



TECHNOLOGY



GROUPE SOCIETE GENERALE

Update

Our top technology picks for the second wave

In view of recently announced health restrictions, we are adopting a more conservative scenario for our different technology stocks. Despite a delicate macroeconomic environment, Sidetrade, Pharmagest, Ekinops and Witbe seem to us to be excellent choices and are our top picks.

Technology sector in the spotlight in 2020

In a clearly atypical year in many respects, the technology sector has truly stood out thanks in particular to the excellent resilience of business. The sector clearly outperformed in 2020, in all geographical areas (France with the CAC Technology index outperforming the CAC 40 by 23%, with a similar performance in Europe with the Eurostoxx Technology vs Eurstoxx 50 and the US with the NASDAQ vs Dow Jones). The small and midcap technology stocks in our coverage universe have also benefited from strong operational activity and have very good YTD performances (Sidetrade -38%, Pharmagest Interactive -45% and Witbe -142%).

Adopting a more conservative scenario to our coverage universe

Following the recent tightening of health measures in France, we believe it is appropriate to adopt a more conservative scenario for our coverage universe. With France's GDP expected to decline sharply in Q4 (by around 11%), the impact on various areas of business seems very likely. We therefore see lower-than-expected Q4 sales and Q1 21 sales characterized by a slower-than-expected economic recovery. Thus, we lower on average our Q4 sales forecast by -7.6%, our full-year 2020 sales forecast by 2.2%, our 2020 EPS by 6.3% and our 2021 sales forecast by 2.6%.

Top picks: Sidetrade, Pharmagest, Ekinops and Witbe

In this context of the second wave, we highlight four groups (Sidetrade, Pharmagest, Ekinops and Witbe) which we believe possess key strengths that should allow them to perform well in the future. Even if these have different strengths (Extreme Resilience for Sidetrade, great rebound capacity for Pharmagest, very nice post-2020 prospects for Ekinops and extremely promising positioning for Witbe), they are all extremely attractive and we make them our top picks in the current context. Note that for 3 of these 4 groups (Sidetrade, Pharmagest, Witbe), we anticipate an increase in revenue in 2020.

Stocks to watch also in the event of a stock market correction: Cegedim and Linedata

In a climate of uncertainty about the evolution of the health context, the scenario of a stock market correction cannot be ruled out, in our view. From the perspective of this alternative scenario, we identify two stocks (Cegedim and Linedata) which should show some resistance and whose appeal could dramatically increase in the event of a downtrend in share prices.

EKINOPS

BUY

Favourite stock / Smallcaps

PRICE*	TP	UPSIDE
5.87 €	8.1 €	+38,0%
*Closing 30/10/20 vs 8.3 €		

PHARMAGEST INTERACTIVE

BUY

Favourite stock / Midcaps

PRICE*	TP	UPSIDE
88.00 €	100.0 €	+13,6%
*Closing 30/10/20 vs 90.0 €		

SIDETRADE

BUY

PRICE*	TP	UPSIDE
93.00 €	120.0 €	+29,0%
*Closing 30/10/20 vs 110.0 €		

WITBE

BUY

Favourite stock / Smallcaps

PRICE*	TP	UPSIDE
7.02 €	12.5 €	+78,1%
*Closing 30/10/20		

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The technology sector in the spotlight during the health crisis

Strongly resilient

With the particularly atypical events of 2020, the technology sector took centre stage, and should, in our view, continue to play a leading role in the short to medium term.

This is due to the very sound resilience of business against a sensitive macroeconomic backdrop, thanks, in our view, to two main factors: 1/ positions in areas of the economy that have continued to function, 2/ a high proportion of recurring business thanks to increased marketing and sales in SaaS mode.

To illustrate this point, we can note the end-September results of GAFAM which were high quality as was the performance reported by Alphabet (BPA of \$16.4, +62% and +44% vs consensus) and Microsoft (EPS of \$1.82, +38%, +18% vs. consensus).

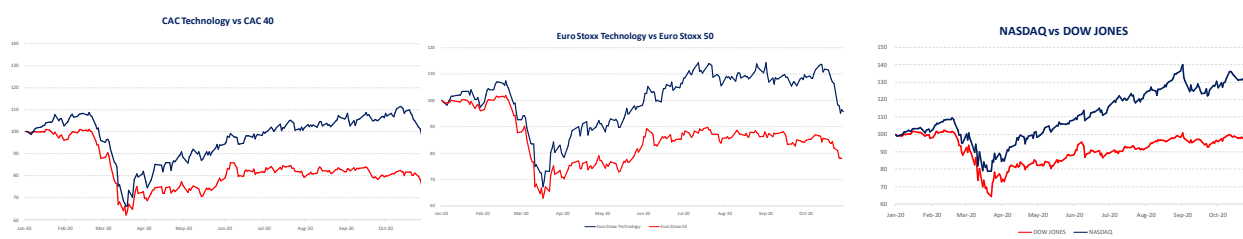
Stockmarket outperformance in France, Europe and the US

This strong resilience of the technology segment has been reflected in clear stockmarket outperformance this year.

In France, the CAC Technology posted a YTD performance of -0.6% (vs -23.9% for the CAC 40) i.e. outperformance of 23.3%.

This trend is not just Franco-French either: if we look at Europe (Eurostoxx Tech vs Eurostoxx 50) or the US (Nasdaq vs Dow Jones), the difference in performance is clear cut (up 17.8% for Eurostoxx Tech, up 32.8% for the Nasdaq).

Marked outperformance of the technology sector in France, Europe and the US



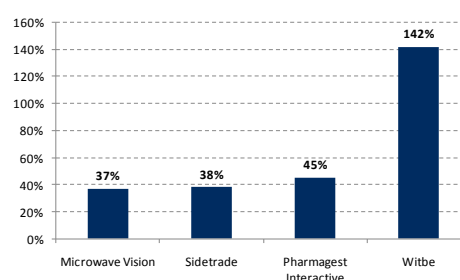
Source: Factset

French small and midcaps also held up well

French small and midcaps also held up particularly well in 2020. Some of the best YTD performances in our coverage includes Microwave Vision (up 37%), Sidetrade (up 38%), Pharmagest Interactive (up 45%) and Witbe (up 142%).

These are due to various reasons: 1/ very good operational performances for Microwave and Sidetrade, with H1 20 sales respectively up +21.8% and +14%, 2/ a clear improvement in newsflow for Witbe (positive 19 EBIT, H1 20 sales growth of +26% and H1 EBITDA almost at break-even) and 3/ a significant post-confinement rebound capacity for Pharmagest, with in particular an expected double digit growth in H2 20 sales.

Best YTD performances in our coverage universe



Source: Factset

Adopting a more conservative scenario with the second wave

With the announcement of a new lockdown in France from 29 October, we believe it is appropriate to review our estimates. Indeed, from our current point of view, it is difficult to imagine Q4 scenarios materialising (mainly based on assumptions of an economic recovery).

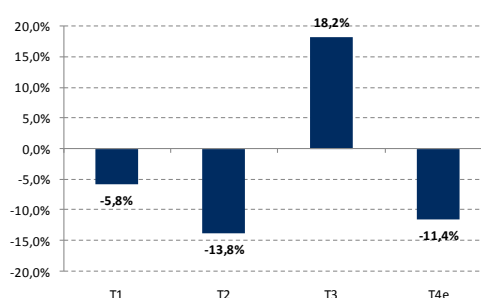
A clear economic impact, in our view, despite less severe health restrictions than in March

With the 4-week lockdown announced by the government, the economic impact seems clear, despite less severe health restrictions than during the first lockdown.

After Q1 GDP down 5.8%, and down 13.8% in Q2, the French economy experienced a strong rebound in Q3 with growth of 18.2%. This is due in particular to the strong increase in household consumption (up 17%) which almost returned to pre-crisis levels (i.e. just 2% lower than end-2019).

