Information from <http://www.boerse-frankfurt.de/>

Hypoport

Hypoport AG is the parent company of the Hypoport Group. The subsidiaries of the Hypoport Group are engaged in the distribution of financial services, facilitated or supported by financial technology ('fintech'), and are divided into four business units: Credit Platform, Private Clients, Institutional Clients, and Insurance Platform. Hypoport AG is headquartered in Berlin, Germany, and has around 850 employees.

Information from <http://www.boerse-frankfurt.de/>

IBU-tec

IBU-tec advanced materials AG, located in Weimar-Ehringsdorf, is a service provider for contract process development as well as contract manufacturing based on thermal processes and inorganic materials. IBU-tec advanced materials AG supports its customers with contract research and development at laboratory scale, material and process trials at small or pilot scale and contract manufacturing based on the technology platforms rotary kiln and pulsation reactor.

Information from <http://www.boerse-frankfurt.de/>

Travel & Leisure

Market cap* €164m

*As at 20 October 2017

Share details

Code HOC

Designated sponsor(s)

ODDO SEYDLER BANK AG

Financial Services

Market cap* €803m

*As at 20 October 2017

Share details

Code HYQ

Designated sponsor(s)

ODDO SEYDLER BANK AG

Industrials

Market cap* €76m

*As at 20 October 2017

Share details

Code IBU

Designated sponsor(s)

ICF BANK AG WERTPAPIERHANDELSBANK

INDUS Holding

Since 1995 we have been demonstrating with INDUS that the small and medium-sized enterprise sector and capital market listings can go hand-in-hand. We have been successful in this because our business approach combines our shareholders' capital with successful business models designed for the long term. Through active strategic support we provide hidden champions in the SME sector with a platform on which to develop their businesses autonomously.

Information from <http://www.boerse-frankfurt.de/>

init innovation in traffic

As worldwide leading supplier of integrated planning, dispatching, telematics and ticketing systems for buses and trains, init innovation in traffic systems SE has helped transport companies make public transport more attractive, faster and more efficient for over 30 years. Over 600 customers worldwide now rely on init's innovative hardware and software solutions.

Information from <http://www.boerse-frankfurt.de/>

Intershop

Intershop Communications AG is the leading independent provider of omni-channel commerce solutions. Intershop offers high-performance packaged software for internet sales, complemented by all necessary services. Intershop also acts as a business process outsourcing provider, covering all aspects of online retailing up to fulfillment.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €1486m

*As at 20 October 2017

Share details

Code INH

Designated sponsor(s)

COMMERZBANK AG, HSBC TRINKAUS & BURKHARDT AG, BANKHAUS LAMPE KG

Technology

Market cap* €199m

*As at 20 October 2017

Share details

Code IXX

Designated sponsor(s)

ODDO SEYDLER BANK AG, COMMERZBANK AG

Software

Market cap* €60m

*As at 20 October 2017

Share details

Code ISH2

Designated sponsor(s)

DERO BANK AG

InVision

Since 1995, InVision has been helping its clients to optimise their workforce management, increase their productivity and quality of work and reduce their costs. The InVision group incorporates the brands injixo, a cloud platform with training, workforce management and industry network, The Call Center School, offering cloud-learning for call centre professionals, and InVision WFM, a software solution for workforce management.

Information from <http://www.boerse-frankfurt.de/>

Technology

Market cap* €58m

*As at 20 October 2017

Share details

Code IVX

Designated sponsor(s)

M.M. WARBURG & CO (AG & CO.) KGAA

ISRA VISION

ISRA VISION AG, together with its subsidiaries, is worldwide leading in surface inspection of web materials. Furthermore, it is one of the globally leading providers of machine vision systems, specializing in the area of 3D machine vision, in particular for "3D robot vision". In the past years, ISRA has shown profitable growth with an annual average increase in sales of approx. 25 percent.

Information from <http://www.boerse-frankfurt.de/>

Technology

Market cap* €714m

*As at 20 October 2017

Share details

Code ISR

Designated sponsor(s)

ODDO SEYDLER BANK AG, EQUINET BANK AG

IVU Traffic Technologies

IVU Traffic Technologies AG has been working for 40 years with some 400 software engineers to ensure that transport in the world's major cities operates reliably and on time. People and vehicles in expanding cities are continually on the move, a logistical challenge which calls for intelligent and reliable software systems.

Information from <http://www.boerse-frankfurt.de/>

Software

Market cap* €92m

*As at 20 October 2017

Share details

Code IVU

Designated sponsor(s)

EQUINET BANK AG

JDC Group

JDC Group AG (ISIN: DE000A0B9N37) stands for modern financial advice and intelligent financial technology for advisors and customers. In the "Advisortech" business unit, we provide our customers and advisors with modern advisory and administration technology using the Jung, DMS & Cie. Groups.

Information from <http://www.boerse-frankfurt.de/>

K+S

K+S is an international resources company. We have been mining and processing mineral raw materials for more than 125 years. The products we produce from them are used worldwide in agriculture, food and road safety and are important elements in numerous industrial processes.

Information from <http://www.boerse-frankfurt.de/>

Koenig & Bauer

The Koenig & Bauer Group is a customer-oriented partner to the global printing industry with annual revenue of EUR 1.2bn and 5,300 employees. Throughout its 200-year history, it has been driven by innovation and technological progress. Systematically oriented to meeting customer requirements, our high-tech printing presses and systems permit highly efficient printing, refining and processing.

