

Clasquin Hold (Buy)

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France | Support services

MCap: EUR160.3m

Target Price: EUR76.00 (70.00)

Current Price: EUR70.20

Up/downside: 8.3%

Market data: 03 May 2023

Change in TP: 8.6%

Change in Sales: 10.9% 23E/8.6% 24E

Change in Adj EBIT: 14.3% 23E/1.8% 24E

Change in Adj. EPS: 33.1% 23E/14.4% 24E

Bloomberg: ALCLA FP

Free float

Avg. daily volume (EURm)

YTD abs performance

52-week high/low (EUR)

Reuters: ALCLA.PA

45.0%

0.1

17.8%

70.20/45.60

Soft landing

Why this report?

As business conditions normalise, volume and gross profit yields have continued to decline in Q1 against very high comps. The normalisation of business conditions is reflected in the numbers as expected. The fall in gross profit is in line with numbers reported earlier by industry giants. The stock has performed strongly in recent days and weeks ahead of the Q1 trading update despite a tougher business environment. While we lift our TP from EUR70 to EUR76 following the Timar acquisition, we downgrade our rating from Buy to Hold to highlight more limited upside.

Key findings

- A 14% decrease in gross profit in Q1 reflects the normalisation of trading conditions (falling freight rates, slowing demand, improvement of supply chains). This is in line with what we observe at an industry level.
- The acquisition of Timar is timely and strategically relevant, as it increases Clasquin's exposure to differentiating markets characterised by significant growth potential and relatively limited competitive intensity.
- We lift our estimates following the Timar acquisition as well as our TP. We downgrade our rating from Buy to Hold due to more limited upside.

Deconstructing the forecasts

- For 2023, we are looking at a 20% decrease in gross profit on a LFL basis (-8% on a reported basis).

Investment case

- Clasquin is a top-quality company that primarily bases its success on differentiated and highly attractive positioning in the freight forwarding industry. Clasquin has been implementing a well-functioning growth model with success, as evidenced by a robust 14% gross profit CAGR since 2015.
- Successful strategy execution: 1) well-led international expansion, 2) development of niche expertise and verticals (wine & spirits, art shipping, etc.) 3) smart M&A, 4) addition of value-added services for customers.
- In 2021-22, Clasquin took advantage of the powerful recovery in global demand and the massive disruption of supply chains. We expect some kind of normalisation in 2023-24.

Catalysts

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

FY to 31/12 (EUR)	12/23E	12/24E	12/25E
Sales (m)	806.7	797.9	823.1
EBITDA adj (m)	27.6	26.6	26.8
EBIT adj (m)	19.9	18.9	19.1
Net profit adj (m)	11.5	10.8	11.0
Net financial debt (m)	10.9	5.8	-6.3
FCF (m)	-8.9	10.4	17.2
EPS adj. and ful. dil.	4.98	4.68	4.75
Consensus EPS	5.42	5.97	6.47
Net dividend	2.01	1.89	1.92
FY to 31/12	12/23E	12/24E	12/25E
P/E adj and ful. dil.	14.1	15.0	14.8
EV/EBITDA	7.5	7.6	7.1
EV/EBIT	10.4	10.7	9.9
FCF yield	-5.6%	6.5%	10.8%
Dividend yield	2.9%	2.7%	2.7%
ND(F+IFRS16)/EBITDA	1.1	1.0	0.5
Gearing	18.7%	8.8%	-8.5%
ROIC	18.3%	13.8%	14.0%
EV/IC	2.1	2.0	2.0

Valuation methodology

- DCF (9.0% WACC, 3% terminal growth, 16% LT EBIT/GP).
- Peers (applying structural discount to account for smaller size and lower liquidity).

Risks to our rating

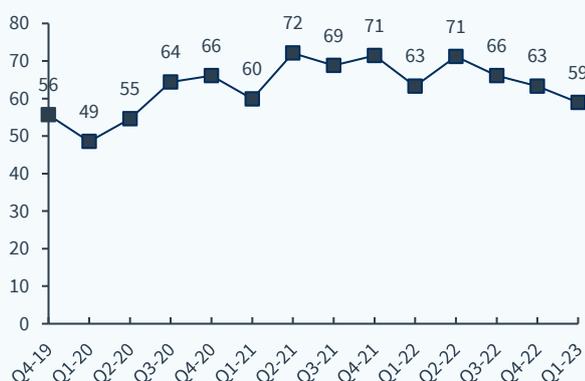
- Improving supply chain conditions create less favourable pricing environment.
- Freight capacity exceeding demand.
- Decreasing consumption and world trade.

