



Buy (old: Buy)

Price target: EUR 13.50 (old: EUR 10.50)

Price:	EUR 9.81	Next result:	Q4 2013 27.03.13
Bloomberg:	OSP2 GR	Market cap:	EUR 103.2 m
Reuters:	OSPGK.DE	Enterprise Value:	EUR 94.5 m

19-February-14

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Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 10.05 / 7.10

Price/Book Ratio: 2.0

Relative performance (SDAX):

3 months -6.0 %

6 months -0.7 %

12 months 7.3 %

Changes in estimates

		Sales	EBIT	EPS
2013	<i>old:</i>	56.1	4.0	0.35
	Δ	-0.5%	-6.2%	-
2014	<i>old:</i>	64.5	7.1	0.62
	Δ	-	-	-
2015	<i>old:</i>	75.3	10.5	0.90
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 10.5

Authorised capital: (in € m) 0.0

Book value per share: (in €) 4.8

Ø trading volume: (12 months) 6,300

Major shareholders:

Udo Strehl	52.4 %
Free Float	31.0 %
Peter Scheufler	10.0 %
Former owner of Aspera	4.8 %
USU Board (excl. Udo Strehl)	1.9 %

Company description:

USU develops and distributes IT software and service solutions to more than 500 customers.

Preview Q4 – back to solid growth

USU Software (USU) will release final Q4 numbers on March 27. However, we expect some preliminary numbers to be published earlier. Valuation is rolled over to 2015E yielding a new PT of € 13.50.

Q4 sales are expected to increase strongly by 21% yoy to € 17.3m which looks set to be driven mainly by its 'Product Business' segment (75% of total sales). Here the company increased its sales force by some 50 FTE in 2013 and first positive effects should be visible from Q4 2013 onwards. As a result, we expect **new license sales** to be significantly up by 25% yoy to € 3.5m.

Strong demand looks set to be stemming from its **software license management** (c. 20% of sales) and **social media solutions** (c. 8% of total sales). USU's license management allows its customers (80% of DAX companies) to successfully pass a license audit of software vendors like Oracle, SAP or Microsoft which could trigger significant penalties. Furthermore, it helps to manage software licenses more efficient which could result in cost saving of up to 30%. Its social media activities 'BIG Social Media' (acquired in Jan 2013) looks set to reach some € 4m in FY 2013 sales with earnings at break-even level. This solution helps customers like Audi to actively scan, analyse and interact with its (potential) customers over social media channels. We expect the importance of social media channels to increase in the future and BIG effectively helps companies to react on developments in social webs.

Backed by the very strong top-line (mainly license sales), **adjusted Q4 EBIT is seen up disproportionately by 47% yoy to € 3.8m** which would imply an attractive EBIT margin of 22% (+ 3.8ppt yoy). Hence, the company is seen to **meet its FY 2013 guidance with an adjusted EBIT of 'at least € 5m' in FY 13 (eH&A € 5.1m)**.

The expected strong numbers confirm our positive view on USU and we expect the company to reiterate its mid-term guidance of € 100m (eH&A € 91m) in sales with an adjusted EBIT margin of 'up to 20%' (eH&A 16%) by 2017 along with the release of final 2013 numbers on March 27. Both topics provide confidence to roll our valuation to 2015E (previously 2014E) which results in a **new PT of € 13.50** (previously € 10.50) based on **FCFY 2015E**.

Y/E 31.12 (EUR m)	2009	2010	2011	2012	2013E	2014E	2015E
Sales	34.0	38.0	45.6	51.2	55.8	64.2	75.0
Sales growth	0 %	12 %	20 %	12 %	9 %	15 %	17 %
EBITDA	2.5	4.6	6.7	5.3	5.4	9.0	12.6
EBIT	0.5	2.6	4.6	3.5	3.7	7.0	10.4
Net income	1.5	2.3	3.6	4.8	3.7	6.9	10.1
Net debt	-10.9	-11.1	-17.6	-11.4	-9.7	-13.0	-11.6
Net gearing	-23.7 %	-22.8 %	-35.3 %	-21.8 %	-19.1 %	-21.8 %	-19.5 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.15	0.38	0.51	0.69	0.49	0.78	1.08
CPS	0.18	0.04	0.70	0.37	0.53	0.51	0.77
DPS	0.15	0.20	0.20	0.25	0.16	0.29	0.42
Dividend yield	1.5 %	2.0 %	2.0 %	2.5 %	1.6 %	2.9 %	4.3 %
Gross profit margin	48.4 %	50.9 %	50.8 %	49.3 %	50.6 %	51.0 %	51.0 %
EBITDA margin	7.5 %	12.1 %	14.7 %	10.3 %	9.7 %	13.9 %	16.8 %
EBIT margin	1.3 %	6.8 %	10.2 %	6.9 %	6.7 %	10.9 %	13.9 %
ROCE	1.0 %	5.4 %	9.1 %	6.5 %	6.8 %	12.0 %	16.5 %
EV/sales	2.6	2.4	1.9	1.8	1.7	1.4	1.2
EV/EBITDA	34.4	19.5	12.8	17.6	17.5	10.2	7.4
EV/EBIT	193.6	34.9	18.5	26.3	25.4	13.0	8.9
PER	63.6	26.0	19.4	14.3	20.1	12.6	9.1
Adjusted FCF yield	1.4 %	2.5 %	4.3 %	5.3 %	3.7 %	7.1 %	10.6 %

