

**BE (BUY):**

**News:** BE reported a good set of results in 1H13 showing the first positive impact of multi-annual agreements and Central Eastern Europe operations. Total revenues were up by 12.5% to EUR 44.6M. EBITDA increased by 40% to EUR 6.1M. EBIT was up by 11.1% to EUR 2.7M. The group reported a 1H13 net profit of EUR 0.69M vs. EUR 0.06M in 1H12. Net debt improved to EUR 27.3M in 1H13 vs. EUR 31.6M in FY12 reflecting EUR 11.1M investments, EUR 10.5M share capital increase execution, and EUR 4.9M positive working capital effect. In the press release, the group disclosed a positive outlook and expects further growth in 2013 thanks to the new commercial agreements signed with Unicredit and Intesa Sanpaolo together with the strengthening of the group's financial structure.

**Our view:** We have a BUY rating and a EUR 0.32/share target price.

Be – 1H13A results			
EUR M	1H12A	1H13A	yoy %
Value of production	39.7	44.6	12.5
EBITDA	4.3	6.1	40.0
EBIT	2.4	2.7	11.1
Net profit	0.06	0.69	NM
EBITDA margin %	11.0	13.6	
EBIT margin %	6.1	6.0	

NM: not meaningful; A: Actual. Source: Company data

**1H13 Results**

Key data			
Sector	IT & Technology		
Target price (EUR)	0.32		
Rating	BUY		
Mkt price (EUR)	0.23		
Mkt cap (EUR M)	27		
Ratios (x)	2012A	2013E	2014E
P/E	23.03	18.75	11.64
EV/sales	0.64	0.67	0.63
EV/EBITDA	5.11	5.41	4.35
Performance (%)	1M	3M	12M
Absolute	14.76	12.45	48.53
Rel. to FTSE It. All	8.30	15.97	29.68

Source: Intesa Sanpaolo Research estimates and Thomson Reuters

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Equity rating key (long-term horizon: 12M)	
Long-term rating	Definition
BUY	If the target price is 20% higher than the market price
ADD	If the target price is 10%-20% higher than the market price
HOLD	If the target price is 10% below or 10% above the market price
REDUCE	If the target price is 10%-20% lower than the market price
SELL	If the target price is 20% lower than the market price
RATING SUSPENDED	The investment rating and target price for this stock have been suspended as there is not a sufficient fundamental basis for determining an investment rating or target. The previous investment rating and target price, if any, are no longer in effect for this stock.
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TARGET PRICE	The market price that the analyst believes the share may reach within a one-year time horizon
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**Equity rating allocations (long-term horizon: 12M)**

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Number of companies covered: 94	BUY	ADD	HOLD	REDUCE	SELL
Total Equity Research Coverage %	28	30	36	4	2
of which Intesa Sanpaolo's Clients % (*)	77	61	65	50	100

(\*) Companies on behalf of whom Intesa Sanpaolo and the other companies of the Intesa Sanpaolo Group have provided corporate and investment banking services in the last 12 months; percentage of clients in each rating category

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**Equity rating key (short-term horizon: 3M)**

Equity rating key (short-term horizon: 3M)	
Short-term rating	Definition
LONG	Stock price expected to rise or outperform within three months from the time the rating was assigned due to a specific catalyst or event
SHORT	Stock price expected to fall or underperform within three months from the time the rating was assigned due to a specific catalyst or event

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