

TXT e-solutions - KEY FIGURES

	2012A	2013A	2014E	2015E	2016E	
	12/12/2012	12/12/2013	12/12/2014	12/12/2015	12/12/2016	
Fiscal year end						
PROFIT & LOSS (Eu mn)	Sales	46	53	55	60	65
	EBITDA	5	6	7	8	9
	EBIT	4	5	6	7	8
	Financial income (charges)	0	(0)	0	0	0
	Associates & Others	0	0	0	0	0
	Pre-tax profit (Loss)	5	5	6	7	9
	Taxes	(0)	0	(1)	(1)	(2)
	Tax rate (%)	3.8%	-2.7%	15.0%	20.0%	25.0%
	Minorities & discontinue activities	1	0	0	0	0
	Net profit	5	5	5	6	7
	Total extraordinary items	0	0	0	0	0
	Ebitda excl. extraordinary items	5	6	7	8	9
	Ebit excl. extraordinary items	4	5	6	7	8
	Net profit restated	4	5	5	6	7
PER SHARE DATA (Eu)	Total shares out (mn) - average fd	12	12	12	12	12
	EPS stated fd	0.423	0.393	0.431	0.487	0.550
	EPS restated fd	0.887	0.393	0.431	0.487	0.550
	BVPS fd	5.197	2.363	2.574	2.823	3.106
	Dividend per share (ord)	0.201	0.249	0.268	0.303	0.342
	Dividend per share (sav)	0.000	0.000	0.000	0.000	0.000
	Dividend pay out ratio (%)	42.1%	56.0%	55.0%	55.0%	55.0%
CASH FLOW (Eu mn)	Gross cash flow	5	5	6	7	8
	Change in NWC	(2)	0	(1)	(1)	(1)
	Capital expenditure	(1)	(0)	(1)	(1)	(1)
	Other cash items	1	0	(0)	0	0
	Free cash flow (FCF)	4	5	5	5	6
	Acquisitions, divestments & others	(11)	0	0	0	0
	Dividend	0	(2)	(3)	(3)	(3)
	Equity financing/Buy-back	0	(1)	0	0	0
	Change in Net Financial Position	(6)	3	3	3	3
BALANCE SHEET (Eu mn)	Total fixed assets	19	18	17	17	17
	Net working capital	5	5	5	7	8
	Long term liabilities	(3)	(3)	(3)	(4)	(4)
	Net capital employed	20	19	19	20	20
	Net financial position	6	9	11	14	16
	Group equity	26	28	30	33	37
	Minorities	0	0	0	0	0
	Net equity	26	28	30	33	37
ENTERPRISE VALUE (Eu mn)	Average mkt cap - current	96	96	96	96	96
	Adjustments (associate & minorities)	0	13	13	13	13
	Net financial position	6	9	11	14	16
	Enterprise value	90	75	72	69	67
RATIOS(%)	EBITDA margin*	11.4%	11.9%	12.8%	13.4%	14.4%
	EBIT margin*	9.2%	9.4%	10.6%	11.6%	12.8%
	Gearing - Debt/equity	-23.1%	-30.7%	-36.7%	-41.1%	-44.7%
	Interest cover on EBIT	nm	11.4	nm	nm	nm
	Debt/Ebitda	nm	nm	nm	nm	nm
	ROCE*	30.7%	25.2%	30.5%	35.9%	41.9%
	ROE*	21.6%	17.2%	17.5%	18.0%	18.6%
	EV/CE	6.5	3.8	3.7	3.6	3.3
	EV/Sales	1.9	1.4	1.3	1.1	1.0
	EV/Ebit	21.1	15.0	12.2	9.9	8.0
	Free Cash Flow Yield	4.2%	6.4%	6.2%	6.4%	7.1%
GROWTH RATES (%)	Sales	15.8%	13.0%	5.5%	9.1%	7.9%
	EBITDA*	114.5%	17.7%	13.3%	14.1%	15.9%
	EBIT*	nm	16.0%	18.9%	18.7%	19.8%
	Net profit	-64.8%	-7.1%	9.7%	13.0%	13.1%
	EPS restated	nm	-55.8%	9.7%	12.9%	13.1%

