8.13

11.50

Intermonte

TXT e-solutions

Price (Eu):

Target Price (Eu):

OUTPERFORM

SECTOR: Industrials

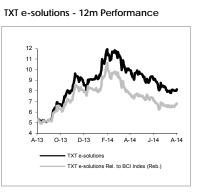
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Upgrading To Outperform On Valuation and Fundamentals

- Quarterly results beat our estimate due to one-off gain. In 2Q14, TXT's revenues came to Eu15.0mn, up 14.8% YoY. Net of Eu1.5mn of non-recurring income related to the acquisition of Maple Lake, growth would have been 3.3% (compared to +5.9% in 1Q14), below our forecast. EBITDA stood at Eu2.5mn in 2Q14. Net of Eu1.1mn in non-recurring income, EBITDA would have been down 16.3% YoY and the margin on sales down 370bps to 9.4% due to higher R&D and commercial investments. Net profit increased by 46.7% YoY to Eu1.7mn, beating our estimate by 38.0%. Net cash went down from Eu11.3mn as at March 2014 to Eu6.6mn as at June 2014 due to the dividend payment (Eu2.6mn) and bonuses paid to employees (Eu2.2mn).
- Key business facts. In 1H, TXT's Perform division posted 8.1% YoY growth in revenues, while the Next division showed a 0.1% decline; the sale of licences and maintenance contracts went up +1.6% YoY. Finally, international revenues went up by 23.5% YoY, reaching 58% of total revenues. TXT Perform gained important new customers, including Otto (D), La Halle (F), The White Company (UK), Pandora (DK) and Krones (D), as well as important extensions of licences to existing customers, including Damartex (F), Dior (F), Starboard Cruise Services (USA), Cotton On (AUS), Lindex (FIN), and Greencore (UK).
- Cautious company outlook, estimates broadly unchanged. The company stated that: "Ongoing negotiations for the sale of TXT Perform solutions are decent but with high uncertainty about the timing of customers' decision which may influence revenues from licenses. The order book for services has a good visibility and allow envisaging a development of the profitability of the business in 3Q14 in line with 3Q13". We have left our FY14 estimates broadly unchanged, but we now include the non-recurring income reported in 1H14. In the second half of the year, we expect TXT to post revenues of Eu26.5mn and EBITDA of Eu3.1mn, broadly in line with the performance achieved in 2H13. Looking forward, we forecast that TXT's revenues will increase to Eu65.3mn in FY16, posting a 2013-16 CAGR of 7.5%, driven by TXT Perform. EBITDA is expected to increase faster than revenues; margins should improve by 250bps to 14.7% from FY13 to FY16, benefiting from a more profitable revenue mix (where licences and maintenance will have greater weight) and some economies of scale. The net cash position is expected to reach Eu16.4mn at the end of 2016.
- Upgrade to OUTPERFORM, target price cut to Eu11.5. We are upgrading our recommendation to OUTPERFORM based on both appealing multiples (following the share price decline of some 30% since we downgraded the stock to Neutral last March) and fundamental grounds (even if the 2Q performance was to some extent subdued). We appreciate TXT Perform's focus on luxury, fashion and specialist retail sectors, which will provide significant and sustainable growth opportunities. We also like TXT Next's ability to generate constant, stable revenues and positive cashflow. A cash-positive balance sheet grants room to ensure high shareholder remuneration and/or to pursue further external growth opportunities. Our target price has been lowered to Eu11.5 per share.