The French government has indicated a decline of 11% of GDP in 2020 (vs -10% before the announcement of the second lockdown) which implies Q4 GDP down 11.4%.

French GDP 2020 (quarterly change)



Sources: INSEE, Les Echos

Beyond the situation in France, the new measures announced in other countries (Ireland, Wales and more recently England and Austria) should also have an impact on external trade, thereby holding back business growth for our coverage universe out to year-end.

Global GD Scenario: Q4 impacted to a lesser extent than Q2, slower recovery in Q1 21

Given our move to a more conservative bias on the economy, we are incorporating this scenario into our various forecasts. From a general point of view, we assume 1/ weaker-than-expected Q4 20 sales (but nevertheless better than Q2) and 2/ Q1 21 sales weaker than expected (reflecting a slower economic recovery). On average, we lower our Q4 sales forecasts by 7.6%, our 2020 sales forecasts by 2.2%, our EPS 2020 numbers by 6.3% and our 2021 sales forecasts by 2.6%.

Changes to our forecasts

	Q4 Sales revision	2020 Sales revision	EPS 20 revision	2021 Sales revision
Average	-7.6%	-2.2%	-6.3%	-2.6%
Max	-11.2%	-3.4%	-15.8%	-4.6%
Min	-5.0%	-1.3%	-2.8%	-1.1%

Sources: GD

Finally, it is important to note that the scenario we are now adopting is likely to be revised in line with the evolution of the health crisis (potentially longer lockdown period, implementation of stricter measures or on the contrary a stronger economic recovery, etc.).

Our top tech picks under our new scenario

By adopting this more conservative scenario, we identify 4 stocks that we believe benefit from significant upside potential, despite the impact of this second wave: **Sidetrade, Pharmagest, Ekinops and Witbe**.

Sidetrade: Crisis? What crisis?

Sidetrade, as a software publisher in SaaS mode with an AI offering built around cash-flow security, is immune to the health crisis in our view.

- **What we like:**
 - Marketing in SaaS mode which enables 100% recurring sales;
 - The positioning on AI for cash-flow security, a segment that is in the spotlight and gaining popularity against the current backdrop;
 - The Group's derisked profile in light of the potential increase in business bankruptcies following the second lockdown or during the post-government-loan period. In fact, less than 10% of business is carried out with small and medium-sized enterprises (SMEs).
- **Performance during the previous lockdown:** the group's businesses experienced very strong growth in Q2 (up 14% to €14.4m after +14% in Q1);
- **Possible changes to our forecasts:** Given the minimal impact of the first lockdown on business, we do not anticipate any major changes following recent government announcements. As a result, we leave our forecast unchanged: 1/ 2020 sales of €29.3m, +14.1% implying Q4 sales of €7.6m, up 13.8% and 2/ C. Ebit 20 of €2.5m;
- **Our rating and TP:** we reiterate our Buy rating and our TP of €120 (DCF), reflecting upside of c.25%.

Pharmagest: Strong post-lockdown rebound potential

With a high share of recurring business, the likely limited impact of the lockdown and strong rebound potential as a result, Pharmagest seems to us to be a group with very bright prospects.

- **What we like:**
 - The level of recurring business: c.70% of sales and gross margin;
 - The limited impact of the lockdown: the main effect is postponements to interventions (and therefore billings) with pharmacies (Pharmacy Solutions Europe division, c.75% of sales). The Group should therefore be able to make up for this potential decline in business after the lockdown;
 - Major health investment programmes (ex c.€6 billion with the Ségur Health initiative in France) and the accelerated development of connected health, inducing extremely positive sector trends MT/LT.
- **Performance during the previous lockdown:** the group announced H1 sales of € 77.9m up slightly by 1.4%, implying almost flat Q2 sales (up 0.5%). The figures were unsurprising, with the Pharmacy Solutions Europe division naturally in decline (-4.1%);
- **Possible changes to our forecasts:** although Q3 sales are expected to be very high quality (GD € 40.4m, 14.5%), we think treatments are likely to be postponed from Q4 20 to Q1 21. Consequently, we are lowering our Q4 sales forecast to € 48.6m, up 4.8% (vs. € 52.3m, up 12.6% previously). As such we now forecast FY20 sales up 5.3% to € 166.9m million euros, (vs. 7.6% to € 170.5m previously). We are also slightly more cautious about the C. E margin improvement this year, which we now see up 0.6 pt to 26.4% vs. 0.8 pt to 26.6% previously. We have slightly lowered our 2020 EPS forecast (-2.8%). We are only tweaking our 2021 sales, down from € 185.4m to € 183.4m, because, as mentioned earlier, the group should be able to make up the shortfall after lockdown. All told, we think the current situation should see e-health become much more widespread, boosted by massive government investment. We are therefore raising our post-2022 top-line scenario and now expect a CAGR 2022-2029 of 5.8% (vs. 4.8% previously).

- **Our rating and TP:** we maintain our Buy rating and raise our TP to € 100 (DCF) vs. € 90 previously following the upgrade to our post-2022 top-line projections.

Ekinops: Look beyond 2020

Ekinops, a telecommunication solutions provider for layers 1, 2 and 3 (respectively transport, switching and routing), has outstanding MT growth prospects.

- **What we like:**
 - Positioning in extremely buoyant markets, namely 1/ optical transport, which should benefit from the rollout of fibreoptic in France, Europe and globally, and 2/ the deployment of 5G;
 - Its extensive technological know-how (particularly within the Software segment, which is bound to become widely needed) and its definite competitive edge (great flexibility and interoperability of its products);
 - The well-established quality of both the group's track-record and its management.
- **Performance during previous lockdown:** The group announced H1 sales of € 45.8m, up 1.7% implying Q2 sales up 2%) largely driven by North America (up 14.4%);
- **Possible changes to our forecasts:** This new containment could have an effect on the destocking of operators' equipment. In fact, operators invested during the first half of the year to avoid potential stock shortages, which was one of the reasons for Ekinops' slight growth in the first half (+1.7%). In our opinion, the containment measures could therefore curb operators' investments at the end of the year, as their stocks are already comfortable. We therefore lower our Q4 sales forecast to € 22.8m, -10.9% (vs. -6.2% to € 24.0m before) i.e. at the lower end of the range previously given by management (Q4 sales of € 22m - € 26m). We now forecast 2020 sales down -3.5% to € 90.2m, (vs down -2.2% to € 91.4m previously). We also expect a tighter contraction of the EBITDA margin, by -4.6 pts to 11.4% vs. -3.7 pts to 12.3% previously. Consequently, we are lowering our 2020 EPS by -15.8%.
- **Our rating and TP:** Although the short-term newsflow may be tricky, we are firmly convinced that Ekinops is well-equipped to perform well in the future. We maintain our Buy recommendation with a TP slightly lowered to € 8.1 (DCF) vs. € 8.3 previously.

Witbe: Strong positioning

Witbe is a Quality of Experience (QoE) specialist boasting excellent positioning (mostly OTT), which should enable business to flourish in H2.

- **What we like:**
 - The OTT positioning which should make the company resilient for the rest of the year;
 - The widespread take-up of Quality of Experience services and the user-centric approach, which is amplified by lockdown measures;
 - The significant improvement in the track-record and the emphasis on cost control (including the ORION plan).
- **Performance during the previous lockdown:** the group announced H1 sales of € 6.8m, representing very strong growth of 26%, largely driven by the EMEA region, which grew 36% to € 3.2m;
- **Possible changes to our forecasts:** as the impact of lockdown is likely to be limited, we leave our forecast unchanged, i.e. 1/ 2020 sales of € 20.8m, up 9.2% and H2 sales up 2.5% and 2/ 2020 EBITDA of € 4.7m;
- **Our rating and TP:** Witbe still looks like a strong Buy to us. We therefore stick to our Buy rating and TP of € 12.5 (DCF), i.e. upside of c.80%.

