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14th March 2016

	Last close	Daily chg (%)	Chg YTD (%)
Indices			
Dow Jones	17213.31	+1.28%	-1.22%
S&P 500	2022.19	+1.64%	-1.06%
Nasdaq	4748.47	+1.85%	-5.17%
Nikkei	17233.75	+1.74%	-11.01%
Stoxx 600	342.231	+2.62%	-6.45%
CAC 40	4492.79	+3.27%	-3.11%
Oil /Gold			
Crude WTI	38.5	+1.74%	+3.49%
Gold (once)	1258.28	-0.63%	+18.44%
Currencies/Rates			
EUR/USD	1.1159	+0.11%	+2.72%
EUR/CHF	1.0978	-0.29%	+0.96%
German 10 years	0.279	-5.95%	-56.02%
French 10 years	0.529	-16.67%	-46.05%
Euribor	-0.225	-1.75%	+71.76%

Economic releases:

Date

14th-Mar

JP: Machine orders Jan. (8.4% A, -3.8% E) EUZ - industrial prod. (1.6%E)

Upcoming BG events

Date	
15th-Mar	ABLYNX (BG Paris roadshow with CEO)
18th-Mar	CNP (BG Paris roadshow with CEO, CFO)
23rd-Mar	EIFFAGE (BG Luxembourg with IR)
8th-Apr	VINCI (BGLuxembourg roadshow with CFO)
12th-Apr	DBV TECH. (BG Paris roadshow with CEO)
20th-Apr	REMY COINTREAU (BG Paris breakfast with CFO)

recent reports :				
Date				
9th-Mar	CELLECTIS : Super Mario Car-T			
4th-Mar	CAMPARI : The wind in its sails			
19th-Feb	CASINO With hindsight: a real Catch-22!			
17th-Feb	LAFARGEHOLCIM Everything can't be that bad.			
11th-Feb	Pennon : At any price?			
2nd-Feb	French toll roads: safe harbour in difficult times			
ist of our Reco & Fair Value : Please click here to download				



BG's Wake Up Call

SAINT GOBAIN

BUY, Fair Value EUR42 (+11%)

Deal with the Burkard family extended

Over the week-end, Saint-Gobain announced the extension of its deal with the Burkard family. The validity date of the agreement is now the 30th of June 2017. Furthermore, Saint-Gobain has an option for another extension until the 31th of December 2018. According to Saint-Gobain,"the amendment to the agreement covers the longest of timelines to resolve related disputes, allowing SWH to regain its property rights". We continue to be buyers of the stock, but the ongoing Sika uncertainties might dampen the share price, until resolved.

SUEZ

BUY-Top Picks, Fair Value EUR19 (+20%)

A free option?

During a roadshow with Suez, the main 2016 short-term guidance was reiterated, as well as more strategic 2017 "ambition" targets. Like Veolia, and other European environmental service groups, Suez is suffering from the lack of growth in its traditional business and thus has no choice but to optimize its costs structure, look for growth internationally and strive for external growth. All three options are well addressed by Suez's management, with one common objective: not altering the group's equilibrium (financially, and in terms of business). At the current share price, we assume M&A opportunities, although well identified, are not fully priced in by investors. We remain

In brief...

ILIAD, Orange - Bouygues merger: getting closer...

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Construction & Building Materials

