

Clasquin

France | Support services | MCAP EUR 65.7m

22 February 2017

Hold

Target Price	EUR 30.00
Current Price	EUR 28.50
Up/downside	5.3%
Change in TP	none
Change in EPS	0.8% 2016E

Acceleration in Q4

Q4 was rather encouraging quarter for Clasquin. The freight forwarder experienced its best 2016 performance in Q4 in a context of a structural slowing of global trade growth.

Q4 indicates a global improvement in business activity

Clasquin reported gross profit of EUR15.3m in Q4 (+2.4% QOQ LFL), higher than expected (EUR14.1m, -4%), thanks to a bounce in air and ocean freight (respectively, +7% and +1%). Volume metrics are well oriented: the number of shipments grew by +3%, and volumes shipped by +2% in air freight (+14% by sea). More importantly, Q4 saw a recovery in unit margin (gross profit per shipment) in both air freight (EUR268, +1.4%) and ocean freight (EUR285, +0.6%).

Gross profit by division

EURm	Q4-16 reported	Q4-16 KECH est.	FY-16 reported	FY-16 KECH es
AIR	5.3	4.5	18.4	17.6
%Growth	6.0%	-8.0%	-3.7%	-8.0%
SEA	7.2	7.0	27.7	27.5
%Growth	1.4%	1.5%	-0.4%	-1.0%
Other overseas	2.6	2.5	10.3	10.2
%Growth	8.3%	2.0%	35.5%	33.6%
Log System & intragroup	0.2	0.1	1.1	1.0
Growth	-20.0%	-49.2%	10.0%	2.7%
Total	15.3	14.1	57.5	56.3
Growth	2.0%	-4.6%	3.4%	1.4%

Source: Kepler Cheuvreux

2017 will remain challenging, group ready to fight

In the near term, the market is set to remain challenging for the freight forwarding industry, considering the structural slowdown in global trade that is leading to overcapacity pressures and tends to push brokerage commissions down. Clasquin aims for a moderate but still higher growth than the overall market in 2017 (1-2% expected). In this context, the group's latest moves, namely the strengthening of its IT tools (the new transport management system will start rolling out as of April) and the development of new verticals (transportation of Art work), are likely to generate productivity gains and support future earnings. We see the customer-mix (oriented towards SMEs) and its flexibility as an asset too. No change to our rating or TP.

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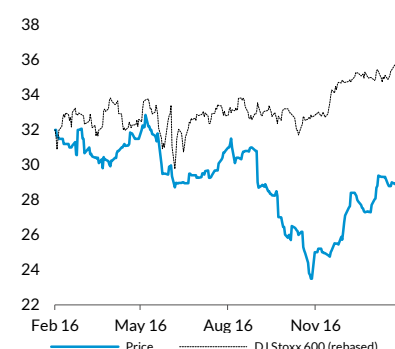
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Market data

Bloomberg: ALCLA FP	Reuters: ALCLA.PA
Market cap (EURm)	66
Free float	39%
No. of shares outstanding (m)	2
Avg. daily volume (EURm)	0.1
YTD abs performance	0.4%
52-week high/low (EUR)	32.85/23.50

FY to 31/12 (EUR)	12/16E	12/17E	12/18E
Sales (m)	237.4	241.4	245.6
EBITDA adj (m)	7.5	7.9	8.2
EBIT adj (m)	5.4	5.7	6.0
Net profit adj (m)	2.8	3.0	3.2
Net fin. debt (m)	7.7	7.5	7.3
FCF (m)	0.8	3.0	3.2
EPS adj. and fully dil.	1.21	1.31	1.38
Consensus EPS	1.19	1.36	1.61
Net dividend	1.04	1.13	1.19

FY to 31/12 (EUR)	12/16E	12/17E	12/18E
P/E adj and ful. dil.	23.5	21.8	20.6
EV/EBITDA	10.3	9.8	9.5
EV/EBIT	14.3	13.5	13.0
FCF yield	1.3%	4.5%	4.9%
Dividend yield	3.7%	4.0%	4.2%
Net fin. debt/EBITDA	1.0	1.0	0.9
Gearing	31.9%	30.2%	28.3%
ROIC	12.3%	12.3%	12.3%
EV/IC	2.6	2.5	2.4



