

Large caps

Mid caps

By sector

By company

## By company

Target  
EUR25.00

Buy

### Clasquin

H2 earnings  
Results and FCF above estimates in 2010, good start to year

Support services  
Small & mid cap  
France DJ Stoxx 600

Current price	EUR20.20	Target price	EUR25.00
Mkt. cap (m)	EUR47	EV (m)	EUR42
YTD abs. perf.	17.0%	YTD rel. perf.	18.8%
Reuters	ALCLA.PA	Bloomberg	ALCLA FP

FY ending: 31/12	2010E	2011E	2012E
Sales (EURm)	179.1	197.0	206.9
EBITDA	8.7	9.7	10.3
EBIT	6.2	7.4	8.0
Pretax profit	5.0	6.9	8.0
Net profit (adj)	3.1	4.4	5.2
EPS (adj)	1.38	1.99	2.32
DPS	0.70	0.80	0.93
PE	11.8	10.1	8.7
EV/sales	0.2	0.2	0.2
EV/EBITDA	4.3	4.4	3.8
EV/EBIT	6.0	5.7	4.9
Net debt/EBITDA	-0.2	-0.4	-0.7
FCF Yield	-5.5%	7.8%	10.5%
Net dividend yield	4.3%	3.9%	4.6%

**Facts:** Thanks to good margin conditions at year-end, management guided for FY 2010 results above 2008 levels: EUR5.9m in EBIT. With EUR6.6m reported in EBIT (+45% YoY) Clasquin has thus beat its target and our estimate of EUR6.2m (+39%). Despite difficulties in Italy that had weigh on results (minus EUR1.7m versus EUR1m expected) operating margin (EBIT/GP) had reach 15.5% close to the historical highest (15.9% booked in 2008). Net profit 2010 was EUR3.4m, +41% YOY, above our forecast of EUR3.1m (+28%).

**Analysis:** For 2011, management announced significant growth in business, above the market growth expected at +5-6%. Thanks to the expected positive impacts of commercial team reinforcement and new agency openings (completion of French network and new country penetration), we are confident in our GP growth estimate of EUR46.6m for 2011, +10%. In terms of results, in view of the higher base for 2010 and the non-recurrence of difficulties in Italy, our results estimates appear too conservative (EUR7.4m expected in EBIT). We will thus raise our results estimates of at least +10% after the analyst meeting planned for today at 11:30 CET.

**Opinion:** Good WCR control had largely offset lower-than-expected cash generation. Clasquin thus reported a net cash position of EUR5.4m at end-2010 versus EUR2.1m expected. The company thus announced the distribution of EUR1.2 per share, double 2009 levels, significantly above our estimate of EUR0.7, offering a 6% dividend yield. All lights are green; Buy.

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