

# UMT

## New partner plus Payback contract going well

UMT has announced a partnership agreement with Points4More, a Munich-based provider of loyalty platforms. The partnership will enable UMT to tender for contracts requiring payment and loyalty scheme capabilities with a highly advanced loyalty product to complement its strengths in mobile payment. Management also sees the potential for Points4More to boost its deal flow as it is tendering for contracts that require mobile payment technology and will bring UMT into these deals.

Year end	Gross profit (€000s)	PBT (€000s)	EPS (c)	DPS (c)	P/E (x)	Yield (%)
12/13	1,304	486	4.08	0.0	30.4	N/A
12/14	1,278	133	0.89	0.0	139.3	N/A
12/15	1,645	951	6.29	0.0	19.7	N/A
H116	1,251	993	5.96	0.0	20.8	N/A

Note: Based on unconsolidated accounts.

The company is pleased with the progress in the Payback contract. Despite higher than expected numbers of customers using UMT's white-label payments system since launch in June, implementation has proceeded smoothly with no technical problems. Until 26 September, 10 million Payback customers had used the Payback app; we believe these numbers should swell further with the recent launch of Payback's first advertising programme to promote the scheme.

On 30 September, UMT released its unconsolidated H1 results. Parent company revenues fell 1.8% y-o-y to €1.03m but gross profit and net profit rose 14.0% and 63% y-o-y, respectively, to €1.25m and €987k, helped by the work undertaken on the Payback project. Management is confident that it will translate the pipeline of prospects into concrete orders in the second half of the year. Prospects for mobile payments and smart-data solutions include a major theme park in Spain, a port authority and a retail association. Further potential deals from the banking and automotive sectors and well known global brands are also in the pipeline.

## New partner and interim earnings

### Software & comp services

14 October 2016

**Price** €1.24

**Market cap** €2m

Unconsolidated net debt (€m) at 30 June 2016 2.0

Shares in issue (excluding 75,922 own shares) 17.4m

Free float 40%

Code UMD

Primary exchange Xetra

Secondary exchange Frankfurt

### Share price performance



### Business description

UMT is a technology company engaged in developing and operating highly scalable technology solutions. Its main focuses are a technology-agnostic mobile payment and loyalty platform, which is offered as white-label solution, as well as consulting services to large enterprises.

### Analysts

Anna Bossong +44 (0)20 3077 5737

Katherine Thompson +44 (0)20 3077 5730

[tmt@edisongroup.com](mailto:tmt@edisongroup.com)

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