GBO/QPP

-Revenue is vanity

-Profit is sanity

-Revenue is vanity

-Profit is sanity

-Cash Flow is reality

- Cash – Debt needs to >0
- Free Cash Flow
- Not diluting a lot the share count

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Zoom: 1m 3m 6m YTD 1y 5y 10y All
Jun 01, 2012 - Mar 27, 2015 +36.5 (221.21%)
80
60
40
20
2012
2013
2014
Volume (mil / 1wk)
25
12.5
2006
2008
2009
2010
2011
2012
2013
2014
2015

“GLOBO RECOGNIZED **AGAIN** IN GARTNER 2015 EMM MAGIC QUADRANT!”

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Globo is the up and coming EMM vendor to watch

Written on Jul 09 2014
Filed under: Mobile Application Management, Mobile Applications, Mobile Device Management, Enterprise Mobility Management
6,708 views, 0 comments

by Jack Madden

Enterprise mobility management vendor Globo Plc is on a tear. Within a year the've added MDM to their existing MAM offering, they were the only vendor to join the Gartner EMM Magic Quadrant, and last week they acquired an app development services company. Last week I had a chat with Paul DePond (founder of Notify, Globo's MDM acquisition, and now Globo's VP of business development) to dig deeper.

Jack Madden's Blog

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Access this exclusive 50+
beginner's guide to VDI

Explore the pro
cons of VDI, an
how to evaluat

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Total Revenue

€106.4m

Up 49%

Ebitda

€50.9m

Up 41%

Profit before taxation

€35.7m

Up 30%

Earnings per share

€0.094

Up 27%

Revenue (in €m)

2014	106.386
2013	71.514
2012 [1]	58.056

Profit before tax (in €m)

2014	35.703
2013	27.399
2012 [1]	17.889

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	TTM	2014-12	2013-12	2012-12	2011-12	2010-12	2009-12	2008-12	2007-12	2006-12
Revenue EUR Mil	132	106	72	46	45	31	23	18	11	7
Gross Margin %	59.5	59.0	56.3	52.3	45.9	37.0	35.3	43.9	46.6	49.2
Operating Income EUR Mil	44	37	27	18	13	6	4	4	3	2
Operating Margin %	33.3	35.1	38.2	38.6	29.1	19.0	18.6	21.7	26.9	23.3
Net Income EUR Mil	38	35	25	18	9	4	3	2	2	1
Earnings Per Share EUR	0.10	0.09	0.07	0.06	0.03	0.03	0.02	0.02	0.02	0.01

EUR in Million except per share data	2015-06	2015-03	2014-12	2014-09	2014-06
Assets					
Current assets					
Cash					
Cash and cash equivale...	104	—	83	—	68
Total cash	**104**	—	**83**	—	**68**
Receivables	47	—	46	—	33
Inventories	5	—	5	—	6
Prepaid expenses	5	—	22	—	—
Other current assets	43	—	8	—	26
Total current assets	**205**	—	**164**	—	**132**
Non-current assets					
Property, plant and eq...					
Gross property, plant ...	—	—	4	—	—
Accumulated Depreciati...	—	—	(2)	—	—
Net property, plant an...	**3**	—	**3**	—	**3**
Goodwill	—	—	8	—	—
Intangible assets	57	—	45	—	49
Deferred income taxes	1	—	0	—	0
Other long-term assets	19	—	20	—	20
Total non-current asse...	**79**	—	**76**	—	**72**
Total assets	**284**	—	**239**	—	**204**
Liabilities and stockh...					
Liabilities					
Current liabilities					
Short-term debt	5	—	3	—	—
Capital leases	0	—	0	—	0
Accounts payable	9	—	4	—	5
Taxes payable	3	—	2	—	4
Other current liabilit...	10	—	11	—	16
Total current liabilit...	**26**	—	**20**	—	**25**
Non-current liabilitie...					
Long-term debt	52	—	40	—	22
Capital leases	0	—	0	—	0
Deferred taxes liabili...	6	—	3	—	1
Other long-term liabil...	1	—	1	—	1
Total non-current liab...	**59**	—	**44**	—	**23**
Total liabilities	**85**	—	**63**	—	**48**
Stockholders' equity					
Additional paid-in cap...	66	—	66	—	66
Retained earnings	116	—	97	—	78
Accumulated other comp...	17	—	13	—	12
Total stockholders' eq...	**198**	—	**176**	—	**156**
Total liabilities and ...	**284**	—	**239**	—	**204**

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Globo PLC GOBLF

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Current Valuation GOBLF

	GOBLF	Industry Avg	S&P 500
Price/Earnings	5.1	95.1	19.0
Price/Book	1.0	5.1	2.7
Price/Sales	1.5	4.6	1.8
Price/Cash Flow	5.5	24.3	11.5
Dividend Yield %	—	0.6	2.3

