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Doxee	Italy	Euronext G	rowth Milan	ΙCT
Rating: BUY (unch.)	Target Price: €14,50	(prev. 14,30)	Update	Risk: Medium

Stock performance	1M	ЗM	6M	1Y
absolute	-8,15%	-0,80%	4,20%	100,00%
to FTSE Italia Growth	-11,45%	8,54%	7,83%	79,22%
to Euronext STAR Milan	-9,17%	14,10%	10,99%	89,97%
to FTSE All-Share	-10,58%	8,73%	6,04%	98,29%
to EUROSTOXX	-10,72%	8,74%	6,15%	101,30%
to MSCI World Index	-11,28%	4,89%	2,06%	93,71%

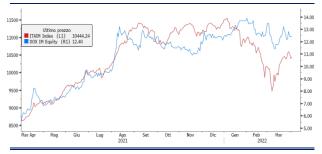
Stock Data	
Price	€ 12,40
Target price	€ 14,50
Upside/(Downside) potential	16,9%
Bloomberg Code	DOX IM EQUITY
Market Cap (€m)	€ 98,89
EV (€m)	€ 100,51
Free Float	18,11%
Share Outstanding	7.974.772
52-week high	€ 14,20
52-week low	€ 5,90
Average daily volumes (3m)	3.755

Key Financials (€m)	FY21A	FY22E	FY23E	FY24E
VoP	26,1	29,5	35,0	40,1
EBITDA	5,3	5,9	9,2	11,9
EBIT	1,7	1,5	4,5	6,9
Net Profit	1,6	1,2	4,0	6,2
EPS (€)	0,21	0,16	0,50	0,77
EBITDA margin	20,4%	20,0%	26,3%	29,7%
EBIT margin	6,6%	5,1%	12,9%	17,2%
Net Profit margin	6,3%	4,2%	11,3%	15,3%

Main Ratios	FY21A	FY22E	FY23E	FY24E
EV/EBITDA (x)	18,8	17,0	10,9	8,4
EV/EBIT (x)	58,4	67,0	22,3	14,6
P/E (x)	60,1	79,3	25,0	16,1

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Stocks performance relative to FTSE Italia Growth



FY21A Results

The VoP stands at € 26.13 million, compared to a value of € 21.99 million recorded at the end of 2020 and € 25.60 million estimated in our previous report. EBITDA, equal to € 5.33 million, recorded a significant increase of 8.0% compared to € 4.93 million in the previous fiscal year and is in line with our previous estimates of € 5.65 million. EBITDA Margin, equal to 20.4%, shows a slight decrease compared to 22.4% in 2020 and also compared to our expectations, equal to 22.1%. Net profit amounted to € 1.65 million compared to € 0.93 million recorded in 2020A and € 2.02 million expected. The NFP goes from € 2.91 million to € 1.62 million.

Estimates Update

In light of the results published in the annual report for 2021A, we are modifying the estimates for both the current year and the coming years. In particular, we estimate a value of production 2022E equal to \notin 29.5 million and an EBITDA equal to \notin 5.9 million, corresponding to an EBITDA margin of 20.0%. For subsequent years, we expect the value of production to increase up to \notin 45.2 million (CAGR 21A-25E: 14.68%) in 2025E, with EBITDA of \notin 14.30 million (corresponding to an EBITDA margin of 31.6%), up from \notin 5.33 million in 2021A (corresponding to an EBITDA margin of 20.4%).

Valuation Update

We have conducted the valuation of Doxee's equity value based on the DCF methodology and market multiples of a comparable companies sample. The DCF method (which in the calculation of the WACC also includes a specific risk of 2.5% for prudential purposes) provides an equity value of \in 148.9 million. The equity value of Doxee using the market multiple EV/EBITDA, is equal to \in 82.3 million. The result is an average equity value of \in 115.6 million. The target price is, therefore, \notin 14.50 (prev. \in 14.30). We confirm BUY rating and MEDIUM risk.



