

Clasquin

Indy - Trucking / France

Target Price EUR 22.00
Expected performance (12 mth) 20.2%
BUY EUR 18.30 (Closing price 20-Apr-07)

Company Contact: Strong organic growth targeted, probably to be boosted by external growth operation

23 April 2007

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Opinion on qualitative criteria

Accounting	Local reporting
Quality of track record	Neutral
Solvency	High
Currency risk	Neutral
Risk of asset write-off	Low

Share price performance/EPS revision (EUR)



Source: JCF, Fortis Equity Research

40.8
2.2
28.0%
0.0/(8.0)/(2.4)
20.00/16.24
15 May 2007
2.6
ALC PA
ALCLA FP
www.clasquin.com

With sales up 15% and net result up 22% in 2006, the group has fulfilled its organic growth targets announced on the occasion of its listing on Alternext (January 2006). For 2007, management has reiterated its guidance of double-digit organic sales and results growth (+12% in sales and +17% in net profit on our estimates). Despite the will to seize external growth opportunities, no acquisitions were announced in 2006. Thus management should increase its target in France and be focused on company-generated sales above EUR50m. Today Clasquin is still trading at a 46% discount compared with its European peers in terms of EV/EBIT multiples. Although Clasquin's small size and lower liquidity may justify a discount, we consider that in view of the potential offered by the group (only organic growth integrated into our estimates) the current discount is too high and should gradually decrease. We thus reiterate our BUY opinion and our EUR22 target price.

Better-than-expected resistance in terms of EBIT margin in 2006, and double-digit growth target for net result achieved

Bear in mind that the sharp increase in staff in FY05 (+22% in order to support the strong sales growth anticipated in the coming years) weighed on margins in FY06. However, with a decrease of only 30bp in EBIT margin, Clasquin registered better-than-expected resistance (-50bp on EBIT margin forecasted). Thus EBIT came in at EUR3.5m (+4.3%), above our EUR3.3m estimate (stability). Thanks to the EUR5m capital increase made at the beginning of 2006, the group benefited from a sharp reduction in financial expenses, which offset the negative impact of a higher tax rate and operating costs. Thus net result growth was +22%, at EUR2.5m, in line with the announced guidance of

Year to December	2004	2005	2006	2007e	2008e
Sales (EUR m)	70.6	92.3	106.2	118.9	126.1
EBITDA (EUR m)	3.2	4.3	4.6	5.1	5.9
Net profit excl. extr. & amort. (EUR m)	1.1	2.1	2.6	3.0	3.5
Net profit (EUR m)	1.1	2.1	2.5	2.9	3.5
EBITDA margin (%)	4.6	4.7	4.4	4.3	4.7
ROCE (incl. goodwill) (%)	31.8	28.0	26.1	28.6	33.6
Net gearing (%)	70.2	75.1	(15.0)	(27.0)	(39.7)
EPS before extr. & amort. (EUR)			2.30	1.33	1.57
EPS (EUR)			2.28	1.32	1.56
DPS (EUR)	0.00	0.00	0.28	0.40	0.46
% change sales	8.5	30.7	15.0	12.0	6.0
% change EPS (excl. extr. & amort.)				(42.3)	18.4
EV/Sales			0.37	0.31	0.27
EV/EBITDA			8.4	7.2	5.8
P/E (excl. extr. & amort.)			7.7	13.8	11.6
P/E			7.8	13.9	11.7
PE/growth (excl. extr.)					nmf

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double-digit growth, but slightly above our EUR2.4m estimate (+16%). The group should distribute a dividend of EUR0.28 per share (+22%, in line with net result growth, but slightly below our EUR0.32 estimate implying a 25% payout).

