

Hold (old: Hold)

Price target: EUR 14.50 (old: EUR 14.50)

Price:	EUR 14.80	Next result:	Q4 14: 26.03.15
Bloomberg:	OSP2 GR	Market cap:	EUR 155.8 m
Reuters:	OSPGk.DE	Enterprise Value:	EUR 139.3 m

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Q4 better than expected / 2015 guidance introduced

This morning, USU reported preliminary Q4 results which were in-line with our estimates on top-line but better on the bottom-line due to a positive one-off (see next page). Furthermore, the company announced a 2015 guidance for sales and adj. EBIT which is in-line with our forecast. The final set of numbers will be released on March 26.

In Q4, **USU's sales increased by only 1% yoy to € 17.4m** which was mainly due to postponements of larger projects like the Swiss Post contract (eH&A € 4m) in its **Project Business** (eH&A 75% of total sales). While the **consulting business** (eH&A 25% of total sales) is less scalable and hence actively scaled down, the Project Business is experiencing a high market perception.

Here, USU offers a leading license management software solution (Aspera) mainly to large-scale companies. The solution allows customers (80% of DAX or 35 Fortune Global 500 companies) to successfully pass a license audit of software vendors like Oracle, SAP or Microsoft which could otherwise trigger significant penalties. Furthermore, it helps to manage software licenses more efficiently resulting in costs savings of up to 30%. A solid performance is expected to come from the US (eH&A 15% of sales) where the company now operates an own office on the East and West Coast AND has a marketing cooperation for Aspera with the heavyweight CA Technologies (US).

Reported Q4 EBITDA increased by 22% yoy to € 4.8m (eH&A € 3.4m) mainly benefitting from a positive one-off from the reversal of a purchase-price provision of € 1m related to the acquisition of BIG Social Media (Dec 2012). Adjusted for this and other one-off effects, **Q4 adj. EBIT slightly declined by 2% yoy to € 3.7m (eH&A € 3.5m)**. The decline is due to higher investments into its sales force to drive internationalisation, in our view. Q4 EPS will be released with the final set of numbers.

Guidance: After reducing its 2014 guidance in November, the company introduced a new **2015 guidance with sales to range from € 64 – 68m and an adj. EBIT of € 8 – 9.5m (eH&A sales of € 68m / adj. EBIT € 9.4m)**. Growth looks set to be driven by Germany and the USA.

After the recent share price performance and as the new 2015 guidance is already reflected in our future growth expectations for top and bottom-line, USU remains a **HOLD with a PT of €14.50 based on FCFY16E**.

– continued –

Y/E 31.12 (EUR m)	2010	2011	2012	2013	2014P	2015E	2016E
Sales	38.0	45.6	51.2	55.7	58.9	67.9	78.1
Sales growth	12 %	20 %	12 %	9 %	6 %	15 %	15 %
EBITDA	4.6	6.7	5.3	5.5	8.9	9.8	13.2
EBIT	2.6	4.6	3.5	3.4	6.7	7.9	11.0
Net income	2.3	3.6	4.8	3.6	6.3	7.6	10.6
Net debt	-11.1	-17.6	-11.4	-14.2	-17.6	-14.1	-18.3
Net gearing	-22.8 %	-35.3 %	-21.8 %	-26.7 %	-27.7 %	-22.9 %	-26.8 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.38	0.51	0.69	0.64	0.66	0.86	1.12
CPS	0.04	0.70	0.37	0.74	0.54	0.51	0.77
DPS	0.20	0.20	0.25	0.25	0.28	0.34	0.45
Dividend yield	1.4 %	1.4 %	1.7 %	1.7 %	1.9 %	2.3 %	3.1 %
Gross profit margin	50.9 %	50.8 %	49.3 %	51.7 %	51.8 %	52.0 %	52.0 %
EBITDA margin	12.1 %	14.7 %	10.3 %	9.9 %	15.1 %	14.5 %	16.9 %
EBIT margin	6.8 %	10.2 %	6.9 %	6.1 %	11.4 %	11.6 %	14.0 %
ROCE	5.4 %	9.1 %	6.5 %	6.1 %	10.8 %	11.9 %	15.9 %
EV/sales	3.7	3.0	2.8	2.6	2.4	2.1	1.8
EV/EBITDA	30.7	20.7	27.6	26.0	15.6	14.5	10.5
EV/EBIT	54.8	29.8	41.2	41.8	20.8	18.2	12.6
PER	39.2	29.3	21.6	23.2	22.6	17.1	13.2
Adjusted FCF yield	1.6 %	2.7 %	3.4 %	2.8 %	4.3 %	5.1 %	7.3 %