Normalisation of business conditions, as expected

In the context of falling freight rates and a slowdown in demand, volumes continued to fall in Q1 (-13% YOY in air freight, -7% YOY in sea freight) as well as gross profit yields (gross profit/volume down 7% YOY in air freight and 6% YOY in sea freight). Accordingly, gross profit came down 14% (EUR30m vs. EUR35m in Q1 2022), slightly better than expected (KECH: EUR28m, i.e. -20%).

Note that these figures compete against very tough comps last year. Also, yields have remained well above pre-Covid levels. The decrease in Q1 gross profit is in line with what DSV and K+N reported earlier (-12% for DSV, -19% for K+N). Unlike air and sea freights, gross profit in the Road Brokerage business is up 15%. It does not yet include the contribution of Timar (to be consolidated from Q2).

Chart 1: Sea freight (000s of TEUs)



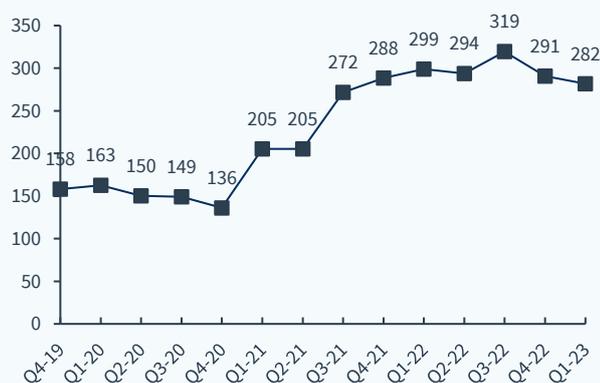
Source: Kepler Cheuvreux

Chart 2: Air freight (000s of tonnes)



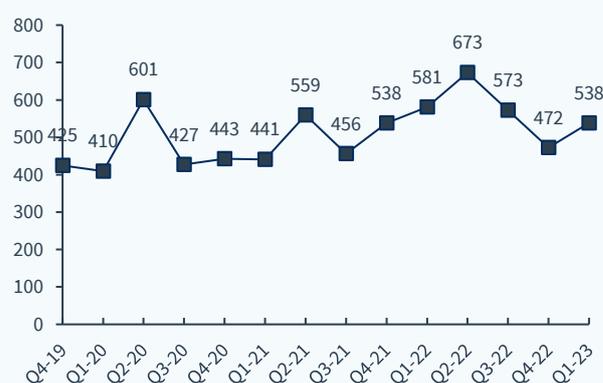
Source: Kepler Cheuvreux

Chart 3: Sea freight – GP/TEUs (EUR)



Source: Kepler Cheuvreux

Chart 4: Air freight – GP/t (EUR)



Source: Kepler Cheuvreux

Table 1: Gross profit (EURm)

	Q1-22	Q1-23	Change yoy %
Sea freight	10.7	8.6	-20%
Air freight	18.9	16.6	-12%
Road brokerage	3.4	3.9	15%
Others	1.8	1.0	-44%
Group	35.0	30.1	-14%

Source: Kepler Cheuvreux

Timar: a strategically savvy deal

A highlight of 2023 so far was the acquisition of Timar, a specialist in international transport, logistics and customs that operates in Europe, North Africa, and West Africa. We perceive the acquisition of Timar as timely and strategically relevant, as it increases Clasquin's exposure to differentiating markets. These markets are characterised by significant growth potential and relatively limited competitive intensity. At first glance, Timar seems to be a quality asset. M&A is a smart way to boost international expansion.

We make the following observations on the deal:

