

Doxee	<i>Italy</i>	<i>FTSE AIM Italia</i>	<i>ICT</i>
Rating: BUY (unch.)	Target Price: € 6,00 (prev. 6,10)	Update	Risk: Medium

Stock performance	1M	3M	6M	1Y
absolute	-0,90%	-2,36%	7,47%	N/A
to FTSE AIM Italia	-0,19%	2,04%	7,12%	N/A
to FTSE STAR Italia	-3,77%	-15,29%	-28,18%	N/A
to FTSE All-Share	1,46%	-1,47%	-8,25%	N/A
to EUROSTOXX	1,86%	0,72%	-11,45%	N/A
to MSCI World Index	3,15%	-9,41%	-25,43%	N/A

Stock Data

Price	€ 3,31
Target price	€ 6,00
Upside/(Downside) potential	81,3%
Bloomberg Code	DOX IM EQUITY
Market Cap (€m)	€ 23,80
EV (€m)	€ 26,10
Free Float	23,17%
Share Outstanding	7.191.500
52-week high	€ 4,06
52-week low	€ 2,40
Average daily volumes (3m)	2.000

Key Financials (€m)	FY19A	FY20E	FY21E	FY22E
VoP	20,9	21,8	25,6	30,6
EBITDA	5,0	5,5	6,7	9,2
EBIT	2,3	2,8	4,0	6,4
Net Profit	2,3	2,0	2,8	4,5
EPS (€)	0,32	0,28	0,40	0,63
EBITDA margin	24,0%	25,2%	26,2%	30,1%
EBIT margin	10,8%	12,8%	15,6%	20,9%
Net Profit margin	11,0%	9,2%	11,1%	14,9%

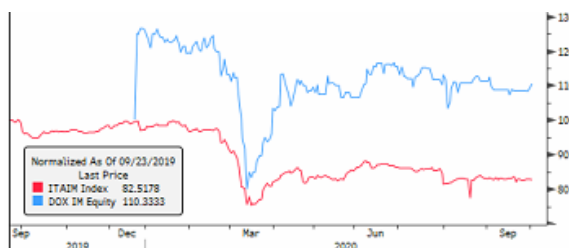
Main Ratios	FY19A	FY20E	FY21E	FY22E
EV/EBITDA (x)	5,2	4,7	3,9	2,8
EV/EBIT (x)	11,5	9,3	6,5	4,1
P/E (x)	10,4	11,9	8,4	5,2

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Stocks performance relative to FTSE AIM Italia



1H20A Results

I risultati del primo semestre del 2020, nonostante le difficoltà legate alla diffusione dell'epidemia Covid 19, risultano in miglioramento rispetto ai dati semestrali dello scorso anno.

Il valore della produzione, pari a € 9,66 mln (€ 8,78 mln al 30 giugno 2019), ha fatto registrare una crescita del 10%. In crescita anche i ricavi che passano da € 7,0 mln a € 7,7 mln. L'EBITDA è pari a € 1,64 mln (€ 1,31 mln al 30 giugno 2019) con EBITDA Margin pari al 17,0%. Tale miglioramento deriva da un progressivo spostamento verso linee di business a maggior marginalità.

Estimates Update

Alla luce dei dati pubblicati nella relazione semestrale, confermiamo le stime precedenti, in particolare, crediamo che la Società sarà in grado di generare un valore della produzione pari a € 21,8 mln, con un EBITDA pari a € 5,5 mln (corrispondente ad un EBITDA margin del 25,2%).

Per gli anni successivi, ci aspettiamo che il valore della produzione possa aumentare fino a € 30,6 mln (CAGR 19A-22E: 13,59%) nel 2022E, con EBITDA pari a € 9,20 mln (marginalità del 30,1%), in crescita rispetto a € 5,01 mln del 2019A (corrispondente ad un EBITDA margin del 24,0%).

Valuation Update

Abbiamo condotto la valutazione dell'equity value di Doxee sulla base della metodologia DCF e dei multipli di un campione di società comparabili. Il DCF method (che nel calcolo del WACC include a fini prudenziali anche un rischio specifico pari al 2,5%) restituisce un equity value pari a € 52,4 mln. L'equity value di Doxee utilizzando i market multiples risulta essere pari € 33,9 mln (incluso un discount pari al 25%). Ne risulta un equity value medio pari a circa € 43,1 mln. Il target price è di € 6,00, confermiamo rating BUY e rischio MEDIUM invariato.