Source: Company data, Hauck & Aufhäuser Close price as of: 18.02.2014

USU Software AG

	Q4 2013 est	Q4 2012	yoy	Q3 2013	qoq	FY 2013 est	FY 2012	yoy
Total Sales	17.3	14.3	21.2%	13.8	25.3%	55.8	51.2	8.9%
Product Business	13.7	10.4	31.9%	10.4	32.0%	42.2	35.5	18.6%
Service Business	3.7	3.9	-5.0%	3.4	9.0%	13.6	15.6	-12.9%
EBIT	3.2	2.2	49.6%	0.8	293.3%	3.7	3.5	5.4%
<i>EBIT margin</i>	<i>18.6%</i>	<i>15.0%</i>	+ 3.5 pp	<i>5.9%</i>	+ 12.6 pp	<i>6.7%</i>	<i>6.9%</i>	- 0.2 pp
adj. EBIT	3.8	2.6	0.5	1.1	2.6	5.1	7.1	-0.3
<i>adjusted EBIT margin</i>	<i>22.0%</i>	<i>18.2%</i>	+ 3.8 pp	<i>7.7%</i>	+ 14.3 pp	<i>9.2%</i>	<i>13.8%</i>	- 4.6 pp
Net profit	3.7	4.0	-8.4%	0.5	583.9%	3.7	4.8	-22.9%
<i>Net margin</i>	<i>21.3%</i>	<i>28.2%</i>	- 6.9 pp	<i>3.9%</i>	+ 17.4 pp	<i>6.7%</i>	<i>9.4%</i>	- 2.7 pp
EPS	0.35	0.38	-8.4%	0.05	583.9%	0.35	0.46	-22.9%

Source: Company data; Hauck & Aufhäuser

Financials

Profit and loss (EUR m)	2009	2010	2011	2012	2013E	2014E	2015E
Sales	34.0	38.0	45.6	51.2	55.8	64.2	75.0
<i>Sales growth</i>	0.2 %	11.7 %	19.9 %	12.4 %	8.9 %	15.1 %	16.8 %
Cost of sales	17.6	18.7	22.4	26.0	27.6	31.5	36.8
Gross profit	16.5	19.4	23.2	25.2	28.2	32.7	38.3
Sales and marketing	5.9	6.3	6.2	6.9	8.9	9.3	10.1
General and administration	2.8	2.7	4.3	4.6	5.3	5.8	6.2
Research and development	5.6	6.0	6.5	7.2	9.5	9.6	10.5
Other operating income	0.0	0.2	0.3	0.4	0.1	0.1	0.1
Other operating expenses	0.1	0.3	0.3	2.2	0.1	0.1	0.1
Unusual or infrequent items	-0.7	-1.1	-1.6	-1.1	-0.8	-1.0	-1.0
EBITDA	2.5	4.6	6.7	5.3	5.4	9.0	12.6
Depreciation	0.3	0.3	0.4	0.5	0.0	0.0	0.0
EBITA	2.3	4.3	6.3	4.8	5.4	9.0	12.6
Amortisation of goodwill	1.0	0.5	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.8	1.2	1.7	1.2	1.7	1.9	2.2
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	0.5	2.6	4.6	3.5	3.7	7.0	10.4
Interest income	0.4	0.3	0.3	0.3	0.2	0.3	0.3
Interest expenses	0.1	0.2	0.4	0.3	0.0	0.0	0.0
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	0.3	0.1	-0.1	-0.1	0.2	0.3	0.3
Recurring pretax income from continuing operations	0.8	2.7	4.5	3.4	4.0	7.4	10.7
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	0.8	2.7	4.5	3.4	4.0	7.4	10.7
Taxes	-0.8	0.4	1.0	-1.4	0.2	0.4	0.6
Net income from continuing operations	1.5	2.3	3.5	4.8	3.7	6.9	10.1
Result from discontinued operations (net of tax)	0.0	1.5	1.8	2.4	1.4	1.3	1.3
Net income	1.5	2.3	3.5	4.8	3.7	6.9	10.1
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income (net of minority interest)	1.5	2.3	3.6	4.8	3.7	6.9	10.1
Average number of shares	10.0	10.3	10.5	10.5	10.5	10.5	10.5
EPS reported	0.15	0.23	0.34	0.46	0.35	0.66	0.96