Key Figures	2012A	2013A	2014E	2015E	2016E
Sales (Eu mn)	46	53	55	60	65
Ebitda (Eu mn)	5	6	7	8	9
Net profit (Eu mn)	5	5	5	6	7
EPS - New (Eu)	0.887	0.393	0.431	0.487	0.550
EPS - Old (Eu)	0.887	0.393	0.431	0.501	0.562
DPS (Eu)	0.201	0.249	0.268	0.303	0.342
Ratios & Multiples	2012A	2013A	2014E	2015E	2016E
P/E	9.2	20.7	18.9	16.7	14.8
Div. Yield	2.5%	3.1%	3.3%	3.7%	4.2%
EV/Ebitda	16.9	11.9	10.1	8.6	7.1
ROCE	30.7%	25.2%	30.5%	35.9%	41.9%

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Eu/USD: 1.35 2014; 1.30 2015

RATING: from NEUTRA		
TARGET PRICE (Eu): fro		
Change in EPS est:	2014E	2015E
	0.0%	-2.8%
STOCK DATA		
Reuters code:		TXTS.MI
Bloomberg code:		TXT IM
Performance	1m 3m	12m
Absolute -3	.3% -15.1%	56.0%
Relative 2	.8% -9.2%	36.7%
12 months H/L:	1	1.91/5.07
SHAREHOLDER DATA		
No. of Ord. shares (r	nn):	12
Total No. of shares (r	mn):	12
Mkt Cap Ord (Eu mr	ו):	96
Total Mkt Cap (Eu m	ın):	96
Mkt Float - ord (Eu m	nn):	42
Mkt Float (in %):		43.6%
Main shareholder:		
E-Business Consulti	ng	26.4%
BALANCE SHEET DAT	A	2014
Book value (Eu mn):		30
BVPS (Eu):		2.57
P/BV:		3.2
Net Financial Positio	n (Eu mn):	11
Enterprise value (Eu	mn):	72

Please see important disclaimer on the last page of this report

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e-solutions - KEY FIGURES		2012A	2013A	2014E	2015E	20
	Fiscal year end	12/12/2012	12/12/2013	12/12/2014	12/12/2015	12/12/2
PROFIT & LOSS (Eu mn)	Sales	46	53	55	60	
	EBITDA	5	6	7	8	
	EBIT	4	5	6	7	
	Financial income (charges)	0	(0)	0	0	
	Associates & Others	0	0	0	0	
	Pre-tax profit (Loss)	5	5	6	7	
	Taxes	(0)	0	(1)	(1)	
	Tax rate (%)	3.8%	-2.7%	15.0%	20.0%	25
	Minorities & discontinue activities	1	0	0	0	
	Net profit	5	5	5	6	
	Total extraordinary items	0	0	0	0	
	Ebitda excl. extraordinary items	5	6	7	8	
	Ebit excl. extraordinary items	4	5	6	7	
	Net profit restated	4	5	5	6	
PER SHARE DATA (Eu)	Total shares out (mn) - average fd	12	12	12	12	
	EPS stated fd	0.423	0.393	0.431	0.487	0.
	EPS restated fd	0.887	0.393	0.431	0.487	0.
	BVPS fd	5.197	2.363	2.574	2.823	3.
	Dividend per share (ord)	0.201	0.249	0.268	0.303	0.
	Dividend per share (sav)	0.000	0.000	0.000	0.000	0.
	Dividend pay out ratio (%)	42.1%	56.0%	55.0%	55.0%	55
CASH FLOW (Eu mn)	Gross cash flow	5	5	6	7	
CASH FLOW (EU MN)	Change in NWC	(2)	0	(1)	(1)	
	Capital expenditure	(1)	(0)	(1)	(1)	
	Other cash items	1	(0)	(1)	0	
	Free cash flow (FCF)	4	5	5	5	
	Acquisitions, divestments & others	(11)	0	0	0	
	Dividend	0	(2)	(3)	(3)	
	Equity financing/Buy-back	0	(2)	(3)	(3)	
	Change in Net Financial Position	(6)	3	3	3	
	Total fixed assets	19	18	17	17	
BALANCE SHEET (Eu mn)	Net working capital	5	5	5	7	
	Long term liabilities	(3)	(3)	(3)	(4)	
	Net capital employed	20	19	19	20	
	Net financial position	6	9	11	14	
	Group equity	26	28	30	33	
	Minorities	20	20	0	0	
	Net equity	26	28	30	33	
ERPRISE VALUE (Eu mn)	Average mkt cap - current	96	96	96 12	96	
	Adjustments (associate & minorities)	0	13	13	13	
	Net financial position	6	9	11	14	
	Enterprise value	90	75	72	69	
RATIOS(%)	EBITDA margin*	11.4%	11.9%	12.8%	13.4%	14
	EBIT margin*	9.2%	9.4%	10.6%	11.6%	12
	Gearing - Debt/equity	-23.1%	-30.7%	-36.7%	-41.1%	-44
	Interest cover on EBIT	nm	11.4	nm	nm	
	Debt/Ebitda	nm	nm	nm	nm	
	ROCE*	30.7%	25.2%	30.5%	35.9%	41
	ROE*	21.6%	17.2%	17.5%	18.0%	18
	EV/CE	6.5	3.8	3.7	3.6	
	EV/Sales	1.9	1.4	1.3	1.1	
	EV/Ebit	21.1	15.0	12.2	9.9	
	Free Cash Flow Yield	4.2%	6.4%	6.2%	6.4%	
GROWTH RATES (%)	Sales	15.8%	13.0%	5.5%	9.1%	7
. ,	EBITDA*	114.5%	17.7%	13.3%	14.1%	15
	EBIT*	nm	16.0%	18.9%	18.7%	19
	Net profit	-64.8%	-7.1%	9.7%	13.0%	13
	EPS restated	nm	-55.8%	9.7%	12.9%	13