1. Economics & Financials

Table 1 – Economics & Financials

CONSOLIDATED INCOME STATEMENT (€/mln)	FY17A	FY18A	FY19A	FY20E	FY21E	FY22E
Sales	11,05	13,74	15,49	18,20	21,50	26,00
Other Revenues	2,96	3,01	5,39	3,60	4,10	4,60
Value of Production	14,01	16,75	20,88	21,80	25,60	30,60
COGS	0,31	0,29	0,30	0,30	0,35	0,40
Use of Asset owned by Others	0,37	0,38	0,44	0,40	0,50	0,60
Services	6,82	7,58	8,75	8,80	10,00	11,40
Employees	4,79	5,07	6,02	6,40	7,60	8,50
Other Operating Expenses	0,28	0,28	0,37	0,40	0,45	0,50
EBITDA	1,44	3,14	5,01	5,50	6,70	9,20
<i>EBITDA Margin</i>	<i>10,3%</i>	<i>18,8%</i>	<i>24,0%</i>	<i>25,2%</i>	<i>26,2%</i>	<i>30,1%</i>
D&A	1,86	2,11	2,75	2,70	2,70	2,80
EBIT	(0,42)	1,03	2,27	2,80	4,00	6,40
<i>EBIT Margin</i>	<i>-3,0%</i>	<i>6,2%</i>	<i>10,8%</i>	<i>12,8%</i>	<i>15,6%</i>	<i>20,9%</i>
Financial Management	1,31	(0,04)	0,44	(0,14)	(0,13)	(0,10)
EBT	0,89	1,00	2,71	2,66	3,87	6,30
Taxes	0,12	0,40	0,41	0,66	1,02	1,75
Net Income	0,77	0,60	2,30	2,00	2,85	4,55
CONSOLIDATED BALANCE SHEET (€/mln)	FY17A	FY18A	FY19A	FY20E	FY21E	FY22E
Fixed Asset	7,00	7,37	8,61	8,40	8,40	8,60
Account receivable	5,42	6,44	6,30	7,40	8,75	10,60
Account payable	4,02	4,55	4,60	4,65	5,30	6,10
Operating Working Capital	1,40	1,89	1,71	2,75	3,45	4,50
Other Receivable	1,04	1,39	2,06	2,40	2,80	3,30
Other Payable	1,59	1,91	2,05	2,05	2,35	2,70
Net Working Capital	0,85	1,37	1,72	3,10	3,90	5,10
Severance Indemnities & Provision	1,24	1,00	1,51	1,30	1,50	1,70
NET INVESTED CAPITAL	6,61	7,75	8,82	10,20	10,80	12,00
Share Capital	1,00	1,00	1,60	1,60	1,60	1,60
Reserves and Retained Profits	(1,76)	(1,18)	2,63	4,93	6,92	9,77
Net Profit	0,77	0,60	2,30	2,00	2,85	4,55
Equity	0,01	0,42	6,52	8,52	11,36	15,91
Cash and Cash Equivalent	0,34	0,54	3,75	5,42	8,86	13,51
Short-Term Financial debt	2,90	4,54	3,41	4,00	4,70	5,40
ML Term Financial Debt	4,04	3,32	2,64	3,10	3,60	4,20
Net Financial Position	6,60	7,33	2,30	1,68	(0,56)	(3,91)
TOTAL SOURCES	6,61	7,75	8,82	10,20	10,80	12,00
CONSOLIDATED CASH FLOW (€/mln)	FY18A	FY19A	FY20E	FY21E	FY22E	
EBIT	1,03	2,27	2,80	4,00	6,40	
Taxes	0,40	0,41	0,66	1,02	1,75	
NOPAT	0,63	1,86	2,14	2,98	4,65	
D&A	2,11	2,75	2,70	2,70	2,80	
Change in receivable	(1,02)	0,14	(1,10)	(1,35)	(1,85)	
Change in payable	0,53	0,05	0,06	0,65	0,80	
Other Changes	(0,02)	(0,54)	(0,33)	(0,10)	(0,15)	
Change in NWC	(0,52)	(0,35)	(1,38)	(0,80)	(1,20)	
Change in Provision	(0,24)	0,51	(0,21)	0,20	0,20	
OPERATING CASH FLOW	1,98	4,76	3,26	5,08	6,45	
Investments	(2,48)	(3,98)	(2,49)	(2,70)	(3,00)	
FREE CASH FLOW	(0,50)	0,78	0,76	2,38	3,45	
Financial Management	(0,04)	0,44	(0,14)	(0,13)	(0,10)	
Change in Payable to Banks	0,93	(1,82)	1,05	1,20	1,30	
Change in Equity	(0,19)	3,80	0,00	0,00	0,00	
FREE CASH FLOW TO EQUITY (FCFE)	0,20	3,20	1,67	3,45	4,65	