Profit and loss (common size)	2009	2010	2011	2012	2013E	2014E	2015E
Sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Cost of sales	51.6 %	49.1 %	49.2 %	50.7 %	49.4 %	49.0 %	49.0 %
Gross profit	48.4 %	50.9 %	50.8 %	49.3 %	50.6 %	51.0 %	51.0 %
Sales and marketing	17.3 %	16.7 %	13.5 %	13.5 %	16.0 %	14.5 %	13.5 %
General and administration	8.1 %	7.1 %	9.4 %	9.1 %	9.5 %	9.0 %	8.3 %
Research and development	16.6 %	15.8 %	14.2 %	14.1 %	17.0 %	15.0 %	14.0 %
Other operating income	0.1 %	0.6 %	0.6 %	0.8 %	0.1 %	0.1 %	0.1 %
Other operating expenses	0.2 %	0.9 %	0.7 %	4.3 %	0.1 %	0.1 %	0.1 %
Unusual or infrequent items	-2.1 %	-3.0 %	-3.4 %	-2.2 %	-1.4 %	-1.6 %	-1.3 %
EBITDA	7.5 %	12.1 %	14.7 %	10.3 %	9.7 %	13.9 %	16.8 %
Depreciation	0.8 %	0.8 %	0.9 %	1.0 %	0.0 %	0.0 %	0.0 %
EBITA	6.7 %	11.3 %	13.8 %	9.3 %	9.7 %	13.9 %	16.8 %
Amortisation of goodwill	2.9 %	1.2 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	2.4 %	3.3 %	3.6 %	2.4 %	3.0 %	3.0 %	2.9 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT	1.3 %	6.8 %	10.2 %	6.9 %	6.7 %	10.9 %	13.9 %
Interest income	1.3 %	0.9 %	0.6 %	0.5 %	0.4 %	0.5 %	0.4 %
Interest expenses	0.3 %	0.6 %	0.9 %	0.7 %	0.0 %	0.0 %	0.0 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	0.9 %	0.3 %	-0.3 %	-0.2 %	0.4 %	0.5 %	0.4 %
Recurring pretax income from continuing operations	2.3 %	7.1 %	9.9 %	6.7 %	7.1 %	11.4 %	14.3 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	2.3 %	7.1 %	9.9 %	6.7 %	7.1 %	11.4 %	14.3 %
Tax rate	-99.7 %	13.4 %	21.3 %	-40.2 %	6.0 %	6.0 %	6.0 %
Net income from continuing operations	4.5 %	6.2 %	7.8 %	9.4 %	6.7 %	10.8 %	13.4 %
Result from discontinued operations (net of tax)	0.0 %	4.0 %	3.9 %	4.7 %	2.5 %	2.0 %	1.7 %
Net income	4.5 %	6.2 %	7.8 %	9.4 %	6.7 %	10.8 %	13.4 %
Minority interest	0.0 %	0.0 %	-0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income (net of minority interest)	4.5 %	6.2 %	7.8 %	9.4 %	6.7 %	10.8 %	13.4 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2009	2010	2011	2012	2013E	2014E	2015E
Intangible assets	30.6	41.1	39.2	38.0	42.4	42.3	48.1
Property, plant and equipment	0.6	0.9	1.0	1.2	1.4	1.6	1.8
Financial assets	0.4	0.8	0.1	0.0	0.0	0.0	0.0
FIXED ASSETS	31.6	42.8	40.3	39.2	43.8	43.9	49.9
Inventories	2.4	2.3	2.2	3.1	3.3	3.8	4.4
Accounts receivable	5.7	7.7	6.2	7.9	8.6	10.0	11.6
Other current assets	0.8	0.8	1.4	1.2	1.2	1.2	1.2
Liquid assets	10.9	11.1	17.6	11.4	9.7	13.0	11.6
Deferred taxes	1.9	2.0	1.8	3.2	2.0	2.0	2.0
Deferred charges and prepaid expenses	0.2	0.3	0.5	0.6	0.6	0.6	0.6
CURRENT ASSETS	21.9	24.1	29.8	27.5	25.4	30.5	31.4
TOTAL ASSETS	53.5	66.9	70.1	66.7	69.2	74.4	81.4
SHAREHOLDERS EQUITY	45.9	48.5	49.9	52.3	50.8	59.5	59.7
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	0.3	0.4	0.5	1.0	1.0	1.1	1.1
Other provisions	0.0	0.6	2.5	2.4	2.4	2.4	2.4
Non-current liabilities	0.4	1.0	3.0	3.4	3.4	3.5	3.5
short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	0.7	1.2	1.3	1.7	1.8	2.0	2.4
Advance payments received on orders	0.2	0.6	1.9	2.5	2.5	2.5	2.5
Other liabilities (incl. from lease and rental contracts)	5.2	12.5	10.9	4.5	8.4	5.0	11.8
Deferred taxes	0.0	1.4	1.1	0.0	0.0	0.0	0.0
Deferred income	1.2	1.7	2.0	2.4	2.4	2.4	2.4
Current liabilities	7.3	17.4	17.2	11.1	15.1	11.9	19.1
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	53.5	66.9	70.1	66.7	69.3	74.8	82.3

