# **Update**



# Equities - Israel May 29, 2012

Rating: **Buy** 

Risk: Medium

Current Price: EUR 2.33

Price Target: EUR 3.80

Potential: 63%

Sector: Technology

Reuters Code: OHTG.F Bloomberg Code: OHT GR

Internet Page: www.orad.tv Fiscal Year Ending: December

# **Trading Data**

Price High/Low 52w: EUR 2.89 - 2.10
Market Capitalisation: EUR 25.9m
Shares Outstanding: 11.145m
Free Float: 37%

# **Price Graph**



# **Financial Calendar**

August 2012 Announcement Q2 2012

Date and Time of Prices May 29, 2012 10:00 (CET)

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Please take a note of the Disclaimer and other Information on Page 3

# **Orad Hi-Tec Systems**

# Orad reports good Q1 2012 results

Today, Orad Hi-Tec Systems reported its first quarter 2012 results, which came in - once again - good and met our expectations. Sales grew by 12% to USD 8.95m (Q1 2011: USD 8.0m). Revenue growth was driven by selling successfully existing and well established products but also by new product launches like the new production server VJ and a new video box production solution, TD control, having been designed for fast turnaround productions like news, sports and talk shows.

Operating profit was good with USD 0.691m representing an EBIT margins of 7.7%, a strong improvement compared to the 5.7% of the comparable quarter last year.

During Q1 2012 the company has distributed dividends in the amount of USD 2.0m. Cash and cash equivalents at the end of March 2012 were a very healthy USD 9.2m.

# We stay positive and leave our estimates unchanged

The remainder of 2012 and the full year 2013 should be going strong for Orad. A perfect mix of existing and new products should support our growth scenario combined with high products and service demand through big sports events like this years European Soccer Championships and the Summer Olympics. Demand should be strong around the globe.

We leave our estimates for the fiscal year 2012 unchanged and expect sales to grow by 17% to USD 41.3m compared to 2011. For 2013 we calculate with a sales growth of 15% to USD 47.5m. Emerging markets should represent an increasing sales share; in particular Brazil which will host two major future sports events - the World Soccer Championship in 2014 and the Summer Olympics in 2016.

For 2012 we calculate with a slight operating margin expansion to 9.0% and estimate an EBIT of USD 3.71m.

On the acquisition front we believe that some small "purchases" might be likely but doubt that there will be any large acquisitions in 2012. Thus, we believe that the management will stick to its current dividend policy and will pay out a substantial amount of the earnings to its shareholders.

# Price target EUR 3.80 - Recommendation BUY

We still find Orad Hi-Tec Systems very attractive and believe that the share is undervalued.

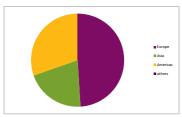
Our stock recommendation stays BUY. Our fair value is EUR 3.80.

We have used a DCF model and a peer group analysis to come to our price target. Supporting our bullish view is the very attractive dividend policy.

We highly recommend investing in this innovative company.

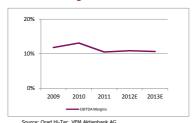


#### **Sales Distribution in 2011**



Source: Orad Hi-Tec, VEM Aktienbank AG

#### **EBITDA Margins Trends**



# **Company Profile**

The company was founded in Israel in 1993 and focuses on the development and the distribution of innovative technologies for TV broadcasting, virtual reality and sports events.

Orad focuses on three segments. "Graphics" (graphic software), "Virtual Sets" (virtual studios) and "Sports "(graphic software) for sports events). The company is active worldwide. Clients include companies like CCTV, Chinas biggest TV station, FOX, Turner, CBC, Deutsche Welle, PCCW, TV Globo. Edmond de Rothschild and the Cohanzick Fund hold more than 20% of the company. One of the biggest competitors is the Belgium EVS.