Source: Doxee and Integrae SIM

1.1 1H20A Results

Table 2 – 1H20A vs 1H19A

€/mln	VoP	EBITDA	EBITDA %	EBIT	Net Income	NFP
FY19A	9,66	1,64	17,0%	0,53	0,28	1,99
FY19E	8,78	1,31	14,9%	0,35	0,14	2,3*
Change	10,0%	25,7%	2,1%	53,0%	99,3%	N.A

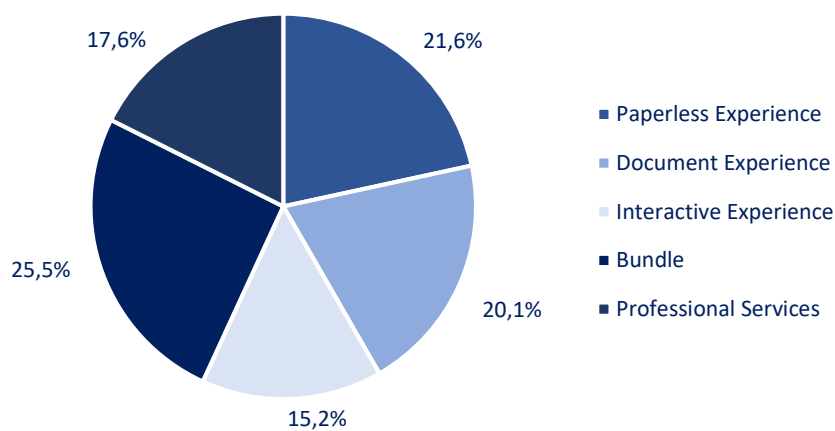
*Full Year 2019A

Source: Doxee

I risultati del primo semestre del 2020, nonostante le difficoltà legate alla diffusione dell'epidemia Covid 19, risultano in miglioramento rispetto ai dati semestrali dello scorso anno. Secondo quanto dichiarato tramite comunicato stampa, infatti, *“Anche in un contesto globale come quello che ha caratterizzato questo primo semestre, abbiamo continuato ad operare come player di riferimento nei processi di digitalizzazione, facilitandone l'adozione e contribuendo al forte incremento nell'utilizzo del canale digitale in sostituzione a quello fisico nei processi mission critical, come la fatturazione, i solleciti ed il digital payment.”*.

Il valore della produzione, pari a € 9,66 mln (€ 8,78 mln al 30 giugno 2019), ha fatto registrare una crescita del 10%. In crescita anche i ricavi che passano da €7,0 mln a € 7,7 mln.

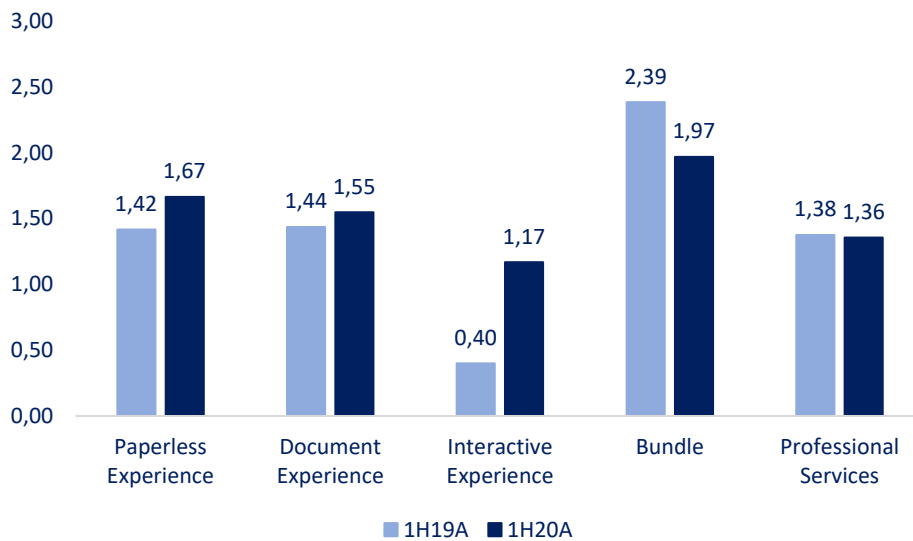
Chart 1 – Revenues by Business Unit 1H20A