Information from <http://www.boerse-frankfurt.de/>

Financials

Market cap* €87m

*As at 20 October 2017

Share details

Code A8A

Designated sponsor(s)

HAUCK & AUFHAEUSER PRIVATBANKIERS AG

Mining

Market cap* €4007m

*As at 20 October 2017

Share details

Code SDF

Designated sponsor(s)

N/A

Industrials

Market cap* €1081m

*As at 20 October 2017

Share details

Code SKB

Designated sponsor(s)

M.M. WARBURG & CO (AG & CO.) KGAA

KPS

KPS is Europe's leading management consulting firm for business transformation and process implementation in the retail sector. The company offers end-to-end strategy and process consulting, with extensive implementation expertise in digital customer management, e-commerce and ERP.

Information from <https://www.kps.com/en.html/news-170811>

Software

Market cap* €538m

*As at 20 October 2017

Share details

Code KSC

Designated sponsor(s)

ODDO SEYDLER BANK AG

KROMI Logistik

KROMI Logistik AG offers companies in the manufacturing sector at home and abroad end-to-end outsourcing to supply them with precision machining tools ('tool management'). The focus is on technically sophisticated machining tools (tools subject to wear and tool holders, e.g. drills) for processing metal and plastic. KROMI Logistik combines the traditional tool trade with local supply through fully automated tool dispensing in customers' manufacturing areas, and an IT-based tool management and controlling system.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €57m

*As at 20 October 2017

Share details

Code K1R

Designated sponsor(s)

M.M. WARBURG & CO (AG & CO.) KGAA

LANXESS

LANXESS is a leading specialty chemicals company with sales of EUR 7.7 billion in 2016 and about 19,200 employees in 25 countries. The company is currently represented at 75 production sites worldwide. The core business of LANXESS is the development, manufacturing and marketing of chemical intermediates, additives, specialty chemicals and plastics. Through ARLANXEO, the joint venture with Saudi Aramco, LANXESS is also a leading supplier of synthetic rubber.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €6bn

*As at 20 October 2017

Share details

Code LXS

Designated sponsor(s)

COMMERZBANK AG

Leifheit

The Leifheit Group is one of the leading European brand suppliers of household items. The company offers high-quality and innovative products and solutions that make everyday life at home easy and more convenient. The Leifheit Group divides its operating business into two divisions: Brand Business and Volume Business.

Information from <http://www.boerse-frankfurt.de/>

LPKF Laser & Electronics

LPKF Laser & Electronics AG is a leading global specialist in laser technology, laser material processing and drive technology. LPKF develops and distributes systems used in electronics production, the automotive industry, and in the manufacture of solar cells. Its export share is 90 per cent. The Group has approx. 800 employees worldwide.

Information from <http://www.boerse-frankfurt.de/>

M1 Kliniken

M1 Kliniken AG is one of the fastest growing and leading private providers of healthcare services in the field of beauty medicine. With its products and services, the group offers a customer-oriented range of aesthetic and surgical treatments throughout Germany.

Information from <http://www.boerse-frankfurt.de/>

Consumer

Market cap* €307m

*As at 20 October 2017

Share details

Code LEI

Designated sponsor(s)

ODDO SEYDLER BANK AG, LANDESBANK
BADEN-WUERTTEMBERG

Industrials

Market cap* €185m

*As at 20 October 2017

Share details

Code LPK

Designated sponsor(s)

ODDO SEYDLER BANK AG

Pharma & Biotech

Market cap* €187m

*As at 20 October 2017

Share details

Code M12

Designated sponsor(s)

ODDO SEYDLER BANK AG, DERO BANK AG

Manz

As one of the world's leading high-tech equipment manufacturers, Manz AG, based in Reutlingen, Germany, is a pioneer for innovative products in fast-growing markets. The company, founded in 1987, has expertise in seven technology sectors: automation, laser processing, vacuum coating, screen printing, measurement technology, wet-chemical and roll-to-roll processing.

Information from <http://www.boerse-frankfurt.de/>

Masterflex

Masterflex SE from Gelsenkirchen is a specialist in developing and manufacturing superior connection and hose systems made of innovative high-tech plastics. Since its foundation in 1987, we develop the manifold applications of high-tech plastics, also in combination with other materials, and convert them into new customer-oriented products.

Information from <http://www.boerse-frankfurt.de/>

M.A.X Automation

M.A.X. Automation AG with its headquarters in Düsseldorf is an internationally active high-tech mechanical engineering Group and a leading full-service supplier of integrated and sophisticated system and component solutions. Its operational business is divided into two segments.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €281m

*As at 20 October 2017

Share details

Code M5Z

Designated sponsor(s)

EQUINET BANK AG

Industrials

Market cap* €77m

*As at 20 October 2017

Share details

Code MZX

Designated sponsor(s)

LANG & SCHWARZ BROKER GMBH, DZ BANK
AG DT. ZENTRAL-GENOSSENSCHAFTSB.*ICF
BANK AG WERTPAPIERHANDELSBANK

Industrials

Market cap* €234m

*As at 20 October 2017

Share details

Code MXHN

Designated sponsor(s)

ODDO SEYDLER BANK AG, EQUINET BANK AG

MBB

MBB SE is a medium-sized family business that has expanded steadily since it was founded in 1995 through organic growth and the acquisition of companies. Increasing long-term value of the independent subsidiaries and the Group as a whole is the heart of its business model which has been highly profitable from the outset. Substantial growth and sustainable returns will remain MBB SE's goal in future as well.