Source: Company data, Hauck & Aufhäuser Close price as of: 20.02.2015



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks:	15.52 / 10.20
Price/Book Ratio:	2.4
Relative performance (SDAX):	
3 months	1.6 %
6 months	-2.2 %
12 months	40.6 %

Changes in estimates

		Sales	EBIT	EPS
2014	old:	59.0	5.7	0.64
	Δ	-	-	-
2015	old:	67.9	7.9	0.86
	Δ	-	-	-
2016	old:	78.1	11.0	1.12
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs)	10.5
Authorised capital: (in € m)	0.0
Book value per share: (in €)	6.0
Ø trading volume: (12 months)	6,300

Major shareholders:

Udo Strehl	50.9 %
Free Float	36.8 %
Peter Scheufler	7.2 %
USU Board (excl. Udo Strehl)	5.1 %

Company description:

USU develops and distributes IT software and service solutions to more than 700 customers.

USU Software AG Q4 / FY `14 results

USU Software AG	Q4 2014	Q4 2014 est	Q4 2013	yoy	Q3 2014	qoq	FY 2014	FY 2014 est	FY 2013
Total Sales	17.4	17.5	17.3	0.8%	13.9	25.3%	58.9	59.0	55.7
EBITDA	4.8	3.4	3.9	21.9%	1.8	166.2%	8.9	7.4	5.5
EBITDA margin	27.4%	19.2%	22.6%	+ 4.7 pp	12.9%	+ 14.5 pp	15.1%	12.6%	9.9%
EBIT	4.2	3.2	2.9	45.1%	1.2	241.8%	6.7	5.7	3.4
EBIT margin	24.2%	18.5%	16.8%	+ 7.4 pp	8.9%	+ 15.4 pp	11.4%	9.6%	6.1%
adj. EBIT	3.7	3.5	3.8	-1.8%	1.6	130.8%	7.3	7.1	5.1
adjusted EBIT margin	21.3%	19.9%	21.9%	- 0.6 pp	11.6%	+ 9.7 pp	12.4%	12.0%	9.1%

Source: Company data; Hauck & Aufhäuser estimates

Financials

Profit and loss (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Sales	38.0	45.6	51.2	55.7	58.9	67.9	78.1
<i>Sales growth</i>	11.7 %	19.9 %	12.4 %	8.8 %	5.7 %	15.3 %	15.0 %
Cost of sales	18.7	22.4	26.0	26.9	28.4	32.6	37.5
Gross profit	19.4	23.2	25.2	28.8	30.5	35.3	40.6
Sales and marketing	6.3	6.2	6.9	9.1	10.0	11.8	12.1
General and administration	2.7	4.3	4.6	5.9	5.4	5.6	6.2
Research and development	6.0	6.5	7.2	9.4	8.8	9.5	10.7
Other operating income	0.2	0.3	0.4	0.6	0.6	0.7	0.7
Other operating expenses	0.3	0.3	2.2	0.2	0.2	0.3	0.3
Unusual or infrequent items	-1.1	-1.6	-1.1	-1.4	-1.0	-1.0	-1.2
EBITDA	4.6	6.7	5.3	5.5	8.9	9.8	13.2
Depreciation	0.3	0.4	0.5	0.6	0.0	0.0	0.0
EBITA	4.3	6.3	4.8	4.9	8.9	9.8	13.2
Amortisation of goodwill	0.5	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.2	1.7	1.2	1.5	2.2	2.0	2.3
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	2.6	4.6	3.5	3.4	6.7	7.9	11.0
Interest income	0.3	0.3	0.3	0.1	0.2	0.1	0.2
Interest expenses	0.2	0.4	0.3	0.6	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	0.1	-0.1	-0.1	-0.5	0.2	0.1	0.2
Recurring pretax income from continuing operations	2.7	4.5	3.4	2.9	6.9	8.0	11.1
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	2.7	4.5	3.4	2.9	6.9	8.0	11.1
Taxes	0.4	1.0	-1.4	-0.8	0.6	0.4	0.6
Net income from continuing operations	2.3	3.5	4.8	3.6	6.3	7.6	10.6
Result from discontinued operations (net of tax)	1.5	1.8	2.4	3.1	0.6	1.5	1.2
Net income	2.3	3.5	4.8	3.6	6.3	7.6	10.6
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income (net of minority interest)	2.3	3.6	4.8	3.6	6.3	7.6	10.6
Average number of shares	10.3	10.5	10.5	10.5	10.5	10.5	10.5
EPS reported	0.23	0.34	0.46	0.35	0.60	0.72	1.01