Other stocks to watch, particularly in a downturn

Given the rapid deterioration of the health situation in recent weeks, we would not rule out another stock market correction (following that of the week of 26 October). Should this come to pass, we identify two stocks that we think may be very good opportunities: Linedata and Cegedim.

Linedata: A measure of resistance

Linedata, a financial software publisher for Asset Managers, Insurers and Lenders, is expected to prove resistant this year.

- **What we like:**
 - The group's positioning in segments that continue to run well despite the health measures (mainly Asset Management);
 - The resulting resistance of the business (2020 sales only expected to fall by a single digit);
 - Management's monitoring of quality costs, which should greatly limit margin erosion this year.
- **Why not a top pick?** Even though in fundamental terms the business is expected to be relatively resistant, we find this to be already fully reflected in the share price. Our TP therefore holds limited upside (less than 10%);
- **Performance during previous lockdown:** The group announced H1 sales of € 78.5m, down 7.4%, implying Q2 sales of € 38.2m, -14.5%. Asset Management (c.70% of revenue) was down slightly (-2.4% to € 55.4m) while Lending & Leasing was down steeply (-17.7% to € 23.1m);
- **Possible changes to our forecasts:** With the announcement of a new confinement and the climate of uncertainty about the evolution of the health context, visibility on the financial markets has clearly deteriorated. Asset Management investments between now and the end of the year could, in our view, be revised downwards or at least postponed. Thus, we are lowering our Q4 sales estimate to € 41.8m, -7.0% (vs. € 45.4m, +1.2% previously) and now forecast 2020 sales down -7.6% to € 156.9m, (vs. -5.4% to € 160.5m previously). We also expect a slight -0.2 pt erosion of the EBITDA margin to 27.3% (previously stable). Our EPS 20 is lowered by -4.2%.
- **Our rating and TP:** A fall in the share price would make the stock significantly more appealing, with the business expected to remain resistant this year. We remain on Add, but lower our TP from € 26.5 to € 26.0 (DCF).

Cegedim: Risk/reward could become extremely attractive

Cegedim is the main competitor to Pharmagest; the business is expected to remain resilient and could bounce back quickly.

- **What we like:**
 - Health sector positioning that should continue to operate despite lockdown;
 - High quality margins that should hold up despite the contraction of sales;
 - The group's ability to recover, which should see it return to growth as soon as lockdown finishes.

- **Why not a top pick?** Although Cegedim has several advantages at first glance (significant resilience, margins intact, definite upside), we prefer Pharmagest as a top pick, largely for its rebound capacity post-lockdown. We find that Cegedim's risk/reward would be further enhanced in a stock market downturn;
- **Performance during previous lockdown:** The group announced H1 sales of € 236.2m, down -3.9% implying Q2 sales down -9.4% to € 114.7m. HR Health Insurance and e-services were down slightly by -1.3% while Health Professionals fell by c.-10%;
- **Possible changes to our forecasts:** we already lowered our 2020 projections at the time of the last publication, calling for respectively: 1/ € 487.1m sales, -3.3% (vs. € 497.0m, -1.3% previously), implying a -5.3% fall in Q4 sales. 2/ -0.3pt contraction in the C. E margin to 7.1% vs. flat previously.
- **Our rating and TP:** we confirm our Buy recommendation and our TP of € 29.5 (DCF), representing upside of c.25%.

Summary of our forecast and TP changes

Details of the changes to our other values are as follows:

- **HF Company:** the T4 activity should suffer from containment and in particular the closure of non-essential product shelves in supermarkets. We are therefore revising downwards our forecasts for Q4 sales (-11.2% to €7.7m), sales 20 (-3.4% to €27.9m) and sales 21 (-4.6%, €29.9m reflecting a slower recovery in Q1 21). We are reducing our TP to €5.1 (vs. €5.5 previously) ;
- **Microwave, Munic :** for these two companies, we are waiting to have a contact with the management before possibly modifying our scenario;
- **Prodware:** as the Microsoft/Sage software integration activity (c.40%) is relatively correlated to companies' IT investments, the period seems to us to be not very favourable for large-scale IT projects. We anticipate a slowdown during the confinement (but lower than in Q2). We are therefore revising downwards our forecasts for Q4 turnover (- 6.7% to €54.2m), sales 20 (- 2.2% to €174.0m) and sales 21 (- 3.5% to €176.2m). We are adjusting our TP downwards to €8.5 (vs. €9.0 previously) ;
- **Quadient:** as the Mail-Related Solutions business (60% of turnover) is linked to the physical presence of employees on site (franking machines, envelopes, industrial mail, etc.), the generalisation of teleworking during confinement should have a negative impact on the business. As a result, we are lowering our estimates for Q4 turnover by -6.9% (€276.2m), sales 20 (- 2.0% to €1,014.2m) and sales 21 (down 2.4% to €1,037.2m). We slightly reduced our TP to €11.7 (vs. €12.0 previously);
- **Riber :** the company confirmed its guidance for turnover (c.€30m) after the announcement of the containment, we therefore leave our forecasts unchanged.

Details of changes to our forecasts and TP

	Q4 Sales revision	2020 Sales revision	EPS 20 revision	2021 Sales revision	Rating	TP
Cegedim					Buy	€ 29.5
Ekinops	-5.0%	-1.3%	-15.8%	-1.3%	Buy	€ 8.1 (vs € 8.3)
HF Company	-11.2%	-3.4%	ns	-4.6%	Buy	€ 5.1 (vs € 5.5)
Linedata Services	-7.9%	-2.3%	-4.2%	-2.8%	Add	€ 26.0 (vs € 26.5)
Microwave Vision					Buy	€ 30.0
Munic					Buy	€ 6.8
Pharmagest Interactive	-7.7%	-2.1%	-2.8%	-1.1%	Buy	€ 100 (vs € 90)
Prodware	-6.7%	-2.2%	-3.6%	-3.5%	Buy	€ 8.5 (vs € 9.0)
Quadient	-6.9%	-2.0%	-5.2%	-2.4%	Add	€ 11.7 (vs € 12.0)
Sidetrade					Buy	€ 120
Riber					Buy	€ 2.2
Witbe					Buy	€ 12.5
Average	-7.6%	-2.2%	-6.3%	-2.6%		
Max	-11.2%	-3.4%	-15.8%	-4.6%		
Min	-5.0%	-1.3%	-2.8%	-1.1%		

Sources: GD



PRICE*
€ 5.72
*closing 02/11/20

TP
€ 8.1
vs € 8.3

POTENTIAL
+41.6%

Favourite stock / Smallcaps

Activity

Ekinops designs and supplies telecom operators with data transport solutions for very high speed optical networks

Market data

12M Low/High	€ 4.20/€ 6.61
Volume (3M)	48,448 shares/day
Number of shares	23,692,152
Market cap.	€m 136
Free Float	€m 95
Market	Euronext C
Sector	Electronics
Bloomberg	EKI FP
Isin	FR0011466069
Index	CAC SMALL

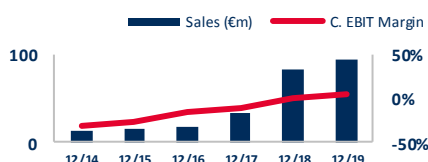
Shareholders on 31/12/19

Free float	69.8%
BPI France	15.7%
Aleph Capital	13.3%
Management	1.2%

Employees on 31/12/19

2019 sales by region	
EMEA	38%
France	33%
Americas	17%
APAC	12%

Sales and C. EBIT Margin



PROFIT LOSS STATEMENT (€m)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Sales	34.3	84.2	93.5	90.2	102.9	117.6
Chg.	88.7%	145.5%	11.0%	-3.5%	14.1%	14.4%
Chg. lfl	6.1%	19.9%	11.0%	-3.5%	14.1%	14.4%
EBITDA	0.3	10.4	15.0	10.3	16.3	22.0
C. EBIT	-3.9	1.3	4.6	1.4	7.1	12.6
EBIT	-5.9	-2.1	2.0	1.4	7.1	12.6
Net interest income	-0.5	-0.1	-0.4	-0.2	-0.3	-0.4
Tax	0.0	0.2	0.0	0.0	0.0	0.0
Income from associates	0.0	0.0	0.0	0.0	0.0	0.0
Net earnings from discontinued operations	0.0	0.0	0.0	0.0	0.0	0.0
Minority interests	0.0	0.0	0.0	0.0	0.0	0.0
Net attributable profit	-6.5	-2.1	1.6	1.2	6.8	12.1
Adjusted net attr. profit	-6.5	2.3	4.9	4.5	10.1	15.4