* Excluding extraordinary items

Source: Intermonte SIM estimates

Results

TXT - Quarterly results

(Eu mn)	2Q13A	2Q14A	YoY	2Q14E	A vs E	1H13A	1H14A	YoY	2013A	2014E	YoY
Total revenues	13.1	15.0	14.8%	13.9	7.7%	26.3	29.0	10.3%	52.6	55.4	5.5%
<i>YoY growth</i>	<i>10.2%</i>	<i>14.8%</i>		<i>6.6%</i>		<i>12.0%</i>	<i>10.3%</i>		<i>13.0%</i>	<i>5.5%</i>	
Gross Profit	6.9	8.1	17.2%	7.5	8.1%	13.9	15.5	11.8%	27.7	30.4	9.6%
<i>gross margin</i>	<i>53.1%</i>	<i>54.2%</i>		<i>54.0%</i>		<i>52.8%</i>	<i>53.5%</i>		<i>52.7%</i>	<i>54.8%</i>	
EBITDA IFRS	1.7	2.5	49.0%	1.7	49.5%	3.1	4.0	28.2%	6.3	7.1	13.3%
<i>EBITDA margin</i>	<i>13.1%</i>	<i>20.0%</i>		<i>12.2%</i>		<i>12.4%</i>	<i>15.7%</i>		<i>12.2%</i>	<i>13.7%</i>	
Depreciation and amortization <i>on revenues</i>	(0.3)	(0.3)		(0.3)		(0.6)	(0.6)		(1.3)	(1.2)	
	-2.5%	-2.2%		-2.1%		-2.4%	-2.2%		2.5%	2.3%	
EBIT IFRS	1.4	2.2	59.5%	1.4	56.9%	2.5	3.4	34.4%	5.0	5.9	18.9%
<i>EBIT margin</i>	<i>10.6%</i>	<i>17.4%</i>		<i>10.0%</i>		<i>9.9%</i>	<i>13.2%</i>		<i>9.6%</i>	<i>11.4%</i>	
Financial income and charges	(0.1)	(0.1)		(0.0)		(0.1)	(0.1)		(0.4)	0.1	
Pre-tax profit	1.3	2.1	65.5%	1.4	56.5%	2.4	3.3	35.3%	4.5	6.0	32.6%
									<i>0.0%</i>	<i>0.0%</i>	
Income taxes <i>tax rate</i>	(0.1)	(0.5)		(0.1)		(0.3)	(0.6)		0.1	(0.9)	
	-11.5%	-21.5%		-11.0%		-12.4%	-18.6%		2.7%	-15.0%	
Profit from discontinued operations	0.0	0.0		0.0		0.0	0.0		0.0	0.0	
Net profit	1.1	1.7	46.7%	1.2	38.0%	2.1	2.7	25.9%	4.6	5.1	9.7%
<i>YoY growth</i>	<i>-13.4%</i>	<i>46.7%</i>		<i>16.5%</i>		<i>-27.1%</i>	<i>25.9%</i>		<i>-7.1%</i>	<i>9.7%</i>	

Source: Company data (A) and Intermonte SIM estimates (E)

Estimates

TXT - Change in estimates

(Eu mn)	2014E	2015E	2016E
Total revenues new	55.4	60.5	65.3
Total revenues old	56.2	61.4	66.3
% change	-1.4%	-1.4%	-1.5%
EBITDA new	7.1	8.1	9.4
EBITDA old	7.1	8.3	9.6
% change	0.0%	-2.5%	-1.9%
EBIT new	5.9	7.0	8.4
EBIT old	5.9	7.2	8.6
% change	0.0%	-2.9%	-2.1%
PBT new	6.0	7.2	8.7
PBT old	6.0	7.4	8.9
% change	0.0%	-2.8%	-2.0%
Net profit new	5.1	5.8	6.5
Net profit old	5.1	5.9	6.6
% change	0.0%	-2.8%	-2.0%
Net cash new	11.2	13.7	16.4
Net cash old	10.9	13.6	16.3
% change	2.1%	0.8%	0.7%

Source: Intermonte SIM estimates

TXT e-solutions Peer Group - Absolute Performances

Stock	Price	Ccy	Mkt cap	1M	3M	6M	YTD	1Y	2Y
TXT e-solutions	8.1	EUR	96.1	-3.3%	-15.1%	-28.4%	-10.4%	56.0%	228.5%
AMERICAN SOFTWARE	9.5	USD	267.3	-8.2%	0.6%	-5.3%	-4.2%	4.1%	14.9%
ATOSS SOFTWARE	29.5	EUR	117.3	-0.3%	-0.3%	0.7%	3.3%	6.7%	47.0%
CAPGEMINI	53.4	EUR	8,473.1	-2.6%	4.3%	5.4%	8.6%	22.9%	73.6%
COMPUTACENTER	6.0	GBP	838.0	-9.3%	-7.2%	-6.6%	-5.5%	16.6%	68.8%
DESCARTES SYSTEMS	14.6	CAD	1,091.6	-3.3%	-0.7%	-4.3%	2.4%	19.0%	77.4%
DEVOTEAM	17.8	EUR	154.0	4.6%	-0.1%	18.9%	34.7%	83.5%	92.4%
ENGINEERING	40.0	EUR	500.0	-13.0%	-20.0%	-12.9%	-8.0%	35.1%	53.4%
GROUPE STERIA	20.2	EUR	640.1	4.2%	0.3%	36.5%	41.6%	85.5%	99.8%
MANHATTAN ASSOCIATE	30.3	USD	2,274.7	-13.7%	-3.4%	-8.3%	3.1%	36.4%	158.1%
MICROS SYSTEMS	67.7	USD	5,061.3	-0.5%	31.5%	26.4%	18.1%	37.6%	39.0%
ORACLE	40.0	USD	178,017.4	-3.3%	-3.0%	11.2%	4.4%	21.9%	30.1%
REPLY	57.0	EUR	533.1	-1.3%	-12.3%	3.1%	0.2%	60.1%	222.9%
SAP	58.2	EUR	69,496.3	0.8%	2.5%	5.2%	-6.6%	2.7%	10.6%
SOPRA GROUP	80.4	EUR	958.5	3.2%	-2.9%	0.2%	9.4%	43.5%	115.7%
SQS SOFTWARE	6.8	EUR	208.7	4.9%	1.9%	15.8%	14.8%	83.4%	170.0%
Mean performance				-2.6%	-1.5%	3.6%	6.6%	38.4%	93.9%
Italy Fixed	20,052.2	EUR	259,803	-7.0%	-7.3%	5.2%	5.7%	19.7%	42.0%