Profit and loss (common size)	2010	2011	2012	2013	2014E	2015E	2016E
Sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Cost of sales	49.1 %	49.2 %	50.7 %	48.3 %	48.2 %	48.0 %	48.0 %
Gross profit	50.9 %	50.8 %	49.3 %	51.7 %	51.8 %	52.0 %	52.0 %
Sales and marketing	16.7 %	13.5 %	13.5 %	16.3 %	17.0 %	17.4 %	15.5 %
General and administration	7.1 %	9.4 %	9.1 %	10.5 %	9.2 %	8.3 %	7.9 %
Research and development	15.8 %	14.2 %	14.1 %	16.9 %	15.0 %	14.0 %	13.7 %
Other operating income	0.6 %	0.6 %	0.8 %	1.1 %	1.1 %	1.1 %	1.0 %
Other operating expenses	0.9 %	0.7 %	4.3 %	0.4 %	0.4 %	0.4 %	0.3 %
Unusual or infrequent items	-3.0 %	-3.4 %	-2.2 %	-2.4 %	-1.7 %	-1.5 %	-1.5 %
EBITDA	12.1 %	14.7 %	10.3 %	9.9 %	15.1 %	14.5 %	16.9 %
Depreciation	0.8 %	0.9 %	1.0 %	1.1 %	0.0 %	0.0 %	0.0 %
EBITA	11.3 %	13.8 %	9.3 %	8.8 %	15.1 %	14.5 %	16.9 %
Amortisation of goodwill	1.2 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	3.3 %	3.6 %	2.4 %	2.6 %	3.7 %	2.9 %	2.9 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT	6.8 %	10.2 %	6.9 %	6.1 %	11.4 %	11.6 %	14.0 %
Interest income	0.9 %	0.6 %	0.5 %	0.2 %	0.3 %	0.2 %	0.2 %
Interest expenses	0.6 %	0.9 %	0.7 %	1.2 %	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 %	-0.3 %	-0.2 %	-1.0 %	0.3 %	0.2 %	0.2 %
Recurring pretax income from continuing operations	7.1 %	9.9 %	6.7 %	5.2 %	11.7 %	11.8 %	14.3 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	7.1 %	9.9 %	6.7 %	5.2 %	11.7 %	11.8 %	14.3 %
Tax rate	13.4 %	21.3 %	-40.2 %	-27.0 %	8.5 %	5.0 %	5.0 %
Net income from continuing operations	6.2 %	7.8 %	9.4 %	6.5 %	10.7 %	11.2 %	13.6 %
Result from discontinued operations (net of tax)	4.0 %	3.9 %	4.7 %	5.5 %	1.0 %	2.2 %	1.5 %
Net income	6.2 %	7.8 %	9.4 %	6.5 %	10.7 %	11.2 %	13.6 %
Minority interest	0.0 %	-0.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income (net of minority interest)	6.2 %	7.8 %	9.4 %	6.5 %	10.7 %	11.2 %	13.6 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Intangible assets	41.1	39.2	38.0	42.7	42.2	48.0	48.0
Property, plant and equipment	0.9	1.0	1.2	2.1	2.3	2.5	2.8
Financial assets	0.8	0.1	0.0	0.0	0.0	0.0	0.0
FIXED ASSETS	42.8	40.3	39.2	44.9	44.6	50.6	50.8
Inventories	2.3	2.2	3.1	3.9	3.9	4.5	5.2
Accounts receivable	7.7	6.2	7.9	12.2	12.9	14.9	17.1
Other current assets	0.8	1.4	1.2	1.1	1.1	1.1	1.1
Liquid assets	11.1	17.6	11.4	14.2	17.6	14.1	18.3
Deferred taxes	2.0	1.8	3.2	4.1	4.1	4.1	4.1
Deferred charges and prepaid expenses	0.3	0.5	0.6	1.1	1.1	1.1	1.1
CURRENT ASSETS	24.1	29.8	27.5	36.6	40.7	39.7	46.9
TOTAL ASSETS	66.9	70.1	66.7	81.4	85.3	90.3	97.7
SHAREHOLDERS EQUITY	48.5	49.9	52.3	53.3	63.6	61.5	68.5
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	0.4	0.5	1.0	1.1	1.1	1.2	1.3
Other provisions	0.6	2.5	2.4	2.6	2.6	2.6	2.6
Non-current liabilities	1.0	3.0	3.4	3.7	3.8	3.8	3.9
short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	1.2	1.3	1.7	1.7	1.8	2.1	2.4
Advance payments received on orders	0.6	1.9	2.5	11.2	7.0	7.0	7.0
Other liabilities (incl. from lease and rental contracts)	12.5	10.9	4.5	7.4	5.0	11.8	11.8
Deferred taxes	1.4	1.1	0.0	0.9	0.9	0.9	0.9
Deferred income	1.7	2.0	2.4	3.2	3.2	3.2	3.2
Current liabilities	17.4	17.2	11.1	24.5	18.0	25.0	25.4
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	66.9	70.1	66.7	81.4	85.3	90.3	97.7

