

7 November 2013

Benelux Biotech & Healthcare Seminar in New York, 14 November 2013. Click [here](#) to register.
 Small Cap Conference - Tuesday, 3 December 2013 - Brussels. Click [here](#) to register.
 Benelux 4Q Conference - Thursday, 5 December 2013 - London. Click [here](#) to register.

CONTENTS

Company / Sector	Comment	Recommendation	Price	Target Price
AEGON	Q3 ahead despite balance sheet clean-up	Hold	5.83	6.00
Agfa	Silver-o-holic bracing for dollar weakness	Accumulate	1.75	2.00
bpost	Comments on 2014 price increases	Accumulate	15.82	16.00
D'leteren	Preview 3Q13 trading update	Hold	34.91	35.00
Delhaize	3Q13 results hit by € 195m impairment at Maxi	Accumulate	47.39	55.00
EVS	3Q13 preview : focus will be on the order book	Buy	49.28	58.00
EXMAR	Exmar LPG lifts option for two more MGCs	Buy	10.51	12.00
Heijmans	3Q update shows housing still in decline	Hold	9.85	7.00
Imtech	Weak 3Q13 but covenant reset lowers risk	Hold	2.49	2.00
Montea	Disappointing 3Q13, FY guidance lowered	Hold	31.50	29.00
Nyrstar	Talvivaara releases Q3 results	Hold	3.00	3.00
Pharming	3Q13: future looks bright – for the first time in years	Buy	0.13	0.22
Picanol	Acquisition of 27.6% Tessenderlo stake completed	Buy	26.50	31.00
Quest for Growth	TP upped to €8.3	Accumulate	7.55	8.30
Reed Elsevier	3Q13 IMS – Plain sailing towards FY13 guidance	Accumulate	15.19	16.00
Tessenderlo	SNPE stake sale to Picanol completed	Hold	18.96	22.00
Vopak	Estimates and TP lowered	Hold	43.82	44.00
Wessanen	Turning the corner?	Hold	2.83	2.80

CHANGES IN RECOMMENDATION

Company	From	To
AEGON	Reduce	Hold
Agfa	Buy	Accumulate
Delhaize	Buy	Accumulate
Pharming	Hold	Buy

CHANGES IN TARGET PRICE

Company	From	To
AEGON	5.00	6.00
Delhaize	60.00	55.00
Pharming	0.12	0.22
Quest for Growth	7.30	8.30
Vopak	45.00	44.00

KEY FIGURES

(at close)	Price	1D	1M	12M
AEX	394.0	0.7%	4.8%	16.8%
BEL20	2,932.5	1.3%	4.3%	22.3%
CAC40	4,286.9	0.8%	3.0%	23.2%
DAX30	9,040.9	0.4%	4.9%	22.5%
FTSE100	6,741.7	-0.1%	4.5%	14.6%
EUROSTOXX50	3,056.4	0.7%	4.4%	20.5%
STOXX50	2,883.9	0.3%	4.3%	12.6%
DJIA	15,618.2	-0.1%	4.2%	17.9%
S&P500	1,763.0	-0.3%	5.0%	23.4%
NASDAQ Comp	3,939.9	0.1%	4.4%	30.8%
USD/EUR	0.7392	-0.4%	0.5%	-5.4%
GBP/EUR	1.1886	-0.2%	0.5%	-4.8%
Bel govt	2.47%	0.0bps	-14.0bps	8.0bps
French govt	2.23%	1.0bps	-14.0bps	1.0bps
Dutch govt	2.09%	0.0bps	-13.0bps	37.0bps

CHANGES IN EPS FORECAST

Company	From		To	
	2013	2014	2013	2014
Montea (€)	2.08	2.39	2.05	2.35
Vopak (€)	2.60	2.84	2.52	2.56
Wessanen (€)	0.11	0.23	0.14	0.23

Source: KBC Securities

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7 November 2013

CORPORATE CALENDAR

Date	Company	Event
07.11.13	AEGON	Results 3Q13
	bpost	Results 3Q13
	Delhaize	Results 3Q13
	GBL	Results 3Q13
	Heijmans	Trading update 3Q13
	Imtech	Trading update 3Q13
	Montea	Results 3Q13
	Pharming	Results 3Q13
	Reed Elsevier	Results 3Q13
	Thrombogenics	Results 3Q13
08.11.13	Fugro	Trading update 3Q13
	Lotus Bakeries	Results 3Q13
	Telegraaf Media Groep	Trading update 3Q13
	Ter Beke	Results 3Q13
	Tubize	Results 2Q13
	Vopak	Trading update 3Q13
09.11.13	Punch International	Results 3Q13
12.11.13	Aedifica	Trading update 1Q14
	Cofinimmo	Results 3Q13
	RTL Group	Results 3Q13
13.11.13	Agfa	Results 3Q13
	CFE	Ex. General Meeting
	Fluxys Belgium	Trading update 3Q13
	GDF Suez	Results 3Q13
	SBM Offshore	Trading update 3Q13

ROADSHOW CALENDAR

Date	Company	Place
18.11.13	bpost	Brussels
27.11.13	DSM	Paris
10.12.13	Retail Estates	Paris
13.12.13	Ackermans	US

For an overview of our upcoming events, please click [here](#).

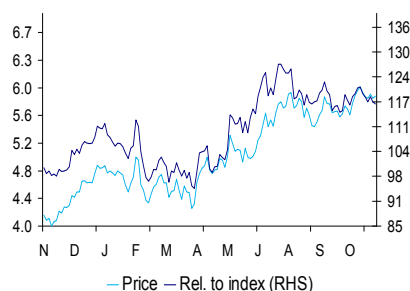
PUBLICATION OVERVIEW

Date	Company / Sector	Title report	Recommendation	Target Price
06.11.13	Ahold	Preview 3Q13 results	Accumulate	15.00
05.11.13	DSM	EBITDA +27% as expected, guidance reiterated	Accumulate	60.00
31.10.13	AB InBev	3Q: Modelo savings kicking in swiftly	Accumulate	78.00
	Delhaize	Poorly orchestrated succession plan	Accumulate	55.00
	DSM	3Q13 results preview	Accumulate	60.00
30.10.13	AB InBev	3Q13 preview	Accumulate	78.00
	Brunel International	Upgrading to Buy ahead of 3Q13 release	Buy	48.00
	EXMAR	Exploiting edge in floating liquefaction	Buy	12.00
	Solvay	Underlying 3Q trend slightly below expectations	Accumulate	120.00
29.10.13	Randstad	3Q13E: Beating the consensus	Hold	45.00
28.10.13	Umicore	Major expansion of Hoboken recycling facility	Hold	35.00
23.10.13	Mobistar	3Q13 EBITDA surprise but stable outlook	Hold	13.00
22.10.13	Akzo Nobel	Turning a corner	Accumulate	57.00
	Solvay	3Q results preview	Accumulate	120.00
	USG People	Improvement in 3Q, stick to Buy & upping TP	Buy	12.00
18.10.13	Heineken	Preview 3Q13 trading update	Accumulate	58.00
	Nutreco	FY13 guidance implies 3% REBITA decline	Hold	37.00
	Umicore	Preview 3Q Trading	Hold	35.00
	Wessanen	Preview 3Q13 trading update	Hold	2.80
17.10.13	Akzo Nobel	3Q13 earnings preview	Accumulate	57.00
15.10.13	Aalberts Industries	Trying to gain volume while losing weight	Hold	20.00

7 November 2013

AEGON

Q3 ahead despite balance sheet clean-up

LIFE INSURANCE
NETHERLANDSCURRENT PRICE €5.83
TARGET PRICE €6.00**HOLD**
RATING UPGRADED

Source: Thomson Reuters Datastream

Bloomberg AGN.NA
Reuters AEGN.AS
www.aegon.comMarket Cap €12,265.0m
Shares outst. 2,104.0m
Volume (daily) €47,657,135
Free float 86.0%

Next corporate event

Results FY13: 20 February 2014

(€ m)	2012E	2013E	2014E
Premiums			
GOP	1,851	1,847	1,939
Net profit	1,329	828	1,144
Adj. EPS (€)	0.61	0.56	0.58
EV per share	13.0	12.6	12.4
DPS (€)	0.21	0.21	0.21
P/E (x)	8.4	14.2	10.7
Dividend yield	3.6%	3.6%	3.6%

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Aegon released a decent set of Q3 results with **Underlying Earnings Before Tax (UEBT) coming in 12% ahead of CCS estimates** (at € 531m vs. KBCS € 459m, CCS € 475m). Excluding net positive one-offs of € 42m, UEBT is still 3% better than CCS.

Business growth, the positive effects of favourable equity markets (€ 33m) and favourable mortality in the Americas (€ 15m), more than offset the loss of earnings due to the sale of the company's interests in partnerships in Spain and Asset Management (€ 12m) and an adverse FX impact (€ 23m).