Source: FactSet

TXT e-solutions Peer Group - Multiple Comparison

Stock	Price	Ccy	Mkt cap	EV/Sales	EV/Sales	EV/Ebitda	EV/Ebitda	EV/Ebit	EV/Ebit	P/E	P/E	Div Yield	Div Yield
				2014	2015	2014	2015	2014	2015	2014	2015	2014	2015
TXT e-solutions	8.1	EUR	96.1	1.3	1.1	10.1	8.6	12.2	9.9	18.9	16.7	3.3%	3.7%
AMERICAN SOFTWARE	9.5	USD	267.3	1.7	2.8	8.5	12.0	11.0	14.6	22.5	18.2		
ATOSS SOFTWARE	29.5	EUR	117.3	2.7	2.4	10.4	8.8	11.0	9.4	18.2	16.1	2.7%	3.1%
CAPGEMINI	53.4	EUR	8,473.1	0.7	0.7	6.8	5.9	8.4	7.2	15.0	13.4	2.2%	2.4%
COMPUTACENTER	6.0	GBP	838.0	0.2	0.2	6.2	5.6	8.6	7.7	12.8	12.0	3.1%	3.4%
DESCARTES SYSTEMS	14.6	CAD	1,091.6	5.7	4.8	18.9	15.4	35.9	26.4	22.6	19.9	0.0%	0.0%
DEVOTEAM	17.8	EUR	154.0	0.3	0.3	5.6	5.0	7.0	6.0	22.2	16.2	1.1%	1.1%
ENGINEERING	40.0	EUR	500.0	0.5	0.4	4.0	3.3	5.1	4.3	10.5	9.8	1.9%	2.1%
GROUPE STERIA	20.2	EUR	640.1	0.5	0.5	6.2	5.5	8.0	7.4	13.9	10.4	1.0%	1.4%
MANHATTAN ASSOCIATE	30.3	USD	2,274.7	4.5	3.9	15.5	13.3	15.8	13.6	27.5	24.7		
MICROS SYSTEMS	67.7	USD	5,061.3							26.6	24.3		
ORACLE	40.0	USD	178,017.4	4.0	3.7	7.6	7.1	8.3	7.5	12.6	11.6	1.2%	1.2%
REPLY	57.0	EUR	533.1	0.8	0.7	6.3	5.0	7.0	5.6	12.3	10.3	1.6%	1.9%
SAP	58.2	EUR	69,496.3	4.1	3.7	11.6	10.2	12.5	11.1	16.9	15.6	1.8%	2.0%
SOPRA GROUP	80.4	EUR	958.5	0.7	0.7	7.6	6.5	9.0	7.6	12.2	10.8	2.3%	2.6%
SQS SOFTWARE	6.8	EUR	208.7	0.8	0.7	8.1	6.8	11.2	9.0	16.3	13.4	1.8%	2.3%
Median				0.8	0.7	7.6	6.8	9.0	7.7	16.6	14.5	1.8%	2.1%

Source: Intermonte SIM estimates for covered companies, FactSet consensus estimates for peer group

TXT e-solutions - Estimates Comparison with Consensus

(Eu mn)	2014			2015		
	Intermonte	Consensus	%diff	Intermonte	Consensus	%diff
Revenues	55.4	56.1	-1.2%	60.5	60.8	-0.5%
Ebitda	7.1	6.8	4.0%	8.1	8.0	1.4%
Net Profit	5.1	4.7	8.5%	5.8	5.8	-1.2%
EPS	0.4	0.4	-1.4%	0.5	0.5	-8.8%
Net Debt	11.2	10.4	7.0%	13.7	13.1	4.3%

Source: Intermonte SIM estimates and Factset consensus estimates

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NEUTRAL: 44.15%

UNDERPERFORM: 1.30%

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NEUTRAL: 34.37%

UNDERPERFORM: 0.00%

SELL: 0.00%

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Stock NAME	TXT e-solutions		
Current Recomm:	OUTPERFORM	Previous Recomm:	NEUTRAL
Current Target (Eu):	11.50	Previous Target (Eu):	12.00
Current Price (Eu):	8.13	Previous Price (Eu):	9.29
Date of report:	06/08/2014	Date of last report:	09/05/2014

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