Balance sheet (common size)	2010	2011	2012	2013	2014E	2015E	2016E
Intangible assets	61.5 %	55.9 %	57.0 %	52.5 %	49.5 %	53.2 %	49.1 %
Property, plant and equipment	1.3 %	1.4 %	1.8 %	2.6 %	2.7 %	2.8 %	2.8 %
Financial assets	1.2 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
FIXED ASSETS	64.0 %	57.5 %	58.8 %	55.1 %	52.3 %	56.0 %	52.0 %
Inventories	3.4 %	3.1 %	4.7 %	4.8 %	4.6 %	5.0 %	5.3 %
Accounts receivable	11.4 %	8.8 %	11.9 %	15.0 %	15.1 %	16.5 %	17.5 %
Other current assets	1.2 %	2.0 %	1.8 %	1.3 %	1.3 %	1.2 %	1.1 %
Liquid assets	16.5 %	25.2 %	17.1 %	17.5 %	20.7 %	15.6 %	18.8 %
Deferred taxes	3.0 %	2.6 %	4.8 %	5.0 %	4.8 %	4.5 %	4.2 %
Deferred charges and prepaid expenses	0.4 %	0.7 %	0.9 %	1.3 %	1.2 %	1.2 %	1.1 %
CURRENT ASSETS	36.0 %	42.5 %	41.2 %	44.9 %	47.7 %	44.0 %	48.0 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	72.5 %	71.2 %	78.4 %	65.4 %	74.6 %	68.1 %	70.1 %
MINORITY INTEREST	0.0 %	0.0 %	0.0 %	-0.1 %	-0.1 %	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 %	0.7 %	1.5 %	1.3 %	1.3 %	1.3 %	1.3 %
Other provisions	0.9 %	3.5 %	3.6 %	3.2 %	3.1 %	2.9 %	2.7 %
Non-current liabilities	1.6 %	4.2 %	5.0 %	4.5 %	4.4 %	4.2 %	4.0 %
short-term liabilities to banks	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts payable	1.9 %	1.9 %	2.5 %	2.1 %	2.2 %	2.3 %	2.5 %
Advance payments received on orders	0.9 %	2.7 %	3.7 %	13.8 %	8.2 %	7.8 %	7.2 %
Other liabilities (incl. from lease and rental contracts)	18.6 %	15.5 %	6.7 %	9.1 %	5.9 %	13.1 %	12.1 %
Deferred taxes	2.1 %	1.6 %	0.0 %	1.1 %	1.1 %	1.0 %	0.9 %
Deferred income	2.5 %	2.8 %	3.6 %	4.0 %	3.8 %	3.6 %	3.3 %
Current liabilities	26.0 %	24.5 %	16.6 %	30.1 %	21.1 %	27.7 %	26.0 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Net profit/loss	2.3	3.5	4.8	3.6	6.3	7.6	10.6
Depreciation of fixed assets (incl. leases)	0.3	0.4	0.5	0.6	0.0	0.0	0.0
Amortisation of goodwill	0.5	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.2	1.7	1.2	1.5	2.2	2.0	2.3
Others	-0.2	0.7	-1.7	-0.7	0.1	0.1	0.1
Cash flow from operations before changes in w/c	4.2	6.3	4.8	5.0	8.5	9.6	12.9
Increase/decrease in inventory	0.0	-0.2	0.2	0.0	0.0	-0.6	-0.7
Increase/decrease in accounts receivable	-2.4	1.6	-1.3	-2.8	-0.7	-2.0	-2.2
Increase/decrease in accounts payable	0.5	0.0	0.4	0.1	0.1	0.3	0.3
Increase/decrease in other working capital positions	0.2	1.7	1.5	7.6	0.0	0.0	0.0
Increase/decrease in working capital	-1.8	3.1	0.8	4.8	-0.6	-2.3	-2.6
Cash flow from operating activities	2.4	9.4	5.6	9.9	7.9	7.3	10.3
CAPEX	0.5	0.8	0.8	1.5	1.9	2.2	2.5
Payments for acquisitions	0.3	0.4	0.0	2.8	0.0	5.8	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	1.5	0.4	0.6	0.0	0.0	0.0	0.0
Cash flow from investing activities	0.8	-0.8	-0.2	-4.3	-1.9	-8.0	-2.5
Cash flow before financing	3.2	8.7	5.4	5.6	6.0	-0.7	7.8
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	2.1	2.1	2.6	2.6	2.9	3.6
Others	0.0	0.0	-9.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	-0.1	0.0	0.0	0.0
Cash flow from financing activities	-1.5	-2.1	-11.1	-2.6	-2.6	-2.9	-3.6
Increase/decrease in liquid assets	1.7	6.6	-5.7	2.8	3.4	-3.6	4.3
Liquid assets at end of period	10.6	17.1	11.4	14.2	17.6	14.1	18.3