Information from <https://www.mbb.com/en/investor-relations/ad-hoc-news.html>

Industrials

Market cap* €657m

*As at 20 October 2017

Share details

Code MBB

Designated sponsor(s)

ODDO SEYDLER BANK AG

Medios

Medios AG has positioned itself in the specialty pharma segment as the go-to source for expertise and solutions. It brings together individual market players in a network of cooperating partners. Our objective is to ensure that patients have optimum access to pharmaceutical drugs and to offer integrated solutions along the value-added chain to partners and customers.

Information from <http://medios.ag/en/>

Pharma & Biotech

Market cap* €189m

*As at 20 October 2017

Share details

Code ILM1

Designated sponsor(s)

M.M. Warburg & Co (AG & Co.) KGAA

Merck KGaA

Merck is a leading science and technology company in healthcare, life science and performance materials. Around 50,000 employees work to further develop technologies that improve and enhance life - from biopharmaceutical therapies to treat cancer or multiple sclerosis, cutting-edge systems for scientific research and production, to liquid crystals for smartphones and LCD televisions. In 2016, Merck generated sales of EUR 15 billion in 66 countries.

Information from <http://www.boerse-frankfurt.de/>

Pharma & Biotech

Market cap* €41bn

*As at 20 October 2017

Share details

Code MRK

Designated sponsor(s)

COMMERZBANK AG, BNP PARIBAS ARBITRAGE
SNC

MLP

The MLP Group is the partner of choice for all financial matters - for private clients, companies and institutional investors. With our four brands, each one of our customers has a leading position in its market, we offer a broad range of services.

Information from <http://www.boerse-frankfurt.de/>

Morphosys

MorphoSys's mission is to make exceptional, innovative biopharmaceuticals to improve the lives of patients suffering from serious diseases. Innovative technologies and smart development strategies are central to our approach. Success is created by our people, who focus on excellence in all they do and are driven by a desire to make the medicines of tomorrow a reality.

Information from <http://www.boerse-frankfurt.de/>

MPC Capital

MPC Capital AG is an independent investment manager specialising in real asset investments and investment products, as well as their management and administration, in the three core areas Real Estate, Maritime Investment and Infrastructure. Since 1994 MPC Capital AG has launched over 300 investment projects with a total real-asset investment volume of more than EUR 19 billion.

Information from <http://www.boerse-frankfurt.de/>

Financial Services

Market cap* €653m

*As at 20 October 2017

Share details

Code MLP

Designated sponsor(s)

EQUINET BANK AG

Pharma & Biotech

Market cap* €2164m

*As at 20 October 2017

Share details

Code MOR

Designated sponsor(s)

ODDO SEYDLER BANK AG

Financials

Market cap* €200m

*As at 20 October 2017

Share details

Code MPCK

Designated sponsor(s)

ODDO SEYDLER BANK AG, M.M. WARBURG & CO (AG & CO.) KGAA

mutares

mutares AG, Munich (www.mutares.de), acquires companies, that are being sold in the course of a repositioning process at their owners and that show a clear operational improvement potential. Getting engaged with its own teams, mutares actively supports its portfolio companies to achieve a clear value increase. The focus of the operational work is to ensure sustainable, long-term growth.

Information from <http://www.boerse-frankfurt.de/>

mVISE

mVISE AG numbers among the worldwide leading full-service providers for mobile marketing, mobile internet and interactive value-added services. From our site in Germany, we support our customers in the formulation of holistic mobile strategies – from advice and conception through finding collaborators to technical conversion and reliable operation.

Information from <http://www.boerse-frankfurt.de/>

mybet Holding

The mybet Group, licensed in several European countries to offer sports betting and online casino games, has its registered office in Berlin and locations in Cologne and Malta. mybet offers its betting and gaming products on the internet platform mybet.com as well as in land-based betting shops operating under a franchise system. In addition, the group supplies regional betting providers in Europe and Africa as a B2B service provider.

Information from <http://www.boerse-frankfurt.de/>

Financial Services

Market cap* €200m

*As at 20 October 2017

Share details

Code MUX

Designated sponsor(s)

BAADER BANK AG, DERO BANK AG

Software

Market cap* €36m

*As at 20 October 2017

Share details

Code C1V

Designated sponsor(s)

FinTech Group Bank AG

Gaming

Market cap* €13m

*As at 20 October 2017

Share details

Code XMY

Designated sponsor(s)

ICF BANK AG WERTPAPIERHANDELSBANK

Mynaric

Mynaric (formerly Vialight Communications) is a manufacturer of laser communication technologies used to establish dynamic communication networks in the air and in space. Its wireless data transmission products include ground stations and laser terminals, which allow very large quantities of data to be sent wirelessly over long distances at high speeds.

Information from <http://www.boerse-frankfurt.de/>

Technology

Market cap* €159m

*As at 30 October 2017

Share details

Code MOY

Designated sponsor(s)

HAUCK & AUFHAEUSER PRIVATBANKIERS AG

Nemetschek

The Nemetschek Group, Munich, is a globally leading software provider for the AEC (Architecture, Engineering, Construction) industry. Meanwhile, with its 14 brands, the Nemetschek Group now serves around 2.3 million users in 142 countries from 60 locations worldwide.