1. Economics & Financials

Table 1 – Economics & Financials

CONSOLIDATED INCOME STATEMENT (€/mln)	FY20A	FY21A	FY22E	FY23E	FY24E	FY25E
Sales	17,71	20,85	24,50	30,00	35,00	40,00
Other Revenues	4,29	5,29	5,00	5,00	5,10	5,20
Value of Production	21,99	26,13	29,50	35,00	40,10	45,20
COGS	0,55	0,40	0,50	0,55	0,60	0,65
Use of Asset owned by Others	0,35	0,32	0,60	0,70	0,70	0,70
Services	8,81	11,75	12,50	13,50	15,00	16,50
Employees	7,00	8,00	9,50	10,50	11,30	12,40
Other Operating Expenses	0,35	0,34	0,50	0,55	0,60	0,65
EBITDA	4,93	5,33	5,90	9,20	11,90	14,30
EBITDA Margin	22,4%	20,4%	20,0%	26,3%	29,7%	31,6%
D&A	2,78	3,61	4,40	4,70	5,00	5,30
EBIT	2,16	1,72	1,50	4,50	6,90	9,00
EBIT Margin	9,8%	6,6%	5,1%	12,9%	17,2%	19,9%
Financial Management	(0,64)	0,11	(0,10)	(0,10)	(0,10)	(0,10)
EBT	1,52	1,83	1,40	4,40	6,80	8,90
Taxes	0,59	0,18	0,15	0,45	0,65	0,85
Net Income	0,93	1,65	1,25	3,95	6,15	8,05
CONSOLIDATED BALANCE SHEET (€/mln)	FY20A	FY21A	FY22E	FY23E	FY24E	FY25E
Fixed Asset	10,88	12,25	12,35	12,15	11,40	9,60
Account receivable	7,58	9,70	10,60	12,20	14,20	16,30
Account payable	5,44	6,77	7,20	7,80	8,65	9,50
Operating Working Capital	2,14	2,93	3,40	4,40	5,55	6,80
Other Receivable	2,36	3,05	3,60	4,40	5,00	5,70
Other Payable	4,43	4,71	5,00	5,40	6,00	6,60
Net Working Capital	0,07	1,27	2,00	3,40	4,55	5,90
Severance Indemnities & Provision	1,35	1,52	2,00	2,20	2,40	2,60
NET INVESTED CAPITAL	9,60	12,00	12,35	13,35	13,55	12,90
Share Capital	1,60	1,77	1,77	1,77	1,77	1,77
Reserves and Retained Profits	4,16	6,96	8,61	9 <i>,</i> 85	13,80	19,95
Net Profit	0,93	1,65	1,25	3 <i>,</i> 95	6,15	8,05
Equity	6,69	10,38	11,62	15,57	21,72	29,77
Cash and Cash Equivalent	3,17	5,82	7,67	11,52	18,67	29,07
Short-Term Financial debt	2,78	2,46	2,90	3,50	4,10	4,70
ML Term Financial Debt	3,30	4,99	5,50	5,80	6,40	7,50
Net Financial Position	2,91	1,62	0,73	(2,22)	(8,17)	(16,87)
TOTAL SOURCES	9,60	12,00	12,35	13,35	13,55	12,90
CONSOLIDATED CASH FLOW (€/mln)	FY20A	FY21A	FY22E	FY23E	FY24E	FY25E
EBIT		1,72	1,50	4,50	6,90	9,00
Taxes		0,18	0,15	0,45	0,65	0,85
NOPAT		1,54	1,35	4,05	6,25	8,15
D&A		3,61	4,40	4,70	5,00	5,30
Change in receivable		(2,12)	(0,90)	(1,60)	(2,00)	(2,10)
Change in payable		1,32	0,43	0,60	0,85	0,85
Other Changes		(0,41)	(0,26)	(0,40)	0,00	(0,10)
Change in NWC		(1,20)	(0,73)	(1,40)	(1,15)	(1,35)
Change in Provision		0,18	0,48	0,20	0,20	0,20
OPERATING CASH FLOW		4,13	5,49	7,55	10,30	12,30
Investments		(4,99)	(4,50)	(4,50)	(4,25)	(3,50)
FREE CASH FLOW		(0,86)	1,00	3,05	6,05	8,80
						(0 1 0)
-		0,11	(0,10)	(0,10)	(0,10)	
Change in Payable to Banks		1,37	0,95	0,90	1,20	(0,10) 1,70
Financial Management Change in Payable to Banks Change in Equity		1,37 2,04	0,95 0,00	0,90 0,00	1,20 0,00	1,70 0,00
Change in Payable to Banks		1,37	0,95	0,90	1,20	1,70

Source: Doxee and Integrae SIM estimates



1.1 FY21A Results

Table 2 – Actual VS Estimates FY21A

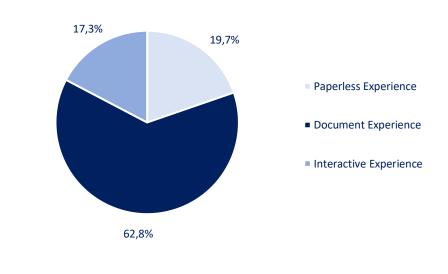
€/mln	VoP	EBITDA	EBITDA %	EBIT	Net Income	NFP
FY21A	26,13	5,33	20,4%	1,72	1,65	1,62
FY21E	25,60	5,65	22,1%	2,85	2,02	2,52
Change	2,1%	-5,6%	-1,7%	-39,7%	-18,4%	N.A