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Domestic	34.6	40.2	42.1	47.0	45.1	51.0	58.6
yoy change	10.9 %	16.1 %	4.7 %	11.7 %	-4.1 %	13.1 %	15.0 %
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	3.4	5.4	9.2	8.7	13.8	17.0	19.5
yoy change	19.7 %	58.6 %	69.0 %	-4.7 %	58.4 %	22.7 %	15.0 %
TTL	38.0	45.6	51.2	55.7	58.9	67.9	78.1
yoy change	11.7 %	19.9 %	12.4 %	8.8 %	5.7 %	15.3 %	15.0 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
P&L growth analysis							
Sales growth	11.7 %	19.9 %	12.4 %	8.8 %	5.7 %	15.3 %	15.0 %
EBITDA growth	81.2 %	45.2 %	-21.4 %	4.3 %	62.1 %	10.4 %	34.7 %
EBIT growth	470.0 %	79.9 %	-24.0 %	-3.4 %	96.6 %	17.2 %	39.6 %
EPS growth	48.2 %	48.3 %	34.6 %	-24.1 %	72.6 %	20.7 %	39.4 %
Efficiency							
Total operating costs / sales	39.9 %	37.2 %	40.2 %	43.1 %	40.5 %	39.0 %	36.5 %
Sales per employee	129.8	147.6	154.3	127.5	128.6	144.2	161.3
EBITDA per employee	15.7	21.7	15.9	12.6	19.4	20.9	27.3
Balance sheet analysis							
Avg. working capital / sales	20.1 %	14.6 %	11.8 %	9.0 %	9.4 %	13.4 %	14.8 %
Inventory turnover (sales/inventory)	16.6	20.8	16.3	14.3	15.0	15.0	15.0
Trade debtors in days of sales	73.5	49.5	56.6	79.9	79.9	79.9	79.9
A/P turnover [(A/P*365)/sales]	24.4	21.2	23.7	23.6	23.6	23.6	23.6
Cash conversion cycle (days)	93.8	64.0	76.9	109.2	106.8	107.0	107.0
Cash flow analysis							
Free cash flow	1.9	8.7	4.8	8.3	6.0	5.1	7.8
Free cash flow/sales	5.1 %	19.0 %	9.4 %	14.9 %	10.3 %	7.6 %	10.0 %
FCF / net profit	82.4 %	242.8 %	99.9 %	227.9 %	95.9 %	67.7 %	73.9 %
Capex / depre	24.6 %	37.3 %	45.8 %	74.3 %	85.7 %	110.3 %	110.3 %