- Clasquin's exposure to Euromed/Africa markets increases significantly. Indeed, Europe/Africa becomes the group's second largest route for trade after Europe/Asia. Africa accounts for more than 20% of business post-acquisition (13% previously). Clasquin will employ about 450 employees on the continent in 19 offices (for 1,600 people in 85 offices worldwide).
- The share of road brokerage is due to increase from 10% in 2022 to 21% in 2023, which should partly mitigate the impact of falling rates in sea freight and air freight in the near term.
- The penetration of global trade in Maghreb and Sub-Saharan Africa is rather low compared to more economically developed regions of the world. Although less significant in volume, Africa displays higher trade growth rate on average than world trade (a 7-8% annual growth rate compared to c. 3% globally). A country like Morocco offers attractive business conditions (ranked third globally in terms of FDI in 2023). The automotive sector, for instance, has a significant presence, with more than 250 companies. Clasquin is linked to the first private employer in the country (Japanese conglomerate).
- Maghreb and Sub-Saharan Africa are known to be rather difficult markets to navigate for a variety of reasons. Barriers to entry are relatively high. Consequently, the global freight forwarders have only a limited presence there. The competitive intensity is softer compared to traditional trade routes (e.g. Asia-Europe maritime route). We argue that Clasquin can take advantage of a differentiated positioning.
- M&A seems to be a smart way to avoid a potentially costly and lengthy process. The operation could save Clasquin some time and costs. As we have seen in Clasquin's history, it can take several years to finally reap the rewards of an organically driven expansion strategy in a new country. With Timar, Clasquin will be able to rely on an experienced and committed team from day one. Olivier Puech will remain CEO, which ensures smooth continuity of operations.
- Timar is a quality asset. The company is a well-established operator in Francophone Africa with deep roots and integrated networks in Maghreb (Tunisia, Morocco) and Sub-Saharan Africa countries (Ivory Coast, Senegal, Mali, Mauritania). The fact that the company is: 1) profitable (c. EUR1m in net profit for revenues of c. EUR60m in 2022); 2) family-owned; and 3) listed on the Casablanca Exchange are positive factors.
- We factor in the expected financial contribution of Timar (nine months in 2023 and three months in 2024). We model a EUR17m gross profit contribution in 2023 and EUR6m in 2024 at a 12% operating margin (in line with Clasquin's pre-pandemic level).
- The transaction price values the share capital of Timar at c. EUR12m (EUR13m implied EV). The implied EV/EBIT multiple amounts to 5x, a reasonable price for such an asset at first glance.

Estimates and TP

We have refreshed our estimates to take into account the acquisition of Timar (see above). We also fine-tuned our estimates for gross profit and gross profit yields, accounting for a more accentuated decline in volume but even smoother decline in gross profit yields (with a positive impact on estimates). All in all, we have raised EBIT estimates by 14% for 2023E.

After two exceptional years (2021-22) driven by booming volume and freight rates, business conditions are normalising. Our estimates for 2023 and 2024 reflect that. For 2023, we are looking at a 20% decrease in gross profit on a LFL basis (-8% on a reported basis) followed by a 6% decline in gross profit in 2024 on a LFL basis (-1% reported). We believe Clasquin will be in a position to report EBIT of c. EUR20m at a margin of around 15% (vs. 2021-22: >20%).

In the long term, we have a central scenario, based on 3% long-term annual growth, a 16% EBIT margin in cruising speed, and normative FCF of EUR15-20m. We factor these assumptions into our DCF (9% WACC). The method yields a equity value of EUR76 (sensitivity analysis gives a value range of EUR68-86 based on varying assumptions for terminal growth and normalised profitability).

Top-quality small cap in the freight forwarding/logistics industry

Clasquin is a top-quality company that primarily bases its success on a differentiated and highly attractive positioning in the freight-forwarding industry (not a giant, nor a local/regional player) which enables it to offer end-to-end solutions but with higher degrees of flexibility and customisation. Its global presence (65 offices across 21 countries and five continents) and deep offering gives it a competitive edge over smaller local freight-forwarders. Clasquin has consistently outperformed the overall market year after year. It is a clear indication of Clasquin's ability to win, retain, and grow customers, as well as its proven management and commercial skills.

Clasquin has been implementing a solid, successful growth model as evidenced by a robust 14% gross profit CAGR since 2015 (mostly organic). The main drivers have been:

1. Well-led international expansion (either organically or via the bolt-on acquisition of smaller players).
2. The development of niche expertise and verticals (wine & spirits, art shipping, fairs & events, perishable goods) where unit value can be significantly higher than general cargo (e.g. textile, standardised products).
3. Savvy M&A as a way to enhance the quality and scope of its offering, and/or strengthen the footprint in targeted locations.
4. The addition of value-added services for customers (e.g. consulting in international logistics, collaborative real-time order management tool).
5. The integration of a sophisticated, scalable transport management system (quotations, tracking, and electronic document management) with a positive impact on employee productivity.

Company description

Clasquin is an air and sea freight forwarder with a focus on Asia/Europe flows.