Geographically, the UK was weaker than expected (adverse persistency) while all other regions were better. The holding segment result was also ahead of CSS thanks to lower interest expenses and favourable timing of costs.

Net Income was also better than expected (€ 227m vs. 126m CCS) as exceptional tax gains and high realized gains both offset a higher than expected fair value loss (triggered by actuarial assumption review).

Gross leverage dropped slightly to 30.1% (from 30.5% at the end of Q2) as a 4% q/q decline in shareholders' equity (due to adverse FX and higher interest rates) was balanced by € 200m debt redemptions.

Holding cash dropped by € 0.1bn to € 1.8bn as a UK capital injection (€ 0.2bn), holding costs (€ 0.1bn) and the payment of the interim dividend (€ 0.2bn) more than offset the positive impact from the CAM disposal proceeds (€ 0.4bn).

Group IGD Solvency dropped by 12ppt q/q to 208% due to the payment of the interim dividend and the French downgrade. The group is not expecting an impact from Solvency 1.5 on its capital framework.

Conclusion

Aegon released a solid set of 3Q13 results which came in a tad better than CSS on the adjusted UEBT level (i.e. after stripping out net one-offs). The larger than expected fair value charges were fortunately balanced by other positive one-offs translating into a stronger than anticipated bottom line.

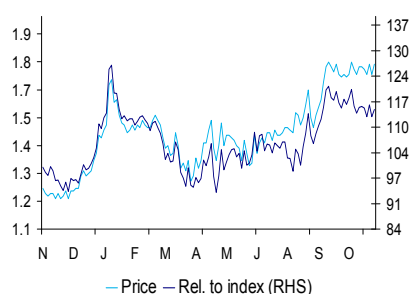
The weak performance of the UK and € 0.2bn capital injection somewhat overshadow the solid underlying developments in other units.

Following the shares' recent underperformance versus US life stocks, we upgrade our recommendation from Reduce to Hold. Our TP is raised to € 6.

7 November 2013

AGFA

Silver-o-holic bracing for dollar weakness

GENERAL INDUSTRIES
BELGIUMCURRENT PRICE €1.75
TARGET PRICE €2.00ACCUMULATE
RATING DOWNGRADED

Source: Thomson Reuters Datastream

Bloomberg AGFB.BB
Reuters AGFB.BR

www.agfa.com

Market Cap	€ 300.7m
Shares outst.	167.8m
Volume (daily)	€ 457,092
Free float	97.6%

Next corporate event

Results 3Q13: 13 November 2013

(€ m)	2012	2013E	2014E
Sales	3,091.0	2,978.8	3,012.1
REBITDA	225.0	247.8	285.6
Net earnings	-41.0	40.8	78.7
Adj. EPS (€)	-0.24	0.21	0.60
P/E (x)		8.4	2.9
EV/REBITDA	4.1	6.7	5.5
FCF Yield	-5.7%	62.9%	41.4%
Dividend yield	0.0%	0.0%	0.0%

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We maintain our € 2 target price but downgrade Agfa to Accumulate (from Buy) as the share price performed strongly since our upgrade in August 2013. Our investment case stands as the recent decline in silver prices is positive news for Agfa as there is a sensitivity of around € 4.5m on Agfa's gross profit for every \$ 1 change in the silver price. The effect will be seen from 2H13 as there is a three- to four-month time lag.

Agfa 3Q13 results will be released on 13 November before market. Influenced by a y/y 6% lower dollar for the quarter, we bank on 3Q13 group sales of € 719.8m (€ 381m Graphics Systems (GS), € 288.1m HealthCare (HC) and 50.7m Specialty Products (SP)). In 3Q12 sales were € 766m and in 2Q13 total sales were € 732m. Consensus is aiming at a decline of 7.8% to € 706m (€ 375m GS, € 281m HC and € 50m SP).

Due to this time lag (we intend to use rather four than three months), we expect the y/y silver contribution in 3Q13 to be 'only' € 4.9m. For aluminium we bank on a positive contribution y/y of € 3.1m, resulting in € 34.2m REBIT (consensus is at € 29m). Our € 34.2m 3Q13 REBIT comes from € 16m GS (4.2% REBIT margin), € 18.1m (6.3% REBIT margin) for HC and € 1.0m (2.0% REBIT margin) for SP. Consensus € 29m 3Q13 REBIT is split respectively in € 15m GS, € 15m HC, and € 0m SP.

We bank on € -21.5m 3Q13 financial result and 3Q13 taxes of € -6m, resulting in a net result of € -2.3m (-0.01 EPS) while consensus is at 3Q13 net profit of € -3m (-0.02 EPS).

We expect the positive materials impact to really start kicking in from 4Q13 with a € 8.6m silver impact y/y for 4Q13 and € 7.0m y/y for aluminium, leading to 2H13E REBIT of € 107.00m (compare to € 86m REBIT in 2H12 and consensus is aiming at 2H13E REBIT of 'only' € 97m). Our forecasts are based on spot silver and aluminium prices of respectively \$ 22.46 per troy and \$ 1,836.36 per ton. As we are nearly at the half-way point of 4Q13, spot silver prices will have no further impact on the 4Q13 results and only marginal 1Q14. Due to the longer time lag for aluminium movements, spot prices will not affect the 4Q13 and 1Q14 numbers at all.

We also expect more guidance of Agfa's management as its growth engines – industrial inkjet and healthcare IT – is performing well, the effect of ObamaCare on HealthCare. We also hope to get more colour on the efforts to improve operational efficiency, which should enable further improvements to the gross margin and REBIT. We also look forward if Agfa reiterates its long-term target to reach a double-digit REBITDA margin and how they are doing on their 2013 focus of 1) keeping SG&A costs under control 2) gross margin improvements; 3) growing the top line of Agfa Graphics' inkjet business and Agfa Healthcare's digital radiography and IT businesses.

Conclusion

We maintain our € 2 TP as our investment case stands but downgrade Agfa to Accumulate (from Buy).

7 November 2013

BPOST

Comments on 2014 price increases

INDUSTRIAL TRANSPORTATION
BELGIUM

CURRENT PRICE €15.82
TARGET PRICE €16.00

ACCUMULATE
RATING UNCHANGED



Source: Thomson Reuters Datastream

Bloomberg BPOST BB
Reuters BPOST.BR
www.bpost.be

Market Cap € 3,164.0m
Shares outst. 200.0m
Volume (daily) €
Free float 30.3%

Next corporate event

Results 3Q13: 4 December 2013

(€ m)	2012	2013E	2014E
Sales	2,415.7	2,423.0	2,445.5
REBITDA	501.9	504.9	517.6
Net earnings	173.2	270.2	260.7
Adj. EPS (€)		1.40	1.35
P/E (x)		11.3	11.7
EV/REBITDA	-1.0	6.2	6.0
FCF Yield		6.0%	7.9%
Dividend yield		6.5%	6.7%

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News:

From 1st January 2014, for purchases of ten or more postage stamps, a postage stamp for a standardised mail item within Belgium will cost € 0.70 rather than € 0.67. The price per stamp is unchanged at € 0.77 in 2014. The price for standardised international mail rises from € 1.03 to € 1.07 (within Europe) and from € 1.24 to € 1.29 (rest of the world), provided five or more stamps are purchased. The prices for individual stamps for international mail rise from € 1.13 to € 1.17 and from € 1.34 to € 1.39.

bpost comments on upcoming price increases:

bpost says that on 1 January 2014 it will adjust its both prices for the sending of large mail volumes covered by an agreement and prices for single piece mail (see our morning note of yesterday). On the whole, the average price rise for all domestic mail products for 2014 will be approximately 2.3% (3.6% for single-piece mail as per the Management Contract Draft issued by the Belgian regulator BIPT). We are at 2.5% for Transactional mail only, although this accounts for both price and mix.

bpost says the price rise is an adjustment for inflation, but is also connected with major investments to modernise the mail and parcel organisation and that the price rise is below the maximum permitted under the Management Contract.

Somewhere in the middle:

Comparing prices with European Standard letters (D+1, 20g & 50g), bpost sits just below the European average for Belgium Pack (10 stamps) but is somewhat above for Belgium Single (1 stamp). When splitting out 20g and 50g bpost is much cheaper for 50g stamp prices since it applies the same tariffs for 20g and 50g stamps. Note that especially other countries like the UK (Royal Mail) and the Netherlands (PostNL) have been catching up through allowed price increases.

Link to price comparison:

http://bpost2.be/blog/en/wp-content/uploads/2013/11/graph_2000.jpg

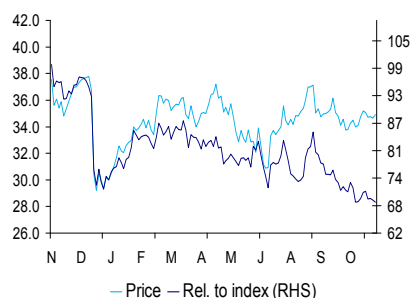
3Q13 results:

bpost releases its 3Q13 results, today after market. A conference call is scheduled on Friday at 11.00 CET.