Double-digit organic sales and results growth targeted for FY07

Thanks to the ramp-up of new agencies, the development of presence in China and Taïwan, the creation of Clasquin Belgium and so on, management has targeted double-digit organic sales and results growth for FY07. With sales expected up 12%, we had already integrated this guidance, and we have thus maintained our sales forecasts. However, as we have lowered our tax rate estimate for FY07 (28% vs. 30% expected before) due to a lower-than-expected basis in 2006 (24% vs. 26% expected), we have slightly raised our net result estimate for 2007 from EUR2.9m to EUR3.0m. Thus, after a net result up 22% in 2006, the group should post 17% net result growth for 2007 and 2008.

Changes in our estimates									
EURm	2005	20	06	200	07e	200	08e		
		Estimated	Reported	Old	New	Old	New		
Sales	92.3	106.2	106.2	118.9	118.9	126.1	126.1		
Growth	30.7%	15.0%	15.0%	12.0%	12.0%	6.0%	6.0%		
Gross profit	21.7	24.1	24.1	27.1	27.1	28.9	28.9		
EBIT	3.3	3.5	3.5	4.2	4.2	4.9	4.9		
% of sales	3.6%	3.3%	3.3%	3.5%	3.5%	3.9%	3.9%		
% of gross profit	15.4%	14.4%	14.4%	15.4%	15.4%	17.1%	17.1%		
Financial income (expense)	-0.4	0.0	0.0	0.1	0.1	0.1	0.1		
Exceptional Items	-0.2	0.0	-0.1	0.0	0.0	0.0	0.0		
Pretax Profit	2.7	3.5	3.4	4.2	4.2	5.1	5.0		
Income Tax	-0.6	-0.9	-0.8	-1.3	-1.2	-1.5	-1.5		
Tax Rate	21.6%	26.0%	24.3%	30.0%	28.0%	30.0%	30.0%		
Net Profit	2.1	2.5	2.5	2.9	3.0	3.5	3.5		
% of sales	2.3%	2.4%	2.4%	2.4%	2.5%	2.8%	2.8%		
% of gross margin	9.6%	10.5%	10.6%	10.7%	11.0%	12.0%	12.0%		

Sources: Clasquin, Fortis

Strategy of external growth reiterated

Bear in mind that on the occasion of its listing on Alternext on 31/01/06 (at EUR15.5, the top of the range of the public offer), management announced its intention to seize external growth opportunities in order to accelerate its sales and results growth (in France or Germany mainly). Since its IPO, no acquisitions have been announced due to the lack of small prey on the market. Thus management has upgraded its target in France, and from now the group should be focused on company-generated sales above EUR50m (vs. below EUR50m before). If we consider a transaction multiple between 0.3x to 0.5x sales (EUR15m to EUR25m for EUR50 sales), the group could afford such a transaction. An operation of this size could significantly accelerate sales (40% more sales expected for 2007) and results growth.

BUY opinion reiterated

Despite the share price increase since the IPO (+18%), thanks to strong sales and results growth posted in 2006 and expected for 2007 and 2008, Clasquin is still trading at a 46% discount compared with its European peers (Kuehne Nagel and Panalpina) in terms of EV/EBIT multiples. Although Clasquin's small size and lower liquidity may justify a discount (25% in our estimates), we consider that in view of the potential offered by the group (net result CAGR of 17% for the next two years expected and major external growth targeted), the current discount is too high and should gradually decrease. We thus reiterate our BUY opinion and our EUR22 target price (based on DCF, peer comparison, and transaction multiples).

Peers										
	Sales 06 (EURm)	EBIT/Sales 06 (%)	Price (on 20/04/07	MC (EURm)	PE 07	PE 08	EV/Sales 07	EV/Sales 08	EV/EBIT 07	EV/EBIT 08
Panalpina	4,805	3.5	124.7	3,117	23.1	20.0	0.54	0.48	15.4	13.2
Kuehne Nagel	11,303	3.7	65.1	7,809	23.1	20.2	0.61	0.54	16.6	14.1
Average					23.1	20.1	0.58	0.51	16.0	13.6
Clasquin	106	3.2	18.3	41	13.8	11.6	0.31	0.27	8.9	7.0