Source: Doxee

La principale fonte di ricavo, nei primi sei mesi, è stata la business line Bundle che ha generato una quota di ricavi pari al 25,5% circa. Le altre linee di business, con incidenza dei ricavi leggermente inferiore rispetto alla linea Bundle, presentano incidenze comprese tra 15,2% (Interactive Experience) e 21,6% (Paperless Experience), mostrando un grado di diversificazione decisamente elevato.

Chart 2 – Revenues by Business Unit 1H19A vs 1H20A



Source: Doxee

Le business line Paperless Experience, Document Experience e Interactive Experience mostrano crescite rispettivamente del: 17,7%, 7,8%, 191,8%. Al contrario, risultano in decrescita le linee Bundle e Professional Services.

L'EBITDA è pari a € 1,64 mln (€ 1,31 mln al 30 giugno 2019) con EBITDA Margin pari al 17,0%. Tale miglioramento deriva da un progressivo spostamento verso linee di business a maggior marginalità.

L'EBIT è pari a € 0,53 mln (€ 0,35 mln al 30 giugno 2019), in crescita anche l'utile che si attesta a € 0,28 (€ 0,14 al 30 giugno 2019).

La Posizione Finanziaria Netta, pari a € 1,9 mln, risulta in miglioramento rispetto ai dati della fine dello scorso anno (€ 2,3 mln al 31 dicembre 2019). Il miglioramento è dovuto principalmente ad una maggior efficienza nella gestione del circolante.

1.2 Estimates FY20E-FY22E

Table 3 – Estimates Updates FY20E-FY22E

€/mln	FY20E	FY21E	FY22E
VoP			
New	21,8	25,6	30,6
Old	21,8	25,6	30,6
Change	0,0%	0,0%	0,0%
EBITDA			
New	5,5	6,7	9,2
Old	5,5	6,7	9,2
Change	0,0%	0,0%	0,0%
EBITDA %			
New	25,2%	26,2%	30,1%
Old	25,2%	26,2%	30,1%
Change	0,0%	0,0%	0,0%
EBIT			
New	2,8	4,0	6,4
Old	2,8	4,0	6,4
Change	0,0%	0,0%	0,0%
Net Income			
New	2,0	2,8	4,5
Old	2,0	2,8	4,5
Change	0,0%	0,0%	0,0%
NFP			
New	1,7	(0,6)	(3,9)
Old	1,7	(0,6)	(3,9)
Change	N.A	N.A	N.A

Source: Integrae SIM

Alla luce dei dati pubblicati nella relazione semestrale, confermiamo le stime precedenti, in particolare, crediamo che la Società sarà in grado di generare un valore della produzione pari a € 21,8 mln, con un EBITDA pari a € 5,5 mln (corrispondente ad un EBITDA margin del 25,2%).

Per gli anni successivi, ci aspettiamo che il valore della produzione possa aumentare fino a € 30,6 mln (CAGR 19A-22E: 13,59%) nel 2022E, con EBITDA pari a € 9,20 mln (corrispondente ad una marginalità del 30,1%), in crescita rispetto a € 5,01 mln del 2019A (corrispondente ad un EBITDA margin del 24,0%). Crediamo, inoltre, che la Società, per gli anni successivi al 2020E, sarà in grado di migliorare la propria NFP.

2. Valuation

Abbiamo condotto la valutazione dell'equity value di Doxee sulla base della metodologia DCF e dei multipli di un campione di società comparabili.

2.1 DCF Method

Table 4 – WACC

WACC		4,90%
Risk Free Rate	0,28% α (specific risk)	2,50%
Market Premium	8,46% Beta Adjusted	0,55
D/E (average)	66,67% Beta Relevered	0,82
Ke	7,45% Kd	1,50%

Source: Integrae SIM

A fini prudenziali, abbiamo considerato un rischio specifico pari a 2,5%. Ne risulta quindi un WACC di 4,90%.