Management

Hugues Morin, CEO
Philippe Lons, CFO
Laurence Ilhe, General Secretary

Key shareholders

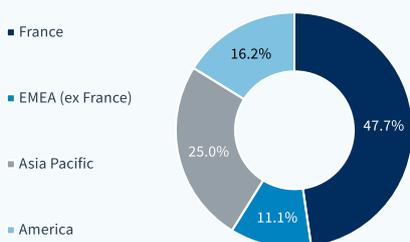
Free float	45.00%
Yves Revol	41.90%
Employees	12.60%
Others	0.50%

Key data charts

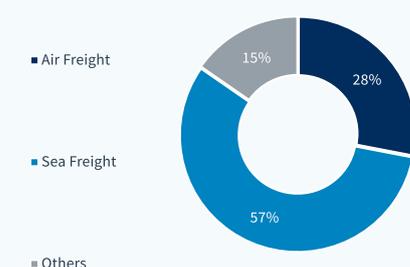
Price performance



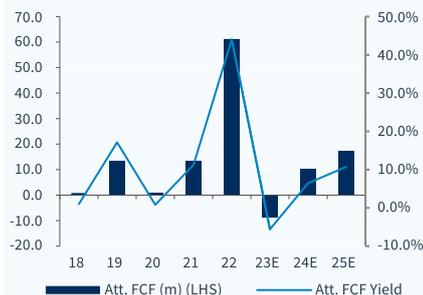
Sales split by region



Sales split by division



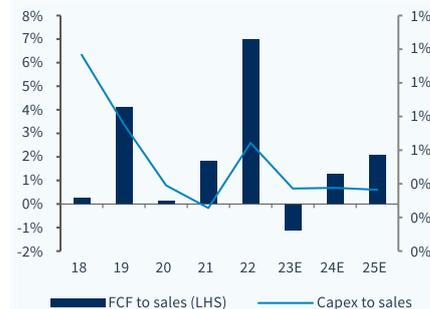
FCF



Sales and EBITDA margin



FCF and Capex to sales



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.

Weaknesses

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

Opportunities

- Disruption of global supply chain.
- Development of niche expertise /verticals (e.g. wine, fine arts).
- Broadening of offering (overseas logistics, consulting, etc.).

Threats

- Slowdown in global consumption and world trade.
- Collapse in freight rates.
- Relocation of production in Europe.