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Key Ratios

Profitability | Growth | Cash Flow | Financial Health | Efficiency Ratios

Margins % of Sales	TTM	2014-12	2013-12	2012-12	2011-12	2010-12	2009-12	2008-12	2007-12	2006-12
Revenue	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
COGS	40.49	40.99	43.73	47.66	54.07	63.01	64.70	56.07	53.36	50.84
Gross Margin	**59.51**	**59.01**	**56.27**	**52.34**	**45.93**	**36.99**	**35.30**	**43.93**	**46.64**	**49.16**
SG&A	12.31	7.57	4.69	15.23	5.30	6.33	4.60	6.57	6.48	9.64
R&D	—	0.22	—	—	—	—	—	—	—	1.17
Other	12.00	15.23	15.34	—	10.47	11.78	13.25	16.70	14.67	17.68
Operating Margin	**33.35**	**35.08**	**38.20**	**38.64**	**29.06**	**18.97**	**18.61**	**21.67**	**26.85**	**23.25**
Net Int Inc & Other	-1.87	-1.52	0.11	-1.22	-2.46	-3.98	-4.99	-5.71	-7.79	-7.64
EBT Margin	**31.48**	**33.56**	**38.31**	**37.42**	**26.60**	**14.99**	**13.63**	**15.96**	**19.06**	**15.61**

Profitability	TTM	2014-12	2013-12	2012-12	2011-12	2010-12	2009-12	2008-12	2007-12	2006-12
Tax Rate %	9.20	1.94	7.54	3.92	26.33	5.26	11.65	16.83	4.80	10.22
Net Margin %	28.58	32.91	35.42	38.70	19.42	14.08	12.01	13.27	18.15	14.02
Asset Turnover (Average)	0.54	0.51	0.52	0.50	0.64	0.56	0.53	0.55	0.50	0.38
Return on Assets %	15.51	16.91	18.39	19.42	12.35	7.87	6.33	7.32	9.11	5.37
Financial Leverage (Average)	1.43	1.36	1.27	1.18	1.49	2.28	2.85	2.77	2.30	2.95
Return on Equity %	21.38	22.31	22.68	25.26	21.56	19.77	17.84	18.74	22.96	15.81
Return on Invested Capital %	19.05	20.27	21.07	23.13	17.97	14.93	12.63	12.82	15.69	10.00
Interest Coverage	10.15	9.66	17.11	56.72	10.45	4.63	3.58	3.67	3.48	3.04

Can you spot the fraud?

	TTM	2014-12	2013-12	2012-12	2011-12	2010-12	2009-12	2008-12	2007-12	2006-12
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Net Income EUR Mil	38	35	25	18	9	4	3	2	2	1
Earnings Per Share EUR	0.10	0.09	0.07	0.06	0.03	0.03	0.02	0.02	0.02	0.01
Dividends EUR	–	–	–	–	–	–	–	–	–	–
Payout Ratio %	–	–	–	–	–	–	–	–	–	–
Shares Mil	379	374	345	320	276	153	135	131	111	131
Book Value Per Share USD	0.57	0.51	–	–	–	–	–	–	–	–
Operating Cash Flow EUR Mil	35	31	21	13	2	3	8	2	1	2
Cap Spending EUR Mil	-26	-24	-16	-12	-8	-9	-9	-7	-5	-3
Free Cash Flow EUR Mil	9	7	5	2	-5	-6	-1	-5	-4	-1
Free Cash Flow Per Share USD	–	0.04	–	–	–	–	–	–	–	–
Working Capital EUR Mil	–	144	107	48	38	13	5	6	5	1

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Net Income EUR Mil	38	35	25	18	9	4	3	2	2	1
Earnings Per Share EUR	0.10	0.09	0.07	0.06	0.03	0.03	0.02	0.02	0.02	0.01
Dividends EUR	—	—	—	—	—	—	—	—	—	—
Payout Ratio %	—	—	—	—	—	—	—	—	—	—
Shares Mil	379	374	345	320	276	153	135	131	111	131
Book Value Per Share USD	0.57	0.51	—	—	—	—	—	—	—	—
Operating Cash Flow EUR Mil	35	31	21	13	2	3	8	2	1	2
Cap Spending EUR Mil	-26	-24	-16	-12	-8	-9	-9	-7	-5	-3
Free Cash Flow EUR Mil	9	7	5	2	-5	-6	-1	-5	-4	-1
Free Cash Flow Per Share USD	—	0.04	—	—	—	—	—	—	—	—
Working Capital EUR Mil	—	144	107	48	38	13	5	6	5	1