Balance sheet (common size)	2009	2010	2011	2012	2013E	2014E	2015E
Intangible assets	57.2 %	61.5 %	55.9 %	57.0 %	61.1 %	56.5 %	58.4 %
Property, plant and equipment	1.1 %	1.3 %	1.4 %	1.8 %	2.0 %	2.1 %	2.2 %
Financial assets	0.7 %	1.2 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
FIXED ASSETS	59.1 %	64.0 %	57.5 %	58.8 %	63.2 %	58.6 %	60.7 %
Inventories	4.5 %	3.4 %	3.1 %	4.7 %	4.7 %	5.0 %	5.4 %
Accounts receivable	10.7 %	11.4 %	8.8 %	11.9 %	12.5 %	13.3 %	14.1 %
Other current assets	1.5 %	1.2 %	2.0 %	1.8 %	1.7 %	1.6 %	1.4 %
Liquid assets	20.3 %	16.5 %	25.2 %	17.1 %	14.0 %	17.3 %	14.1 %
Deferred taxes	3.5 %	3.0 %	2.6 %	4.8 %	2.9 %	2.7 %	2.4 %
Deferred charges and prepaid expenses	0.3 %	0.4 %	0.7 %	0.9 %	0.9 %	0.8 %	0.8 %
CURRENT ASSETS	40.9 %	36.0 %	42.5 %	41.2 %	36.7 %	40.7 %	38.2 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	99.9 %	99.4 %	98.9 %
SHAREHOLDERS EQUITY	85.7 %	72.5 %	71.2 %	78.4 %	73.3 %	79.5 %	72.6 %
MINORITY INTEREST	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Provisions for pensions and similar obligations	0.6 %	0.6 %	0.7 %	1.5 %	1.5 %	1.5 %	1.4 %
Other provisions	0.1 %	0.9 %	3.5 %	3.6 %	3.4 %	3.2 %	2.9 %
Non-current liabilities	0.7 %	1.6 %	4.2 %	5.0 %	4.9 %	4.6 %	4.3 %
short-term liabilities to banks	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts payable	1.4 %	1.9 %	1.9 %	2.5 %	2.6 %	2.7 %	2.9 %
Advance payments received on orders	0.4 %	0.9 %	2.7 %	3.7 %	3.6 %	3.3 %	3.0 %
Other liabilities (incl. from lease and rental contracts)	9.7 %	18.6 %	15.5 %	6.7 %	12.1 %	6.7 %	14.3 %
Deferred taxes	0.0 %	2.1 %	1.6 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred income	2.2 %	2.5 %	2.8 %	3.6 %	3.5 %	3.2 %	2.9 %
Current liabilities	13.6 %	26.0 %	24.5 %	16.6 %	21.8 %	15.9 %	23.2 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2009	2010	2011	2012	2013E	2014E	2015E
Net profit/loss	1.5	2.3	3.5	4.8	3.7	6.9	10.1
Depreciation of fixed assets (incl. leases)	0.3	0.3	0.4	0.5	0.0	0.0	0.0
Amortisation of goodwill	1.0	0.5	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.8	1.2	1.7	1.2	1.7	1.9	2.2
Others	0.1	-0.2	0.7	-1.7	2.5	0.1	0.1
Cash flow from operations before changes in w/c	3.8	4.2	6.3	4.8	7.9	8.9	12.3
Increase/decrease in inventory	0.0	0.0	-0.2	0.2	-0.1	-0.5	-0.6
Increase/decrease in accounts receivable	0.1	-2.4	1.6	-1.3	-0.7	-1.3	-1.7
Increase/decrease in accounts payable	0.0	0.5	0.0	0.4	0.1	0.3	0.3
Increase/decrease in other working capital positions	0.0	0.2	1.7	1.5	0.0	0.0	0.0
Increase/decrease in working capital	0.1	-1.8	3.1	0.8	-0.7	-1.5	-2.0
Cash flow from operating activities	3.9	2.4	9.4	5.6	7.2	7.3	10.3
CAPEX	0.4	0.5	0.8	0.8	1.8	2.1	2.4
Payments for acquisitions	0.0	0.3	0.4	0.0	4.4	0.0	5.8
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	1.5	0.4	0.6	0.0	0.0	0.0
Cash flow from investing activities	-0.4	0.8	-0.8	-0.2	-6.2	-2.1	-8.2
Cash flow before financing	3.5	3.2	8.7	5.4	1.0	5.3	2.1
Increase/decrease in debt position	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	1.5	1.5	2.1	2.1	2.6	1.6	3.0
Others	0.0	0.0	0.0	-9.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	-1.5	-1.5	-2.1	-11.1	-2.6	-1.6	-3.0
Increase/decrease in liquid assets	2.0	1.7	6.6	-5.7	-1.6	3.6	-0.9
Liquid assets at end of period	2.0	10.6	17.1	11.4	9.8	13.4	12.5