7 November 2013

D'IETEREN

Preview 3Q13 trading update

GENERAL RETAILERS
BELGIUMCURRENT PRICE €34.91
TARGET PRICE €35.00**HOLD**
RATING UNCHANGED

Source: Thomson Reuters Datastream

Bloomberg	DIE BB
Reuters	IETB.BR
www.dieteren.com	
Market Cap	€ 1,930.6m
Shares outst.	55.3m
Volume (daily)	€ 1,595,401
Free float	39.9%

Next corporate event

Trading update 3Q13: 14 November 2013

(€ m)	2012	2013E	2014E
Sales	5,514.5	5,495.9	5,683.2
REBITDA	371.2	331.4	359.4
Net earnings	192.3	125.8	155.3
Adj. EPS (€)	2.92	2.47	2.81
P/E (x)	12.0	14.2	12.4
EV/REBITDA	6.6	7.2	6.4
FCF Yield	8.3%	5.6%	6.9%
Dividend yield	2.3%	2.3%	2.4%

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D'Ieteren's interim management statement will be released after market on Thursday 14 November. No meeting or conference call has been scheduled. The press release will include sales growth figures, the evolution of current pretax results (group share) and an update on the FY13 guidance. We stick to our HOLD rating because of uncertainty related to the group's acquisition strategy and the uninspiring outlook for Belron in 2H13.

Belron

Belron's 2Q13 revenues benefited from a catch-up effect. The number of jobs fell by 2% in 1Q13 despite harsh winter conditions. In Europe, heavy snowfall hampered the execution of vehicle glass repairs and replacements. This led to a heavy backlog. A catch-up effect then led to an 11% rise in the number of jobs in April and a 3.1% increase in 1H13. For 3Q13 we bank on 6% sales growth on the back of 5% organic sales growth and 3% from acquisitions, partly offset by a negative currency effect of 2%. We see the number of jobs increasing 3% as the company continues to gain market share. The European operations should realize 8% sales growth (organic +5%, acquisitions +3%). For Outside Europe, we arrive at 3% sales growth (organic sales +5%, currency -4% and acquisitions +2%).

D'Ieteren Auto

Belgian new car registrations fell by 2.0% in 3Q13. The brands that are distributed by D'Ieteren recorded a 6% decline and D'Ieteren's market share fell from 21.93% in 3Q12 to 20.96% in 3Q13. If we exclude registrations that were cancelled within 30 days, D'Ieteren's market share slipped to 22.20% in 3Q13 from 23.49% in 3Q12. In a bid to embellish their market share statistics, some peers register cars before subsequently deregistering them. Seat and Audi recorded positive growth in 3Q13 but the other brands showed a drop in new car registrations. We count on a 7.5% decline in D'Ieteren Auto's new vehicle sales on the back of lower volumes (-6.5%) and a negative pricing effect (-1.0%). It is difficult to forecast the top line for a particular quarter because there is a timing difference between D'Ieteren's deliveries to the dealers and car registrations. For example, in periods when dealers are destocking, deliveries might be down while registrations could still be up. Divisional sales including revenues from spare parts, after-sales services and used cars are set to fall by 6.5% in 3Q13.

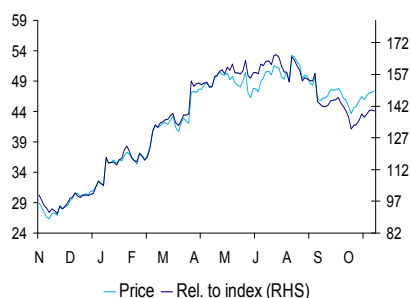
Group

We expect the group to confirm the FY13 guidance. Current pretax profits (group share) are expected to decline by 10% to 15% in FY13 following a 7.3% drop in 1H13. The guidance implies a 15-28% drop in 2H13 (restated for IAS 19). D'Ieteren Auto's contribution should improve in 2H13 but Belron's contribution will be down sharply due to the impact of the ELTIP (executive long-term incentive program) and other additional costs, including volume rebates and marketing. Even though Belron's REBIT margin excluding the ELTIP impact rose from 5.9% in 1H12 (restated) to 6.7% in 1H13 thanks to favourable winter conditions, the 1H13 margin is still well below historic levels as efforts to increase market share in a declining market are costly. We see D'Ieteren's current pretax (group share) profits falling by 15% in 3Q13.

7 November 2013

DELHAIZE

3Q13 results hit by €195m impairment at Maxi

FOOD & DRUG RETAILERS
BELGIUMCURRENT PRICE €47.39
TARGET PRICE €55.00ACCUMULATE
RATING DOWNGRADED

Source: Thomson Reuters Datastream

Bloomberg	DELBB
Reuters	DELBBR
www.delhaizegroup.com	
Market Cap	€ 4,838.3m
Shares outst.	101.9m
Volume (daily)	€ 26,989,669
Free float	100.0%
Next corporate event	

(€ m)	2012	2013E	2014E
Sales	22,737.0	21,143.2	21,774.2
REBITDA	1,432.0	1,422.1	1,489.8
Net earnings	105.0	380.6	512.9
Adj. EPS (€)	4.01	4.43	5.05
P/E (x)	8.3	10.7	9.4
EV/REBITDA	4.0	4.6	4.1
FCF Yield	22.5%	10.5%	10.4%
Dividend yield	4.2%	3.3%	3.6%

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Conclusion: The group reported a mixed bag of results. The group's REBIT came in exactly in line with our estimate. The contribution of the US operations exceeded our forecast but the margin declined more than expected in Belgium. The US realized a fourth consecutive quarter of positive volume growth. The momentum remains good at Food Lion and Hannaford. Food Lion is developing its Unique Selling Proposition with a focus on easy, fresh and affordable. They will test the proposition at a pilot store in December. Comparable store sales growth improved in Belgium but real growth remains negative. Serbia doesn't meet expectations. The group reiterates the FY13 guidance: REBIT should reach at least €755m at identical exchange rates compared to €785m in FY12. We lower our rating from BUY to ACCUMULATE and our target price from €60 to €55.

USA: Comparable store sales growth accelerated from 1.1% in 2Q13 to 2.2% in 3Q13 (KBCS 1.5%, median CSS 1.7%). Food retail inflation reached 0.5%. Sales rose by 2.2% to \$4,396m (KBCS \$4,342m and CSS 4,357m). REBIT margin declined by 100bps to 3.9% (KBCS 3.7%, CSS 3.8%). Price investments reached 40bps. Items growth reached 2.2% at the Phased Food Lion stores in 3Q13, in line with the 2Q13 trend and comparable store sales growth equalled 2.5% up from 2.2% in 2Q13.

Belgium: Delhaize maintained its market share. Comparable store sales growth accelerated from 0.8% in 2Q13 to 1.5% (KBCS and CSS 1.0%) in 3Q13. Revenues rose by 4.3% to €1,255m (KBCS and CSS €1,239m). Higher prices had an impact of 2.4%. REBIT margin contracted by 90bps to 2.6% (KBCS and CSS 3.2%) due to stepped up promotions, price investments, advertising expenses and salary indexations. The timing of SG&A also had a negative impact.

SE Europe: Sales rose by 3.9% at identical exchange rates. At actual exchange rates sales increased by 4.9% to €764m (KBCS and CSS €787m). REBIT margin improved by 30bps to 3.2% (KBCS 3.0%, CSS 2.9%). Greece and Romania show positive comparable store sales growth. The market share improved 130bps in Greece and in Romania sales growth reached almost 30%. Serbia faced lower volumes as the macro-economic situation worsened but the market share was maintained.

Group: Sales fell by 0.5% to €5,339m (KBCS €5,305m, CSS €5,310m). Organic sales growth reached 3.1%. The gross margin fell by 30bps at identical exchange rates. Price investments across the group and an increase in competitive activity in Belgium in particular were not fully offset by improved supplier terms. REBIT fell by 22% to €176m (KBCS €176m, CSS €179m), implying a margin of 3.3% (KBCS 3.3% and CSS 3.4%) compared to 4.2% in 3Q12. The decline was mainly driven by the bonus accrual reversal in the US (3Q12) and the gross margin decline. EBIT (€20m loss) was hit by €199m impairment charges of which €191m in Serbia and €4m in Bulgaria. Net losses group share landed at €87m (KBCS €98m profit, CSS €101m profit) in 3Q13 compared to a €189m profit in 3Q12. FCF fell from €195m in 3Q12 to €142m in 3Q13. Year-to-date free cash flow reached €463m. The group is on track to realize €500m in FY13.