Source: Integrae SIM

Through a press release, the Company, commenting on the annual results, declares: "2021 was a year of growth for Doxee with revenues increasing by 18%, testifying to the correct positioning of the Company in the market of digitization of communication processes for companies and public administrations. Strengthened by these results, in 2021 we made strategic investments in R&D and HR, areas that, for the highly innovative and competitive market in which we operate, we consider fundamental for the preparatory strengthening of the organizational structure, with a view to scalability in support of organic growth and through M&A. In particular, during the year, based on the predetermined roadmap, we invested in two main development drivers: the new release of the Doxee Platform[®], the technological asset that enables the entire offer of our products, and the strengthening of the commercial structure and customer services as well as the internal structure, to support management processes. [...] With these operations we believe we have laid the foundations to make Doxee increasingly a reality capable of playing a leading role at European level in the world of diaital transformation, with a scalable offer and organic and external arowth plan sustainable and profitable, as well as consistent with the development strategies that characterize the reference market ".

The value of production amounted to \notin 26.13 million, compared to \notin 21.99 million recorded at the end of 2020 and \notin 25.60 million estimated in our previous report. This result was possible mainly thanks to the growth of the **document experience** and **interactive experience** product lines. The growth was also supported by the boost from the PNRR, which allowed to increase revenues from the Public Administration sector by 17%, also through collaboration with some partners and the award of important tenders. The Group was also able to consolidate its position in the Utilities and Finance sectors, with an increase in revenues of 26% and 9% respectively.

Chart 1 – Revenues Breakdown by Segment



Source: Doxee



The main source of revenue, during 2021A, was the **document experience** product line, which generated a revenue share of approximately 62.8%. The remaining revenues are divided as follows: 19.7% from the **paperless experience** line and 17.3% from the **interactive experience line**.

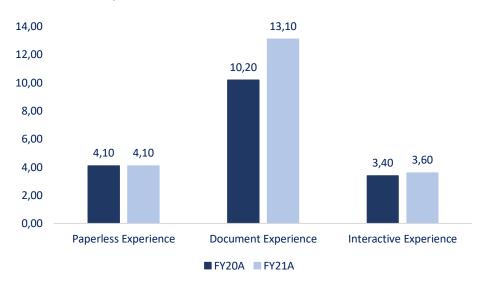


Chart 2 – Revenues by Business Unit FY20A vs FY21A

Source: Doxee

The product lines that contributed most to the increase in revenues were: the document experience, which amounted to \notin 13.10 million, with an increase of 28.4% compared to \notin 10.20 million in 2020, and the interactive experience, which records revenues of \notin 3.60 million (an increase of 5.9% compared to \notin 3.40 million in 2020). The paperless experience line remains substantially in line with the previous year, being confirmed at about \notin 4.10 million.

EBITDA, equal to \notin 5.33 million, recorded a significant increase of 8.0% compared to \notin 4.93 million in the previous fiscal year and is in line with our previous estimates of \notin 5.65 million. EBITDA Margin, equal to 20.4%, shows a slight decrease compared to 22.4% in 2020 and also compared to our expectations, equal to 22.1%. The difference in marginality is mainly due to the significant investments made during the year which led to an increase in indirect costs and R&D compared to 2020. In particular, R&D investments amounted to \notin 4.30 million and correspond to about 16.3% of the value of production in 2021, confirming the Group's strategic objectives in terms of product and innovation.

EBIT amounted to \notin 1.72 million (\notin 2.16 million in 2020) after amortization and depreciation of \notin 3.61 million mainly due to investments in technological development. EBIT Margin is equal to 6.6%, compared to a marginality of 9.8% as of 31/12/2020. Net profit amounted to \notin 1.65 million compared to \notin 0.93 million recorded in 2020A and \notin 2.02 million expected.

The NFP goes from \notin 2.91 million to \notin 1.62 million. The value of NFP is very significant considering the major investments made during the year. A large part of the investments is attributable to Research and Development activities, mainly due to the progressive implementation and adoption of the new release of the Doxee Platform[®] and the increasing relevance of the API program launched in 2021. In addition, the Company has decided to strengthen the structure in the field of sales, product management, operations and Administration, Finance, and Control, with the consequent adoption of tools to support the related processes to pursue its three-year development objectives.