Information from <http://www.boerse-frankfurt.de/>

Software

Market cap* €3034m

*As at 20 October 2017

Share details

Code NEM

Designated sponsor(s)

ODDO SEYDLER BANK AG

NEXUS

NEXUS develops and markets IT solutions for the healthcare market. NEXUS supports the integrated healthcare approach, which ensures the exchange of data between general practitioners, hospitals and rehabilitation clinics. Over 930 employees of the NEXUS group are developing Software and IT-Solutions which is used by 196,300 users in 19 countries worldwide.

Information from <http://www.boerse-frankfurt.de/>

Software

Market cap* €394m

*As at 20 October 2017

Share details

Code NXU

Designated sponsor(s)

ODDO SEYDLER BANK AG

Noratis

Noratis AG (www.noratis.de) is a dynamically growing portfolio developer of residential real estate located in Eschborn near Frankfurt. The company acquires properties with development potential across Germany, mostly housing estates, employee housing and quarters from the 1950s to 1970s in cities with more than 10,000 inhabitants or on the outskirts of urban areas.

Information from <http://www.boerse-frankfurt.de/>

Real Estate

Market cap* €52m

*As at 20 October 2017

Share details

Code NUVA

Designated sponsor(s)

ICF BANK AG WERTPAPIERHANDELSBANK

NOXXON Pharma

NOXXON's oncology-focused pipeline acts on the cancer immunity cycle by breaking the tumor protection barrier, blocking tumor repair and exposing hidden tumor cells. Through neutralizing chemokines in the tumor micro-environment, NOXXON's approach works in combination with other forms of treatment to weaken tumor defenses against the immune system and enable greater therapeutic impact.

Information from <https://www.noxxon.com/>

Pharma & Biotech

Market cap* €20m

*As at 20 October 2017

Share details

Code ALNOX

Designated sponsor(s)

N/A

NÜRNBERGER Beteiligungs

With more than 4 million customers, NÜRNBERGER is one of the largest insurers in Germany. The company headquarters moved into the Business Tower in Nuremberg in 2000. The trust of our customers, agents and employees is our top priority.

Information from <https://www.nuernberger.de/ueber-uns/unternehmen/die-nuernberger/>

Financials

Market cap* €772m

*As at 20 October 2017

Share details

Code NBG6

Designated sponsor(s)

HSBC TRINKAUS & BURKHARDT AG

OHB

With a history spanning almost 30 years, OHB SE is Germany's first listed technology and space Group. Two business units offer international customers sophisticated solutions and systems. The 'Space Systems' business unit focuses on developing and executing space projects. The 'Aerospace + Industrial Products' business unit is primarily responsible for fabricating aviation and space products as well as other industrial activities.

Information from <http://www.boerse-frankfurt.de/>

Technology

Market cap* €755m

*As at 20 October 2017

Share details

Code OHB

Designated sponsor(s)

HSBC TRINKAUS & BURKHARDT AG, DZ BANK
AG DT. ZENTRAL-GENOSSENSCHAFTSB.*ICF
BANK AG WERTPAPIERHANDELSBANK

OTI Greentech

OTI Greentech Group provides products and services to the maritime, infrastructure and oil & gas industries worldwide. Advanced engineering services, project management and a wide range of product and technology solutions are provided through its five subsidiaries. The OTI Greentech Group currently has over 120 employees in Europe, USA and West Africa.

Information from <https://oti.ag/en/company/>

Industrials

Market cap* €7m

*As at 20 October 2017

Share details

Code NSA

Designated sponsor(s)

N/A

PANTAFLIX

PANTAFLIX is one of the fastest growing media companies in Europe. Consisting of the video-on-demand platform (VoD) pantaflix.com, the traditional film production division PANTALEON Films, and the brand integration unit March & Friends, the Group pursues a 360-degree approach to the production, distribution, exploitation, and marketing of films and series as well as their rights.

Information from <http://www.boerse-frankfurt.de/>

Technology

Market cap* €188m

*As at 20 October 2017

Share details

Code PAL

Designated sponsor(s)

HAUCK & AUFHAEUSER PRIVATBANKIERS AG

Peach Property Group

At Peach Property we invest in high yielding residential real estate in German Tier II. cities close to metropolitan areas. Our past investments and our focus on tenants allow us to create an desirable environment for living and thus a growing number of satisfied tenants.

Information from <http://www.peachproperty.com/en/about-us/peach-idee/>

Real Estate

Market cap* €119m

*As at 20 October 2017

Share details

Code P6Z

Designated sponsor(s)

SSW MARKET MAKING GMBH

Pfeiffer Vacuum Tech.

Pfeiffer Vacuum is one of the world's leading providers of vacuum solutions. In addition to a full range of hybrid and magnetically levitated turbopumps, the product portfolio encompasses backing pumps, measurement and analysis devices, components as well as vacuum chambers and systems.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €1334m

*As at 20 October 2017

Share details

Code PFV

Designated sponsor(s)

COMMERZBANK AG

Phoenix Solar

Phoenix Solar AG, which is based at Sulzemoos, near Munich, Germany, is an internationally operating photovoltaic system integrator. The Group develops plans, constructs and assumes operational management of large photovoltaic power plants, and is a specialist wholesaler for complete solar electricity systems, solar modules and related equipment.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €13m

*As at 20 October 2017

Share details

Code PS4

Designated sponsor(s)

ODDO SEYDLER BANK AG

PNE WIND

The PNE Wind Group, with its brands PNE WIND and WKN, is one of the leading German wind farm developers. With its approx. 360 employees, the PNE WIND Group has been offering services covering the entire added value chain ranging from the development, planning, realisation, financing, operation, marketing and repowering of wind farms in Germany and abroad from a single source for more than 25 years.