CASH FLOW STATEMENT (€m)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Cash Flow	-3.0	10.0	11.5	10.1	16.0	21.6
- Chg. in WCR	-2.5	0.1	-1.9	-1.0	-2.8	-4.1
- Capex	2.1	2.7	3.9	4.5	5.1	5.9
= Free Cash Flow	-7.6	7.4	5.7	4.6	8.0	11.7
- Net financial investment	-21.8	-0.4	-12.2	0.0	0.0	0.0
- Dividends	0.0	0.0	0.0	0.0	0.0	0.0
+ Capital increase/Share buybacks	37.0	0.0	7.3	0.0	0.0	0.0
+ Others	0.0	-0.2	-0.6	0.0	0.0	0.0
= Chg. net financial debt	7.6	6.8	0.2	4.6	8.0	11.7

BALANCE SHEET (€m)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Goodwill	44.6	27.5	28.6	28.6	28.6	28.6
Other intangible assets	57.0	57.9	63.0	58.5	53.9	49.2
Tangible assets	2.5	2.6	2.6	2.6	3.2	4.3
Financial assets	9.5	10.6	18.3	18.3	18.3	18.3
WCR	8.9	3.3	10.0	11.0	13.8	17.9
Shareholders' equity (group share)	76.6	74.4	86.5	87.6	94.4	106.6
Minorities	0.0	0.0	0.0	0.0	0.0	0.0
Equity + minorities	76.6	74.4	86.5	87.6	94.4	106.6
Cash and equivalent	21.3	25.1	32.6	37.2	45.2	56.8
Net financial debt	-2.8	-9.3	-2.1	-6.7	-14.7	-26.3
Capital employed	122.5	102.0	122.4	119.0	117.7	118.2

PER SHARE DATA (€)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Number of shares (000)	21,243	21,529	23,692	23,692	23,692	23,692
Number of diluted shares (000)	21,929	21,929	24,082	24,082	24,082	24,082
Adjusted EPS	-0.30	0.11	0.20	0.19	0.42	0.64
Reported EPS	-0.30	-0.10	0.07	0.05	0.29	0.51
CF per share	-0.14	0.47	0.51	0.43	0.68	0.91
Book value per share	3.61	3.45	3.65	3.70	3.99	4.50
Dividend	0.00	0.00	0.00	0.00	0.00	0.00
Payout	0%	0%	0%	0%	0%	0%

RATIOS	12/17	12/18	12/19	12/20e	12/21e	12/22e
Gross margin/Sales	51.0%	55.9%	53.4%	54.0%	55.0%	56.0%
EBITDA/Sales	0.7%	12.4%	16.0%	11.4%	15.8%	18.7%
C. EBIT/Sales	-11.3%	1.5%	4.9%	1.5%	6.9%	10.7%
EBIT/Sales	-17.3%	-2.6%	2.1%	1.5%	6.9%	10.7%
Corp. tax rate	0.7%	0.7%	0.0%	0.0%	0.0%	0.0%
Adjusted NR/Sales	-18.8%	-2.5%	1.7%	1.3%	6.6%	10.3%
Capex/Sales	6.0%	3.2%	4.2%	5.0%	5.0%	5.0%
Capex/D&A	0.5x	0.3x	0.4x	0.5x	0.6x	0.6x
FCF/Sales	-22.0%	8.7%	6.1%	5.1%	7.8%	9.9%
FCF/EBITDA	ns	70.4%	38.2%	44.3%	49.2%	53.0%
Goodwill/Equity + minorities	58.2%	37.0%	33.0%	32.6%	30.3%	26.8%
WCR/Sales	26.1%	3.9%	10.7%	12.2%	13.4%	15.2%
Gearing	-3.6%	-12.6%	-2.4%	-7.6%	-15.6%	-24.7%
Net financial debt/EBITDA	-10.9x	-0.9x	-0.1x	-0.6x	-0.9x	-1.2x
EBITDA/Financial charges	0.5x	91.6x	39.1x	48.1x	51.9x	53.2x
ROCE	-8.0%	-3.3%	2.4%	1.7%	8.9%	15.7%
ROE	-8.4%	-2.8%	1.9%	1.3%	7.2%	11.4%

STOCK MARKET DATA	12/17	12/18	12/19	12/20e	12/21e	12/22e
Share price performance	-39.7%	-43.2%	148.5%	-13.5%	-	-
Share price performance vs. CAC M&S	-50.6%	-27.5%	108.8%	6.1%	-	-
Share price High (€)	8.31	5.03	6.61	6.55	-	-
Share price Low (€)	4.45	2.37	2.54	4.20	-	-
Enterprise value (€m)	112.8	66.6	84.4	120.0	112.0	100.4
= Market cap.	121.0	77.2	95.4	135.5	135.5	135.5
+ Net financial debt	-2.8	-9.3	-2.1	-6.7	-14.7	-26.3
+ Minorities	0.0	0.0	0.0	0.0	0.0	0.0
+ Provisions & others	4.1	9.4	9.5	9.5	9.5	9.5
- Financial assets	9.5	10.6	18.3	18.3	18.3	18.3

VALUATION	12/17	12/18	12/19	12/20e	12/21e	12/22e
P/E	ns	25.0x	32.3x	30.9x	13.7x	8.9x
PEG	ns	ns	0.4x	ns	0.1x	0.2x
P/CF	ns	5.7x	13.0x	13.4x	8.5x	6.3x
EV/Sales	3.3x	0.8x	0.9x	1.3x	1.1x	0.9x
EV/EBITDA	440.7x	6.4x	5.6x	11.7x	6.9x	4.6x
EV/C. EBIT	ns	51.9x	18.5x	87.5x	15.8x	8.0x
EV/EBIT	ns	ns	42.5x	87.5x	15.8x	8.0x
EV/Capital employed	0.9x	0.7x	0.7x	1.0x	1.0x	0.8x
P/BV	1.3x	0.8x	1.8x	1.5x	1.4x	1.3x
FCF yield	-6.2%	9.5%	6.0%	3.4%	5.9%	8.6%
Yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

PRICE*
€ 87.30
*closing 02/11/20

TP
€ 100.0
vs € 90.0

POTENTIAL
+14.5%

Favourite stock / Midcaps

Activity

IT solutions for pharmacies

Market data

12M Low/High € 44.30/€ 92.60
Volume (3M) 5,567 shares/day
Number of shares 15,174,125
Market cap. €m 1,325
Free Float €m 325
Market Euronext B
Sector Life Sciences
Bloomberg PHA FP
Isin FR0012882389
Index CAC SMALL

Shareholders on 31/12/19

Marque Verte Santé 60.5%
Free float 24.6%
Founders 7.8%
Coopérative Welcoop 6.1%
Treasury shares 1.0%