Sources: Jcf, Fortis

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P & L Statement (EUR m) Year to December	2003	2004	2005	2006	2007e	2008e
Net sales	65.1	70.6	92.3	106.2	118.9	126.1
Other income	0.0	0.0	0.0	0.0	0.0	0.0
Personnel costs	(9.0)	(9.7)	(12.0)	(14.1)	(15.5)	(16.2)
Other operating costs	(53.8)	(57.7)	(76.0)	(87.4)	(98.4)	(104.0)
EBITDA	2.3	3.2	4.3	4.6	5.1	5.9
Depreciation	(1.1)	(1.2)	(1.0)	(1.2)	(1.0)	(0.9)
EBITA	1.1	2.1	3.3	3.5	4.2	4.9
Reported provisions	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
EBIT	1.1	2.1	3.3	3.4	4.1	4.9
Net financials	(0.3)	(0.3)	(0.4)	0.0	0.0	0.1
Profit Before Taxes (PBT)	0.5	1.3	2.7	3.4	4.1	5.0
Taxes	(0.2)	(0.2)	(0.6)	(0.8)	(1.2)	(1.5)
Income from associates	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
Net profit before extraordinaries	0.3	1.1	2.1	2.5	2.9	3.5
Extraordinary items	(0.3)	(0.4)	(0.2)	(0.1)	0.0	0.0
Net reported profit	0.3	1.1	2.1	2.5	2.9	3.5
% change in Sales		8.5	30.7	15.0	12.0	6.0
% change in EBITDA		42.8	32.3	7.8	10.4	15.1
% change in EBITA		84.6	60.4	4.3	19.8	18.7
% change in PBT		152.7	103.4	25.4	22.0	21.3
% change in Net profit before extraordinaries		316.7	86.3	21.6	15.6	18.6
Cash Flow Statement (EUR m)	0000	0004	0005	0006	0007-	0000-
EBITDA		2004	2005	2006	2007e 5.1	2008e
Change in provisions excluding tax provisions	2.3 (0.0)	3.2 0.1	4.3 0.2	4.6 (0.0)	0.0	5.9 0.0
Change in net working capital	0.7	0.0	(3.7)	(0.6)	(0.4)	0.0
Gross operating cash flow	2.9	3.3	0.8	4.0	4.7	6.1
Taxes paid	(0.2)	(0.2)	(0.6)	(0.8)	(1.2)	(1.5)
Capex	(0.8)	(0.6)	(1.1)	(1.2)	(1.0)	(1.0)
Free cash flow	1.9	2.5	(0.9)	2.0	2.5	3.5
Net interest received	(0.4)	(0.3)	(0.3)	(0.2)	0.1	0.1
Other	0.0	(0.0)	(0.0)	0.0	0.0	0.0
Acquisitions	(0.1)	(0.0)	(0.1)	(0.1)	0.0	0.0
Divestments	0.0	0.0	0.0	0.1	0.0	0.0
Share issues/buybacks	0.0	2.0	0.0	4.2	0.0	0.0
Dividend (adj. stock dividend)	(0.0)	0.0	0.0	(0.5)	(0.6)	(0.9)
Extraordinary items (after tax)	0.0	0.0	0.0	0.0	0.0	0.0
Change in interest-bearing debt	(0.9)	0.8	(0.1)	0.8	(0.6)	(0.5)
Change in cash & cash equivalents	0.5	4.9	(1.4)	6.3	1.4	2.2
Balance Sheet (EUR m)	2003	2004	2005	2006	2007e	2008e
Net intangible fixed assets	1.7	1.4	1.3	1.3	1.3	1.3
Net intangible fixed assets Net tangible fixed assets	1.7	1.4	1.3	1.3	1.3	1.3
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA)	1.7 0.8 0.3	1.4 0.7 0.3	1.3 1.0 0.4	1.3 1.1 0.3	1.3 1.1 0.3	1.3 1.2 0.3
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories	1.7 0.8 0.3 0.0	1.4 0.7 0.3 0.0	1.3 1.0 0.4 0.0	1.3 1.1 0.3 0.0	1.3 1.1 0.3 0.0	1.3 1.2 0.3 0.0
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors	1.7 0.8 0.3 0.0 12.8	1.4 0.7 0.3 0.0 16.4	1.3 1.0 0.4 0.0 24.7	1.3 1.1 0.3 0.0 29.8	1.3 1.1 0.3 0.0 31.4	1.3 1.2 0.3 0.0 30.7
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors	1.7 0.8 0.3 0.0 12.8 4.5	1.4 0.7 0.3 0.0 16.4 4.5	1.3 1.0 0.4 0.0 24.7 5.4	1.3 1.1 0.3 0.0 29.8 3.5	1.3 1.1 0.3 0.0 31.4 3.6	1.3 1.2 0.3 0.0 30.7 3.6
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities	1.7 0.8 0.3 0.0 12.8 4.5 (2.9)	1.4 0.7 0.3 0.0 16.4 4.5	1.3 1.0 0.4 0.0 24.7 5.4 0.1	1.3 1.1 0.3 0.0 29.8 3.5 5.6	1.3 1.1 0.3 0.0 31.4 3.6 6.9	1.3 1.2 0.3 0.0 30.7 3.6 9.2
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets	1.7 0.8 0.3 0.0 12.8 4.5 (2.9)	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity Other equity	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3 (0.3) 0.0	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2 2.7	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8 4.8	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2 15.9
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity Other equity Minorities	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3 (0.3) 0.0 0.1	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2 2.7 0.0	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8 4.8 0.0	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6 11.0 0.0	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8 13.3 0.0	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2 15.9 0.0