Information from <http://www.boerse-frankfurt.de/>

ProCredit Holding

ProCredit Holding AG & Co. KGaA, headquartered in Frankfurt am Main, Germany, is the parent company of the international ProCredit group, comprising banks with a focus on South Eastern and Eastern Europe that have specialised in serving SMEs. In addition to this strong regional presence, the group also operates in Germany and South America.

Information from <http://www.boerse-frankfurt.de/>

Progress-Werk Oberkirch

PWO is a partner to the global automotive industry for the development and production of ad-vanced metal components and subsystems using lightweight construction. The Group has developed a unique knowledge in the forming and joining of metals over the course of its almost 98-year history since it was founded in 1919. With our expertise in cost-efficient lightweight construction, we contribute to environmentally-friendly driving and greater distances in e-mobility.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €201m

*As at 20 October 2017

Share details

Code PNE3

Designated sponsor(s)

ODDO SEYDLER BANK AG, COMMERZBANK AG, DERO BANK AG

Banks

Market cap* €664m

*As at 20 October 2017

Share details

Code PCZ

Designated sponsor(s)

ODDO SEYDLER BANK AG, EQUINET BANK AG

Automobile

Market cap* €139m

*As at 20 October 2017

Share details

Code PWO

Designated sponsor(s)

EQUINET BANK AG

PSI

Since 1969 PSI develops and integrates software solutions and control systems for the network infrastructures and complex production and logistics processes. As the European market leader for energy control systems for electricity, gas, oil, heat and water, PSI's customers include almost all the major energy suppliers.

Information from <http://www.boerse-frankfurt.de/>

publity

Since 15 years publity acts as an established investor in commercial real estate. publity acquires high-yielding commercial assets primarily in german cities like Frankfurt and Munich and delivers performance in applying its 'manage to core' approach.

Information from <http://www.boerse-frankfurt.de/>

PVA TePla

PVA TePla AG is an established supplier of systems and facilities for the production and treatment of sophisticated industrial materials, with decades of experience in these fields. As a vacuum specialist for high-temperature and plasma treatment, PVA TePla is specialised in hard-metal sintering systems, crystal growing facilities and systems for surface activation using plasma.

Information from <http://www.boerse-frankfurt.de/>

Software

Market cap* €301m

*As at 20 October 2017

Share details

Code PSAN

Designated sponsor(s)

EQUINET BANK AG, HSBC TRINKAUS & BURKHARDT AG

Real Estate

Market cap* €225m

*As at 20 October 2017

Share details

Code PBV

Designated sponsor(s)

ACON ACTIENBANK AG

Industrials

Market cap* €152m

*As at 20 October 2017

Share details

Code TPE

Designated sponsor(s)

EQUINET BANK AG

Ringmetall

Ringmetall is an internationally leading specialist in the packaging industry. The Industrial Packaging business segment offers highly secure gasket and locking systems for the chemical, the petrochemical and the pharmaceutical industry as well as the food industry. The Industrial Handling business segment develops application-optimized vehicle accessory parts for the handling and transport of packaging units.

Information from <http://www.boerse-frankfurt.de/>

Rock Tech Lithium

Rock Tech Lithium Inc. is a mineral exploration company focused on the lithium industry. Based in Vancouver and listed on the TSX Venture Exchange and the Frankfurt Stock Exchange, the Company's international board of directors provides a truly global presence and offers unique access to capital and projects.

Information from <http://rocktechlithium.com/>

R.Stahl

R. STAHL is one of the world's leading suppliers of electrical and electronic products and systems for explosion protection. These products and systems prevent explosions in risk areas, and contribute to the safety of people, machines and the environment.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €100m

*As at 20 October 2017

Share details

Code HP3

Designated sponsor(s)

ODDO SEYDLER BANK AG

Resources

Market cap* €27m

*As at 20 October 2017

Share details

Code RJIB

Designated sponsor(s)

N/A

Industrials

Market cap* €206m

*As at 20 October 2017

Share details

Code RSL2

Designated sponsor(s)

LANDESBANK BADEN-WUERTTEMBERG,
BANKHAUS LAMPE KG

S&T

S&T AG is the lead company of an international technology group that employs some 3,700 people and maintains operations in more than 20 countries. S&T is listed on the Prime Standard segment of the Frankfurt Stock Exchange. S&T is a major supplier of IT systems. Its extensive portfolio of IT services and solutions makes S&T one of the leading suppliers in this field in Central and Eastern Europe.

Information from <http://www.boerse-frankfurt.de/>

Salzgitter

Salzgitter AG ranks among the leading steel technology groups with around EUR9 billion in external sales, a crude steel capacity of more than 7 million tons and a workforce of over 25,000 employees. It is one of Europe's largest steel producers and the global market leader in the large-diameter pipes business. The Group operates cutting-edge and resource-efficient production sites in Germany and abroad.