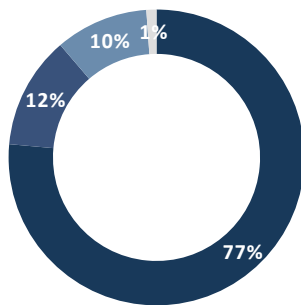
Employees on 31/12/19

1,074

2019 sales by quarter

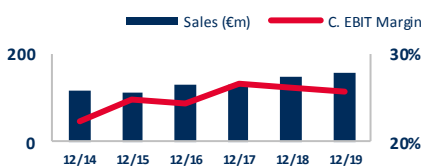
Q4 29%
Q2 24%
Q1 24%
Q3 22%

2018 sales by business unit



■ European pharmacists ■ Care homes ■ E-health ■ FinTech

Sales and C. EBIT Margin



PROFIT LOSS STATEMENT (€m)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Sales	129.7	148.5	158.6	166.9	183.4	197.7
Chg.	1.0%	14.5%	6.8%	5.3%	9.9%	7.8%
Chg. lfl	1.0%	8.3%	5.6%	5.3%	9.9%	7.8%
EBITDA	39.1	44.3	48.9	50.2	56.9	62.6
C. EBIT	34.5	38.9	40.8	44.0	50.2	55.2
EBIT	34.5	38.9	40.8	44.0	50.2	55.2
Net interest income	0.6	1.0	1.5	1.3	1.7	2.0
Tax	-10.7	-12.7	-13.3	-12.7	-13.7	-15.1
Income from associates	-0.1	-0.2	-0.1	-0.2	-0.2	-0.2
Net earnings from discontinued operations	0.0	0.0	0.0	0.0	0.0	0.0
Minority interests	-1.1	-1.6	-0.6	-1.0	-1.0	-1.0
Net attributable profit	23.1	25.5	28.4	31.5	36.9	40.8
Adjusted net attr. profit	23.1	25.5	28.4	31.5	36.9	40.8

CASH FLOW STATEMENT (€m)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Cash Flow	28.9	32.3	36.9	38.7	44.7	49.3
- Chg. in WCR	-0.2	-2.6	3.8	10.5	3.8	2.9
- Capex	18.5	19.4	33.1	10.7	10.8	10.9
= Free Cash Flow	10.1	10.2	7.6	38.5	37.7	41.3
- Net financial investment	-10.5	-9.1	-16.8	-2.0	-2.0	-2.0
- Dividends	-10.0	-11.9	-13.5	-14.4	-15.9	-17.5
+ Capital increase/Share buybacks	-1.0	0.2	0.2	0.0	0.0	0.0
+ Others	5.5	-10.1	-2.5	2.0	2.0	2.0
= Chg. net financial debt	5.9	20.7	25.0	-24.0	-21.8	-23.8

BALANCE SHEET (€m)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Goodwill	38.8	46.0	49.8	49.8	49.8	49.8
Other intangible assets	57.8	70.2	79.8	81.3	82.5	83.3
Tangible assets	5.9	8.5	19.5	20.4	21.2	21.9
Financial assets	20.7	38.4	61.3	63.3	65.3	67.3
WCR	-3.0	-14.0	-16.8	-27.0	-30.3	-32.8
Shareholders' equity (group share)	113.2	113.8	127.6	144.7	165.7	189.1
Minorities	2.6	3.2	4.3	5.3	6.3	7.3
Equity + minorities	115.8	117.1	131.9	150.0	172.0	196.4
Cash and equivalent	55.7	61.3	50.6	74.7	96.4	120.2
Net financial debt	-38.8	-18.1	6.9	-17.2	-38.9	-62.7
Capital employed	81.3	103.1	143.7	138.0	138.7	139.8

PER SHARE DATA (€)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Number of shares (000)	15,174	15,174	15,174	15,174	15,174	15,174
Number of diluted shares (000)	15,174	15,174	15,174	15,174	15,174	15,174
Adjusted EPS	1.52	1.68	1.87	2.08	2.43	2.69
Reported EPS	1.52	1.68	1.87	2.08	2.43	2.69
CF per share	1.90	2.12	2.29	2.55	2.95	3.25
Book value per share	7.63	7.71	8.69	9.88	11.33	12.94
Dividend	0.75	0.85	0.95	1.05	1.15	1.25
Payout	49%	51%	51%	51%	47%	46%

RATIOS	12/17	12/18	12/19	12/20e	12/21e	12/22e
Gross margin/Sales	82.1%	82.0%	81.1%	79.0%	79.0%	79.0%
EBITDA/Sales	30.2%	29.9%	30.9%	30.1%	31.1%	31.7%
C. EBIT/Sales	26.6%	26.2%	25.8%	26.4%	27.3%	27.9%
EBIT/Sales	26.6%	26.2%	25.8%	26.4%	27.3%	27.9%
Corp. tax rate	30.6%	31.8%	31.4%	28.0%	26.5%	26.5%
Adjusted NR/Sales	18.7%	18.2%	18.3%	19.5%	20.7%	21.2%
Capex/Sales	14.2%	13.1%	20.9%	6.4%	5.9%	5.5%
Capex/D&A	4.0x	3.6x	4.1x	1.7x	1.6x	1.5x
FCF/Sales	7.8%	6.9%	4.8%	23.0%	20.6%	20.9%
FCF/EBITDA	25.9%	23.1%	15.4%	76.6%	66.2%	65.9%
Goodwill/Equity + minorities	33.5%	39.3%	37.7%	33.2%	29.0%	25.4%
WCR/Sales	-2.3%	-9.4%	-10.6%	-16.2%	-16.5%	-16.6%
Gearing	-33.5%	-15.5%	5.2%	-11.5%	-22.6%	-32.0%
Net financial debt/EBITDA	-1.0x	-0.4x	0.1x	-0.3x	-0.7x	-1.0x
EBITDA/Financial charges	ns	ns	ns	ns	ns	ns
ROCE	30.0%	26.8%	20.2%	23.9%	27.7%	30.3%
ROE	20.9%	23.1%	22.0%	21.7%	22.0%	21.3%

STOCK MARKET DATA	12/17	12/18	12/19	12/20e	12/21e	12/22e
Share price performance	25.8%	16.3%	18.6%	44.1%	-	-
Share price performance vs. CAC M&S	3.1%	48.3%	-0.4%	76.6%	-	-
Share price High (€)	51.51	65.60	62.80	92.60	-	-
Share price Low (€)	32.90	44.50	50.00	44.30	-	-
Enterprise value (€m)	594.6	832.0	869.5	1,306.2	1,289.1	1,269.1
= Market cap.	620.9	834.7	865.8	1,324.7	1,324.7	1,324.7
+ Net financial debt	-38.8	-18.1	6.9	-17.2	-38.9	-62.7
+ Minorities	2.6	3.2	4.3	5.3	6.3	7.3
+ Provisions & others	30.7	50.5	53.8	56.7	62.3	67.1
- Financial assets	20.7	38.4	61.3	63.3	65.3	67.3

VALUATION	12/17	12/18	12/19	12/20e	12/21e	12/22e
P/E	28.8x	30.4x	32.4x	42.1x	35.9x	32.4x
PEG	2.3x	3.0x	2.8x	3.9x	2.1x	3.0x
P/CF	23.1x	24.1x	26.4x	34.2x	29.6x	26.9x
EV/Sales	4.6x	5.6x	5.5x	7.8x	7.0x	6.4x
EV/EBITDA	15.2x	18.8x	17.8x	26.0x	22.6x	20.3x
EV/C. EBIT	17.2x	21.4x	21.3x	29.7x	25.7x	23.0x
EV/EBIT	17.2x	21.4x	21.3x	29.7x	25.7x	23.0x
EV/Capital employed	7.3x	8.1x	6.1x	9.5x	9.3x	9.1x
P/BV	5.8x	6.6x	7.0x	8.8x	7.7x	6.7x
FCF yield	1.6%	1.2%	0.9%	2.9%	2.8%	3.1%
Yield	1.7%	1.7%	1.6%	1.2%	1.3%	1.4%

PRICE*
€ 95.00
*closing 02/11/20

TP
€ 120.0

POTENTIAL
+26.3%

Activity

Main player in Artificial Intelligence related to customer relations B2B, 100% SaaS software publisher

Market data

12M Low/High € 54.00/€ 104.00
Volume (3M) 1,941 shares/day
Number of shares 1,402,881
Market cap. €m 133
Free Float €m 66
Market Euronext Growth
Sector Software
Bloomberg ALBFR FP
Isin FR0010202606
Index EN Growth Allshare

