Zacks Small-Cap Research

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Silicom Limited (SILC-NASDAQ)

SILC, Progress in all Target Markets: OUTPERFORM

Current Recommendation	**Outperform**
Prior Recommendation	Neutral
Date of Last Change	02/23/2012
Current Price (07/23/12)	$14.71
Target Price	**$20.00**

OUTLOOK

Silicom engages in the design, manufacture, marketing, and support of connectivity solutions for a range of servers and server based systems. The firm has several growth engines including Information Technology's return to growth, the march to 10GB per second technology, a large and growing base of OEM customers includes most of the market-leading players, staged launch of new products, and a strong OEM business model which limits operating expenses. SETAC, the firms new Server to Appliance Converter, which combines the best of standard servers with hardware appliances should allow the firm to push its revenues to the 100 million run rate level in coming years. We see value in the shares of Silicom.

SUMMARY DATA

52-Week High	**$19.65**
52-Week Low	**$12.31**
One-Year Return (%)	**-23.78**
Beta	**0.69**
Average Daily Volume (sh)	**11,864**
Shares Outstanding (mil)	**7**
Market Capitalization ($mil)	**$102**
Short Interest Ratio (days)	**0.33**
Institutional Ownership (%)	**14**
Insider Ownership (%)	**25**
Annual Cash Dividend	**$0.00**
Dividend Yield (%)	**0.00**
5-Yr. Historical Growth Rates	
Sales (%)	**10.4**
Earnings Per Share (%)	**4.9**
Dividend (%)	**N/A**
P/E using TTM EPS	**11.2**
P/E using 2012 Estimate	**10.7**
P/E using 2013 Estimate	**9.8**
Zacks Rank	**3**

Risk Level	**Average,**
Type of Stock	**Small-Blend**
Industry	**Comp-Networks**

ZACKS ESTIMATES

Revenue
(in millions of $)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2010	6.4 A	6.7 A	7.4 A	9.9 A	30.4 A
2011	9.2 A	9.4 A	10.0 A	11.0 A	39.6 A
2012	10.1 A	10.4 A	11.0 E	12.0 E	43.5 E
2013					54.0 E

Earnings per Share
(EPS is operating earnings before non recurring items)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2010	$0.13 A	$0.20 A	$0.21 A	$0.28 A	$0.82 A
2011	$0.27 A	$0.30 A	$0.32 A	$0.36 A	$1.25 A
2012	$0.30 A	$0.34 A	$0.35 E	$0.39 E	$1.38 E
2013					$1.50 E

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WHATS NEW

Silicom Sees Progress in all Target Markets

On July 23, 2012, Silicom Ltd, reported financial results for its fiscal 2012 second quarter and six months, ended June 30, 2012. The Company's steady momentum continued with second quarter revenues improving year over year by just over 11 percent to $10.413 million, which compares to revenues of $9.357 million for the three months ended June 30, 2011.

Operating income for the second quarter increased year over year by over 13 percent to $2.256 million, mainly as a result of the improved revenues and lower total operating expenses as a percentage of revenues which were offset by lower gross margin.

Although total operating expenses increased year over year by $17,000, they fell to 20.8 percent of revenues from 23.0 percent of revenue during the second quarter of 2011.

Gross margin for the three months ended June 30, 2012, fell to 42.5 percent compared to 44.3 percent for the second quarter, ended June 30, 2011.

On a GAAP basis, the Company's second quarter net income increased year over year by nearly 16 percent or $308,000 to $2.282 million from net income of $1.974 million for the comparable quarter of 2011.

Here again, the increase in net income was a result of increased revenues and lower total operating expenses as a percentage of revenues which was offset by lower gross margin.

Based on a weighted average number of diluted shares of 7.020 million shares, diluted net income per share resulted in net income of $0.33 per diluted share during the second quarter of fiscal 2012. This compared to a diluted net income per share of $0.28 on a weighted average number of diluted shares of 7.026 million shares during the three months ended June 30, 2011.

On a non-GAAP basis, which excludes non-cash share-based compensation, the Company reported second quarter net income of $2.380 million or $0.34 per diluted share. This compares to non-GAAP net income of $2.082 million or $0.30 per diluted share for the quarter ended June 30, 2011.

For the six months ended June 30, 2012, year over year revenues improved by 10.7 percent or $1.106 million to $20.514 million from $18.534 million for the half of fiscal 2011.

