



News comment


Equity Research from Kepler Cheuvreux 

Release date: 25 February 2022

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Clasquin Buy

France | Support services

Beta Profile:  MOMENTUM

MCap: EUR140.5m

Target Price: EUR 76.00
Current Price: EUR 61.00
Up/downside: 24.6%
Market data: 24 February 2022

Bloomberg: ALCLA FP	Reuters: ALCLA.PA
Free float	39%
Avg. daily volume (EURm)	0.1
YTD abs performance	-19.7%
52-week high/low (EUR)	76.00/40.00

Record activity in Q4

Key points:

- The tensions on global supply chains have accentuated in Q4.
- Clasquin took advantage of high freight rates once again.
- Revenue and gross profit reached all-time high in Q4.
- Q4 activity exceeds our expectations by a fair margin (+85% yoy vs. +30% expected).
- Q4 characterized by strong performance in air freight in particular.
- Buy confirmed.

Acceleration in Q4

- Clasquin continued benefiting from high freight rates and accrued complexity of freight operations.
- All locations are performing strongly (double to triple-digit growth of GP yoy).
- GP is up 60% in 2021 (EUR122m), and up 85% in Q4 at EUR38m (significantly above our expectations of +30%).
- Volume and number of shipments well oriented.
- Q4 marked by booming freight rates in air transport (EUR538/t compared to EUR456/t in the previous quarter).
- Acquisitions have contributed 7% to GP (Colombus Transit, Interlines Belgium, Transports Petit International), more than expected by the management initially.
- Clasquin outperforms the overall market in 2021 (volume up 23% in air freight, +17% in ocean freight compared to mid-single growth globally).
- Freight rates remain high in the first two months of 2022 on the back of extended delivery times, lack of truck drivers, shortage of containers, under capacity.

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Appendix 1: Research framework

Last model update: 29 October 2021

Investment case

- Clasquin capitalises on its differentiating profile in the freight forwarding industry (medium-sized global player), which enables it to offer end-to-end solutions like industry giants do, but with higher degrees of customisation and flexibility.
- In recent history, revenue at Clasquin usually have grown faster than that of competitors. Growth at Clasquin is balanced well and diversified.
- In 2021, the demand and supply conditions looks very supportive for the freight forwarding industry, including Clasquin. We expect strong double digit growth in volume and gross profit, as well EBIT margin expansion.

Catalysts

- Surge in freight rates due to high demand and tight supply chain conditions.
- Broadening of offering (logistics, supply chain, digital offer).
- Business ramp-up in fast-growing regions for trade.

Valuation methodology

- DCF (7.4% WACC, 3.4% terminal growth, 13.4% EBIT/GP margin).

Risks to our rating

- Lower freight rates due to overcapacity.

Appendix 2: Company description

Clasquin is an air and sea freight forwarder with a focus on Asia/Europe, Asia/US and Europe/Latam flows. Thanks to external growth operation managed in 2008 Clasquin also operates road transport and logistics in France under the name Gueppe-Clasquin.

Management Yves Revol, CEO | Philippe Lons, CFO

Key shareholders Free float: 39.00% | Yves Revol: 47.20% | Zenlor: 6.60% | Staff: 7.80%

Appendix 3: share price perf.**Appendix 4: SWOT analysis****Strengths**

- International integrated network (US, Europe, Asia).
- Differentiated profile (family-owned business, medium-size company).
- Diversified and balanced customer base (first customer <3% of GP).
- Strong presence in China.

Opportunities

- Development of niche expertise /verticals (e.g. wine, fine arts).
- New TMS deployed (2018) to boost productivity in the medium term
- Broadening of offering (overseas logistics, consulting, etc.).

Weaknesses

- Limited presence in the US.
- Lower volume shipped, GP/volume, and conversion rate than competitors.