Capex / maintenance capex	21.8 %	27.1 %	40.9 %	56.6 %	8.6 %	11.0 %	11.0 %
Capex / sales	1.3 %	1.7 %	1.6 %	2.8 %	3.2 %	3.2 %	3.2 %
Security							
Net debt	-11.1	-17.6	-11.4	-14.2	-17.6	-14.1	-18.3
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	-0.2	-0.4	-0.2	-0.3	-0.3	-0.2	-0.3
Interest cover	12.1	11.0	10.2	5.3	999.0	999.0	999.0
Dividend payout ratio	87.5 %	59.0 %	54.8 %	72.2 %	46.0 %	47.0 %	45.0 %
Asset utilisation							
Capital employed turnover	0.8	0.9	0.9	1.0	0.9	1.0	1.1
Operating assets turnover	4.2	7.3	6.3	10.6	5.7	5.3	5.0
Plant turnover	43.3	45.3	42.9	26.5	25.7	27.1	28.4
Inventory turnover (sales/inventory)	16.6	20.8	16.3	14.3	15.0	15.0	15.0
Returns							
ROCE	5.4 %	9.1 %	6.5 %	6.1 %	10.8 %	11.9 %	15.9 %
ROE	4.8 %	7.1 %	9.2 %	6.8 %	9.9 %	12.4 %	15.5 %
Other							
Interest paid / avg. debt	n/a	n/a	n/a	n/a	n/a	n/a	n/a
No. employees (average)	293	309	332	437	458	471	485
Number of shares	10.3	10.5	10.5	10.5	10.5	10.5	10.5
DPS	0.2	0.2	0.3	0.3	0.3	0.3	0.5
EPS reported	0.23	0.34	0.46	0.35	0.60	0.72	1.01
Valuation ratios							
P/BV	3.1	3.1	3.0	2.9	2.4	2.5	2.3
EV/sales	3.7	3.0	2.8	2.6	2.4	2.1	1.8
EV/EBITDA	30.7	20.7	27.6	26.0	15.6	14.5	10.5
EV/EBITA	32.9	22.0	30.5	29.2	15.6	14.5	10.5
EV/EBIT	54.8	29.8	41.2	41.8	20.8	18.2	12.6
EV/FCF	73.1	16.0	30.3	17.2	23.1	27.8	17.7
Adjusted FCF yield	1.6 %	2.7 %	3.4 %	2.8 %	4.3 %	5.1 %	7.3 %
Dividend yield	1.4 %	1.4 %	1.7 %	1.7 %	1.9 %	2.3 %	3.1 %

Source: Company data, Hauck & Aufhäuser

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Price and Rating History
USU Software AG as of 23/02/15

Initiation coverage
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