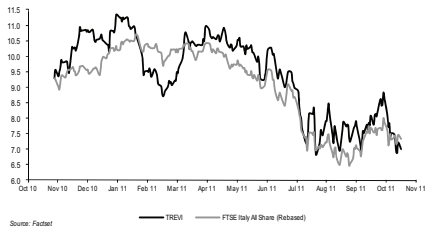
Buy

Recommendation unchanged

Share price: EUR	**7.01**
closing price as of 14/11/2011	
Target price: EUR	**10.00**
from Target Price: EUR	**10.80**
Reuters/Bloomberg	TFI.MI/TFI IM
Market capitalisation (EURm)	492
Current N° of shares (m)	70
Free float	44%
Daily avg. no. trad. sh. 12 mth	213,085
Daily avg. trad. vol. 12 mth (m)	2
Price high 12 mth (EUR)	11.34
Price low 12 mth (EUR)	6.83
Abs. perf. 1 mth	-13.35%
Abs. perf. 3 mth	-13.93%
Abs. perf. 12 mth	-26.21%

Key financials (EUR)	12/10	12/11e	12/12e
Sales (m)	953	1,059	1,131
EBITDA (m)	137	148	161
EBITDA margin	*14.4%*	*14.0%*	*14.3%*
EBIT (m)	84	92	103
EBIT margin	*8.8%*	*8.7%*	*9.1%*
Net Profit (adj.)(m)	46	47	54
ROCE	10.9%	11.2%	12.4%
Net debt/(cash) (m)	395	379	393
Net Debt/Equity	*1.1*	*0.9*	*0.9*
Debt/EBITDA	2.9	2.6	2.4
Int. cover(EBITDA/Fin. int)	8.8	8.9	9.4
EV/Sales	1.2	0.9	0.9
EV/EBITDA	8.6	6.5	6.1
EV/EBITDA (adj.)	8.6	6.5	6.1
EV/EBIT	14.1	10.6	9.6
P/E (adj.)	14.9	9.9	9.1
P/BV	1.9	1.2	1.2
OpFCF yield	*15.6%*	*20.5%*	*24.5%*
Dividend yield	*1.9%*	*1.9%*	*1.9%*
EPS (adj.)	0.72	0.71	0.77
BVPS	5.53	5.93	5.79
DPS	0.13	0.13	0.13



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9M 11 results: profitability lower than expected

TREVI: 9M 11 results

	9M 10a	9M 11a	%Chg.	9M 11e Akros est.
Sales	689.1	724.1	*5.1%*	741.1
EBITDA	106.1	97.1	*-8.5%*	103.8
EBITDA margin	*15.4%*	*13.4%*		*14.0%*

9M 11 sales were substantially in line with our estimates (+5.1% vs. Akros est. +7.5%): this increase was especially due to the equipment division (soil foundation and oil & gas), which grew above 16%, and to the oil service division (Petreven), which increased by 15.4%; ***9M 11 EBITDA was lower than expected (-8.5% vs. Akros est. -2.2%).***

Good improvement in the order book: the order book at the end of September was of EUR 1,021.2m, +8.6% compared to EUR 940m at the end of June.

Management Outlook: the management expects the growth to continue in the final quarter of this year, so they confirmed that the group should be capable to realise FY 11 sales s around EUR 1bn.

Based on the results, we reduced our FY 11e EBITDA margin from 14.3% to 14.0% and FY 12e EBITDA margin from 14.7% to 14.3%.

Conclusion & Action: *our view on group's fundamental remains good; so we confirm Buy recommendation. Based on our revised estimates and on the roll over of our DCF Model (WACC 7.9% and 1.5% perpetual growth rate), our target price moved from EUR 10.80 to 10.00 per share.*

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