Saint Gobain

		37.9	

Bloomberg

EV/Sales

FV/FBIT

FV/FBITDA

Reuters SGOE 12-month High / Low (EUR) 44.5 / 3				
Market Cap (EURm			44	21,257
Ev (BG Estimates) (27,818
Avg. 6m daily volui	` '			2,168
3y EPS CAGR	(,			19.4%
	1 M	3 M	6 M 3	1/12/15
Absolute perf.	18.2%	-1.7%	-7.2%	-4.9%
Cons & Mat	15.1%	0.0%	-0.3%	-2.4%
DJ Stoxx 600	12.7%	-3.8%	-3.8%	-6.4%
YEnd Dec. (EURm)	2014	2015e	2016e	2017e
Sales	41,054	39,623	39,785	
% change		-3.5%	0.4%	
EBITDA	4,151	3,844	4,110	
EBIT	2,797	2,636	2,910	3,400
% change		-5.8%	10.4%	16.9%
Net income	1,103	1,165	1,503	1,885
% change		5.6%	29.0%	25.4%
	2014	2015e	2016e	2017e
Operating margin	6.8	6.7	7.3	8.3
Net margin	2.4	1.1	3.2	4.1
ROE	6.1	6.1	7.7	9.3
ROCE	6.3	6.2	7.1	8.2
Gearing	39.2	24.8	22.3	17.7
(EUR)	2014	2015e	2016e	2017e
EPS	1.97	2.06	2.68	3.36
% change	-	4.4%	30.1%	25.4%
P/E	19.2x	18.4x	14.1x	11.3x
FCF yield (%)	NM	5.8%	5.1%	7.2%
Dividends (EUR)	1.24	1.24	1.30	1.40
Div yield (%)	3.3%	3.3%	3.4%	3.7%

Deal with the Burkard family extended Fair Value EUR42 (+11%)

BUY
Over the week-end, Saint-Gobain announced the extension of its deal with the Burkard family.

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ANALYSIS

SGO FP

- A decision regarding the extension was necessary. The Court of Zug decision (first instance) regarding the voting rights of SWH (the family holding of the Burkards) is expected this summer and the deal with the family was initially not valid beyond end of June 2016. In that sense, the decision to extend the deal is not a surprise.
- We can add that any alternative scenario for the family, like a sale to another buyer for instance, has been clearly dismissed with this extension. Moreover, it confirms Saint-Gobain has no plan B other than to take the control of Sika, eventually.
- We suppose the deal price remains unchanged (approx. EUR2.3bn), but it is worth stressing that no price has been mentionned in the press release last Saturday.
- We are buyers of Saint-Gobain at the current share price (France new residential to recover, much better existing-home transactions, well spread EM exposure) and worse-case scenarios regarding the Sika deal have clearly dissappeared (no risk to make another offer to the Sika minorities representing 84% of the capital, no risk to acquired the Swiss group without the 52% voting rights). However, it is legitimate to assume the Sika uncertainties, which could last until end 2018 apparently, is likely to handicap the share price, until fully resolved.

VALUATION

 \cdot EUR42 FV from the application of historical EV/EBIT to our 2017 estimates, discounted back

NEXT CATALYSTS

- SIKA AGM on 12th April 2016
- Q1 revenues on 27th April 2016, after trading

Click here to download



0.7x

7.3x

10.8x

0.7x

7.2x

10.6x

0.7x

6.7x

9.5x

0.7x

5.8x

7.9x



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Utilities

Sales

FPS

P/E

% change

FCF yield (%)

Div yield (%)

EV/Sales

EV/EBIT

EV/EBITDA

Dividends (EUR)

% change

Suez Price EUR15.77

Reuters SE 12-month High / Low (EUR) 19.0 Market Cap (EUR) Ev (BG Estimates) (EUR) 2 Avg. 6m daily volume (000)	
12-month High / Low (EUR) 19.0 Market Cap (EUR) Ev (BG Estimates) (EUR) 2 Avg. 6m daily volume (000)	EV FP
Market Cap (EUR) Ev (BG Estimates) (EUR) Avg. 6m daily volume (000)	VI.PA
Ev (BG Estimates) (EUR) 2 Avg. 6m daily volume (000)	/ 15.1
Avg. 6m daily volume (000)	8,557
3 , , ,	0,619
	1 339
3y EPS CAGR	3.2%
1 M 3 M 6 M 31/	12/15
Absolute perf. 1.9% -9.0% -4.1%	-8.6%
Utilities 7.9% -3.2% -0.4%	-5.3%
DJ Stoxx 600 12.7% -3.8% -3.8%	-6.4%
YEnd Dec. (EURm) 2015 2016e 2017e 2	018e