Valuation table

Market data as of: 03 May 2023

FY to 31/12 (EUR)	12/16	12/17	12/18	12/19	12/20	12/21	12/22	12/23E	12/24E	12/25E
Per share data (EUR)										
EPS adjusted	0.69	1.08	1.21	1.68	2.22	7.60	9.55	5.03	4.73	4.80
% Change	-52.4%	56.5%	12.3%	38.5%	32.2%	241.9%	25.7%	-47.3%	-6.0%	1.5%
EPS adjusted and fully diluted	0.69	1.08	1.21	1.68	2.21	7.53	9.45	4.98	4.68	4.75
% Change	-52.4%	56.5%	12.3%	38.1%	31.8%	240.8%	25.5%	-47.3%	-6.0%	1.5%
EPS reported	0.69	1.08	1.21	1.68	2.22	7.60	9.55	5.03	4.73	4.80
% Change	-52.4%	56.5%	12.3%	38.5%	32.2%	241.9%	25.7%	-47.3%	-6.0%	1.5%
EPS Consensus								5.42	5.97	6.47
Cash flow per share	0.58	1.04	1.92	7.01	0.91	6.79	29.29	-2.60	5.85	8.86
Book value per share	8.78	8.57	9.31	9.53	11.68	17.07	22.97	22.22	25.74	29.46
DPS	0.80	0.80	0.65	0.00	1.30	3.40	6.50	2.01	1.89	1.92
Number of shares, YE (m)	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3
Nbr of shares, fully diluted, YE (m)	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3
Share price										
Latest price / year end	28.4	36.0	30.0	35.0	36.7	76.0	59.6	70.2	70.2	70.2
52 week high	35.0	38.2	42.5	38.4	41.2	76.0	75.8	70.2		
52 week low	23.5	27.3	30.0	29.7	18.5	36.5	45.6	56.0		
Average price (Year)	29.6	33.2	36.5	34.6	30.7	53.0	60.9	70.2	70.2	70.2
Enterprise value (EURm)										
Market capitalisation	68.2	76.4	84.1	79.7	70.7	121.2	139.2	160.3	160.3	160.3
Net financial debt	11.6	12.7	16.0	29.3	19.8	15.5	-28.9	10.9	5.8	-6.3
Pension provisions	0.0	0.9	0.8	1.1	1.3	1.2	1.1	1.1	1.1	1.1
IFRS 16 debt	0.0	0.0	0.0	9.7	9.0	11.1	20.1	20.1	20.1	20.1
Market value of minorities	3.0	3.2	3.0	4.9	4.0	6.3	7.4	7.4	7.4	7.4
MV of equity affiliates (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	-1.4	1.0	0.9	3.0	1.2	7.5	7.6	7.6	7.6	7.6
Enterprise value	81.4	94.1	104.8	127.5	106.0	162.9	146.6	207.5	202.5	190.3
Valuation										
P/E adjusted	42.9	30.7	30.1	20.6	13.8	7.0	6.4	14.0	14.8	14.6
P/E adjusted and fully diluted	42.9	30.7	30.1	20.6	13.9	7.0	6.5	14.1	15.0	14.8
P/E consensus								13.0	11.7	10.9
P/BV	3.4	3.9	3.9	3.6	2.6	3.1	2.7	3.2	2.7	2.4
P/CF	50.8	31.9	19.0	4.9	33.6	7.8	2.1	na	12.0	7.9
Dividend yield (%)	2.7%	2.4%	1.8%	0.0%	4.2%	6.4%	10.7%	2.9%	2.7%	2.7%
FCF yield (%)	-3.2%	-1.6%	1.0%	17.1%	0.8%	11.2%	44.0%	-5.6%	6.5%	10.8%
ROE (%)	7.6%	12.5%	13.6%	17.9%	21.0%	52.7%	47.6%	22.3%	19.7%	17.4%
ROIC (%)	9.3%	10.6%	9.8%	9.1%	10.1%	29.0%	35.2%	18.3%	13.8%	14.0%
EV/Sales	0.35	0.32	0.34	0.38	0.27	0.22	0.17	0.26	0.25	0.23
EV/EBITDA adj.	11.5	12.8	11.3	9.2	6.4	4.3	3.6	7.5	7.6	7.1
EV/EBIT adj.	20.3	17.3	18.1	15.4	11.0	6.0	4.3	10.4	10.7	9.9
EV/NOPAT	35.2	28.8	29.4	26.4	16.3	7.9	5.9	14.4	14.7	13.7
EV/IC	2.9	2.8	2.7	1.9	1.7	2.0	2.4	2.1	2.0	2.0
ROIC/WACC	1.0	1.2	1.1	1.0	1.1	3.2	3.9	2.0	1.5	1.6
EV/IC over ROIC/WACC	2.8	2.4	2.5	1.9	1.6	0.6	0.6	1.0	1.3	1.3