1.2 FY22E - FY25E Estimates

€/mln	FY22E	FY23E	FY24E	FY25E
VoP				
New	29,5	35,0	40,1	45,2
Old	30,6	34,8	40,0	45,2
Change	-3,6%	0,6%	0,3%	0,0%
EBITDA				
New	5,9	9,2	11,9	14,3
Old	7,5	9,0	11,8	14,3
Change	-21,3%	2,2%	0,8%	0,0%
EBITDA %				
New	20,0%	26,3%	29,7%	31,6%
Old	24,5%	25,9%	29,5%	31,6%
Change	-4,5%	0,4%	0,2%	0,0%
EBIT				
New	1,5	4,5	6,9	9,0
Old	4,3	5,6	8,1	10,3
Change	-65,1%	-19,6%	-14,8%	-12,6%
Net Income				
New	1,2	4,0	6,2	8,1
Old	3,0	3,9	5,7	7,2
Change	-59,1%	1,3%	7,9%	11,8%
NFP				
New	0,7	(2,2)	(8,2)	(16,9)
Old	1,7	(0,3)	(3,7)	(8,6)
Change	N/A	N/A	N/A	N/A

Table 3 – Estimates Updates FY22E-25E

Source: Integrae SIM

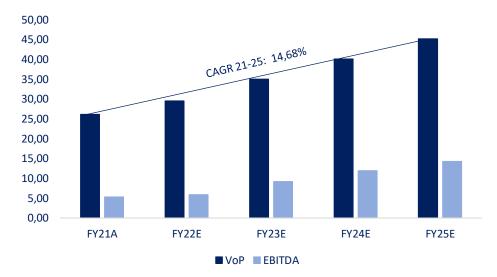
In light of the results published in the annual report for 2021A, we are modifying the estimates for both the current year and the coming years.

In particular, we estimate a value of production 2022E equal to \notin 29.50 million and an EBITDA equal to \notin 5.90 million, corresponding to an EBITDA margin of 20.0%. For subsequent years, we expect the value of production to increase up to \notin 45.20 million (CAGR 21A-25E: 14.68%) in 2025E, with EBITDA of \notin 14.30 million (corresponding to an EBITDA margin of 31.6%), up from \notin 5.33 million in 2021A (corresponding to an EBITDA margin of 20.4%).

In terms of the Balance Sheet, however, we estimate cash positive NFP for FY25E equal to € 16.87 million.







Source: Integrae SIM

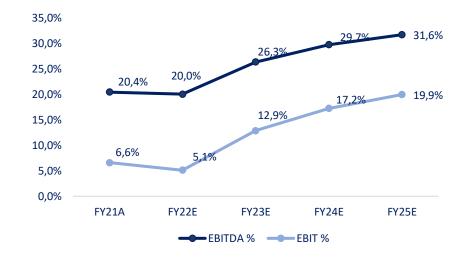
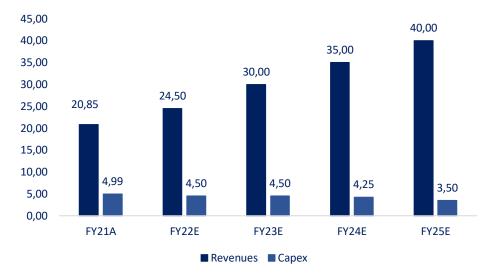


Chart 4 – Margin FY21A-25E

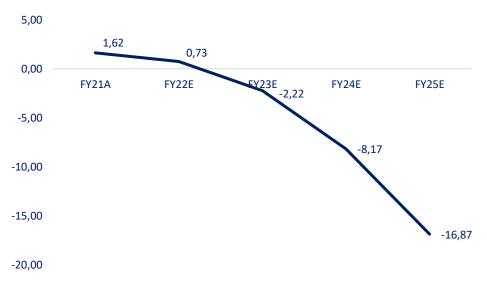


Chart 5 – Capex FY21A-25E



Source: Integrae SIM

Chart 6 – NFP FY21A-25E





2. Valuation

We have conducted the valuation of Doxee's equity value based on the DCF methodology and market multiples of a comparable companies sample.

2.1 DCF Method

Table 4 – WACC		
WACC		5,29%
Risk Free Rate	0,80% α (specific risk)	2,50%
Market Premium	6,42% Beta Adjusted	0,57
D/E (average)	42,86% Beta Relevered	0,74
Ке	6,94% Kd	2,00%

Source: Integrae SIM

For prudential purposes, we have included a specific risk of 2.5%. The result is a WACC of 5.29%.