Information from <http://www.boerse-frankfurt.de/>

Sartorius

The Sartorius Group is a leading international pharmaceutical and laboratory equipment provider with two divisions: Bioprocess Solutions and Lab Products & Services. Bioprocess Solutions helps customers produce biotech medications and vaccines safely and efficiently. Lab Products & Services concentrates on serving the needs of laboratories performing research and quality assurance at pharma and biopharma companies and on those of academic research institutes.

Information from <http://www.boerse-frankfurt.de/>

Technology

Market cap* €995m

*As at 20 October 2017

Share details

Code SANT

Designated sponsor(s)

ODDO SEYDLER BANK AG, EQUINET BANK AG, KEPLER CHEUVREUX

Industrials

Market cap* €2506m

*As at 20 October 2017

Share details

Code SZG

Designated sponsor(s)

DEUTSCHE BANK AG

Pharma & Biotech

Market cap* €6bn

*As at 20 October 2017

Share details

Code SRT

Designated sponsor(s)

N/A

Schaltbau Holding

With annual sales of over EUR 500 million and 3,370 employees, the Schaltbau Group is a leading supplier of components and systems in the field of transportation technology and the capital goods industry.

Information from <http://www.boerse-frankfurt.de/>

SFC Energy

SFC Energy AG (www.sfc.com) is a leading provider of hybrid solutions to the stationary and portable power generation markets. SFC is the number one supplier of fuel cells, with over 36,000 fuel cells sold to date.

Information from <http://www.boerse-frankfurt.de/>

SINGULUS Technologies

SINGULUS TECHNOLOGIES develops innovative technologies for efficient production processes, which only make use of resources conservatively. New production technology combined with sustainable processes and the use of novel materials can decouple the use of resources from economic growth in the long-term. SINGULUS TECHNOLOGIES' innovative power and competitiveness are strengthened by these new technologic developments.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €191m

*As at 20 October 2017

Share details

Code SLT

Designated sponsor(s)

ODDO SEYDLER BANK AG

Industrials

Market cap* €57m

*As at 20 October 2017

Share details

Code F3C

Designated sponsor(s)

HAUCK & AUFHAEUSER PRIVATBANKIERS AG

Industrials

Market cap* €80m

*As at 20 October 2017

Share details

Code SNG

Designated sponsor(s)

ODDO SEYDLER BANK AG, EQUINET BANK AG

SLM Solutions Group

Lübeck-based SLM Solutions Group AG is a leading provider of metal-based additive manufacturing technology. The company's shares are traded in the Prime Standard of the Frankfurt Stock Exchange. The stock has been listed in the TecDAX index since March 21, 2016.

Information from <http://www.boerse-frankfurt.de/>

SMT Scharf

SMT Scharf Group develops, manufactures and services transport equipment for underground mines. The main products are captivated railways that are used all over the world, primarily in black coal mines, but also in mines for gold, platinum and other metals. These are needed to transport material and personnel with payloads of up to 45 tons on gradients of up to 35 degrees.

Information from <http://www.boerse-frankfurt.de/>

Softing

Softing is a global management holding company. The companies of the Softing Group produce and market hardware and software for in the industrial automation and automotive electronics segments. They develop high-quality standard technology products and customized solutions in close cooperation with their customers. Both of Softing's business segments operate in growth markets.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €612m

*As at 20 October 2017

Share details

Code AM3D

Designated sponsor(s)

ODDO SEYDLER BANK AG

Industrials

Market cap* €56m

*As at 20 October 2017

Share details

Code S4A

Designated sponsor(s)

EQUINET BANK AG

Industrials

Market cap* €86m

*As at 20 October 2017

Share details

Code SYT

Designated sponsor(s)

ICF BANK AG WERTPAPIERHANDELSBANK,
M.M. WARBURG & CO (AG & CO.) KGAA

SPORTTOTAL

SPORTTOTAL AG, headquartered in Cologne, is a technology and media company on a growth path in the rapidly scalable digital business with video platforms and communities (DIGITAL), in the high-margin national and international project business (VENUES), as well as in the live events business (LIVE).

Information from <http://www.boerse-frankfurt.de/>

Stratec Biomedical

STRATEC Biomedical AG (www.stratec.com) designs and manufactures fully automated analyzer systems for its partners in the fields of clinical diagnostics and biotechnology. Furthermore, the company offers sample preparation solutions, integrated laboratory software, and complex consumables for diagnostic and medical applications.

Information from <http://www.boerse-frankfurt.de/>

SURTECO

SURTECO SE is the holding company for a group of mutually complementary companies in the field of surface technology. The product portfolio of the SURTECO Group comprises edgebandings and finish foils based on paper and plastics, decorative printings, impregnates and release papers for the international wood-based, flooring and furniture industry. The product range is completed by skirtings made of plastics and technical extrusions (profiles) for various industries.