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2009	2010	2011	2012	2013E	2014E	2015E
Domestic	31.2	34.6	40.2	42.1	44.6	49.1	56.3
yoy change	-1.6 %	10.9 %	16.1 %	4.7 %	6.1 %	10.1 %	14.5 %
Rest of Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
NAFTA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Asia Pacific	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of world	2.9	3.4	5.4	9.2	11.2	15.1	18.8
yoy change	25.6 %	19.7 %	58.6 %	69.0 %	21.7 %	35.3 %	24.3 %
TTL	34.0	38.0	45.6	51.2	55.8	64.2	75.0
yoy change	0.2 %	11.7 %	19.9 %	12.4 %	8.9 %	15.1 %	16.8 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2009	2010	2011	2012	2013E	2014E	2015E
P&L growth analysis							
Sales growth	0.2 %	11.7 %	19.9 %	12.4 %	8.9 %	15.1 %	16.8 %
EBITDA growth	11.3 %	81.2 %	45.2 %	-21.4 %	2.4 %	66.1 %	40.5 %
EBIT growth	-53.2 %	470.0 %	79.9 %	-24.0 %	5.4 %	89.0 %	48.0 %
EPS growth	21.4 %	48.2 %	48.3 %	34.6 %	-22.5 %	85.6 %	45.5 %
Efficiency							
Total operating costs / sales	42.0 %	39.9 %	37.2 %	40.2 %	42.5 %	38.5 %	35.8 %
Sales per employee	129.0	129.8	147.6	154.3	143.2	149.9	166.1
EBITDA per employee	9.6	15.7	21.7	15.9	13.8	20.9	27.9
Balance sheet analysis							
Avg. working capital / sales	21.7 %	20.1 %	14.6 %	11.8 %	13.1 %	13.1 %	13.6 %
Inventory turnover (sales/inventory)	14.1	16.6	20.8	16.3	17.0	17.0	17.0
Trade debtors in days of sales	61.5	73.5	49.5	56.6	56.6	56.6	56.6
A/P turnover [(A/P*365)/sales]	15.1	24.4	21.2	23.7	23.7	23.7	23.7
Cash conversion cycle (days)	96.6	93.8	64.0	76.9	76.3	76.6	76.6
Cash flow analysis							
Free cash flow	3.5	1.9	8.7	4.8	5.4	5.3	7.9
Free cash flow/sales	10.3 %	5.1 %	19.0 %	9.4 %	9.7 %	8.2 %	10.6 %
FCF / net profit	225.8 %	82.4 %	242.8 %	99.9 %	145.5 %	76.5 %	78.8 %
Capex / depre	21.1 %	24.6 %	37.3 %	45.8 %	106.7 %	106.7 %	110.3 %
Capex / maintenance capex	16.2 %	21.8 %	27.1 %	40.9 %	10.7 %	10.7 %	11.0 %
Capex / sales	1.3 %	1.3 %	1.7 %	1.6 %	3.2 %	3.2 %	3.2 %
Security							
Net debt	-10.9	-11.1	-17.6	-11.4	-9.7	-13.0	-11.6
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	-0.2	-0.2	-0.4	-0.2	-0.2	-0.2	-0.2
Interest cover	3.9	12.1	11.0	10.2	999.0	999.0	999.0
Dividend payout ratio	97.2 %	87.5 %	59.0 %	54.8 %	44.0 %	44.0 %	44.0 %
Asset utilisation							
Capital employed turnover	0.7	0.8	0.9	0.9	1.0	1.0	1.2
Operating assets turnover	4.4	4.2	7.3	6.3	6.2	6.0	5.8
Plant turnover	56.0	43.3	45.3	42.9	40.6	40.7	41.3
Inventory turnover (sales/inventory)	14.1	16.6	20.8	16.3	17.0	17.0	17.0
Returns							
ROCE	1.0 %	5.4 %	9.1 %	6.5 %	6.8 %	12.0 %	16.5 %
ROE	3.4 %	4.8 %	7.1 %	9.2 %	7.3 %	11.6 %	16.8 %
Other							
Interest paid / avg. debt	n/a	n/a	n/a	n/a	n/a	n/a	n/a
No. employees (average)	264	293	309	332	390	429	452
Number of shares	10.0	10.3	10.5	10.5	10.5	10.5	10.5
DPS	0.2	0.2	0.2	0.3	0.2	0.3	0.4
EPS reported	0.15	0.23	0.34	0.46	0.35	0.66	0.96
Valuation ratios							
P/BV	2.1	2.1	2.1	2.0	2.0	1.7	1.7
EV/sales	2.6	2.4	1.9	1.8	1.7	1.4	1.2
EV/EBITDA	34.4	19.5	12.8	17.6	17.5	10.2	7.4
EV/EBITA	38.6	21.0	13.6	19.5	17.5	10.2	7.4
EV/EBIT	193.6	34.9	18.5	26.3	25.4	13.0	8.9
EV/FCF	25.1	46.6	9.9	19.3	17.4	17.3	11.7
Adjusted FCF yield	1.4 %	2.5 %	4.3 %	5.3 %	3.7 %	7.1 %	10.6 %
Dividend yield	1.5 %	2.0 %	2.0 %	2.5 %	1.6 %	2.9 %	4.3 %