7 November 2013

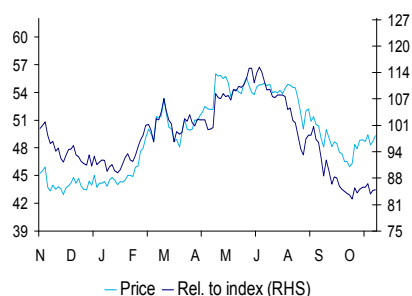
EVS

3Q13 preview : focus will be on the order book

MEDIA
BELGIUM

CURRENT PRICE €49.28
TARGET PRICE €58.00

BUY
RATING UNCHANGED



Source: Thomson Reuters Datastream

Bloomberg	EVS BB
Reuters	EVSB.BR
www.evs-global.com	
Market Cap	€ 671.4m
Shares outst.	13.8m
Volume (daily)	€ 960,484
Free float	86.2%

Next corporate event

Results 3Q13: 14 November 2013

(€ m)	2012	2013E	2014E
Sales	137.9	130.6	154.3
REBITDA	66.0	51.4	67.6
Net earnings	41.7	35.0	45.7
Adj. EPS (€)	3.10	2.54	3.31
P/E (x)	13.0	19.4	14.9
EV/REBITDA	7.9	12.8	9.4
FCF Yield	6.0%	3.7%	6.3%
Dividend yield	6.6%	5.6%	5.9%

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On 14 November EVS will publish its 3Q13 results, before the market opening. Around 75-80% of the order book as of 28 August 2013 (€ 35.4m) is expected to be invoiced in 3Q13. We also kept in mind that 3Q12 accounts included the London Olympics. We bank on 3Q13 sales of € 29.9m (consensus is at € 29.6m) and a € 22.5m gross profit (75.3% margin). Consensus is also aiming at € 22.5m gross profit (75.9% margin).

We expect a weaker quarter on the EBIT level and are banking on € 8.9m 3Q13 EBIT (29.9% EBIT margin) while consensus is at € 9.4m (31.6% EBIT margin). We aim 3Q13 net profit of € 6.4m, in line with consensus of € 6.7m.

Focus will also be on the order book. Consensus is going for a total order book of € 60.0m, including € 31.2m to be invoiced in 2013, so € 31.2m to be invoiced in the current year. We are at € 29.5m order book to be invoiced in the current year and € 27.6m for next year and beyond.

Recall that the order book end August had already a record level of orders for € 19.6m that should be invoiced in 2014 and beyond (including € 7.0m relating to the big sporting events). This is also partly due to the progressive increasing of recurring service revenues. In Sports, the company defends its market share despite competition and even consolidates its position in that segment. In ENM, we expect EVS to continue to gain market share and significant new customers in this promising and more competitive segment. As an example, EVS announced recently that it has signed a major contract with an existing ENM (Entertainment, News and Media) customer in Asia-Pacific. This anticipated deal will cover the delivery of different EVS equipment for an undisclosed leading broadcaster in Asia-Pacific. The solution includes a large range of EVS products, of which video production servers from the XT and XS families, the IPDirector advanced content management system, media sharing workflow solutions, the integration of third party tools and a service agreement. The contract is valued slightly above € 10m and is expected to be deployed over the 2013-2016 period. A number that is included in our order book forecast.

Conclusion: In 2Q13 we saw strong APAC compensates for temporarily weaker Americas market. We hope to get more colour on this one in the 3Q13 update. The demand for production servers in Americas (and the Mediterranean countries) continued to suffer in 2Q13. We look forward to EVS' indications of signs of a recovery (or not) for Americas. For 2013, operating expenses should grow in the low double digits, which could translate in to lower margins. 2H13 should be better than 1H13 as it shall start benefiting from the traction of big sporting events in 2014 as well as the first impacts of the new strategy. We also hope to get more news on the replacement of its CFO Jacques Galloy, scheduled for late 2013. The press release in July indicated that "Jacques shall accompany the transition until the arrival of a new CFO, at the latest at the end of the year".

BUY rating and € 58 target price reiterated.

7 November 2013

EXMAR

Exmar LPG lifts option for two more MGCs

INDUSTRIAL TRANSPORTATION
BELGIUMCURRENT PRICE €10.51
TARGET PRICE €12.00BUY
RATING UNCHANGED

Source: Thomson Reuters Datastream

Bloomberg	EXM BB
Reuters	EXMR.BR
www.exmar.be	
Market Cap	€ 625.3m
Shares outst.	59.5m
Volume (daily)	€ 807,128
Free float	39.4%

Next corporate event

Results FY13: 30 January 2014

(\$ th)	2012	2013E	2014E
Sales	509,092	431,359	418,265
REBITDA	123,676	101,122	105,462
Net earnings	54,593	103,197	32,718
Adj. EPS (\$)	0.32	0.28	0.58
P/E (x)	23.8	50.5	24.6
EV/REBITDA	7.9	11.4	11.4
FCF Yield	16.0%	33.9%	-1.9%
Dividend yield	6.9%	9.5%	3.8%

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Exmar this morning issued a press release making reference to the Heads of Agreement between Pacific Rubiales (PRE) and Gazprom (see yesterday's MN) as well as providing an update on the construction of the FLSU. In addition, Exmar LPG has lifted the option for two more MGCs.

As we already commented yesterday, Pacific Rubiales and Gazprom announced on 5 November the execution of a Heads of Agreement with respect to a 5 year Sale and Purchase agreement covering approximately 0.5mt p.a. of LNG as from 2Q15. This LNG will be produced on Exmar's Floating Liquefaction Storage and Regassification Unit (FLSRU), offshore Colombia.

Exmar also provided an update re. the construction of the FLSRU. Following installation of the storage tanks, work will start soon on the deck and topside of the unit. Mechanical completion is scheduled for April 2014, comfortably in time to start commercial operations in 2Q15.

Exmar further announced that Exmar LPG, the 50-50 LPG joint-venture with Teekay LNG, has lifted the option on two more MGCs (Midsize Gas Carriers) at Hanjin Heavy Industries. Construction price has not been disclosed but we estimate delivered cost of around \$ 45m per unit. Exmar LPG currently has 12x MGCs under construction at Hyundai MIPO (4x) and Hanjin Heavy Industries (8x), scheduled for delivery over February 2014 to May 2018.

Conclusion:

As we commented yesterday, we welcome the HOA between PRE and Gazprom as it further reduces the risk on the project with PRE as well as increases the likelihood the project will be expanded with a second phase (FSRU at end market plus one or more shuttle barges).

The MGC newbuild program should be seen within the perspective of Exmar LPG rejuvenating its fleet and strengthening its market position. In the last two years, Exmar LPG has sold 5 older units: the *Gent* (1985), *Chaconia* (1990), *Elversele* (1996), *Tielrode* (1993) and *Donau* (1985). The company still owns some older units, i.e. *Courcheville* (1989), *Temse* (1994), *Eeklo* (1995) and *Touraine* (1996), which could be sold as well upon delivery of new units to the fleet.

7 November 2013

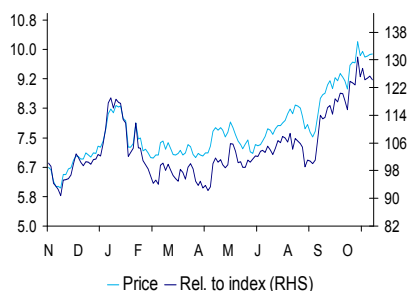
HEIJMANS

3Q update shows housing still in decline

CONSTRUCTION & MATERIALS
NETHERLANDS

CURRENT PRICE €9.85
TARGET PRICE €7.00

HOLD
RATING UNCHANGED



Source: Thomson Reuters Datastream

Bloomberg HEIJ NA
Reuters HEIJ.AS
www.heijmans.nl

Market Cap € 173.3m
Shares outst. 17.5m
Volume (daily) € 777,258
Free float 52.8%

Next corporate event

Results FY13: 27 February 2014

(€ m)	2012	2013E	2014E
Sales	2,317.7	2,175.8	2,209.1
REBITDA	55.4	50.0	55.0
Net earnings	-89.3	11.3	15.3
Adj. EPS (€)	0.54	0.76	0.97
P/E (x)	13.0	13.0	10.1
EV/REBITDA	4.6	6.7	5.9
FCF Yield	-58.6%	-18.5%	5.4%
Dividend yield	3.5%	2.6%	3.5%

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Sales have decreased further in 3Q13:

Management indicated that 9M13 sales have decreased 15% y/y, which implies a faster decline in 3Q13 after the 13% decline y/y in 1H13. They indicated, however, that profits have been relatively stable.

Housing sales still in decline:

The number of new houses pre-sold though October amounted to 592 units, a drop of 30% y/y compared to the 846 units pre-sold in the same period last year. This is more or less in line with permit trends in 2013.

Backlog modestly down:

It decreased to € 1.8bn from € 1.9bn mid-year 2013. However, the company was recently awarded several new contracts that should benefit the backlog.

Guidance slightly tweaked:

Management now expects a positive underlying operating result. The word 'underlying' is new compared to previous guidance, so perhaps there will be additional restructuring costs or write downs.

Credit facility rolled-over:

The € 250m facility with expiry date March 2015 is extended to March 2016 for € 230m, which is obviously nice.