GAAP Net income for the six months jumped by $520,000 year over year to $4.259 million for the six months ended June 30, 2012. This compares to $3.739 million for the comparable six months ended June 30, 2011.

Here again, the year over year jump in net income was a primarily a result of higher revenues as well as a drop in total operating expenses as a percentage of revenues which was offset by lower gross margin.

Total operating expenses increased year over year by $63,000, but fell to 21.6 percent of revenues from 23.5 percent during the first half of 2011.

Gross margin for the six months fell to 41.9 percent compared to gross margin of 43.8 percent for the six months ended June 30, 2011.

Based on a weighted average number of diluted shares of 7.021 million shares, diluted net income per share resulted in net income of $0.61 per diluted share during the first six months of fiscal 2012. This compared to a diluted net income per share of $0.53 on a weighted average number of diluted shares of 7.019 million shares during the six months ended June 30, 2011.

On a non-GAAP basis that excludes non-cash share-based compensation, net income for the first six months of 2012 increased year over year by 12.4 percent to $4.455 million and non-GAAP earnings per diluted share for the first six months of 2012 jumped to $0.63 compared to $0.56 for the six months ended June 30, 2011.

Silicom's cash, cash equivalents, bank deposits and marketable securities totaled $52.9 million or $7.63 per outstanding share which is a sequential improvement from the $51.3 million, or $7.41 per outstanding share as of March 31, 2012.

It should further be noted that during the second quarter, the Company announced a first big win with an emerging Big Data player as well as its receiving a patent for its SETAC concept.

The issued patent gives Silicom exclusiveness on a product line that is becoming increasingly recognized as a crucial component in the manufacture of next-generation network appliances.

Silicom's cost competitive SETAC (Server To Appliance Converter) product family, offers a distinctive growth opportunity that enables the Company to offer a full network appliance platform solution. This new product line permits Silicom to address new market segments as well as obtain nearly unlimited potential with the its existing customer base.

Furthermore, Silicom's management believes that the progress in data is leading to growth in all of its target markets, which in turn is creating the possibility for more tenders, design wins, new applications and new implementations of existing applications.

During the first quarter, ended March 31, 2012, the Company announced a major new SETAC design win, with significant long-term potential and which was to a customer outside of Silicom's primary target market.

The success of this new contract as well as other recent SETAC design wins demonstrates SETAC's broad market appeal and its potential to become a powerful future revenue driver for the Company.

Silicom's cost competitive SETAC (Server To Appliance Converter) product family, offers a distinctive growth opportunity that enables the Company to offer a full network appliance platform solution. This new product line permits Silicom to address new market segments as well as obtain nearly unlimited potential with the its existing customer base.

Furthermore, the Company believes that industry fundamentals remain strong and continue to accelerate, driven by rising internet traffic, cloud computing and virtualization.

Likewise, Silicom expects significant growth in 2012 and beyond as it continues to see strong traction for its traditional products and growing interest in its new product lines, which it believes will contribute significantly to its future growth.

Similarly, the continued ramp up of need and demand for its product lines should bring steady growth in demand from existing and new customers.

Silicom's Promising Growth Drivers

The strong trends in rising internet traffic, cloud computing and virtualization that are developing within the information technology market offer Silicom several unique opportunities to dramatically increase revenues.

These external developments strongly escalate Silicom's customer's network appliances needs for WAN optimization, internet security and application delivery.

While total global monthly internet traffic is expected to be 4x greater in 2015 than it was in 2010, the Company estimates that the WAN optimization, internet security and application delivery markets are growing at an average of 20 percent per year.

These solid external growth engines combined with internal growth engines such as the Company's increasing sales of SETAC and SETAC based network appliance products, as well as the staged launch of additional new products, has the potential to push the Company's revenues to a $100 million per year run rate in the long-term

What's more, the SETAC (Server To Appliance Converter) product family, not only permits Silicom to address new market segments, but also allows the Company to obtain nearly unlimited potential with its existing customer base of 75 OEM businesses that include market leaders within target segments.

Along the same lines, the growth in demand from existing and new customers has led to four design wins during the past twelve months that are expected to ramp up gradually, generating approximately $6.5 million in new revenue per year.

Furthermore, while orders for SETAC products were placed throughout 2010, more recently in May 2011, SILC announced it achieved two important design wins for SETAC derivative models that are expected to total approximately $3 million in new sales per year.