Shareholders on 31/12/18

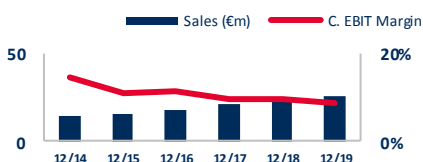
Free float 49.6%
Olivier Novasque 32.6%
Treasury shares 7.7%
Odyssee Venture 6.1%
CM-CIC Capital Privé 4.0%

Employees on 31/12/19

239

2019 sales by activity

AI Financials 83%
AI Sales & Marketing 17%

Sales and C. EBIT Margin

PROFIT LOSS STATEMENT (€m)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Sales	21.6	24.1	25.7	29.3	35.6	42.8
Chg.	19.8%	11.4%	6.6%	14.1%	21.5%	20.0%
Chg. lfl	19.8%	11.4%	17.0%	14.1%	21.5%	20.0%
EBITDA	4.3	3.6	4.0	3.4	3.4	5.0
C. EBIT	2.1	2.3	2.3	2.5	2.2	3.6
EBIT	2.1	2.2	2.2	2.5	2.2	3.6
Net interest income	-0.1	0.0	0.0	0.0	0.0	0.0
Tax	0.1	0.0	0.0	0.3	0.3	0.4
Income from associates	0.0	0.0	0.0	0.0	0.0	0.0
Net earnings from discontinued operations	0.0	0.0	0.0	0.0	0.0	0.0
Minority interests	0.0	0.0	0.0	0.0	0.0	0.0
Net attributable profit	2.0	2.2	2.2	2.2	1.9	3.1
Adjusted net attr. profit	2.0	2.3	2.3	2.2	1.9	3.1

CASH FLOW STATEMENT (€m)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Cash Flow	2.5	2.6	2.4	3.1	3.1	4.6
- Chg. in WCR	1.4	1.7	-0.2	1.2	3.0	3.3
- Capex	0.6	1.0	0.8	0.8	0.9	1.1
= Free Cash Flow	0.6	-0.1	1.8	1.2	0.2	1.2
- Net financial investment	1.2	1.1	0.0	0.0	0.0	0.0
- Dividends	0.0	0.0	0.0	0.0	0.0	0.0
+ Capital increase/Share buybacks	-0.6	0.8	-1.9	0.0	0.0	0.0
+ Others	0.0	0.0	0.0	0.0	0.0	0.0
= Chg. net financial debt	1.2	0.4	0.1	-1.2	-0.2	-1.2

BALANCE SHEET (€m)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Goodwill	8.5	8.9	8.8	8.8	8.8	8.8
Other intangible assets	0.4	0.4	0.4	0.7	0.9	1.2
Tangible assets	0.7	0.7	0.7	0.7	0.7	0.7
Financial assets	0.8	0.7	0.8	0.8	0.8	0.8
WCR	1.3	6.0	9.2	10.4	13.4	16.7
Shareholders' equity (group share)	12.0	15.0	15.4	17.6	19.6	22.7
Minorities	0.0	0.0	0.0	0.0	0.0	1.0
Equity + minorities	12.0	15.0	15.4	17.6	19.6	22.7
Cash and equivalent	6.0	5.5	5.3	6.5	6.7	7.9
Net financial debt	-5.6	-5.1	-5.0	-6.2	-6.4	-7.6
Capital employed	11.8	16.7	19.9	21.3	24.6	28.1

PER SHARE DATA (€)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Number of shares (000)	1,390	1,403	1,403	1,403	1,403	1,403
Number of diluted shares (000)	1,405	1,403	1,403	1,403	1,403	1,403
Adjusted EPS	1.43	1.67	1.63	1.55	1.39	2.24
Reported EPS	1.44	1.55	1.57	1.55	1.39	2.24
CF per share	0.80	0.61	1.85	1.41	0.79	1.62
Book value per share	8.57	10.69	11.01	12.55	13.94	16.18
Dividend	0.00	0.00	0.00	0.00	0.00	0.00
Payout	0%	0%	0%	0%	0%	0%

RATIOS	12/17	12/18	12/19	12/20e	12/21e	12/22e
Gross margin/Sales	100%	100%	100%	100%	100%	100%
EBITDA/Sales	20.0%	15.1%	15.5%	11.7%	9.5%	11.7%
C. EBIT/Sales	9.9%	8.9%	8.9%	8.4%	6.2%	8.3%
EBIT/Sales	9.8%	9.1%	8.6%	8.4%	6.2%	8.3%
Corp. tax rate	2.5%	-1.7%	-1.3%	12.0%	12.0%	12.0%
Adjusted NR/Sales	9.3%	9.7%	8.9%	7.4%	5.5%	7.3%
Capex/Sales	2.6%	4.1%	3.2%	2.6%	2.6%	2.5%
Capex/D&A	0.3x	0.8x	0.5x	0.8x	0.8x	0.8x
FCF/Sales	2.6%	-0.5%	6.9%	4.2%	0.5%	2.8%
FCF/EBITDA	13.2%	ns	44.2%	35.8%	5.7%	24.3%
Goodwill/Equity + minorities	70.9%	59.3%	57.0%	50.0%	45.0%	38.8%
WCR/Sales	6.2%	24.8%	35.8%	35.4%	37.6%	39.0%
Gearing	-46.2%	-33.8%	-32.3%	-35.3%	-32.8%	-33.6%
Net financial debt/EBITDA	-1.3x	-1.4x	-1.2x	-1.8x	-1.9x	-1.5x
EBITDA/Financial charges	63.6x	79.1x	ns	nd	nd	nd
ROCE	24.6%	16.5%	15.8%	16.2%	12.6%	17.7%
ROE	16.7%	15.6%	14.8%	12.3%	9.9%	13.8%

STOCK MARKET DATA	12/17	12/18	12/19	12/20e	12/21e	12/22e
Share price performance	51.8%	-25.6%	34.4%	41.4%	-	-
Share price performance vs. CAC M&S	24.4%	-5.1%	12.9%	73.3%	-	-
Share price High (€)	72.49	71.80	73.40	104.00	-	-
Share price Low (€)	42.05	48.60	50.20	54.00	-	-
Enterprise value (€m)	73.9	83.1	82.6	127.3	127.6	127.0
= Market cap.	79.5	88.0	87.8	133.3	133.3	133.3
+ Net financial debt	-5.6	-5.1	-5.0	-6.2	-6.4	-7.6
+ Minorities	0.0	0.0	0.0	0.0	0.0	0.0
+ Provisions & others	0.7	0.9	0.6	1.0	1.5	2.2
- Financial assets	0.8	0.7	0.8	0.8	0.8	0.8

VALUATION	12/17	12/18	12/19	12/20e	12/21e	12/22e
P/E	46.9x	30.0x	41.1x	61.4x	68.5x	42.5x
PEG	3.9x	1.8x	ns	ns	ns	0.7x
P/CF	83.7x	81.6x	36.3x	67.2x	120.0x	58.5x
EV/Sales	3.4x	3.4x	3.2x	4.3x	3.6x	3.0x
EV/EBITDA	17.1x	22.8x	20.7x	37.0x	37.6x	25.5x
EV/C. EBIT	34.6x	35.4x	36.1x	51.6x	57.8x	35.6x
EV/EBIT	34.8x	38.0x	37.5x	51.6x	57.8x	35.6x
EV/Capital employed	6.3x	5.0x	4.1x	6.0x	5.2x	4.5x
P/BV	7.8x	4.7x	6.1x	7.6x	6.8x	5.9x
FCF yield	0.7%	-0.1%	2.0%	0.9%	0.1%	0.9%
Yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

PRICE*
€ 6.92
*closing 02/11/20

TP
€ 12.5

POTENTIAL
+80.6%

Favourite stock / Smallcaps

Activity

Developer of a range of technological solutions dedicated to the testing and measurement of the quality of experience or QoE