# **Financials**

Fiscal Year Ending December 31									
Profit & Loss	2009	2010	2011	2012E	2013E	Cash Flow Statement	2011	2012E	2013E
in m USD									
Sales	26,87	29,16	35,34	41,26	47,52	Net Income		3,99	4,56
Percentage change in %		9%	21%	17%	15%	Amortisation		0,77	0,78
EBITDA	3,17	3,81	3,71	4,48	5,05	Changes in Working Capital		0,50	0,57
in % to Sales	11,8%	13,1%	10,5%	10,9%	10,6%	Cash flow from operative Business	-1,71	5,26	5,90
EBIT	2,39	3,09	3,11	3,71	4,28	Capex	-0,80	-0,80	-0,93
in % to Sales	8,9%	10,6%	8,8%	9,0%	9,0%	Financial Investments	-4,69	-2,00	-2,51
Net Profit	2,16	2,73	3,38	3,99	4,56	Free Cash Flow	-7,20	2,46	2,46
in % to Sales	8,0%	9,4%	9,6%	9,7%	9,6%		, .	,	,
shares outstanding (in m)	10,82	11,00	11,20	11,20	11,20	Cash beginning of the year	18,91	11,71	14,18
EPS (reported)	0,19	0,25	0,30	0,36	0,41	Cash end of the year	11,71	14,18	16,64
Balance Sheet	2009	2010	2011	2012E	2013E	Key Figures		2012E	2013E
in m USD									
						P/E		7,5	6,3
Assets	3,28	3,46	6,43	6,46	6,62	EV/Sales		0,4	0,3
Trade Receivables	4,46	4,88	8,51	8,24	8,83	P/B		1,4	1,5
Inventories	1,91	3,15	3,65	4,95	5,70 16,64				
Cash Equities	16,95 17,14	18,91	11,65 17,75	14,18	21,86				
Provisions	1,14	18,46 1,51	2,12	19,81 2,47	2,85	ROE		19,0%	20,2%
Liabilities	6,00	7,65	2,12 7,47	8,09	9,06	ROIC		13,4%	14,3%
Deferred Income	2,38	2,99	3,22	3,75	4,32	Equity Ratio		100%	100%
Deterred affeome	2,30	2,39	3,22	3,73	7,32	Equity Natio		100 /0	10070
						Tax Rate		0%	0%
						1 dx rate		0%	0%

Orad Hi-Tec, VEM Aktienbank AG

# **SWOT Analysis**

Strengths	Weaknesses

Innovative and high quality product line makes the company very competitive

Global presence enables the company to target existing and potential clients all over the world

Strong management team with long-term experience guarantees successful company vision

Sparse recurring business and just marginal income from services makes it necessary to constantly acquire new clients/projects

Regulatory issues with regards to airtime in several countries can limit sales growth

Opportunities Threats

Constantly changing media environment (like 3D on TV) forces TV companies to invest in innovative products

Own research department is searching for new applications and new products

Commercialisation of IPTV will lead to an increased number of TV stations and therefore an increased demand for Orad products

Relatively high US currency dependency leads to volatile sales as well as profit development  $\ensuremath{\mbox{\sc d}}$ 

Fast changing technologies and standards make a quick and innovative new product development necessary  $\,$ 



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Date of publication	Share Price at this date	Recommendation	New Fair Value (at date of publication)
11.06.2008	EUR 2.67	Buy	EUR 4.17
19.08.2008	EUR 2.72	Buy	EUR 4.65
14.03.2009	EUR 1.72	Buy	EUR 3.70
18.06.2009	EUR 1.80	Buy	EUR 2.95
07.09.2009	EUR 1.84	Buy	EUR 2.95
12.11.2009	EUR 2.27	Buy	EUR 3.30
01.03.2010	EUR 2.17	Buy	EUR 4.00
18.05.2010	EUR 2.58	Buy	EUR 4.90
16.08.2010	EUR 2.60	Buy	EUR 4.90
04.11.2010	EUR 2.50	Buy	EUR 4.50
02.03.2011	EUR 2.65	Buy	EUR 4.10
23.05.2011	EUR 2.41	Buy	EUR 3.80
17.08.2011	EUR 2.34	Buy	EUR 3.80
25.11.2012	EUR 2.36	Buy	EUR 3.80
01.03.2012	EUR 2.53	Buy	EUR 3.80

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- portfolio.
  4. The persons and/or enterprises mentioned above own a short position in shares of the issuer that is, or whose financial instruments are, the subject of this financial analysis, of at

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## Additional important information:

Date of first publication of this analysis by VEM : May 29, 2012 Date and Time of relevant Share Price (see first page)

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