INVESTMENT THESIS

- The OEM business model provides leverage.
- The firm offers the widest selection of server adapters in terms of speed, ports and chip sets.
- 10 GB Ethernet is replacing 1 GB as the backbone network and has just begun to migrate down to high-end server systems.
- SILC's SETAC combines the best of both Standard Server and Hardware Appliance.
- With $7.63 per share in cash, the firm's balance sheet is a source of strength.
- Silicom appears to have entered a new growth phase which may push revenues to the $100 million mark.

Silicom Ltd. engages in the design, manufacture, marketing, and support of connectivity solutions for a range of servers and server based systems in North America, Europe, and internationally. It primarily offers server networking cards with and without bypass (server adapters). The company's server adapters are used in various applications, such as security appliances, wide area network optimization appliances, load balancing and traffic management appliances, network-attached storage, video on demand servers, content delivery servers, Internet service providers/Web hosting, and computing. It also offers a range of intelligent and programmable cards, such as encryption acceleration cards and redirector cards; and intelligent stand alone bypass units. The company markets most of its products through original equipment manufacturers, and sometimes through distributors, and resellers.

A History

In late 2002 Silicom began exploring a new direction which has become its primary growth driver and will continue being the main source of growth in the next few years: high-end server networking cards. The firm's

core expertise has always been a broad range of Ethernet and connectivity products, which provided personal computer users with solutions to their connectivity problems. In late 2002, the firm decided to employ its core know-how in the realm of server-based systems. SILC is now able to take advantage of its competitive edge by using the expertise it developed in connectivity solutions for personal computers in industries which require broader connectivity solutions with very high-performance environments. Examples of these industries are security, WAN optimization, load balancing and other network appliances, data storage, video on demand, internet content delivery, high-performance computing and web servers.

Widest Selection

SILC has developed a line of products for the server networking industry which facilitates interaction between servers, allowing them to communicate with each other through a larger number of ports and with higher performance than their original capabilities. These are powerful products that allow server-based systems to fully exploit the high speed potential of Gigabit Ethernet. The products have either one, two, four or six ports, which plug into the servers between which interaction is facilitated.

Markets Served	Leaders
WAN Optimization Appliances	Riverbed, Blue Coat, Cisco, Citrix, Silver Peak
Security Appliances	Checkpoint, Cisco, Juniper, Trend Micro, McAfee
Load Balancing Appliances	F5, Radware
Storage	EMC, Network Appliance
Telecom	Alcatel-Lucent
General Purpose Servers	Dell, HP, Intel, IBM, Fujitsu

Gigabit Ethernet is a term describing various technologies for transmitting Ethernet frames at a rate of a gigabit per second. Higher bandwidth 10 gigabit Ethernet standards have since become available as the IEEE ratified a fiber-based standard in 2002, and a twisted pair standard in 2006. As of 2009 10Gb Ethernet is replacing 1Gb as the backbone network and has just begun to migrate down to high-end server systems. The accelerating growth of worldwide network traffic is forcing service providers, enterprise network managers and architects to look to ever higher-speed network technologies in order to solve the bandwidth demand crunch. Today, these administrators typically use Ethernet as their backbone technology. Although networks face many different issues, 10 Gigabit Ethernet meets several key criteria for efficient and effective high-speed networks:

The firms products cover a broader scope of features than those of it competitors. SILC's belief that its expanded feature set coupled with the fact that its products are based on two different industry leader chip sets (Intel and Broadcom), which makes them more compatible with potential customers' needs, gives the firm a competitive edge. Silicom is currently the only company offering such a comprehensive range of server networking products.

A Backdrop of Growth

Market research firm IDC feels that while downside macroeconomic risks are still present, we entered 2011 on the back of a resounding rebound for the technology industry. The overall IT market will grow by 7 percent this year, as per the IDC report, to $1.65 trillion with another year of double-digit growth for hardware spending (10 percent), while the software and services markets will increase by 5 percent and 4 percent, respectively. Another research firm Forrester believes businesses will spend 7.1% more on IT than they did last year, when IT spending growth rose 7.2% from 2009. According to Forrester companies are expected to spend $1.69 trillion in IT products and services this year.

Growth Drivers

Internal Growth Drivers	External Growth Drivers
Growing revenues to existing clients	IT Market's Return to growth
improve offering within existing product line	Continued Evolution to new computing (Nehalem)
SETAC based sales growth	Migration to 10GBPS from 1GBPS

OEM Business Model

The firm utilizes an OEM model for approximately 95% of its sales. This creates significant operating leverage through reduced sales and marketing expenses and gives the firm insight into new technologies. OEM partnerships enhance visibility and market reputation and approximately 70 of the firms that SILC works with are market leaders. Once selected by a customer Silicom has never been replaced by competitors.