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity Other equity Minorities Provisions	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3 (0.3) 0.0 0.1 0.5	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2 2.7 0.0 0.1	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8 4.8 0.0 0.2	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6 11.0 0.0 0.2	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8 13.3 0.0 0.2	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2 15.9 0.0
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Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity Other equity Minorities Provisions Long-term interest bearing debt Short-term interest bearing debt	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3 (0.3) 0.0 0.1 0.5 0.9 1.8	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2 2.7 0.0 0.1 0.6 2.0	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8 4.8 0.0 0.2 0.5 2.1 1.7	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6 11.0 0.0 0.2 0.7 2.5 1.4	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8 13.3 0.0 0.2 0.7 2.3 1.0	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2 15.9 0.0 0.2 0.7 1.6
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity Other equity Minorities Provisions Long-term interest bearing debt Trade creditors	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3 (0.3) 0.0 0.1 0.5 0.9 1.8 12.6	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2 2.7 0.0 0.1 0.6 2.0 0.9	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8 4.8 0.0 0.2 0.5 2.1 1.7 20.4	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6 11.0 0.0 0.2 0.7 2.5 1.4 22.4	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8 13.3 0.0 0.2 0.7 2.3 1.0 23.6	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2 15.9 0.0 0.2 0.7 1.6 1.2
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity Other equity Minorities Provisions Long-term interest bearing debt Short-term interest bearing debt	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3 (0.3) 0.0 0.1 0.5 0.9 1.8	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2 2.7 0.0 0.1 0.6 2.0	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8 4.8 0.0 0.2 0.5 2.1 1.7	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6 11.0 0.0 0.2 0.7 2.5 1.4	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8 13.3 0.0 0.2 0.7 2.3 1.0	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2 15.9 0.0 0.2 0.7 1.6 1.2 23.0 3.6
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity Other equity Minorities Provisions Long-term interest bearing debt Short-term interest bearing debt Trade creditors Other non-interest bearing liabilities	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3 (0.3) 0.0 0.1 0.5 0.9 1.8 12.6 1.7	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2 2.7 0.0 0.1 0.6 2.0 0.9 15.9 2.0	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8 4.8 0.0 0.2 0.5 2.1 1.7 20.4 3.0	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6 11.0 0.0 0.2 0.7 2.5 1.4 22.4 3.5	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8 13.3 0.0 0.2 0.7 2.3 1.0 23.6 3.7	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2 15.9 0.0 0.2 0.7 1.6 1.2 23.0 3.6 46.2
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity Other equity Minorities Provisions Long-term interest bearing debt Trade creditors Other non-interest bearing liabilities Total Liabilities & Capital	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3 (0.3) 0.0 0.1 0.5 0.9 1.8 12.6 1.7	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2 2.7 0.0 0.1 0.6 2.0 0.9 15.9 2.0 24.2	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8 4.8 0.0 0.2 0.5 2.1 1.7 20.4 3.0	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6 11.0 0.0 0.2 0.7 2.5 1.4 22.4 3.5 41.6 39.0	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8 13.3 0.0 0.2 0.7 2.3 1.0 23.6 3.7 44.8	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2 15.9 0.0 0.2 0.7 1.6 1.2 23.0 3.6 46.2 34.3
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity Other equity Minorities Provisions Long-term interest bearing debt Short-term interest bearing debt Trade creditors Other non-interest bearing liabilities Total Liabilities & Capital Enterprise Value (EV) Net debt/(Net cash)	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3 (0.3) 0.0 0.1 0.5 0.9 1.8 12.6 1.7 17.3	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2 2.7 0.0 0.1 0.6 2.0 0.9 15.9 2.0 24.2	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8 4.8 0.0 0.2 0.5 2.1 1.7 20.4 3.0 32.8	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6 11.0 0.0 0.2 0.7 2.5 1.4 22.4 3.5 41.6 39.0 (1.7)	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8 13.3 0.0 0.2 0.7 2.3 1.0 23.6 3.7 44.8 37.0 (3.7)	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2 15.9 0.0 0.2 0.7 1.6 1.2 23.0 3.6 46.2 34.3 (6.4)