Income statement

FY to 31/12 (EUR)	12/16	12/17	12/18	12/19	12/20	12/21	12/22	12/23E	12/24E	12/25E
Sales	235.0	290.6	308.3	331.3	392.0	752.2	877.1	806.7	797.9	823.1
Gross profit	57.5	62.9	68.9	76.7	76.2	121.9	140.0	128.7	127.3	131.4
EBITDA reported	7.1	7.4	9.3	13.9	16.7	38.2	40.3	27.6	26.6	26.8
EBITDA adjusted	7.1	7.4	9.3	13.9	16.7	38.2	40.3	27.6	26.6	26.8
Depreciation and amortisation	-2.0	-1.9	-2.8	-5.6	-7.0	-10.8	-7.7	-7.7	-7.7	-7.7
Goodwill impairment	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other financial result and associates	-1.1	0.0	-0.6	-0.1	-0.1	-0.1	1.5	0.0	0.0	0.0
EBIT reported	4.0	5.4	5.8	8.3	9.6	27.3	34.0	19.9	18.9	19.1
EBIT adjusted	4.0	5.4	5.8	8.3	9.6	27.3	34.0	19.9	18.9	19.1
Net financial items	0.6	0.7	0.7	1.0	-0.4	-0.1	1.6	1.6	1.6	1.6
Associates	0.1	0.1	0.1	0.0	0.1	-0.1	0.0	0.0	0.0	0.0
Others	-1.1	-1.4	-1.1	-1.7	-1.2	-1.9	-3.0	-3.0	-3.0	-3.0
Earnings before tax	3.6	4.8	5.5	7.6	8.1	25.1	32.6	18.5	17.5	17.7
Tax	-1.5	-1.9	-2.1	-3.2	-2.6	-6.1	-8.9	-5.0	-4.8	-4.8
Net profit from continuing op.	2.0	2.9	3.4	4.5	5.4	18.9	23.7	13.4	12.7	12.9
Net profit from disc. activities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit before minorities	2.0	2.9	3.4	4.5	5.4	18.9	23.7	13.4	12.7	12.9
Minorities	-0.5	-0.4	-0.6	-0.6	-0.3	-1.5	-1.9	-1.9	-1.9	-1.9
Net profit reported	1.6	2.5	2.8	3.9	5.1	17.4	21.8	11.5	10.8	11.0
Adjustments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit adjusted	1.6	2.5	2.8	3.9	5.1	17.4	21.8	11.5	10.8	11.0
Sales % Change	0.3%	23.6%	6.1%	7.4%	18.3%	91.9%	16.6%	-8.0%	-1.1%	3.2%
EBITDA reported % Change	-13.8%	3.7%	25.7%	49.7%	20.3%	129.0%	5.5%	-31.6%	-3.4%	0.9%
EBITDA adjusted % Change	-13.8%	3.7%	25.7%	49.7%	20.3%	129.0%	5.5%	-31.6%	-3.4%	0.9%
EBIT reported % Change	-36.2%	35.5%	6.3%	42.9%	16.7%	182.9%	24.9%	-41.7%	-4.8%	1.2%
EBIT adjusted % Change	-36.2%	35.5%	6.3%	42.9%	16.7%	182.9%	24.9%	-41.7%	-4.8%	1.2%
Earnings before tax % Change	-42.4%	35.7%	14.2%	38.4%	5.9%	210.3%	30.2%	-43.4%	-5.1%	1.3%
Net profit from cont. op. % Change	-51.6%	41.4%	17.1%	31.6%	21.7%	248.4%	25.4%	-43.4%	-5.1%	1.3%
Net profit reported % Change	-52.5%	56.5%	12.2%	38.6%	32.2%	239.7%	25.4%	-47.3%	-6.0%	1.5%
Net profit adjusted % Change	-52.5%	56.5%	12.2%	38.6%	32.2%	239.7%	25.4%	-47.3%	-6.0%	1.5%
Gross profit margin (%)	24.5%	21.6%	22.3%	23.2%	19.4%	16.2%	16.0%	16.0%	16.0%	16.0%
EBITDA margin (%)	3.0%	2.5%	3.0%	4.2%	4.3%	5.1%	4.6%	3.4%	3.3%	3.3%
EBIT margin (%)	1.7%	1.9%	1.9%	2.5%	2.5%	3.6%	3.9%	2.5%	2.4%	2.3%
Net profit margin (%)	0.7%	0.9%	0.9%	1.2%	1.3%	2.3%	2.5%	1.4%	1.4%	1.3%
Tax rate (%)	42.4%	39.9%	38.4%	41.5%	32.8%	24.5%	27.3%	27.3%	27.3%	27.3%
Payout ratio (%)	115.8%	74.0%	53.6%	0.0%	58.9%	45.2%	68.8%	40.4%	40.4%	40.4%
EPS reported (EUR)	0.69	1.08	1.21	1.68	2.22	7.60	9.55	5.03	4.73	4.80
EPS adjusted (EUR)	0.69	1.08	1.21	1.68	2.22	7.60	9.55	5.03	4.73	4.80
EPS adj and fully diluted (EUR)	0.69	1.08	1.21	1.68	2.21	7.53	9.45	4.98	4.68	4.75
DPS (EUR)	0.80	0.80	0.65	0.00	1.30	3.40	6.50	2.01	1.89	1.92
EPS reported % Change	-52.4%	56.5%	12.3%	38.5%	32.2%	241.9%	25.7%	-47.3%	-6.0%	1.5%
EPS adjusted % Change	-52.4%	56.5%	12.3%	38.5%	32.2%	241.9%	25.7%	-47.3%	-6.0%	1.5%
EPS adj and fully diluted % Change	-52.4%	56.5%	12.3%	38.1%	31.8%	240.8%	25.5%	-47.3%	-6.0%	1.5%
DPS % Change	-36.0%	0.0%	-18.8%	-chg	+chg	161.5%	91.2%	-69.0%	-6.0%	1.5%
Consensus Sales (EURm)								824.7	873.4	909.8
Consensus EBITDA (EURm)								27.8	30.9	35.1
Consensus EBIT (EURm)								19.8	22.2	23.6
Consensus EPS (EUR)								5.42	5.97	6.47