Smart Adapters

The firm's High Performance Multi Protocol Server Adapters are adapter in which one Server Adapter addresses networking, storage, HPC and virtualization. These intelligent programmable adapters improve performance by redirecting traffic based on packet characteristics, thereby offloading the server.

SETAC, The best of both worlds

SETAC, which is Silicon's newly patented, product family converts standard servers to network appliances and is designed for systems that require front I/O ports, I/O ports replaceable without opening the system chassis, high quantity of I/O ports and flexibility to provide high quantity of different configurations.

When network appliance providers design their network appliances, they can either use a general server or a specific appliance oriented hardware solution. The server with standard add-on adapters assures server-grade reliability and a stable state of the art technological environment but sacrifices flexibility. On the other hand using specific appliance- oriented hardware solutions allows for superior flexibility and field-re-configurability but lacks in server grade reliability and technological stability.

SETAC offers the benefits of these two options, enabling branded high technology servers to be configured as hardware appliances, and creating an ideal network appliance that combines server grade reliability, front-end access, field- replaceable architecture and a stable state-of-the-art technology environment.

STANDARD SERVER

Pro	Con
Server grade reliability	Server look and feel
State of the Art technology	inconvenient back connectivity
Lower cost/unit	not modular- cant reconfigure

HARDWARE APPLIANCE

Pro	Con
easy to reconfigure	no server grade reliability
appliance look and feel	higher cost
reliable networking modules integration	time to market lag with each new generation

SETAC Moves into the Spotlight

On August 16, 2010 SILC announced that SETAC has been selected by one of the security industry's dominant players for use in next-generation lines of security appliances to be launched in early 2011. Silicom estimates that sales related to the deal will ramp up over the next year generating revenues of over $3 million in its first production year.

On March 15, 2010 the firm announced that MaxStar, a leading Chinese manufacturer of network appliances, had chosen Silicom's SETAC as the basis for its new product line for medium-to-high-end customers. Using the SETAC, MaxStar will offer its customers unique network appliances that combine front-loading modular networking capabilities in a specialized chassis with the robust reliability of a standard motherboard. This combination fits the demands of network application providers in China, a vast, sophisticated and rapidly-growing market.

On January 26th 2011 the firm announced that a Tier 1 server manufacturer will begin offering appliances which integrate Silicom's SETAC Server To Appliance Converter with one of the popular models of its standard servers. Shaike Orbach, Silicom's President and CEO feels that, "From an exposure point of view, **the SETAC will be moving into the spotlight,** benefiting from the marketing efforts and recommendations of the manufacturer's OEM Group and its customization partner."

In May 2011 SILC announced it achieved two important Design Wins for Networking Modules which is part of the Company's SETAC Server-to-Appliance Converter strategy. SETAC was selected by one of its major customers that is a dominant player in the global security industry as well as a leading company in the Traffic Management and Policy Enforcement industry. Silicom estimates that sales to the two customers will total approximately $3 million per year.

Valuation
We believe Silicom should be valued by its cash plus business operations. With the cash and liquid assets of $7.63 per share plus the company's business operations value based on 8.9x our 2012 EPS estimate gives us a $20.00 company value**.**

Looking at it another way. We see the SETAC technology driving the firm's growth over the next several years. ((Background for valuation models http://pages.stern.nyu.edu/~adamodar/))

Two Stage Free Cash Flow to Equity Model
FCFE = Net Income - Net Capital Expenditure - Change in Net Working Capital + New Debt - Debt Repayment

Assumptions
- The firm is expected to grow at a higher growth rate in the first period.
- The growth rate will drop at the end of the first period to the stable growth rate.

Rationale for using the Model
As new products are introduced to new customers we expect the firm to grow at a higher overall rate than the industry. As these products mature and the firm faces more competition we expect the growth rate to level off.

Weakness of the Model
As you add more layers to the model it is more sensitive to the assumptions you make. The growth may look more "lumpy" than we have it in the model.

Output
We used the following inputs:

- An 8-year period with an earnings growth rate of 13.5% ((average forecast)) and a discount rate of 13.8%.

- A continuing period assumed to go on forever, with earnings growing at 5% and a discount rate of 9.56%.