Our view:

Today's update confirms our view that Dutch construction is nowhere near a recovery, with housing pre-sales still in decline, which does not bode well for production in FY14 and early FY15. The share price seems to discount a strong recovery in profitability, which we do not see happening yet.

7 November 2013

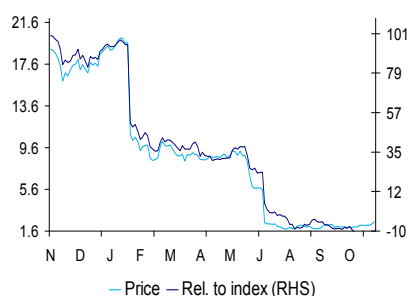
IMTECH

Weak 3Q13 but covenant reset lowers risk

CONSTRUCTION & MATERIALS
NETHERLANDS

CURRENT PRICE €2.49
TARGET PRICE €2.00

HOLD
RATING UNCHANGED



Source: Thomson Reuters Datastream

Bloomberg	IM NA
Reuters	IMUN.AS
www.imtech.eu	
Market Cap	€ 1,110.7m
Shares outst.	172.4m
Volume (daily)	€ 11,626,004
Free float	83.8%

Next corporate event

Results FY13: 18 March 2014

(€ m)	2012	2013E	2014E
Sales	5,414.3	5,252.4	5,400.9
REBITDA	256.7	279.4	204.6
Net earnings	-251.6	-77.4	25.7
Adj. EPS (€)	1.25	0.84	0.41
P/E (x)	16.7	3.0	6.1
EV/REBITDA	10.9	3.9	5.2
FCF Yield	-3.6%	-33.6%	15.7%
Dividend yield	0.0%	0.0%	0.0%

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The 3Q13 results were weaker than expected:

Imtech generated sales of € 1,256m (KBC: 1,320, CSS: 1,291), EBITDA of € -34m (KBC: -17), EBIT of € -59m (KBC: -41), and a net loss of € -97m (KBC: -46, CSS -39). Operational EBITDA amounted to € -4m.

Operational EBITDA per division:

Nordic and Turkey continue to do poorly. Sweden is tough and it is the largest market for Imtech Nordic. Mgt. considers strategic alternatives for Turkey (AE Arma, a recent acquisition). Germany's op-EBITDA was a smaller loss than expected, but reported EBITDA was in line; mgt. needs more time/costs to fix it. Traffic's turnaround was pleasant.

Operational EBITDA data. Our estimates are for reported:

Across the board, reported EBITDA was lower than the numbers below. Benelux € -1.1m and a margin of -0.7% (KBC: +1 and 0.6%)
Germany & EE € -19.7m and a margin of -7.3% (KBC: -25 and -9.3%)
UK & Ireland € 9.3m and a margin of 4.9% (KBC: +7.5 and +3.8%)
Nordic € 6.6m and a margin of 3.3% (KBC: +10.0 and +4.0%)
Spain & Turkey € -2.2m and a margin of -3.5% (KBC: +1.0 and +1.5%)
ICT € 6.3m and a margin of 3.6% (KBC: 6.0 and +3.8%)
Traffic & Infra € 3.9m and a margin of 4.6% (KBC: -5.0 and -4.5%)
Marine € -1.6m and a margin of -1.4% (KBC: 0 and 0%)
Overhead € -5.8m (KBC: -13.0).

CF and BS weakened in 3Q13:

Net debt at end 3Q13 was € 855m (our definition), exceeding our FY13E of € 683m, which seems at risk, unless WC can generate strong cash flow in 4Q13 (in a normal fashion). CF from ops over 9M13 was € -477m after € -359m over 1H13 so cash burn continued. CF from WC was € -223m after € -188m over 1H13.

Germany takes longer to fix, more restructuring announced!

On top of already announced lay-off of 550 FTE's, another 300 jobs will be cut in 2014. Exposure to Eastern Europe is scaled down.

Constructive dialogue on covenant reset started!

This would give management more time to bring profitability back to normal levels, as this goes slower than expected. They expect to update the market on new covenants before publication of the FY13 results on 18 March. This is good news as it lowers the risk of a potential rights issue.

Our view:

Results and market trends show that profitability should remain subpar for some time to come. Positive is that the risk of a potential covenant breach is lowered because of negotiations with the banks. Valuation-wise, however, there is no reason for us to become positive on the stock.

Analyst meeting at 11am CET. Webcast via Imtech website.

7 November 2013

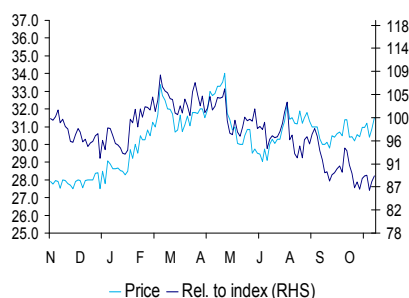
MONTEA

Disappointing 3Q13, FY guidance lowered

REAL ESTATE INVESTMENT TRUSTS
BELGIUM

CURRENT PRICE €31.50
TARGET PRICE €29.00

HOLD
RATING UNCHANGED



Source: Thomson Reuters Datastream

Bloomberg MONT BB
Reuters MONTE.BR
www.montea.eu

Market Cap € 203.1m
Shares outst. 6.4m
Volume (daily) € 39,975
Free float 40.8%

Next corporate event

(€ m)	2012	2013E	2014E
Current Result	11.2	9.7	16.0
Portf. Result	-14.4	5.1	3.3
Net Profit	-3.1	14.8	19.3
Adj. EPS (€)	2.00	2.05	2.35
NAV (€)	22.2	22.8	24.2
P/E (x)	13.2	15.3	13.4
DPS (€)	1.93	2.00	2.20
Dividend yield	7.3%	6.3%	7.0%

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Summary:

Montea reported a 16% increase in net current result y/y from € 2.89m in 3Q12 to € 3.37m in 3Q13, being south of our € 3.48m estimate. The discrepancy was caused at the top line reporting higher vacancy and more concession fees. The portfolio was neg. revalued by € 1.95m weighing on the company's NAV. Management lowered its FY EPS guidance from € 2.10 to € 2.04. A disappointing quarter, but we remain convinced of the company's qualities in the long run. Hold.

News:

Montea's 3Q13 results slightly disappoint. Net rental income increased 18% y/y from € 5.07m to € 5.98m (€ 6.11m KBCSe) on the back of external portfolio growth and a pos. indexation of the rents (<2%), but tempered by the lease-associated costs and a drop in occupancy to 93.8%. The operating costs had a higher weighting following higher vacancy costs, lower solar income and larger overheads (in line with exp.) leading to a rise of only 14% y/y in operating result before result on portfolio to € 5.01m (€ 5.12m KBCSe). This results in a lowering of the operating margin from 87% in 3Q12 to 84% in 3Q13.

The financial result (excl. IAS39) was in line with expectations, rising only 10% y/y from € -1.49m to € -1.64m (€ -1.63m KBCSe), as a result of a higher debt, while the interest rate remained almost stable at 4.0%. All in all, the net current result increased 16% y/y from € 2.89m to € 3.37m, slightly south of our € 3.48m estimate. On an EPS level, the net current result remained unchanged at € 0.51.

The vacancies in Herentals (14.6k m²) and in Nijvel (14.0k m²) don't leave the portfolio value untouched. The company reports a FV drop of € -1.95m in 3Q13. A part of this neg. revaluation also follows from the non-recognition of € 0.52m cash investments made to improve the portfolio quality. This leads to an increase in gross yield if fully let from 8.3% to 8.4%.

The NAV (excl. IAS39) stands at € 21.7 p.s. vs. € 22.2 p.s. at end-FY12, while the portfolio growth results in a debt ratio of 53.2% (51.3% at end-FY12) and below the bank covenant of 60%.

Our View:

Montea's 3Q13 results slightly disappoint. Vacancy and the land concession fees weigh on the top line, while operating and financial charges were broadly in line with expectations. Hence, the portfolio value is slightly under pressure, while the company also lowers its FY guidance from € 13.5m to € 13.4m net current result. This means a lowering of the EPS guidance from € 2.10 to € 2.04. We lower our FY13 EPS from € 2.08 to € 2.05 incorporating the vacancy costs, higher concession fees and slightly higher debt charges.

Conclusion:

We stick to our Hold rating and € 29 TP.