Market data

12M Low/High	€ 1.71/€ 9.14
Volume (3M)	36,201 shares/day
Number of shares	3,952,755
Market cap.	€m 27
Free Float	€m 13
Market	Euronext Growth
Sector	Software
Bloomberg	ALWIT FP
Isin	FR0013143872
Index	EN Growth Allshare

Shareholders on 31/12/19

Founders	51.2%
Free float	48.2%
Managers	0.6%

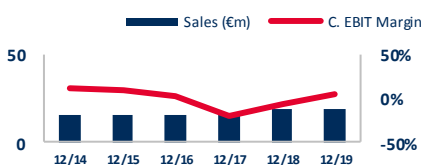
Employees on 31/12/19

	122
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2019 Sales by region

EMEA	54%
Americas	43%
Asia	3%

Sales and C. EBIT Margin



PROFIT LOSS STATEMENT (€m)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Sales	16.2	19.0	19.1	20.8	23.2	25.6
Chg.	3.2%	17.4%	0.1%	9.2%	11.3%	10.3%
Chg. lfl	3.2%	17.4%	0.1%	9.2%	11.3%	10.3%
EBITDA	-1.2	0.6	3.2	4.7	7.5	8.9
C. EBIT	-3.3	-1.0	1.0	2.5	5.3	6.5
EBIT	-3.3	-1.0	0.6	2.5	5.3	6.5
Net interest income	-0.8	0.2	0.1	-0.2	-0.2	-0.2
Tax	0.0	-0.1	0.0	0.3	0.6	1.3
Income from associates	0.0	0.0	0.0	0.0	0.0	0.0
Net earnings from discontinued operations	0.0	0.0	0.0	0.0	0.0	0.0
Minority interests	0.0	0.0	0.0	0.0	0.0	0.0
Net attributable profit	-4.1	-0.8	0.7	2.0	4.5	5.1
Adjusted net attr. profit	-3.6	-0.9	1.1	2.1	5.6	7.2

CASH FLOW STATEMENT (€m)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Cash Flow	-1.9	0.9	3.1	4.2	6.7	7.5
- Chg. in WCR	-0.4	-1.1	-0.5	0.5	1.3	1.4
- Capex	2.6	3.1	2.7	2.5	2.5	2.6
= Free Cash Flow	-4.1	-1.0	0.9	1.2	2.9	3.5
- Net financial investment	-0.1	0.0	0.0	0.0	0.0	0.0
- Dividends	0.0	0.0	0.0	0.0	0.0	0.0
+ Capital increase/Share buybacks	0.1	0.1	0.0	0.0	0.0	0.0
+ Others	0.0	0.0	0.0	0.0	0.0	0.0
= Chg. net financial debt	4.0	1.0	-0.9	-1.2	-2.9	-3.5

BALANCE SHEET (€m)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Other intangible assets	4.2	5.5	6.3	8.2	10.1	9.8
Tangible assets	0.6	0.5	0.3	0.3	0.2	-0.1
Financial assets	0.3	0.4	0.4	0.4	0.4	0.4
WCR	6.3	7.2	7.0	7.6	8.9	10.3
Shareholders' equity (group share)	6.1	5.2	5.7	7.7	12.3	17.4
Minorities	0.0	0.0	0.0	0.0	0.0	0.0
Equity + minorities	6.1	5.2	5.7	7.7	12.3	17.4
Cash and equivalent	3.7	2.3	0.2	1.4	4.3	7.8
Net financial debt	1.7	2.7	1.8	0.5	-2.3	-5.9
Capital employed	11.6	13.6	14.1	16.4	19.6	20.3

PER SHARE DATA (€)	12/17	12/18	12/19	12/20e	12/21e	12/22e
Number of shares (000)	3,953	4,079	4,079	4,079	4,079	4,079
Number of diluted shares (000)	4,146	4,240	4,240	4,240	4,240	4,240
Adjusted EPS	-0.87	-0.21	0.26	0.50	1.32	1.69
Reported EPS	-1.04	-0.19	0.16	0.50	1.11	1.25
CF per share	-0.49	0.23	0.76	1.04	1.65	1.84
Book value per share	1.55	1.28	1.40	1.90	3.01	4.26
Dividend	0.00	0.00	0.00	0.00	0.00	0.00
Payout	0%	0%	0%	0%	0%	0%

RATIOS	12/17	12/18	12/19	12/20e	12/21e	12/22e
Gross margin/Sales	84.5%	84.4%	87.4%	88.5%	89.0%	89.5%
EBITDA/Sales	-7.6%	3.3%	16.7%	22.5%	32.5%	34.9%
C. EBIT/Sales	-20.2%	-5.3%	5.3%	12.0%	23.0%	25.5%
EBIT/Sales	-20.2%	-5.3%	3.0%	12.0%	23.0%	25.5%
Corp. tax rate	0.0%	14.7%	-0.6%	12.5%	12.5%	20.0%
Adjusted NR/Sales	-22.2%	-4.7%	5.8%	10.1%	24.2%	28.0%
Capex/Sales	16.2%	16.1%	14.2%	12.0%	11.0%	10.0%
Capex/D&A	1.5x	1.9x	1.2x	1.1x	1.2x	1.1x
FCF/Sales	-25.5%	-5.4%	4.6%	5.9%	12.4%	13.7%
FCF/EBITDA	ns	ns	27.3%	26.3%	38.1%	39.4%
Goodwill/Equity + minorities	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
WCR/Sales	39.1%	37.7%	36.9%	36.3%	38.3%	40.3%
Gearing	27.7%	51.6%	30.9%	6.8%	-19.1%	-33.7%
Net financial debt/EBITDA	-1.4x	4.2x	0.6x	0.1x	-0.3x	-0.7x
EBITDA/Financial charges	ns	ns	ns	30.5x	49.0x	58.1x
ROCE	-27.4%	-8.4%	5.0%	19.6%	34.9%	36.8%
ROE	-59.0%	-17.2%	19.3%	27.2%	45.6%	41.2%

STOCK MARKET DATA	12/17	12/18	12/19	12/20e	12/21e	12/22e
Share price performance	-8.5%	-34.2%	-46.3%	138.6%	-	-
Share price performance vs. CAC M&S	-25.0%	-16.1%	-54.9%	192.4%	-	-
Share price High (€)	10.15	8.80	5.22	9.14	-	-
Share price Low (€)	7.47	5.20	2.74	1.71	-	-
Enterprise value (€m)	36.9	31.1	18.7	30.4	29.1	24.2
= Market cap.	34.9	28.4	16.8	28.2	28.2	28.2
+ Net financial debt	1.7	2.7	1.8	0.5	-2.3	-5.9
+ Minorities	0.0	0.0	0.0	0.0	0.0	0.0
+ Provisions & others	0.7	0.5	0.6	2.1	3.6	2.2
- Financial assets	0.3	0.4	0.4	0.4	0.4	0.4

VALUATION	12/17	12/18	12/19	12/20e	12/21e	12/22e
P/E	ns	ns	11.1x	13.9x	5.2x	4.1x
PEG	ns	ns	ns	0.2x	0.0x	0.1x
P/CF	ns	23.9x	3.8x	6.7x	4.2x	3.8x
EV/Sales	2.3x	1.6x	1.0x	1.5x	1.3x	0.9x
EV/EBITDA	ns	49.2x	5.9x	6.5x	3.9x	2.7x
EV/C. EBIT	ns	ns	18.6x	12.2x	5.5x	3.7x
EV/EBIT	ns	ns	32.9x	12.2x	5.5x	3.7x
EV/Capital employed	3.2x	2.3x	1.3x	1.9x	1.5x	1.2x
P/BV	5.3x	4.2x	2.1x	3.6x	2.3x	1.6x
FCF yield	-11.9%	-3.6%	5.2%	4.4%	10.2%	12.4%
Yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