* 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%
YoY growth	10.2%	14.8%		6.6%		12.0%	10.3%		13.0%	5.5%	
Gross Profit	6.9	8.1	17.2%	7.5	8.1%	13.9	15.5	11.8%	27.7	30.4	9.6%
gross margin	53.1%	54.2%		54.0%		52.8%	53.5%		52.7%	54.8%	
EBITDA IFRS	1.7	2.5	49.0%	1.7	49.5%	3.1	4.0	28.2%	6.3	7.1	13.3%
EBITDA margin	13.1%	20.0%		12.2%		12.4%	15.7%		12.2%	13.7%	
Depreciation and amortization	(0.3)	(0.3)		(0.3)		(0.6)	(0.6)		(1.3)	(1.2)	
on revenues	-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%
EBIT margin	10.6%	17.4%		10.0%		9.9%	13.2%		9.6%	11.4%	
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%
									0.0%	0.0%	
Income taxes	(0.1)	(0.5)		(0.1)		(0.3)	(0.6)		0.1	(0.9)	
tax rate	-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%
YoY growth	-13.4%	46.7%		16.5%		-27.1%	25.9%		-7.1%	9.7%	

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

Estimates

TXT - Change in estimates	s		
(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	Ссу	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	Ссу	Mkt cap	EV/Sales	EV/Sales	EV/Ebitda	EV/Ebitda	EV/Ebit	EV/Ebit	P/E	P/E	Div Yield	Div Yield
JIUCK	FIICE	CCy	wiki cap	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

		2014			2015				
(Eu mn)	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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 BUY: stock expected to outperform the market by over 25% over a 12 month period:

 OUTERER ORM: stock expected to outperform the market by between 10% and 25% over a 12 month period:

 NEUTRAL: stock performance expected at between + 10% and - 10% compared to the market over a 12 month period:

 UNDERPERFORM: stock expected to underperform the market by between + 10% and - 25% over a 12 month period:

 SLL stock expected to underperform the market by between + 10% and -25% over a 12 month period:

 SLL stock expected to underperform the market by over 25% over a 12 month period.

 The stock price indicated is the reference price on the day prior to the publication of the report.

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BUY: 20.13% OUTPERFORM: 34.42% NEUTRAL: 44.15% UNDERPERFORM: 1.30% SELL: 0.00%

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UNDERPERFORM: 0.00% SELL: 0.00%

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- Intermonte SIM SpA has provided in the last 12 months / provides / may provide investment banking services to the following companies: Atlantia, Carraro, Kinexia, RCS Media, Saes Getters

DETAILS ON STOCKS RECOMMENDATION

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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