7 November 2013

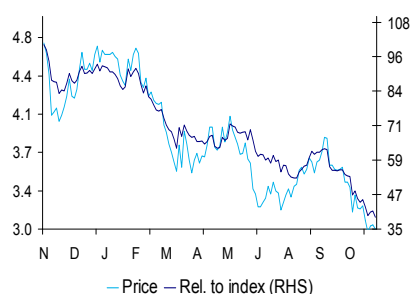
NYRSTAR

Talvivaara releases Q3 results

INDUSTRIAL METALS & MINING
BELGIUM

CURRENT PRICE €3.00
TARGET PRICE €3.00

HOLD
RATING UNCHANGED



Source: Thomson Reuters Datastream

Bloomberg	NYR BB
Reuters	NYR.BR
www.nyrstar.com	
Market Cap	€ 510.1m
Shares outst.	170.0m
Volume (daily)	€ 1,809,761
Free float	84.8%

Next corporate event

Results FY13: 6 February 2014

(€ m)	2012	2013E	2014E
Sales	3,069.8	2,731.1	2,947.5
REBITDA	219.6	183.8	253.8
Net earnings	-92.4	-130.0	-22.2
Adj. EPS (€)	-0.34	-0.53	-0.10
P/E (x)			
EV/REBITDA	9.5	9.9	7.4
FCF Yield	7.4%	-20.6%	-6.0%
Dividend yield	3.1%	5.3%	5.3%

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Talvivaara this morning released its 9M13 results.

As was already announced in the production update, production zinc in concentrate for the quarter was 5,645 tonnes. The company anticipates its production volumes to gradually increase over the coming months, as newly stacked ore on the primary heaps replaces the old heaps still suffering from the effects of excess water. In the near term, Talvivaara expects production volumes to increase in H2 compared to H1. However, under the prevailing market conditions, the Company also considers production planning measures that emphasize short-term cash flow optimisation over maximisation of production volumes.

On 10 October, the Company already warned that due to the weak metal price environment, its liquidity position has deteriorated more than anticipated. Borrowings at the end of September stood at € 510.0m with cash and equivalents of € 46.5m resulting in a net financial debt of € 463.6m. Total equity at the end of September stood at € 473.3m (debt-to-equity of 97.5%).

The company is currently in negotiations with certain stakeholders concerning a financing solution that would address its liquidity needs. Although there can be no assurance that such additional financing will be obtained, the relevant parties are working towards a definitive agreement in an expeditious manner. However, if the company would be unable to secure additional financing, the Board will consider other alternatives, including filing for a corporate restructuring or bankruptcy.

Conclusion:

Focus today clearly has shifted from short-term production numbers to the company's ability to secure new financing from its stakeholders. On the latest analysts meeting, Nyrstar's management indicated it is willing to participate e.g. via amendment of the terms of the Zinc Streaming agreement provided other stakeholders participate as well. Possible contributions from Nyrstar could range from increasing the processing fee or price participation, further upfront payment of processing fees to a temporary zinc waiver.

7 November 2013

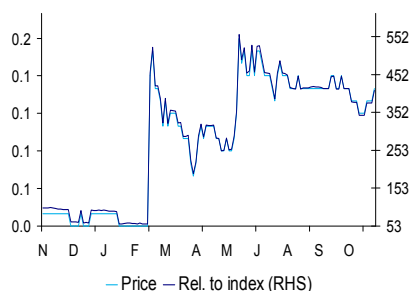
PHARMING

3Q13: future looks bright – for the first time in years

PHARMACEUTICALS & BIOTECHNOLOGY
NETHERLANDS

CURRENT PRICE €0.13
TARGET PRICE €0.22

BUY
RATING UPGRADED



Source: Thomson Reuters Datastream

Bloomberg PHARM NA
Reuters PHAR.AS
www.pharming.com

Market Cap € 28.6m
Shares outst. 142.3m
Volume (daily) € 1,208,539
Free float 83.0%

Next corporate event

(€ m)	2012	2013E	2014E
Sales	6.6	6.3	20.7
REBITDA	-20.5	-6.3	7.9
Net earnings	-21.7	-6.3	6.8
Adj. EPS (€)	-0.03	-0.04	0.02
P/E (x)			5.2
EV/REBITDA			1.0
FCF Yield	-25.7%	-94.8%	-12.7%
Dividend yield			

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News:

Pharming announced in its 9M13 update financial results in line with expectations. Thanks to the recent refinancing, the company is out of the financial danger zone and a Ruconest US approval in April '14 seems likely. We upgrade to Buy and up our target to € 0.22/sh (from € 0.12/sh).

Our View:

9M13 revenues were € 6.0m, driven by the \$5m Santarus milestone following the FDA BLA acceptance. As expected, European Ruconest sales remained weak. Operating costs decreased to € 11.1m (vs € 17.9m in 9M12) thanks to the 2012 corporate restructuring and lower Ruconest development costs. Financing costs increased to € 7.4m, mainly due to non-cash costs related to the 2013 convertible bond. Hence, the net loss decreased to € 11.1m (vs € 24.2m in 9M12). Consequently, the net operational cash outflow decreased to € 7.1m (vs € 11.6m in 9M12).

Including the € 12m from the 9 October private placement, Pharming's end of September cash position would be € 25m. As a consequence, the company's equity position is again positive, after it became negative at the end of 2011.

Operationally, we believe Pharming's Ruconest is likely to gain a positive FDA approval in April 2014 for the treatment of acute HAE. The FDA informed the company and Santarus that an Advisory Committee is not likely to be part of the Ruconest review, which we consider as positive. We remind that the first commercial sales of Ruconest in the US (expected within 2 months after FDA approval) will trigger a \$ 20m payment to Pharming.

Ruconest is currently being tested in an open label US study for the prophylaxis of HAE. A special protocol assessment (SPA) protocol has been submitted to the FDA in order to seek guidance on the regulatory path forward for this indication. The FDA indicated that further adjustments of the SPA are needed before the FDA can approve the SPA and the companies are working on the next steps. Label extension in prophylaxis could be an important additional value driver. While the expected 2013 US market size for acute HAE is ~\$ 230m (based on currently approved products), up 47% versus 2012, the expected US market size for prophylaxis is expected to be \$ 370m (up 13% vs 2012). Should Ruconest be able to proof its benefits in prophylaxis –and we see no scientific/clinical reason why it shouldn't- this might substantially increase the commercial potential of product. For the time being, we do not include the full potential for prophylaxis and await the details as an approved SPA protocol.

Conclusion:

For the first time in many years, we believe Pharming's investment case looks attractive. Our key concern, the company's weak financial position, seems resolved with a balance sheet that can definitely bridge towards the next milestone, ie the Ruconest US approval in April 2014. We believe the product has a realistic chance to gain US approval and partner Santarus should be capable of exploiting the product's unique selling points to compete with current competitors. We up our target to € 0.22/sh and rating to BUY (from Hold). Our valuation does not include the potential in prophylaxis.

7 November 2013

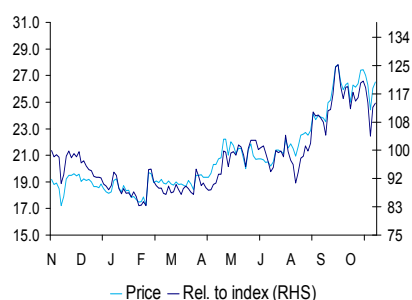
PICANOL

Acquisition of 27.6% Tessenderlo stake completed

INDUSTRIAL ENGINEERING
BELGIUM

CURRENT PRICE €26.50
TARGET PRICE €31.00

BUY
RATING UNCHANGED



Source: Thomson Reuters Datastream

Bloomberg	PIC BB
Reuters	PICB.BR
www.picanolgroup.com	
Market Cap	€ 469.1m
Shares outst.	17.7m
Volume (daily)	€ 120,197
Free float	12.9%

Next corporate event

Results FY13: 25 February 2014

(€ m)	2012	2013E	2014E
Sales	461.8	558.6	511.1
REBITDA	81.0	108.5	81.2
Net earnings	55.3	74.4	54.0
Adj. EPS (€)	3.11	4.21	3.05
P/E (x)	4.5	6.3	8.7
EV/REBITDA	1.7	2.8	3.1
FCF Yield	12.8%	8.5%	10.5%
Dividend yield	0.0%	0.0%	0.0%

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The Picanol Group announced that, further to the announcement made on 26 July 2013, it has successfully completed the acquisition of the stake held by SNPE SA in Tessenderlo Chemie. As a result of the transaction, the Picanol Group is now holding 27.52% (8,744,069 shares) of the share capital of Tessenderlo Chemie. Following the closing of this transaction, SNPE SA does no longer own any share in Tessenderlo Chemie.

Conclusion

Although not reiterated in the press release we assume Picanol has completed the acquisition of the stake held by SNPE SA in Tessenderlo Chemie at a price of € 22/sh. Through the acquisition of a 27.6% stake in Tessenderlo Chemie, Picanol diversifies its activities, combining its cyclical weaving machine business with Tessenderlo's counter-cyclical chemical business. At the moment of the announcement (end August), we were positively surprised to see that Picanol invests its excess cash in a well known company, which is listed on Euronext Brussels. Also important is that by taking over the 27.6% stake from SNPE, Picanol takes away the share price overhang in Tessenderlo Chemie which has been there for more than a decade.