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity Other equity Minorities Provisions Long-term interest bearing debt Short-term interest bearing debt Trade creditors Other non-interest bearing liabilities Total Liabilities & Capital Enterprise Value (EV) Net debt/(Net cash) Capital Employed incl. goodwill (avg.)	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3 (0.3) 0.0 0.1 0.5 0.9 1.8 12.6 1.7 17.3	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2 2.7 0.0 0.1 0.6 2.0 0.9 15.9 2.0 24.2	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8 4.8 0.0 0.2 0.5 2.1 1.7 20.4 3.0 32.8	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6 11.0 0.0 0.2 0.7 2.5 1.4 22.4 3.5 41.6 39.0	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8 13.3 0.0 0.2 0.7 2.3 1.0 23.6 3.7 44.8 37.0 (3.7) 10.4	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2 15.9 0.0 0.2 0.7 1.6 1.2 23.0 3.6 46.2 34.3 (6.4) 10.3
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity Other equity Minorities Provisions Long-term interest bearing debt Short-term interest bearing debt Trade creditors Other non-interest bearing liabilities Total Liabilities & Capital Enterprise Value (EV) Net debt/(Net cash) Capital Employed incl. goodwill (avg.) Cumulative goodwill (as of 1991)	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3 (0.3) 0.0 0.1 0.5 0.9 1.8 12.6 1.7 17.3	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2 2.7 0.0 0.1 0.6 2.0 0.9 15.9 2.0 24.2	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8 4.8 0.0 0.2 0.5 2.1 1.7 20.4 3.0 32.8	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6 11.0 0.0 0.2 0.7 2.5 1.4 22.4 3.5 41.6 39.0 (1.7) 10.0	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8 13.3 0.0 0.2 0.7 2.3 1.0 23.6 3.7 44.8 37.0 (3.7)	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2 15.9 0.0 0.2 0.7 1.6 1.2 23.0 3.6 46.2 34.3 (6.4) 10.3 0.3
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity Other equity Minorities Provisions Long-term interest bearing debt Short-term interest bearing debt Trade creditors Other non-interest bearing liabilities Total Liabilities & Capital Enterprise Value (EV)	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3 (0.3) 0.0 0.1 0.5 0.9 1.8 12.6 1.7 17.3	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2 2.7 0.0 0.1 0.6 2.0 0.9 15.9 2.0 24.2 2.0 2.0 2.0 2.0 2.0 2.0 2.0 2	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8 4.8 0.0 0.2 0.5 2.1 1.7 20.4 3.0 32.8 3.7 9.1 0.3	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6 11.0 0.0 0.2 0.7 2.5 1.4 22.4 3.5 41.6 39.0 (1.7) 10.0 0.3	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8 13.3 0.0 0.2 0.7 2.3 1.0 23.6 3.7 44.8 37.0 (3.7) 10.4 0.3	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2 15.9 0.0 0.2 0.7 1.6
Net intangible fixed assets Net tangible fixed assets Financials fixed assets (FFA) Inventories Trade debtors Other debtors Cash & securities Total Assets Shareholder's equity Other equity Minorities Provisions Long-term interest bearing debt Short-term interest bearing debt Trade creditors Other non-interest bearing liabilities Total Liabilities & Capital Enterprise Value (EV) Net debt/(Net cash) Capital Employed incl. goodwill (avg.) Cumulative goodwill (as of 1991) Capital Employed (avg.)	1.7 0.8 0.3 0.0 12.8 4.5 (2.9) 17.3 (0.3) 0.0 0.1 0.5 0.9 1.8 12.6 1.7 17.3	1.4 0.7 0.3 0.0 16.4 4.5 1.0 24.2 2.7 0.0 0.1 0.6 2.0 0.9 15.9 2.0 24.2 2.0 5.2 0.3 5.1	1.3 1.0 0.4 0.0 24.7 5.4 0.1 32.8 4.8 0.0 0.2 0.5 2.1 1.7 20.4 3.0 32.8 3.7 9.1 0.3 8.9	1.3 1.1 0.3 0.0 29.8 3.5 5.6 41.6 11.0 0.0 0.2 0.7 2.5 1.4 22.4 3.5 41.6 39.0 (1.7) 10.0 0.3 9.8	1.3 1.1 0.3 0.0 31.4 3.6 6.9 44.8 13.3 0.0 0.2 0.7 2.3 1.0 23.6 3.7 44.8 37.0 (3.7) 10.4 0.3 10.2	1.3 1.2 0.3 0.0 30.7 3.6 9.2 46.2 15.9 0.0 0.2 0.7 1.6 1.2 23.0 3.6 46.2 34.3 (6.4) 10.3 0.3 10.0