Table 5 – DCF Valuat	ion	
DCF Equity Value		148,9
FCFO actualized	12,8	9%
TV actualized DCF	137,7	91%
Enterprise Value	150,5	100%
NFP (FY21A)	1,6	
Source: Integrae SIM		

Source: Integrae SIM

With the above data and taking as a reference our estimates and assumptions, the result is an **equity value of € 148.9 million**.

€/mln				w	ACC			
		3,8%	4,3%	4,8%	5,3%	5,8%	6,3%	6,8%
	2,5%	494,1	353,2	273,8	222,9	187,5	161,4	141,4
	2,0%	359,5	278,7	226,8	190,8	164,2	143,9	127,8
Growth	1,5%	283,6	230,8	194,1	167,1	146,4	130,0	116,7
rate (g)	1,0%	234,9	197,5	170,0	148,9	132,2	118,7	107,6
	0,5%	201,0	173,0	151,5	134,5	120,8	109,4	99,9
	0,0%	176,0	154,2	136,9	122,9	111,3	101,6	93,3
	-0,5%	156,9	139,3	125,0	113,2	103,3	94,9	87,7

Table 6 – Equity Value – Sensitivity Analysis



2.2 Market multiples

Our panel is made up of companies operating in the same sector as Doxee. These companies are the same ones used for the calculation of Beta for the DCF method. The Panel is composed of:

Table 7 – Market Multiples

Company Name	EV / EBITDA (x)		
	FY22E	FY23E	FY24E
Neosperience SpA	6,7x	4,9x	N/A
Piteco SpA	12,7x	11,2x	10,3x
Alkemy SpA	8,1x	6,9x	6,3x
Esker SA	30,5x	25,8x	21,0x
Unifiedpost Group SA	47,6x	3,5x	2,0x
Median	12,7x	6,9x	8,3x

Source: Infinancials

Table 8 – Market Multiples Valuation				
€/mln	2022E	2023E	2024E	
Enterprise Value (EV)				
EV/EBITDA	75,0	63,8	98,4	
Equity Value				
ev/ebitda	74,3	66,0	106,5	
Average	74,3	66,0	106,5	
Source: Integrae SIM				

Source: Integrae SIM

The equity value of Doxee using the market multiple EV/EBITDA, is equal to € 82.3 million.



2.3 **Equity Value**

Table 9 – Equity Value	
Average Equity Value (€/mln)	115,6
Equity Value DCF (€/mln)	148,9
Equity Value multiples (€/mln)	82,3
Target Price (€)	14,50

Source: Integrae SIM

The result is an average equity value of € 115.6 million. The target price is, therefore, € 14.50 (prev. €14.30). We confirm BUY rating and MEDIUM risk.

Table 10 – Target Price Implied Valuation Multiples

Multiples	FY21A	FY22E	FY23E	FY24E
EV/EBITDA	22,0x	19,9x	12,7x	9,9x
EV/EBIT	68,2x	78,1x	26,0x	17,0x
C				

Source: Integrae SIM

Table 11 – Current Price Implied Valuation Multiples

Multiples	FY21A	FY22E	FY23E	FY24E
EV/EBITDA	18,8x	17,0x	10,9x	8,4x
EV/EBIT	58,4x	67,0x	22,3x	14,6x
Source: Integrae SIM				



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27/04/2021	7,40	Buy	8,25	Medium	Flash Note
27/09/2021	12,30	Buy	14,30	Medium	Update
11/01/2022	12,50	Buy	14,30	Medium	Flash Note
14/01/2022	13,10	Buy	14,30	Medium	Flash Note
20/01/2022	13,20	Buy	14,30	Medium	Flash Note

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Equity Total Re	eturn (ETR) for different risk cat	egories	
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 e/o target price l	Jnder Review	
N.R.	Stock Not Rated		

Valuation methodologies (long term horizon: 12 months)

The methods that INTEGRAE SIM SpA prefers to use for value the company under analysis are those which are generally used, such as the market multiples method which compares average multiples (P/E, EV/EBITDA, and other) of similar shares and/or sectors, and the traditional financial methods (RIM, DCF, DDM, EVA etc). For financial securities (banks and insurance companies) Integrae SIM SpA tends to use methods based on comparison of the ROE and the cost of capital (embedded value for insurance companies).

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Conflict of interest

In order to disclose its possible interest conflict Integrae SIM states that:

- It operates or has operated in the past 12 months as the entity responsible for carrying out the activities of Euronext Growth Advisor of the Doxee SpA;
- It plays, or has played in the last 12 months, role of specialist financial instruments issued by Doxee SpA;
- In the IPO phase, It played the role of global coordinator.