We reiterate our BUY rating after the current share price weakness, influenced by the outlook in 3Q13 results. These stated that for the coming months, Picanol is expecting increasing pressure on volumes and margins, which is partly due to the strong euro. For FY14, the group takes into account a slowdown of the worldwide weaving machine market. Picanol again indicated that it remains cautious, as it is active as an export-oriented company in a volatile world economy. They stress that in view of the cyclical nature of the textile market, strict cost control remains of the essence.

Recall that in its outlook statement, Picanol also highlighted that they confirm the earlier forecast to realise a slight turnover increase in 2H13 compared to the stronger 2H12.

Our model was already taking into account the expected increasing pressure on volumes and margins, which is partly due to the strong euro (compared to the JPY). Two main competitors in the Weaving Machines division (88% of 1H13 sales) are the Japanese players Toyoda and Tsudakoma and will benefit from these decisive actions to weaken the yen. In these Weaving Machines division Picanol develops, manufactures and sells high-tech weaving machines based on air (airjet) or rapier technology (rapier). Important to notice is that the Japanese players only make airjet weaving machines.

We recently increased - after the strong 3Q13 - our FY13 EPS to € 4.21 (was € 4.15). At that moment we increased our target price to € 31, still using a discount to our DCF-based valuation of € 33.8. BUY rating reiterated.

7 November 2013

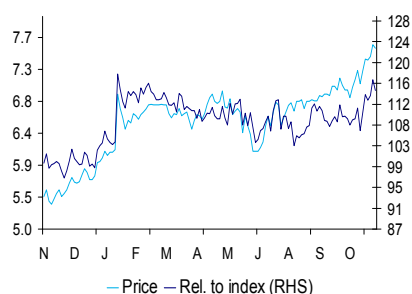
QUEST FOR GROWTH

TP upped to €8.3

EQUITY INVESTMENT INSTRUMENTS
BELGIUM

CURRENT PRICE €7.55
TARGET PRICE €8.30

ACCUMULATE
RATING UNCHANGED



Source: Thomson Reuters Datastream

Bloomberg	QFG BB
Reuters	QUFG.BR
www.questforgrowth.com	
Market Cap	€ 89.0m
Shares outst.	11.8m
Volume (daily)	€ 36,163
Free float	90.6%

Next corporate event

Results FY13: 23 January 2014

(€ m)	2010	2011	2012
Net result	20.6	-13.3	15.7
Adj. net result	20.6	-13.3	0.0
Basic EPS (€)	1.74	-1.15	1.36
ROE	24.1%	-12.6%	17.2%
Adj. eq. value	8.99	7.88	9.26
Premium/disc.	42.9%	39.7%	38.4%
DPS (€)	0.00	0.00	0.00
Dividend yield	0.0%	0.0%	0.0%

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Quest's end of October NAV increased from € 10.04 to € 10.44 p.s. while its stock increased to € 7.55 p.s. (discount 27%). We remind that monthly NAV updates are not a stock price driver. We increase our TP from € 7.3 to € 8.3. Accumulate reiterated.

In October no new investments were made, Quest partly sold Econocom, LPKF, Tomra, Melexis, Galencia, Andritz, Bertrandt and Centrotec. Econocom stays the biggest listed participation. Combined the listed portfolio at current prices totals € 75.6m and account for 71% of the total portfolio. Listed assets break down in Software & services (11% of NAV), Technology & hardware (11% of NAV), Healthcare Equipment (14% of NAV), Semiconductors (4% of NAV), Electrical & Engineering (19% of NAV) and Materials & Others (2% of NAV). The aggregated value of the Private Equity (direct & indirect) investments equal € 32m (26% of NAV). Commitments equal € 17.8m or 15% of total NAV.

Based on yesterday's closing we estimate NAV at € 10.40 p.s., Quest trades at a discount of 27% which is in our opinion a bit too high since a dividend pay out is becoming more likely. The increase in NAV is mainly due to the rally of the stock exchanges the recent months. In our Morning Note of 25 October we already mentioned that Quest will probably be able to pay out a dividend. We reiterate our Accumulate rating following the solid performance of stock exchanges of the last months and the dividend coming in. TP is set at € 8.3, leaving 9% upside potential.

7 November 2013

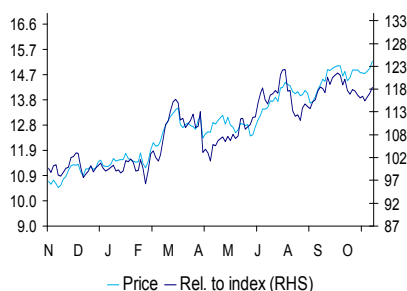
REED ELSEVIER

3Q13 IMS – Plain sailing towards FY13 guidance

MEDIA
NETHERLANDS

CURRENT PRICE €15.19
TARGET PRICE €16.00

ACCUMULATE
RATING UNCHANGED



Source: Thomson Reuters Datastream

Bloomberg	REN NA
Reuters	ELSN.AS
www.reed-elsevier.com	
Market Cap	€ 10,514.5m
Shares outst.	1,437.0m
Volume (daily)	€ 31,086,935
Free float	94.2%

Next corporate event

(€ m)	2012	2013E	2014E
Sales	7,523.0	7,277.5	7,546.4
REBITDA	2,200.5	2,181.7	2,301.8
Net earnings	1,315.0	1,191.9	1,254.5
Adj. EPS (€)	0.96	0.98	1.07
P/E (x)	10.1	15.5	14.1
EV/REBITDA	7.9	11.5	10.6
FCF Yield	9.4%	6.4%	6.3%
Dividend yield	4.8%	3.2%	3.5%

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Reed Elsevier issued its 9M13 interim management statement this morning, reporting underlying revenue growth of +3% in line with our FY13 target of 2.8%. Positive revenue momentum was maintained across the major portfolio constituents and as such the FY13 outlook remains unchanged with “underlying revenue, operating profit and earnings growth on track for FY13.”

Divisional trends:

- **Elsevier (STM) (=): +2%** driven by strong article submissions and usage but offset by print book sales to individuals and pharma promotion, which both continued their downward trajectory. No change in trends is expected going into 4Q. We are counting on +2.4% for 2H.
- **Risk (=): +8%** was spurred by growth in the insurance segment and strong demand for fraud detection services in government markets, despite a slowdown in the US mortgage refinancing market. Difficult comps in 4Q, especially in the financial services segment, warrant some caution but overall good growth is expected for the remainder of the year. We pencil in +7% for 2H.
- **RBI (=): +3%**, mainly thanks to Major Data Services (e.g. Accuity, ICIS) but somewhat offset by Leading Brands which was able to remain stable despite weak print ad markets. Growth trends witnessed in 9M13 should continue for the rest of the year. We bank on +3.5% for 2H.
- **Legal (=): +1%** on the back of online growth which is offset by print declines. Good progress has been made on rolling out new platforms while decommissioning older infrastructure. Reed expects this division to remain stuck in the slow lane. We have +1.2% for 2H.
- **Exhibitions (=): +5% (+10%)** including (excluding) the biennial cycling effect benefited from around 300bps of positive timing/mix effects which are expected to unwind in the full year. Growth continued to be modest in Europe, but strong in the US, Japan, Brazil, China, and other markets. The guidance for a 300bps decline on FY13 basis is in line with our 1.6% forecast.

Conclusion:

9M13 organic growth reached 3% including and excluding the negative cycling effect. This is in line with our FY13 scenario as we are counting on 2.8% organic growth including negative cycling and 3.4% excluding cycling. They completed £ 550m of share buy backs so far this year and intend to complete the remainder of the previously announced £ 600m total by the end of the year. The FY outlook remains unchanged with underlying revenue, operating profit and earnings growth on track for the full year. We remain positive on Reed and as such keep our Accumulate rating and € 16 TP.

7 November 2013

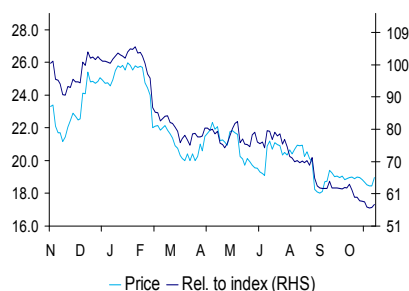
TESSENDERLO

SNPE stake sale to Picanol completed

CHEMICALS
BELGIUM

CURRENT PRICE €18.96
TARGET PRICE €22.00

HOLD
RATING UNCHANGED



Source: Thomson Reuters Datastream

Bloomberg	TESB BB
Reuters	TESB.BR
www.tessengerlo.com	
Market Cap	€ 581.3m
Shares outst.	30.8m
Volume (daily)	€ 903,128
Free float	73.0%

Next corporate event

Results 3Q13: 14 November 2013

(€ m)	2012	2013E	2014E
Sales	2,129.6	1,887.1	1,602.9
REBITDA	161.1	124.8	139.0
Net earnings	-197.9	-45.1	32.9
Adj. EPS (€)	0.95	0.31	0.98
P/E (x)	23.7	61.9	19.3
EV/REBITDA	7.6	9.2	8.3
FCF Yield	-13.2%	8.1%	6.2%
Dividend yield	5.9%	7.0%	7.0%

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News:

Yesterday evening, Picanol Group issued a press release to announce it has completed the earlier announced acquisition of the 27.52% stake of French state-controlled holding company SNPE in Tessenenderlo.