With these inputs we arrive at a target price of $20.00.

PROJECTED INCOME STATEMENT

INCOME STATEMENT ($ Mil)	Jun-11 Q2 11	Sep-11 Q3 11	Dec-11 Q4 11	Mar-12 Q1 12	Jun-12 Q2 12	Sep-12 Q3 12 E	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012 E	FY 2013 E
REVENUE												
Net Revenue	**9.4**	**10.0**	**11.1**	**10.1**	**10.4**	**11.0**	**25.55**	**20.53**	**30.40**	**39.63**	**43.50**	**54.00**
Sequential Growth		*7%*	*11%*	*-9%*	*3%*	*6%*						
OPERATING EXPENSES												
Cost of Revenues	5.21	5.65	6.36	5.93	5.99	6.35	15.41	12.46	17.49	22.4	24.5	31.0
% of Revenue	*55.7%*	*56.4%*	*57.4%*	*58.7%*	*57.5%*	*57.7%*						
Gross Profit -	**4.1**	**4.4**	**4.7**	**4.2**	**4.4**	**4.7**	**10.15**	**8.07**	**12.9**	**17.2**	**19.0**	**23.0**
Proforma Gross Margin	*44.3%*	*43.6%*	*42.6%*	*41.3%*	*42.5%*	*42.3%*	*39.7%*	*39.3%*	*42.5%*	*43.4%*	*43.7%*	*42.6%*
R&D + Engg	1.00	1.04	1.05	1.07	0.97	1.05	3.0	2.7	3.3	4.1	4.2	5.1
% of Revenue	*10.6%*	*10.3%*	*9.5%*	*10.6%*	*9.3%*	*9.5%*	*11.9%*	*13.2%*	*10.8%*	*10.4%*	*9.5%*	*9.4%*
SG&A	1.05	1.09	1.10	1.09	1.10	1.18	3.52	3.13	3.73	4.41	4.65	6.50
% of Revenue	*11.3%*	*10.9%*	*9.9%*	*10.8%*	*10.6%*	*10.7%*	*13.8%*	*15.3%*	*12.3%*	*11.1%*	*10.7%*	*12.0%*
GW Amort, Restructuring, other	-	-	-	-	-	-	-	-	-	-	-	-
% of Revenue												
Total Operating Expenses	2.05	2.13	2.15	2.16	2.07	2.23	6.57	5.85	7.01	8.53	8.80	11.55
% of Revenue	*21.9%*	*21.2%*	*19.4%*	*21.4%*	*19.9%*	*20.3%*	*25.7%*	*28.5%*	*23%*	*22%*	*20%*	*21%*
Operating Income -	**2.1**	**2.2**	**2.6**	**2.0**	**2.4**	**2.4**	**3.58**	**2.22**	**6**	**9**	**10**	**11**
Operating Margin	*22.4%*	*22.4%*	*23.2%*	*19.8%*	*22.6%*	*22.0%*	*14%*	*11%*	*19%*	*22%*	*23%*	*21%*
NON-OPERATING ITEMS												
Non operating Income/Expense	0.15	0.02	0.09	0.24	0.21	0.20	1.19	0.91	0.62	0.44	0.60	0.55
% of Revenue	*1.61%*	*0.19%*	*0.79%*	*2.38%*	*2.04%*	*1.82%*	*4.65%*	*4.43%*	*2.03%*	*1.11%*	*1.38%*	*1.02%*
Tax Provision	0.17	0.16	0.16	0.17	0.19	0.19	0.12	0.31	0.60	0.67	1.10	1.50
Effective Tax Rate												
Net Income -	**2.08**	**2.10**	**2.50**	**2.08**	**2.38**	**2.43**	**4.65**	**2.82**	**5.9**	**8.5**	**9.7**	**10.5**
Net Income Margin	*22.3%*	*21.0%*	*22.6%*	*20.5%*	*22.9%*	*22.1%*	*18.2%*	*13.7%*	*19%*	*21%*	*22%*	*19%*
EARNINGS PER SHARE												
EPS - Basic	$0.30	$0.32	$0.36	$0.30	$0.34	$0.35	$0.69	$0.42	$0.84	$1.25	$1.40	$1.52
EPS - Diluted	$0.30	$0.32	$0.36	$0.30	$0.34	$0.35	$0.69	$0.41	$0.82	$1.25	$1.38	$1.50

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HISTORICAL ZACKS RECOMMENDATIONS



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