Per Share Data (EUR)	2003	2004	2005	2006	2007e	2008e
Avg. no. of shares (m)	0.0	0.0	0.0	1.1	2.2	2.2
Eoy. no. of shares (m)	0.0	0.0	0.0	2.2	2.2	2.2
Avg. no. of shares fully diluted (m)	0.0	0.0	0.0	1.0	1.9	1.9
Enterprise Value (EV)				17.47	16.59	15.36
Net debt less FFA plus minorities	high	high	high	(0.83)	(1.71)	(2.94)
Sales	high	high	high	95.22	53.34	56.54
EBITDA	high	high	high	4.15	2.29	2.64
EBITA	high	high	high	3.12	1.87	2.22
EBIT	high	high	high	3.09	1.85	2.20
Net profit before extr. & amort. (EUR)				2.30	1.33	1.57
Net profit before extraordinaries (EUR)				2.28	1.32	1.56
Cash Flow (EUR)				1.67	1.76	2.00
Gross Dividend (EUR)	0.00	0.00	0.00	0.28	0.40	0.46
Book value (EUR)				5.78	7.03	8.39
Adjusted equity	high	high	high	5.08	6.14	7.31
Free Cash Flow	high	high	high	1.77	1.14	1.59
% change in EPS before extr. & amort.					(42.31)	18.44
Valuation	2003	2004	2005	2006	2007e	2008e
P/E (excl. extr. & amort.)				7.7	13.8	11.6
P/CF (x)				10.6	10.4	9.2
P/Book (x)				3.2	2.6	2.2
Dividend yield (%)				1.6	2.2	2.5
EV/Sales (x)				0.4	0.3	0.3
EV/EBITDA (x)				8.4	7.2	5.8
EV/EBITA (x)				11.2	8.9	6.9
EV/EBIT (x)				11.3	8.9	7.0
EV/Capital Employed (x)				4.0	3.6	3.4
EV/CE (incl. goodwill) (x)				3.9	3.6	3.3
Share price : High (EUR)				19.70	20.00	
Share price: Low (EUR)				16.24	18.06	
Share price : Average (EUR)				17.72	18.30	18.30
Share price : Year end (EUR)				18.30	18.30	18.30
Capital Efficiency/Solvability	2003	2004	2005	2006	2007e	2008e
Sales/CE (incl.goodwill)		13.5	10.2	10.6	11.4	12.2
Sales/Fixed assets (x)	80.0	101.0	93.2	97.0	104.0	105.3
Sales/Pixed assets (x) Sales/Net working capital (x)	21.3	23.5	93.2 14.0		15.4	16.7
Inventories/Sales (days)	0.0	0.0	0.0	14.5 0.0	0.0	0.0
Trade debtors/Sales (days)	71.8	84.6	97.6	102.5	96.2	88.8
Trade creditors/Sales (days)	70.5	82.0	80.7	77.0	72.3	66.7
CAPEX/Depreciation (%)	68.2	52.5	114.1	100.2	105.1	105.8
Equity/Total assets (%)	(1.8)	11.1	14.7	26.4	29.8	34.5
Net debt/Equity (%)	(3,043.0)	70.2	75.1	(15.0)	(27.0)	(39.7)
Interest cover (x)	high	high	high	high	high	high
Dividend payout (%)	0.0	0.0	0.0	24.3	29.9	29.3
ROCE (average) (%)	1.3	32.8	28.6	26.7	29.3	34.5
ROCE (incl. goodwill) (average) (%)	1.3	32.6 31.8	28.0	26.1	29.3 28.6	33.6
ricol (irioi. goodiviii) (avorago) (70)	1.3	01.0	20.0	۷٠.۱	20.0	0.00