Cash flow statement

Market data as of: 03 May 2023

FY to 31/12 (EUR)	12/16	12/17	12/18	12/19	12/20	12/21	12/22	12/23E	12/24E	12/25E
Net profit before minorities	2.0	2.9	3.4	4.5	5.4	18.9	23.7	13.4	12.7	12.9
Depreciation and amortisation	2.4	2.5	2.5	5.3	6.3	9.5	8.0	7.7	7.7	7.7
Goodwill impairment	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Change in working capital	-2.7	-2.7	-1.6	5.5	-11.6	-17.8	35.2	-27.7	-7.7	-1.0
Others	-0.3	-0.3	0.1	0.8	2.0	4.9	0.0	0.6	0.6	0.6
Levered post tax CF before capex	1.3	2.4	4.4	16.2	2.1	15.5	66.9	-5.9	13.4	20.2
% Change	-83.7%	78.4%	84.7%	264.7%	-87.0%	638.3%	330.3%	-chg	+chg	51.4%
Capex	-3.6	-3.6	-3.6	-2.5	-1.5	-1.9	-5.6	-3.0	-3.0	-3.0
Free cash flow	-2.2	-1.2	0.8	13.7	0.6	13.6	61.3	-8.9	10.4	17.2
% Change	-chg	+chg	+chg	1544.9%	-95.8%	2269.2%	349.7%	-chg	+chg	66.3%
Acquisitions	-0.6	0.0	-1.9	-7.1	0.2	-0.2	-2.2	-15.0	0.0	0.0
Divestments	0.0	0.1	0.0	0.0	0.1	0.1	0.1	0.0	0.0	0.0
Dividend paid	-2.9	-1.9	-2.6	-1.7	-0.6	-3.2	-9.0	-15.1	-4.7	-4.4
Share buy back	-4.0	-3.0	-2.0	-1.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital increases	0.0	0.0	0.0	0.0	0.0	0.0	1.1	0.0	0.0	0.0
Others	-0.1	-0.4	-0.1	-0.2	-2.5	-1.2	-2.2	-0.6	-0.6	-0.6
Change in net financial debt	9.9	6.5	5.7	-3.7	2.2	-9.2	-49.0	39.7	-5.0	-12.2
Change in cash and cash equiv.	1.5	-1.7	3.0	5.3	-2.7	11.6	18.6	-39.7	5.0	12.2
Attributable FCF	-2.2	-1.2	0.8	13.7	0.6	13.6	61.3	-8.9	10.4	17.2
Cash flow per share (EUR)	0.58	1.04	1.92	7.01	0.91	6.79	29.29	-2.60	5.85	8.86
% Change	-83.7%	78.4%	84.9%	264.4%	-87.0%	643.1%	331.2%	-chg	+chg	51.4%
FCF per share (EUR)	-0.96	-0.52	0.36	5.93	0.25	5.95	26.82	-3.92	4.54	7.55
% Change	-chg	+chg	+chg	1543.5%	-95.8%	2284.7%	350.6%	-chg	+chg	66.3%
Capex / Sales (%)	1.5%	1.2%	1.2%	0.8%	0.4%	0.3%	0.6%	0.4%	0.4%	0.4%
Capex / D&A (%)	180.7%	188.4%	126.9%	45.0%	22.0%	17.9%	73.3%	39.0%	39.0%	39.0%
Cash flow / Sales (%)	0.6%	0.8%	1.4%	4.9%	0.5%	2.1%	7.6%	-0.7%	1.7%	2.5%
FCF / Sales (%)	-0.9%	-0.4%	0.3%	4.1%	0.1%	1.8%	7.0%	-1.1%	1.3%	2.1%
FCF Yield (%)	-3.2%	-1.6%	1.0%	17.1%	0.8%	11.2%	44.0%	-5.6%	6.5%	10.8%
Unlevered FCF Yield (%)	-2.6%	-1.1%	0.9%	10.8%	1.1%	8.8%	42.1%	-4.1%	5.4%	9.3%