Information from <http://www.boerse-frankfurt.de/>

Media

Market cap* €79m

*As at 20 October 2017

Share details

Code WIG1

Designated sponsor(s)

ODDO SEYDLER BANK AG, LANG & SCHWARZ
BROKER GMBH

Pharma & Biotech

Market cap* €684m

*As at 20 October 2017

Share details

Code SBS

Designated sponsor(s)

ODDO SEYDLER BANK AG, HSBC TRINKAUS &
BURKHARDT AG

Basic Resources

Market cap* €385m

*As at 20 October 2017

Share details

Code SUR

Designated sponsor(s)

EQUINET BANK AG, JOH. BERENBERG,
GOSSLER & CO. KG

SÜSS MicroTec

SÜSS MicroTec is a leading supplier of equipment and process solutions for microstructuring in the semiconductor industry and related markets. In close cooperation with research institutes and industry partners SÜSS MicroTec contributes to the advancement of next-generation technologies such as 3D Integration and nanoimprint lithography as well as key processes for MEMS and LED manufacturing.

Information from <http://www.boerse-frankfurt.de/>

Sygnis

SYGNIS, headquartered in Germany and Spain, specializes on the development and commercialization of innovative products for DNA amplification and sequencing. Based on its proprietary technologies, SYGNIS has developed a commercial product portfolio addressing key challenges in the fast growing fields of molecular biology and next generation sequencing applications.

Information from <http://www.boerse-frankfurt.de/>

SYZYGY

SYZYGY is an international agency group for digital marketing with some 600 employees and offices in Bad Homburg, Berlin, Frankfurt, Hamburg, London, Munich, New York and Warsaw. As a provider of creative, technological and media services, SYZYGY helps its clients to use digital media as an innovative communication and marketing tool.

Information from <http://www.boerse-frankfurt.de/>

Technology

Market cap* €309m

*As at 20 October 2017

Share details

Code SMHN

Designated sponsor(s)

EQUINET BANK AG

Pharma & Biotech

Market cap* €73m

*As at 20 October 2017

Share details

Code LI01

Designated sponsor(s)

EQUINET BANK AG

Media

Market cap* €142m

*As at 20 October 2017

Share details

Code SYZ

Designated sponsor(s)

EQUINET BANK AG

TAKKT

TAKKT AG is the leading group of B2B mail order companies for business equipment solutions in Europe and North America. We orient ourselves on the needs of our customers: our diversified product portfolio meets our customers' demand for one-stop shopping. Furthermore, our focus on mail order provides our customers with the most efficient method of purchasing these products.

Information from <http://www.boerse-frankfurt.de/>

technotrans

The technotrans group produces, sells, and modernises systems and applications in the field of liquid technology. This includes cooling, temperature control, filtration, measuring, and dosing systems. With 24 sites the company from Sassenberg (Germany) is present in all the major markets worldwide.

Information from <http://www.boerse-frankfurt.de/>

Theraclion

Theraclion is a French company, formed in 2004 as a spin-off from Edap-Technomed, and is a pioneer in the therapeutic use of ultrasound. Theraclion develops, manufactures and markets the Echopulse® medical device for the non-invasive, outpatient treatment of breast fibroadenomas and benign thyroid nodules.

Information from <http://www.theraclion.fr/>

Consumer

Market cap* €1279m

*As at 20 October 2017

Share details

Code TTK

Designated sponsor(s)

ODDO SEYDLER BANK AG, EQUINET BANK AG,
KEPLER CHEUVREUX, HAUCK & AUFGAEUSER
PRIVATBANKIERS AG

Industrials

Market cap* €318m

*As at 20 October 2017

Share details

Code TTR1

Designated sponsor(s)

EQUINET BANK AG, BANKHAUS LAMPE KG

Pharma & Biotech

Market cap* €28m

*As at 20 October 2017

Share details

Code ALTHE

Designated sponsor(s)

N/A

USU Software

USU Software AG and its subsidiaries develop and sell complete software solutions for knowledge-based service management. The range of products includes solutions in the Business Service Management sector for efficient, cost-optimized deployment of the IT infrastructure of a company, in addition to Knowledge Solutions solutions for fine-tuning of knowledge-based business processes.

Information from <http://www.boerse-frankfurt.de/>

va-Q-tec

va-Q-tec is a leading provider of highly efficient tech products and solutions in the field of thermal insulation. The Company develops, manufactures and sells innovative, thin vacuum insulation panels ("VIPs") and phase change materials ("PCMs") for reliable and energy efficient temperature control and insulation.

Information from <http://www.boerse-frankfurt.de/>

Vectron Systems

Vectron Systems AG specialises in the production and sale of intelligent POS systems and communication software for the networking of branch shops. The "Vectron POS" systems ("POS" = "Point of Sale") can be utilised in various sectors - with a special focus on hospitality and bakery chains.

Information from <http://www.boerse-frankfurt.de/>

Software

Market cap* €309m

*As at 20 October 2017

Share details

Code OSP2

Designated sponsor(s)

LANDESBANK BADEN-WUERTTEMBERG, DERO BANK AG

Technology

Market cap* €266m

*As at 20 October 2017

Share details

Code VQT

Designated sponsor(s)

EQUINET BANK AG, JOH. BERENBERG, GOSSLER & CO. KG

Software

Market cap* €141m

*As at 20 October 2017

Share details

Code V3S

Designated sponsor(s)

ODDO SEYDLER BANK AG, M.M. WARBURG & CO (AG & CO.) KGAA, HAUCK & AUFHAEUSER PRIVATBANKIERS AG

VERBIO

VERBIO is one of the leading independent producers and suppliers of biofuels and also the only industrial-scale producer of biodiesel, bioethanol and biomethane in Europe. Nominal capacity currently amounts to around 450,000 tonnes of biodiesel, 300,000 tonnes of bioethanol and 480 gigawatt hours of biomethane per year.