Operating Efficiency & Profitability ratios	2003	2004	2005	2006	2007e	2008e
Sales per FTE employee ('000s)	286.7	283.7	311.9	320.3	331.9	323.3
Wage costs per FTE employee ('000s)	39.5	38.8	40.5	42.6	43.2	41.5
EBIT per FTE employee ('000s)	4.9	8.2	11.2	10.4	11.5	12.6
Gross margin (%)	24.2	24.9	23.5	22.7	22.8	23.0
EBITDA margin (%)	3.5	4.6	4.7	4.4	4.3	4.7
Operating margin (%)	1.7	2.9	3.6	3.2	3.5	3.9
Net margin (%)	0.5	1.6	2.3	2.4	2.5	2.8
Tax rate (%)	43.7	14.2	21.8	24.5	28.5	30.2

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Important disclosures

 Issuer
 Ticker
 Price (EUR)

 Clasquin
 ALC PA
 18.30

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HOLD	HOLD	The stock does not belong to the current favourites. The investment case is not appealing for the time being. However, it's worth to keep the stock. Expected performance: > +5%, < +20%	40%	28%
	REDUCE	The stock belongs to the less attractive ones within the Fortis Bank S.A./N.V. local universe. While the outlook is uncertain, the stock does not deserve an outright Sell. Expected performance: $>$ -5%, $<$ +10%	13%	9%
SELL	SELL	The investment case is definitively negative. Investors should sell the stock at any conditions. Expected performance: negative	4%	2%

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Historical equity recommendations and target price for Clasquin (EUR)



Source: Fortis Equity Research, JCF

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