Balance sheet

FY to 31/12 (EUR)	12/16	12/17	12/18	12/19	12/20	12/21	12/22	12/23E	12/24E	12/25E
Cash and cash equivalents	21.9	20.2	23.2	28.5	25.8	37.4	56.0	16.3	21.3	33.5
Inventories	-5.0	-4.0	-3.0	-2.0	-1.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	65.5	73.6	79.9	79.8	88.3	180.2	115.9	143.6	189.4	195.3
Other current assets	3.4	5.5	6.8	18.2	35.2	18.7	9.4	9.4	12.3	12.7
Current assets	85.8	95.3	106.9	124.5	148.2	236.3	181.2	169.2	223.0	241.6
Tangible assets	5.2	5.1	5.7	14.9	13.5	16.9	28.6	25.4	22.3	19.2
Goodwill	15.0	14.7	16.3	24.5	23.7	26.7	29.8	44.8	44.8	44.8
Other Intangible assets	4.1	4.9	5.7	6.2	5.9	5.6	5.0	3.5	1.9	0.3
Financial assets	0.1	0.2	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0
Other non-current assets	2.7	2.6	2.5	2.2	2.7	2.5	3.9	3.9	3.9	3.9
Non-current assets	27.0	27.4	30.3	47.8	45.9	51.6	67.3	77.6	72.9	68.2
Short term debt	14.0	18.6	25.0	39.5	8.2	17.8	8.7	8.7	8.7	8.7
Accounts payable	49.9	53.5	61.6	73.0	86.3	126.7	89.6	89.6	118.2	122.0
Other short term liabilities	10.0	12.9	10.8	0.8	18.3	40.6	39.1	39.1	51.6	53.2
Current liabilities	73.8	85.0	97.4	113.3	112.8	185.1	137.4	137.4	178.5	183.8
Long term debt	19.6	14.4	14.2	18.3	37.3	35.1	18.4	18.4	18.4	18.4
Pension provisions	0.0	0.9	0.8	1.1	1.3	1.2	1.1	1.1	1.1	1.1
IFRS16 Debt	0.0	0.0	0.0	9.7	9.0	11.1	20.1	20.1	20.1	20.1
Other long term provisions	-5.0	-4.0	-3.0	-2.0	-1.0	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	1.2	3.6	3.3	5.1	3.8	10.0	11.5	11.5	11.5	11.5
Non-current liabilities	15.8	14.9	15.3	32.2	50.4	57.5	51.2	51.2	51.2	51.2
Shareholders' equity	20.2	19.7	21.4	21.9	26.9	39.1	52.5	50.8	58.8	67.3
Minority interests	3.0	3.2	3.0	4.9	4.0	6.3	7.4	7.4	7.4	7.4
Total equity	23.2	22.9	24.5	26.8	30.9	45.4	59.9	58.2	66.2	74.7
Balance sheet total	112.8	122.7	137.2	172.3	194.2	288.0	248.6	246.8	295.9	309.8
% Change	8.1%	8.8%	11.8%	25.6%	12.7%	48.3%	-13.7%	-0.7%	19.9%	4.7%
Book value per share (EUR)	8.78	8.57	9.31	9.53	11.68	17.07	22.97	22.22	25.74	29.46
% Change	-6.9%	-2.4%	8.7%	2.3%	22.6%	46.1%	34.6%	-3.3%	15.9%	14.4%
Net financial debt	11.6	12.7	16.0	29.3	19.8	15.5	-28.9	10.9	5.8	-6.3
IFRS16 Debt	0.0	0.0	0.0	9.7	9.0	11.1	20.1	20.1	20.1	20.1
Pension provisions	0.0	0.9	0.8	1.1	1.3	1.2	1.1	1.1	1.1	1.1
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt	11.6	13.6	16.8	40.0	30.0	27.8	-7.6	32.1	27.1	14.9
Net fi. debt (+IFRS16) / EBITDA (x)	1.6	1.7	1.7	2.8	1.7	0.7	-0.2	1.1	1.0	0.5
Trade working capital	10.6	16.1	15.3	4.8	1.0	53.5	26.2	53.9	71.1	73.4
Net working capital	4.0	8.7	11.3	22.1	17.9	31.6	-3.5	24.2	31.9	32.9
NWC/Sales	1.7%	3.0%	3.7%	6.7%	4.6%	4.2%	-0.4%	3.0%	4.0%	4.0%
Inventories/sales	-2.1%	-1.4%	-1.0%	-0.6%	-0.3%	0.0%	0.0%	0.0%	0.0%	0.0%
Invested capital	28.3	33.3	39.0	67.7	61.0	80.7	59.9	97.9	100.9	97.2
Net fin. debt / FCF (x)	-5.3	-10.7	19.2	2.1	34.4	1.1	-0.5	-1.2	0.6	-0.4
Gearing (%)	50.0%	55.7%	65.2%	109.2%	63.9%	34.1%	-48.2%	18.7%	8.8%	-8.5%
Goodwill / Equity (%)	64.6%	64.4%	66.7%	91.3%	76.6%	58.7%	49.8%	77.1%	67.7%	60.0%

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Total	100%	100%

Source: Kepler Cheuvreux

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Clasquin (EUR)	31/01/2023 16:21	Equity Research	Buy	70.00	59.80

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