Source: Company data, Hauck & Aufhäuser

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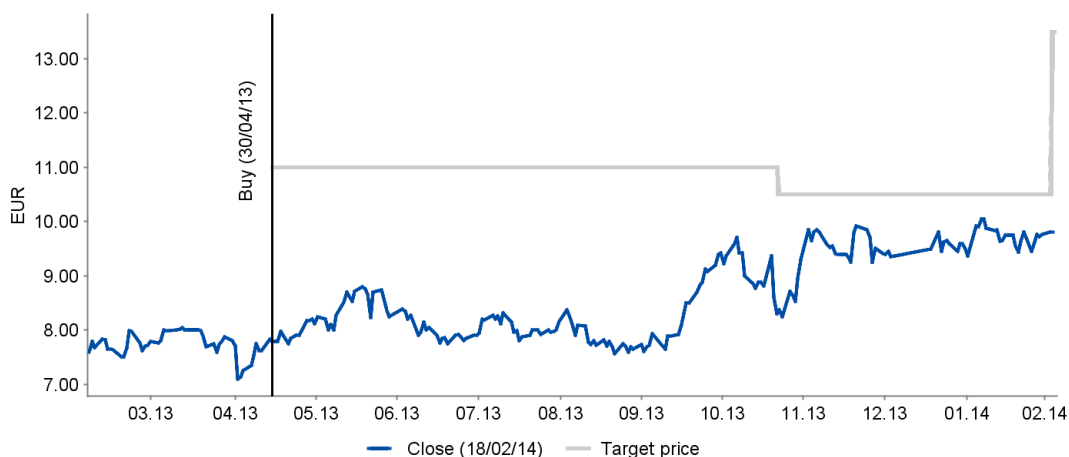
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Company	Disclosure
USU Software AG	2, 5

Historical target price and rating changes for USU Software AG in the last 12 months

Price and Rating History USU Software AG as of 19/02/14

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