Threats

- Slowing worldwide trade (2018-19).
- High volatility of sea freight rates

Appendix 5: Key financials

Last model update: 29 October 2021

Market data date: 24 February 2022

FY to 31/12 (EUR)	12/14	12/15	12/16	12/17	12/18	12/19	12/20	12/21E	12/22E	12/23E
Income Statement (EURm)										
Sales	201.7	234.2	235.0	290.6	308.3	331.3	392.0	568.5	540.4	530.5
% Change	1.8%	16.1%	0.3%	23.6%	6.1%	7.4%	18.3%	45.0%	-4.9%	-1.8%
EBITDA adjusted	4.6	8.2	7.1	7.4	9.3	13.9	16.7	29.0	22.7	20.8
EBITDA adj. margin (%)	2.3%	3.5%	3.0%	2.5%	3.0%	4.2%	4.3%	5.1%	4.2%	3.9%
EBIT adjusted	3.1	6.3	4.0	5.4	5.8	8.3	9.6	21.5	15.1	13.1
EBIT adj. margin (%)	1.5%	2.7%	1.7%	1.9%	1.9%	2.5%	2.5%	3.8%	2.8%	2.5%
Net financial items & associates	0.7	1.4	0.7	0.8	0.8	1.1	-0.4	-0.5	-0.5	-0.5
Others	-1.0	-1.5	-1.1	-1.4	-1.1	-1.7	-1.2	-1.5	-1.5	-1.5
Tax	-0.9	-1.9	-1.5	-1.9	-2.1	-3.2	-2.6	-7.0	-4.7	-4.0
Net profit from continuing operations	1.8	4.2	2.0	2.9	3.4	4.5	5.4	12.4	8.4	7.1
Net profit from discontinuing activities	0.7	-0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit before minorities	2.5	4.0	2.0	2.9	3.4	4.5	5.4	12.4	8.4	7.1
Net profit reported	2.1	3.3	1.6	2.5	2.8	3.9	5.1	12.1	8.1	6.8
Net profit adjusted	2.1	3.3	1.6	2.5	2.8	3.9	5.1	12.1	8.1	6.8
Cash Flow Statement (EURm)										
Levered post tax CF before capex	6.5	8.2	1.3	2.4	4.4	16.2	2.1	1.0	25.4	22.2
Capex	-2.9	-2.4	-3.6	-3.6	-3.6	-2.5	-1.5	-3.3	-3.2	-3.1
Free cash flow	3.7	5.8	-2.2	-1.2	0.8	13.7	0.6	-2.3	22.2	19.1
Acquisitions & divestments	-1.8	-8.5	-0.6	0.1	-1.8	-7.1	0.3	0.0	0.0	0.0
Dividend paid	-2.2	-2.1	-2.9	-1.9	-2.6	-1.7	-0.6	-3.6	-6.7	-4.7
Others	-0.4	1.5	-0.1	-1.5	0.0	-0.1	-1.7	-1.0	-1.0	0.0
Change in net financial debt	0.6	3.2	5.9	4.6	3.6	-4.8	1.5	7.0	-14.5	-14.4
Balance Sheet (EURm)										
Intangible assets	11.4	17.3	19.1	19.6	22.0	30.6	29.6	29.0	28.4	27.6
Tangible assets	6.2	3.8	5.2	5.1	5.7	14.9	13.5	12.9	12.2	11.5
Financial & other non-current assets	1.8	2.9	2.8	2.8	2.6	2.3	2.8	2.8	2.8	2.8
Total shareholders' equity	23.3	23.8	23.2	22.9	24.5	26.8	30.9	39.7	41.4	43.8
Pension provisions	0.0	0.0	0.0	0.9	0.8	1.1	1.3	1.3	1.3	1.3
Liabilities and provisions	67.4	80.5	89.6	99.0	111.9	144.4	161.9	210.9	191.7	177.2
Net debt	0.7	5.2	11.6	13.6	16.8	40.0	47.8	57.8	46.4	36.2
Net financial debt	0.7	5.2	11.6	12.7	16.0	29.3	37.5	47.3	35.7	25.3
IFRS 16 debt	0.0	0.0	0.0	0.0	0.0	9.7	9.0	9.2	9.4	9.6
Net working capital	-1.1	0.2	4.0	8.7	11.3	22.1	35.7	56.8	48.6	42.4
Invested capital	16.6	21.3	28.3	33.3	39.0	67.7	78.8	98.8	89.2	82.6
Per share data (EUR)										
EPS adjusted	0.93	1.45	0.69	1.08	1.21	1.68	2.22	5.27	3.50	2.93
EPS adj and fully diluted	0.93	1.45	0.69	1.08	1.21	1.68	2.21	5.24	3.48	2.92
% Change	-3.4%	57.0%	-52.4%	56.5%	12.3%	38.1%	31.8%	137.1%	-33.5%	-16.2%
EPS reported	0.93	1.45	0.69	1.08	1.21	1.68	2.22	5.27	3.50	2.93
Cash flow per share	2.85	3.57	0.58	1.04	1.92	7.01	0.91	0.43	11.02	9.63
Book value per share	9.22	9.42	8.78	8.57	9.31	9.53	11.68	15.37	15.95	16.85
Dividend per share	0.80	1.25	0.80	0.80	0.65	0.00	1.30	2.63	1.75	1.47
Number of shares, YE (m)	2.30	2.30	2.30	2.30	2.30	2.30	2.30	2.30	2.30	2.30
Ratios										
ROE (%)	10.1%	15.6%	7.6%	12.5%	13.6%	17.9%	21.0%	38.9%	22.4%	17.9%
ROIC (%)	na	22.8%	9.3%	10.6%	9.8%	9.1%	8.9%	15.5%	10.3%	9.7%
ND(F+IFRS16) / EBITDA (x)	0.2	0.6	1.6	1.7	1.7	2.8	2.8	2.0	2.0	1.7
Gearing (%)	3.0%	21.9%	50.0%	55.7%	65.2%	109.2%	121.3%	119.0%	86.2%	57.7%
Valuation										
P/E adjusted	27.7	20.3	42.9	30.7	30.1	20.6	13.8	11.6	17.4	20.8
P/E adjusted and fully diluted	27.7	20.3	42.9	30.7	30.1	20.6	13.9	11.7	17.5	20.9
P/BV	2.8	3.1	3.4	3.9	3.9	3.6	2.6	4.0	3.8	3.6
P/CF	9.0	8.2	50.8	31.9	19.0	4.9	33.6	na	5.5	6.3
Dividend yield (%)	3.1%	4.2%	2.7%	2.4%	1.8%	0.0%	4.2%	4.3%	2.9%	2.4%
FCF yield (%)	6.2%	8.6%	-3.2%	-1.6%	1.0%	17.1%	0.8%	-1.7%	15.8%	13.6%
EV/Sales	0.3	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.3
EV/EBITDA adj.	13.5	9.1	11.7	12.6	11.2	9.0	7.4	7.0	8.4	8.8
EV/EBIT adj.	19.9	11.9	20.6	17.1	18.0	15.1	12.7	9.4	12.7	13.9

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Clasquin (EUR)	02/09/2021 08:45	Equity Research	Buy	65.00	57.80
	29/10/2021 07:02	Equity Research	Buy	76.00	71.00

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