15,135

15,413

18%

15,970 16,365

2.5%

3.6%

· ·				
EBITDA	2,751	2,704	2,917	3,097
EBIT	1,381	1,300	1,458	1,568
% change		-5.9%	12.2%	7.5%
Net income	559.8	424.2	543.1	614.8
% change		-24.2%	28.0%	13.2%
	2015	2016e	2017e	2018 e
Operating margin	9.1	8.4	9.1	9.6
Net margin	3.7	2.8	3.4	3.8
ROE	8.2	6.3	8.1	9.0
ROCE	8.0	7.2	7.9	8.5
Gearing	121.6	134.1	139.2	138.1
(EUR)	2015	2016e	2017e	2018e

1.04

15.2x

3.0%

0.65

4 1%

1.3x

7.3x

14.6x

0.79

-24.2%

20.0x

0.4%

0.65

4 1%

1.3x

7.6x

15.9x

1.01

28.0%

15.6x

2.7%

0.68

4.3%

1.3x

7.2x

14.5x

1.14

13.2%

13.8x

6.9%

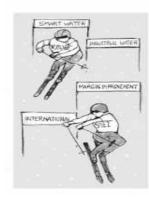
0.77

4 9%

1.3x

6.9x

13.6x



A free option?

Fair Value EUR19 (+20%)

BUY-Top Picks

During a roadshow with Suez, the main 2016 short-term guidance was reiterated, as well as more strategic 2017 "ambition" targets. Like Veolia, and other European environmental service groups, Suez is suffering from the lack of growth in its traditional business and thus has no choice but to optimize its costs structure, look for growth internationally and strive for external growth. All three options are well addressed by Suez's management, with one common objective: not altering the group's equilibrium (financially, and in terms of business). At the current share price, we assume M&A opportunities, although well identified, are not fully priced in by investors. We remain buyer.

ANALYSIS

- 2016 guidance reiterated: During this roadshow, Suez reiterated its 2016 targets: 1/LFL sales growth (at average climate) of 2% minimum, 2/LFL EBIT growth (at average climate too and restated for 2015 capital gain) above 2%; 3/FCF generation around EUR1bn as in 2015; 4/ a net debt/EBITDA ratio around 3x and 5/a minimum dividend of EUR0.65/share. Outlook for 2016 remains poor, especially in Europe where inflation is low, and industrial recovery very limited. Earnings growth is then set to come from costs cutting program, from new projects at international, and from growth coming from regulated activities (higher inflation in US and Chile).
- ...as well as 2017 "ambition" targets: 2017 ambition to generate EUR3bn of EBITDA by 2017 was reiterated, o/w 50% of this EBITDA growth (compared with 2015) is linked to M&A deals. The group's objective is not to find a deal "at any price", implying if it has difficulties the find the perfect match it will not reach its 2017 target, for good reason. Yet given the research scope of the group (international, regulated business, Europe...), we assume a deal could be realized (in our model we assume EUR500m of M&A spending over 2016-17, with the first EBITDA contribution in 2017).
- Not altering the group's equilibrium is key: Management's mid-to-long term target is to maintain the group's equilibrium which allows Suez to get through all different economic & industrial cycles, implying the potential M&A deals they are currently looking at do not aim at totally modify the group's current structure. As a reminder, Suez is generating 51% of its sales within Water business, and the remaining 49% within Waste, with geographical sales being almost equally split (34% in France, 35% RoEurope and 31% RoWorld). Regulated water businesses (Aguas Andinas & United Water) still represent around 20% of the group's EBITDA, with the group ready to potentially increase this share assuming opportunities (in US notably) appear. Contrary to Veolia, which aims at specializing in some nice markets, Suez strategy implies more equilibrium between businesses, to the profit of margin stability over the cycles.
- A free option? Current multiples (2016e restated EV/EBIT at16x; 2016 P/E at 19.9x) as well as current 2017 consensus (EBITDA at around EUR2.9bn) clearly implies M&A opportunities the group is currently looking at are not well priced in by investors, despite being well identified. Assuming only some of the analysts covering the stock (including us) include M&A in their models could imply up to 4-6% positive adjustment on 2017 EBITDA, assuming a deal is being announced, before year's end.
- Conclusion: We updated our model with 2015 numbers and cut our 2016-17 EPS by less than 2.5% on average, without modifying 2018. We stick to our Buy rating with FV unchanged at EUR19. We still expect higher positive consensus adjustment potential from Suez than from Veolia.