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Zoom: 1m 3m 6m YTD 1y 5y 10y All
Jan 20, 2012 - Oct 22, 2015 +7.45 (33.89%)
80
60
40
20
2012
2013
2014
2015
Volume (mil / 1wk)
25
12.5
2006
2008
2009
2010
2011
2012
2013
2014
2015

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CEO sold 42,049,655 shares of Globo Plc; and

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97.50 -0.50 (-0.51%)

Real-time: 11:15a.m. GMT
LON real-time data - Disclaimer
Currency in GBX unless noted

Range	96.50 - 98.05	Div/yield	90.00/1.54*
52 week	24.10 - 180.00	EPS	0.51*
Open	96.50	Shares	454.32M
Vol / Avg.	191,566.00/1.57M	Beta	-
Mkt cap	444.13M*	Inst. own	-
P/E	1.90		*GBP

G+1 34

FTSE 100	6,333.42	0.90%
Technology		0.21%
QPP	97.50	-0.51%

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-There continues to be **positive feedback** and **support from customers** and clients regarding the quality of service and products provided by the Group.

-Cash flow from operations in the Professional Services division continues to grow as the cases within Legal Services progress through to settlement, and cash receipts in this area are greater than in comparison to previous quarters.

-Adjusted operating cash flow for Q3 significantly ahead of expectations and guidance…

- Operating cash flow also significantly ahead …

The Board reports that the **Group has met all its key performance indicators** for July (cash conversion, adjusted EBITDA and adjusted EPS)

· Services **margins remain particularly strong** and continue to track ahead of plan

Prior cash guidance and confidence in market expectations for 2014 and beyond re-affirmed

· **Focus remains on cash over growth** as previously stated

- …from AIM to a **Premium Listing** (FTSE 100); the Company and its advisors continue to work on achieving this target as soon as practicable
- Roll out of RAC telematics proposition to 2.1 million consumers

Quindell and Direct Line Group in £150m deal

Author: Caitlin Morrison

Source: Insurance Age | 09 Oct 2013

Categories: Insurer, Broker

Tags: Direct Line | technology | motor | Product

Quindell Portfolio has signed an outsourcing services deal with Direct Line Insurance Group.

Related white papers

Press speculation

Quindell PLC (1/2)

	2013-12	2012-12	2010-09	2009-09	2008-09	2007-09	2006-09	2005-09	2004-09
Revenue GBP Mil	380	138	—	4	—	—	—	—	—
Gross Margin %	48.0	49.4	100.0	63.7	—	—	—	—	—
Operating Income GBP Mil	109	42	—	-5	—	—	—	—	—
Operating Margin %	28.6	30.8	-52.6	-133.5	—	—	—	—	—
Net Income GBP Mil	83	32	—	-5	—	—	—	—	—
Earnings Per Share GBP	0.29	0.17	-0.02	-0.05	—	—	—	—	—
Dividends GBP	—	—	—	—	—	—	—	—	—
Payout Ratio %	—	—	—	—	—	—	—	—	—
Shares Mil	283	182	7	90	—	—	—	—	—
Book Value Per Share GBP	0.93	1.05	—	—	—	—	—	—	—
Operating Cash Flow GBP Mil	-9	34	—	—	—	—	—	—	—
Cap Spending GBP Mil	-24	-4	—	-1	—	—	—	—	—
Free Cash Flow GBP Mil	-33	30	—	—	—	—	—	—	—
Free Cash Flow Per Share GBP	0.04	0.16	—	—	—	—	—	—	—
Working Capital GBP Mil	331	117	1	—	—	—	—	—	—

Quindell PLC (2/2)

Financials

	TTM	2014-12	2013-12	2012-12	2010-09	2009-09
Revenue GBP Mil	65	72	380	138	—	4
Gross Margin %	24.4	30.7	48.0	49.4	100.0	63.7
Operating Income GBP Mil	-237	-238	109	42	—	-5
Operating Margin %	-367.6	-330.0	28.6	30.8	-52.6	-133.5
Net Income GBP Mil	125	-372	83	32	—	-5
Earnings Per Share GBP	0.28	-0.88	0.29	0.17	-0.02	-0.05
Dividends GBP	—	0.02	—	—	—	—
Payout Ratio %	—	3.1	—	—	—	—
Shares Mil	439	423	283	182	7	90
Book Value Per Share GBP	1.53	2.08	0.93	1.05	—	—
Operating Cash Flow GBP Mil	-85	-107	-9	34	—	—
Cap Spending GBP Mil	-9	-22	-24	-4	—	-1
Free Cash Flow GBP Mil	-94	-129	-33	30	—	—
Free Cash Flow Per Share GBP	—	-0.29	0.04	0.16	—	—
Working Capital GBP Mil	—	93	331	117	1	—