Information from <http://www.boerse-frankfurt.de/>

Verona Pharma

Verona Pharma plc is a clinical stage biopharmaceutical company focused on the development and commercialization of innovative prescription medicines to treat respiratory diseases with significant unmet medical needs, such as COPD and cystic fibrosis. The Company is listed on the NASDAQ Global Market in the United States under the VRNA ticker and on the London Stock Exchange in the United Kingdom under the VRP.L ticker.

Information from <http://www.veronapharma.com/>

Villeroy & Boch

Villeroy & Boch, formed in 1748, is a leading ceramics manufacturer and one of the most important international premium brands in the areas of bathroom and wellness, tableware and tiles. The listed company, which is domiciled in Mettlach, Germany, has around 7,400 employees and operates production facilities in Europe, Mexico and Thailand.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €491m

*As at 20 October 2017

Share details

Code VBK

Designated sponsor(s)

HSBC TRINKAUS & BURKHARDT AG

Pharma & Biotech

Market cap* £154m

*As at 20 October 2017

Share details

Code VRP

Designated sponsor(s)

N/A

Consumer

Market cap* €546m

*As at 20 October 2017

Share details

Code VIB3

Designated sponsor(s)

ODDO SEYDLER BANK AG

Viscom

Viscom develops, manufactures and sells high-quality inspection systems. The product portfolio encompasses the complete bandwidth of optical and X-ray inspection operations, especially in the area of electronics assemblies. Viscom systems are used whenever 100% automatic inspection of electronics assemblies is required, such as in the production of automotive electronics, aerospace technology and industrial electronics.

Information from <http://www.boerse-frankfurt.de/>

Vita 34

Vita 34 is a pioneer amongst the private umbilical cord blood banks in Europe and it is the largest stem cell bank in the German-speaking countries. The company is active in two business segments, Stem Cell Banking and Biotechnology, and is currently represented in the European and global markets in a total of 28 countries via subsidiaries and cooperation partners.

Information from <http://www.boerse-frankfurt.de/>

Wacker Chemie

WACKER is a globally active chemical company with some 13,450 employees and annual sales of around EUR 4.6 billion (2016). WACKER has a global network of 23 production sites, 18 technical competence centers and 48 sales offices.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €253m

*As at 20 October 2017

Share details

Code V6C

Designated sponsor(s)

ICF BANK AG WERTPAPIERHANDELSBANK,
EQUINET BANK AG

Pharma & Biotech

Market cap* €50m

*As at 20 October 2017

Share details

Code V3V

Designated sponsor(s)

ODDO SEYDLER BANK AG

Industrials

Market cap* €6bn

*As at 20 October 2017

Share details

Code WCH

Designated sponsor(s)

HSBC TRINKAUS & BURKHARDT AG

Washtec

The company was floated in 1997 and employs about 1,700 people. WashTec AG produces, markets and services a complete range of wash systems with conventional brushes, cloth washers and high-pressure water jets for cars, commercial vehicles, making it a preferred supplier to global petrol companies, car manufacturers and small and medium-sized enterprises around the world.

Information from <http://www.boerse-frankfurt.de/>

windeln.de

windeln.de is one of the leading pure online retailers for baby, toddler and children's products with a presence in ten European countries, including Germany, Austria, Switzerland, the Czech Republic and Spain. The Company also operates a successful e-commerce business with products for babies and toddlers for customers in China.

Information from <http://www.boerse-frankfurt.de/>

Wüstenrot & Württembergische

The W&W Group is an independent financial services group based in Stuttgart, which developed from the merger of Wüstenrot and Württembergischer in 1999. W&W is active in two areas of business: 'Building society' and 'Insurance'.

Information from <http://www.boerse-frankfurt.de/>

Industrials

Market cap* €1055m

*As at 20 October 2017

Share details

Code WSU

Designated sponsor(s)

M.M. WARBURG & CO (AG & CO.) KGAA, HSBC
TRINKAUS & BURKHARDT AG

Retail

Market cap* €87m

*As at 20 October 2017

Share details

Code WDL

Designated sponsor(s)

GOLDMAN SACHS INTERNATIONAL,
LONDON*EQUINET BANK AG

Financials

Market cap* €2171

*As at 20 October 2017

Share details

Code WUW

Designated sponsor(s)

LANDESBANK BADEN-WUERTTEMBERG

ZEAL Network

ZEAL is a holding company specialized in the area of online lottery. We offer consumer facing lottery-based games as well as business to business solutions. Our vision is to create a better world of lottery. To the current day ZEAL has generated stakes of 2.5 billion euros and thus contributed over 650 million euros in taxes and duties.

Information from <http://www.boerse-frankfurt.de/>

zooplus

As an online retail company zooplus sells pet supplies directly to private customers via the internet, and considers itself to be the clear European online market leader in terms of revenues and active customer base within its segment. In total, zooplus sells around 8,000 food and accessories products for dogs, cats, small animals, birds, reptiles, fish and horses.

Information from <http://www.boerse-frankfurt.de/>

Consumer

Market cap* €202m

*As at 20 October 2017

Share details

Code TIM

Designated sponsor(s)

ODDO SEYDLER BANK AG

Retail

Market cap* €1006m

*As at 20 October 2017

Share details

Code Z01

Designated sponsor(s)

ODDO SEYDLER BANK AG

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