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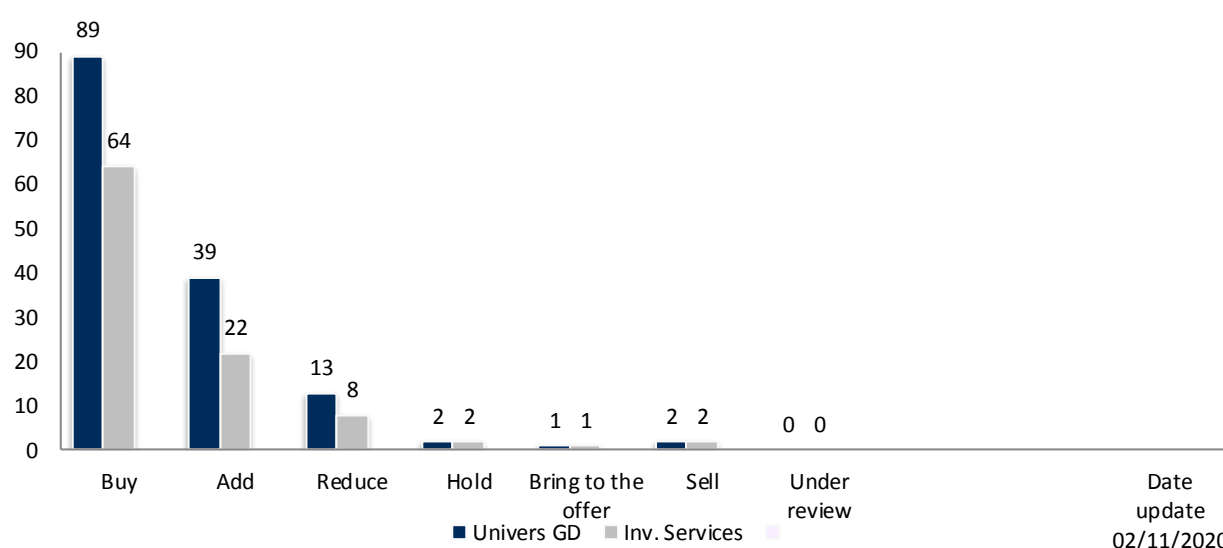
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Stock market recommendations are given on a 6 to 12-month horizon. These are established by the financial analysts. These ratings are formulated using a general framework outlined below as well as non-quantitative factors (news-flow, momentum, share price volatility, etc).



Price Target : This is derived via different methods which are weighted (DCF, comparable quoted stock market values, Sum of the parts, NAV, transaction multiples,...).

- Buy : potential increase of more than 15%
- Add : potential increase of between 5 and 15%
- Reduce : potential between –5% et +5%
- Hold : opinion possible in case of IPO
- Bring to the offer : recommendation used as applicable when a company is the subject of a takeover bid
- Sell : potential drop of more than –5%
- Under Review : temporarily when a special event occurs

Favorite stocks : 2 existing lists, each one with a maximum of 10 companies

- Midcaps List : Mkt cap. > €m300 the day of entry
- Smallcaps List : Mkt Cap. < €m300 the day of entry

Calculation of absolute and relative performance is done on the opening price of the day on entry or exit from the list

DISCLOSURES

1. Gilbert Dupont handles liquidity of the stock, operating as a Liquidity Provider.
2. Gilbert Dupont has a research commitment on the company.
3. Gilbert Dupont handled the placement of the company's share issuance on Eurolist A.
4. Gilbert Dupont handles liquidity of the stock.
5. Gilbert Dupont is Listing Sponsor.
6. Gilbert Dupont handled the placement of the company's share issuance.
7. Gilbert Dupont handled the placement of the company's share issuance on Euronext Growth
8. Gilbert Dupont has signed a service contract with the company.
9. The Crédit du Nord Group was the company's joint introducing bank.
10. The Crédit du Nord group was bookkeeper for the company's equity issue.
11. Gilbert Dupont handled the placement of the company's share issuance on Eurolist B.
12. Gilbert Dupont handled the placement of the company's share issuance on Eurolist C.
13. Gilbert Dupont is managing the placement of the Group's capital increase.
14. Gilbert Dupont managed the placement of the Group's capital increase.
15. The stock has been the subject of a tender offer presented by Crédit du Nord.
16. Gilbert Dupont handled the placing of the group's shares.
17. Gilbert Dupont has, in a temporary capacity, a net short position of more than 0.5% of the capital of the issuer.
18. Gilbert Dupont has, in a temporary capacity, a net long position of more than 0.5% of the capital of the issuer.
19. Gilbert Dupont has a mandate to conduct the potential capital increase envisaged by the company
20. Gilbert Dupont is linked to the company via a corporate finance consulting and services contract.
21. This document has been sent to the company for review before it is published. This rereading didn't prompted the analyst to adjust his target price and his stock market recommendation
22. This document was sent to the company for a rereading prior to its publication. This rereading prompted the analyst to adjust his target price and his stock market recommendation
23. Gilbert Dupont handled the placement of the company's share issuance.
24. Gilbert Dupont handled the placing of the group's bonds

COMPANY	DISCLOSURES APPLICABLES
Cegedim	-
Ekinops	1,2
Pharmagest Interactive	1,2
Sidetrade	2,5
Witbe	1,2

HISTORICAL CHANGE OF OPINION (12M)

Company	Date	Previous	Current
Cegedim	25/09/20	Reduce	Buy
Cegedim	29/07/20	Add	Reduce
Cegedim	28/01/20	Buy	Add

Company	Date	Previous	Current
Sidetrade	22/07/20	Add	Buy
Witbe	22/04/20	Add	Buy

HISTORICAL TARGET PRICE (12M)

Company	Date	Price (€)	TP (€)
Cegedim	25/09/20	23.30	29.5
Cegedim	29/07/20	28.40	28.0
Cegedim	28/07/20	31.30	30.4
Cegedim	09/07/20	30.80	25.0
Cegedim	28/04/20	27.80	30.4
Cegedim	20/03/20	20.25	25.0
Ekinops	13/10/20	6.19	8.3
Ekinops	06/02/20	6.15	8.6
Pharmagest Interactive	09/07/20	82.00	90.0
Pharmagest Interactive	12/06/20	65.60	75.0

Company	Date	Price (€)	TP (€)
Pharmagest Interactive	30/03/20	50.60	70.0
Sidetrade	21/10/20	99.00	120.0
Sidetrade	23/09/20	89.00	110.0
Sidetrade	22/07/20	85.50	100.0
Sidetrade	30/04/20	65.00	70.0
Sidetrade	22/01/20	67.40	66.5
Witbe	18/09/20	7.24	12.5
Witbe	31/07/20	3.83	7.5
Witbe	22/04/20	2.43	3.4
Witbe	28/01/20	2.48	2.7

Cegedim**VALUATION METHODOLOGY**

DCF + Peers

RISK(S)

Lack of visibility on the potential for margin improvement after switching to SaaS mode

Ekinops**VALUATION METHODOLOGY**

DCF (8,3 €, wacc de 9,8 %, MOP normative de 16,1 %, taux de croissance à l'infini de 1,5 %)

RISK(S)

Fierce competition

Pricing pressure

Pharmagest Interactive**VALUATION METHODOLOGY**

DCF

RISK(S)

Decrease in the number of pharmacies and already high equipment ratios

Sidetrade**VALUATION METHODOLOGY**

DCF (120 €, wacc: 6,5 %, LT EBIT margin: 13,5 %, LT growth rate: 1,5 %)

RISK(S)

Macro-economic crisis

Increased churn rate

Risk of new entrants

Witbe**VALUATION METHODOLOGY**

DCF (12,5 €, wacc: 10 %, LT EBIT margin: 26,9 %, LT growth rate: 1,5 %)

RISK(S)

USD sensitivity

Volatility of licences sales

Threat of new entrants