We remind that this transaction was first announced on 26 July and was previously still subject to regulatory approval. With the closing of the transfer of the 8,744,069 Tessenenderlo shares, SNPE is no longer a shareholder in Tessenenderlo. Based on the earlier communicated terms, Picanol Group paid € 22 per Tessenenderlo share or a total consideration of about € 192m.

Our View:

The closing of the transaction takes away the long overhang on Tessenenderlo shares. Recall that the ties between Tessenenderlo and the French state date back from the times when Tessenenderlo was a big customer of the Alsace potash mines, which have been closed years ago. The French state already previously sold a 17.25% stake in Tessenenderlo in November 2004 and it was a matter of time before a full exit would take place.

The closing of the transaction between SNPE and Picanol was expected and hence does not influence our investment case. We endorse the strategic transformation Tessenenderlo is undertaking but one cannot deny that the steps taken so far have not created any shareholder value. We anticipate some further one-off charges in the quarters ahead regarding the announced closing of the Ham Phosphates plant as well as other restructuring and believe business conditions, certainly at Akiolis, are pretty tough. Tessenenderlo will report 3Q results on 14 November, and we will shortly issue a more detailed preview flash. Meanwhile, we stick to our Hold rating and € 22 target price.

7 November 2013

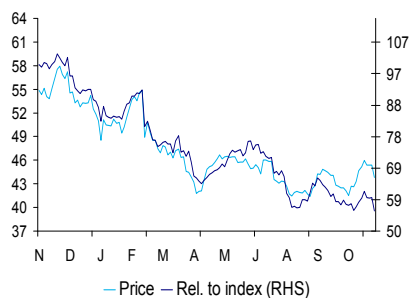
VOPAK

Estimates and TP lowered

OIL EQUIPMENT, SERVICES & DISTRIBUTION
NETHERLANDS

CURRENT PRICE €43.82
TARGET PRICE €44.00

HOLD
RATING UNCHANGED



Source: Thomson Reuters Datastream

Bloomberg	VPK NA
Reuters	VOPA.AS
www.vopak.com	
Market Cap	€ 5,601.7m
Shares outst.	127.8m
Volume (daily)	€ 12,070,390
Free float	37.4%

Next corporate event

Trading update 3Q13: 8 November 2013

(€ m)	2012	2013E	2014E
Sales	1,313.9	1,302.8	1,320.2
REBITDA	681.4	656.1	664.7
Net earnings	329.7	318.3	324.2
Adj. EPS (€)	2.82	2.52	2.56
P/E (x)	17.4	17.4	17.1
EV/REBITDA	9.8	9.1	9.5
FCF Yield	1.6%	0.5%	1.8%
Dividend yield	1.8%	2.0%	1.9%

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Estimates and TP lowered:

Following the 3Q13 update and the 4Q13 outlook, we cut our EPS estimates for 2013 (-3%) and beyond (high single-digit cuts). This is triggered by FX, and softness in a few end markets. Furthermore, 1Q14 and 2Q14 should face a tough comparison y/y, assuming no material change in FX, costs for business development, and occupancy, considering 3Q13 and 4Q13E earnings. The base should become easier in 2H14, while commissioning of new terminals should further stimulate earnings recovery. Overall, we expect flattish earnings y/y in 2014. We trim our TP to € 44 (from € 45), because of lower earnings estimates, partly offset by rolling over our valuation models by one year (to 2015, from 2014). We maintain our neutral stance.

Management seemed a bit more cautious on 2014:

New capacity will be commissioned gradually, while some projects will be commissioned in phases. Hence, the new terminals will not contribute fully to FY14. The phased approach may even temporarily pressure earnings as a new terminal's infrastructure should weigh fully on EBIT while revenues and thus coverage of fixed costs are only slowly kicking in because of the phased approach, and because terminals in general require time to get fully on steam. Keep in mind that the majority of capacity expansion (in cbm) relates to JVs in which Vopak has a minority stake.

Efficiency measures are still part of the game:

For some time now, expansion has been the key growth driver. However, efficiency measures are still on the menu, and although potential benefits are nowadays smaller than in the past, they enhance profits, as demonstrated by Netherlands EBIT (ex associates) over 1Q13-3Q13. It was flattish in spite of occupancy dropping sequentially from 85% to 83% to 82%. Management explained that removing bottlenecks resulted in lower opex, thus offsetting the negative impact from a sequential decline in occupancy.

Once again, €1bn EBITDA in 2016 is not a given

The next three quarters are key re decisions on new projects given the time it takes from FID to commissioning, and the fact that you want full consolidation in 2016. Mgt. indicated there are no bottlenecks at obvious locations that could lead to a large investment decision short term. Hence, it comes down to strategic terminals, which take longer to decide on given the long-term view one has to take on a certain product-market combination. They will update the market in 2014 on their 2016 ambition.

Backwardation still a nuisance:

It hampers operations in Netherlands (Rotterdam) and Americas (bunkering clients in LA). Estonia experiences pressure from Russian competition nearby, although it still operates at good levels (previously record levels). A new factor of uncertainty is Brazil, triggered by macro-economic uncertainty. Biofuels remains unpredictable because of frequent changes in local legislation, and because of anti-dumping measures by the EU, which have an impact on product flows. Everything else is doing fine.

7 November 2013

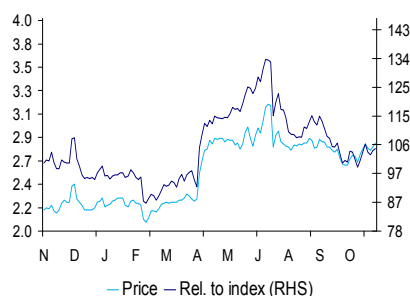
WESSANEN

Turning the corner?

FOOD PRODUCERS
NETHERLANDS

CURRENT PRICE €2.83
TARGET PRICE €2.80

HOLD
RATING UNCHANGED



Source: Thomson Reuters Datastream

Bloomberg	WES NA
Reuters	BSWSc.AS
www.wessanen.com	
Market Cap	€ 212.7m
Shares outst.	76.0m
Volume (daily)	€ 481,580
Free float	100.0%

Next corporate event

Results FY13: 21 February 2014

(€ m)	2012	2013E	2014E
Sales	710.8	696.2	706.5
REBITDA	32.8	31.9	42.9
Net earnings	-53.2	7.9	17.3
Adj. EPS (€)	0.13	0.14	0.23
P/E (x)	17.7	20.0	12.5
EV/REBITDA	7.9	9.3	6.5
FCF Yield	4.4%	3.9%	9.2%
Dividend yield	2.1%	1.8%	3.5%

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We are publishing a Flash Note on Wessanen today.

Positive signs

We were positively surprised by the strong sales trend at the Grocery division, which is active in the super- and hypermarket channel. Grocery's volumes were up 5.3% in 3Q13 and the divisional operating result was broadly flat despite a clear step-up in marketing spend. European demand for organic food is expected to almost double to € 40bn by 2023 as it continues to outpace the conventional food market. Super- and hypermarkets are gaining share in organic food to the detriment of the health food stores. Wessanen's brands including Bjorg, Zonnatura, Kallo, Whole Earth and Clipper are ideally positioned to benefit from this trend. Next year's results should feel the full benefit of the Wessanen 2015 turnaround program that is now largely complete. The group is on track to deliver about € 15m annualised cost savings as of 2014. ABC is expected to realize a REBIT loss of about \$ 8-10m this year but measures are being implemented to make the US subsidiary profitable again in 2014. Note that ABC's fruit drink brand Little Hug (45-50% of ABC's sales in 2013E) realized close to 25% sales growth year-to-date. In addition to the above, we expect a marked improvement in profitability at frozen snack subsidiary IZICO next year following the plant closure and discontinuation of low-margin activities.

Exit of the CEO

We were surprised by the news that the Supervisory Board decided to replace the CEO. Mr Merckens has been Wessanen's CEO since 1 June 2010. The poor performance of ABC has probably played a role in the decision. The search for a successor has commenced.

Estimate revisions and valuation

We are raising our adjusted EPS forecasts for 2013 and 2015 by respectively 27% and 17%. The upward revision for 2013 is mainly tax related. Whereas previously we applied a tax rate of 53% to calculate the adjusted EPS for 2013, we are now applying a normalized tax rate of 35%. The reported tax rate will be significantly higher in 2013 due to provisions for uncertain tax positions. Our EPS estimate for 2014 remains unchanged. The stock is trading at a discount versus peers based on P/E and EV/EBITDA multiples for 2014-2015. Given Wessanen's poor track record and upcoming management change, we stick to our HOLD rating.

7 November 2013

The company disclosures can be consulted on our website <http://www.kbcsecurities.com/disclosures>.

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