Table 5 – DCF Valuation

DCF Equity Value		52,4
FCFO actualized	5,9	11%
TV actualized DCF	48,8	89%
Enterprise Value	54,7	100%
NFP (FY19A)	2,3	

Source: Integrae SIM

Con i dati di cui sopra e, prendendo come riferimento le nostre stime ed assumptions, ne risulta un **equity value di €52,4 mln.**

Table 6 – Equity Value – Sensitivity Analysis

€/mln	Growth rate (g)	WACC						
		3,4%	3,9%	4,4%	4,9%	5,4%	5,9%	6,4%
2,5%		221,6	142,4	104,8	82,9	68,5	58,4	50,8
2,0%		143,9	105,9	83,8	69,2	59,0	51,3	45,4
1,5%		107,1	84,6	70,0	59,6	51,9	45,9	41,1
1,0%		85,5	70,7	60,2	52,4	46,4	41,6	37,7
0,5%		71,4	60,8	53,0	46,9	42,0	38,0	34,8
0,0%		61,5	53,5	47,4	42,4	38,4	35,1	32,3
-0,5%		54,1	47,9	42,9	38,8	35,5	32,6	30,2

Source: Integrae SIM

2.2 Market Multiples

I nostri panel sono formati da società operanti negli stessi settori di Doxee, ma con una capitalizzazione maggiore. Queste società sono le stesse utilizzate per il calcolo del Beta per il DCF method.

Table 7 – Market Multiples

Company Name	EV / EBITDA (x)		
	FY20E	FY21E	FY22E
Maps S.p.A.	5,8x	4,6x	3,8x
Neosperience SpA	7,9x	5,1x	3,7x
Expert System SpA	16,8x	9,4x	8,5x
Piteco SpA	16,6x	15,6x	14,2x
Alkemy SpA	8,0x	6,0x	5,3x
Median	8,0x	6,0x	5,3x

Source: Inf Financials

Table 8 – Market Multiples Valuation

€/mln	2020E	2021E	2022E
Enterprise Value (EV)			
EV/EBITDA	43,8	40,1	48,9
Equity Value			
EV/EBITDA	42,2	40,6	52,8
Equity Value post 25% discount			
EV/EBITDA	31,6	30,5	39,6
Average	31,6	30,5	39,6

Source: Integrae SIM

L'equity value di Doxee, utilizzando il *market multiples* EV/EBITDA, risulta essere pari a €45,2 mln. A questo valore, abbiamo applicato uno sconto del 25% in modo da includere nel prezzo anche la minore liquidità di Doxee rispetto ai comparables, oltre che ad una capitalizzazione più bassa. Pertanto, ne risulta **un equity value di €33,9 mln.**

2.3 Equity Value

Table 9 – Equity Value

Average Equity Value (€/mln)	43,1
Equity Value DCF (€/mln)	52,4
Equity Value multiples (€/mln)	33,9
Target Price (€)	6,00

Source: Integrae SIM

L'equity value medio è pari a € 43,1 mln. Il target price è quindi di €6,00 (prev. €6,10). Confermiamo rating BUY e rischio MEDIUM.

Table 10 – Target Price Implied Valuation Multiples

Multiples	FY20E	FY21E	FY22E
EV/EBITDA	8,3x	6,8x	4,9x
EV/EBIT	16,2x	11,4x	7,1x

Source: Integrae SIM

Table 11 – Current Price Implied Valuation Multiples

Multiples	FY20E	FY21E	FY22E
EV/EBITDA	4,7x	3,9x	2,8x
EV/EBIT	9,3x	6,5x	4,1x

Source: Integrae SIM

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03/04/2020	3,12	Buy	6,10	Medium	Update

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Equity Total Return (ETR) for different risk categories			
Rating	Low Risk	Medium Risk	High Risk
BUY	ETR >= 7.5%	ETR >= 10%	ETR >= 15%
HOLD	-5% < ETR < 7.5%	-5% < ETR < 10%	0% < ETR < 15%
SELL	ETR <= -5%	ETR <= -5%	ETR <= 0%
U.R.	Rating and/or target price Under Review		
N.R.	Stock Not Rated		

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