VALUATION

- At the current share price, Suez is trading at 20x its 2016 P/E and offers a 4.1% yield
- Buy, FV @ EUR19

NEXT CATALYSTS

April 28th 2016: Q1-16

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Analyst: Xavier Caroen 33(0) 1.56.68.75.18 xcaroen@bryangarnier.com

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TMT

IliadPrice EUR229.10

12-month High / Low (EUR)

Avg. 6m daily volume (000)

1 M

11.2%

11.7%

12.7%

2014

48.4x

0.2%

3 M

9.3%

-1.3%

-3.8%

2015e

39.2x

0.2%

Market Cap (EURm)

Bloomberg

Absolute perf.

DJ Stoxx 600

Div yield (%)

Telecom

P/E

Reuters

Orange - Bouygues merger: getting closer... Fair Value EUR270 (+18%)

BUY

ANALYSIS

ILD FP

ILD.PA

13,445

98.60

4.1%

-4.1%

-6.4%

2017e

23.6x

0.2%

231 4 / 175 5

6 M 31/12/15

18.8%

-3.4%

-3.8%

2016e

32.1x

0.2%

- According to Les Echos, Orange and Bouygues are close to an agreement in their merger talks. The parties involved have a good chance of reaching an agreement Les Echos says. Discussions have moved ahead regarding the split of assets between Bouygues, Orange, Free and NC-SFR. But according to Les Echos, Free might not get any mobile customers in the deal. Stephane Richard is leading the talks, negotiations intensified at the end of last week. According to Les Echos, the last obstacle is how much stake Bouygues will get in Orange. The State, which owns 23%, wants to remain the first shareholder and keep a blocking minority. Martin Bouygues has publically declared that a stake between 10% and 15% would satisfy him, but people around him said the objective was 15%. Stephane Richard was said to participle in a meeting with the State on Sunday evening.
- We reiterate our belief the deal will happen. Indeed, at this point, assuming the information from Les Echos is correct, the most technically complex asset split issue has now been dealt with, and we believe Bouygues and Orange are now too deep into the negotiations to walk away. The fact that Free could not buy any customer base is not bad news, in our view: our fair Value of EUR270 does not assume any customer base buy out, only network infrastructures and license acquisitions (to speed up network roll out, secure roaming agreement issue, and increase quality of service).

VALUATION

• We reiterate our BUY rating with Fair Value of EUR270.

NEXT CATALYSTS

According to Stéphane Richard, the deadline for merger talks is end of March

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Thomas Coudry, tcoudry@bryangarnier.com

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BG's Wake Up Call

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Stock rating

Positive opinion for a stock where we expect a favourable performance in absolute terms over a period of 6 months from the publication of a recommendation. This opinion is based not only on the FV (the potential upside based on valuation), but also takes into account a number of elements that could include a SWOT analysis, momentum, technical aspects or the sector backdrop. Every subsequent published update on the stock

will feature an introduction outlining the key reasons behind the opinion.

NEUTRAL Opinion recommending not to trade in a stock short-term, neither as a BUYER or a SELLER, due to a specific set of factors. This view is intended to be temporary. It may reflect different situations, but in particular those where a fair value shows no significant potential or where an upcoming binary

event constitutes a high-risk that is difficult to quantify. Every subsequent published update on the stock will feature an introduction outlining the key

reasons behind the opinion.

SELL

Negative opinion for a stock where we expect an unfavourable performance in absolute terms over a period of 6 months from the publication of a recommendation. This opinion is based not only on the FV (the potential downside based on valuation), but also takes into account a number of

elements that could include a SWOT analysis, momentum, technical aspects or the sector backdrop. Every subsequent published update on the stock

will feature an introduction outlining the key reasons behind the opinion.

Distribution of stock ratings

BUY ratings 64.4% NEUTRAL ratings 28.1% SELL ratings 7.4%

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