



Clasquin

Buy (vs Buy)

Analyst meeting

Management cautious on market but confident on company prospects

Support services

Small & mid cap

France

DJ Stoxx 600

Current price EUR21.40 **Target price** EUR23.00

Mkt. cap (m) EUR49 **EV (m)** EUR50

YTD abs. perf. 13.8% **YTD rel. perf.** 8.1%

Reuters ALCLA.PA **Bloomberg** ALCLA FP

FY ending: 31/12	2012E	2013E	2014E
Sales (EURm)	184.6	194.7	201.5
EBITDA	6.3	7.6	8.4
EBIT	4.1	5.4	6.1
Pretax profit	3.7	5.2	6.2
Net profit (adj)	2.1	3.1	3.7
EPS (adj)	0.91	1.33	1.60
DPS	0.75	0.75	0.80
PE	21.4	16.1	13.4
EV/sales	0.3	0.3	0.2
EV/EBITDA	7.3	6.6	5.8
EV/EBIT	11.3	9.2	7.9
Net debt/EBITDA	-0.1	-0.2	-0.4
FCF Yield	-1.7%	5.6%	6.9%
Net dividend yield	3.8%	3.5%	3.7%

Facts: 2012 was a difficult year: GP flat or -4.9% LFL (positive fx and scope effects), and due to investment in future growth (back-office structure, staff reinforcement, etc.) margins were under pressure. Reported EBIT was EUR4.1m, -28% YOY, in line with our estimate at EUR4.1m. EBIT/GP ratio at 9.1% vs. 12.7% for 2011 or 15.2% for 2010. Adding in lower results and punctual deterioration of the WCR (average WCR 2012 in line with 2011), FCF was negative at EUR-0.8m. For 2013, management appeared confident in its ability to reach significant growth as Clasquin is expected to benefit from the ramp-up of its new agencies (India, Georgia, Germany and restart of Italy), reinforcement of its sales force, and Intercargo integration. However, management expects a still difficult context in H1 (flows from Asia to Europe still declining), and targets a rebound rather for H2.

Analysis: As 2012 results were broadly in line with our estimates, and thanks to the positive tone shown by management, we have not significantly modified our estimates. We expect +5% for gross profit in 2013 or +2% LFL (Intercargo consolidated over 12 months). Margins are expected to rebound in parallel with the sales recovery (EBIT growth expected above 30%).

Opinion: Thanks to its historical exposure to Asian flows, and with the acquisition of Intercargo, which adds business in LatAm and the Middle East, we estimate Clasquin will continue to outperform its peers. Therefore, we reiterate our Buy rating on the company.

claire.deray@keplercm.com
+33 1 5365 3538

22 March 2013

Kepler Capital Markets and the issuer have agreed that Kepler Capital Markets will produce and disseminate investment research on the said issuer as a service to the issuer.