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Key financials

FY to 31/12 (EUR)	2011	2012	2013	2014	2015	2016E	2017E	2018E
Per share data								
EPS adjusted	1.33	0.91	0.96	0.92	1.45	1.21	1.31	1.38
EPS adj and fully diluted	1.33	0.91	0.96	0.92	1.45	1.21	1.31	1.38
% Change	-9.7%	-31.4%	4.8%	-3.9%	57.8%	-16.5%	8.0%	5.5%
EPS reported	1.33	0.91	0.96	0.92	1.45	1.21	1.31	1.38
Cash flow per share	2.54	0.80	2.20	2.84	3.57	1.64	2.58	2.67
Book value per share	9.12	9.17	9.15	9.22	9.42	9.26	9.40	9.53
Dividend per share	1.20	0.75	0.75	0.80	1.25	1.04	1.13	1.19
Number of shares, YE (m)	2.30	2.30	2.30	2.30	2.30	2.30	2.30	2.30
Valuation								
P/E adjusted	16.3	21.4	21.9	27.8	20.3	23.5	21.8	20.6
P/E adjusted and fully diluted	16.3	21.4	21.9	27.8	20.3	23.5	21.8	20.6
P/BV	2.4	2.1	2.3	2.8	3.1	3.1	3.0	3.0
P/CF	8.5	24.4	9.5	9.0	8.2	17.4	11.0	10.7
Dividend yield (%)	5.5%	3.8%	3.6%	3.1%	4.2%	3.7%	4.0%	4.2%
FCF yield (%)	6.3%	-2.2%	4.8%	6.2%	8.6%	1.3%	4.5%	4.9%
EV/Sales	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
EV/EBITDA	5.8	7.7	7.9	13.7	9.2	10.3	9.8	9.5
EV/EBIT	8.0	11.4	11.1	20.3	12.1	14.3	13.5	13.0
Income Statement (EURm)								
Sales	171.4	184.6	198.1	201.7	234.2	237.4	241.4	245.6
% Change	-4.3%	7.7%	7.3%	1.8%	16.1%	1.3%	1.7%	1.7%
EBITDA adjusted	7.9	6.0	6.3	4.6	8.2	7.5	7.9	8.2
EBITDA margin (%)	4.6%	3.3%	3.2%	2.3%	3.5%	3.2%	3.3%	3.4%
EBIT adjusted	5.7	4.1	4.5	3.1	6.3	5.4	5.7	6.0
EBIT margin (%)	3.3%	2.2%	2.3%	1.5%	2.7%	2.3%	2.4%	2.4%
Net financial items & associates	-0.5	-0.4	-0.4	-0.4	-0.1	-0.1	-0.1	-0.1
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Tax	-1.9	-1.4	-1.6	-0.9	-1.9	-1.8	-2.0	-2.1
Net profit from continuing operations	3.3	2.3	2.5	1.8	4.2	3.4	3.7	3.8
Net profit from discontinuing activities	0.0	0.0	0.0	0.7	-0.3	0.0	0.0	0.0
Net profit before minorities	3.3	2.3	2.5	2.5	4.0	3.4	3.7	3.8
Net profit reported	3.1	2.1	2.2	2.1	3.3	2.8	3.0	3.2
Net profit adjusted	3.1	2.1	2.2	2.1	3.3	2.8	3.0	3.2
Cash Flow Statement (EURm)								
Cash flow from operating activities	5.9	1.8	5.1	6.5	8.2	3.8	5.9	6.1
Capex	-2.7	-2.8	-2.8	-2.9	-2.4	-2.9	-3.0	-2.9
Free cash flow	3.1	-1.0	2.3	3.7	5.8	0.8	3.0	3.2
Acquisitions & Divestments	0.2	-1.6	0.0	-1.8	-8.5	0.0	0.0	0.0
Dividend paid	-2.9	-2.1	-2.0	-2.2	-2.1	-3.2	-2.7	-2.9
Others	0.0	-0.3	-0.5	-0.4	1.5	-0.1	-0.1	-0.1
Change in net financial debt	0.5	-5.1	-0.1	-0.7	-3.2	-2.5	0.1	0.2
Balance Sheet (EURm)								
Intangible assets	6.1	7.7	8.4	11.4	17.3	17.9	18.6	19.2
Tangible assets	5.5	5.8	5.5	6.2	3.8	3.8	3.8	3.8
Financial & other non-current assets	1.3	1.5	1.4	1.8	2.9	2.9	2.9	2.9
Total shareholders' equity	22.3	22.3	22.2	23.3	23.8	24.1	25.0	26.0
Pension provisions	0.4	0.6	0.7	1.1	1.1	1.1	1.1	1.1
Liabilities and provisions	47.4	59.0	65.8	73.3	85.5	105.0	106.4	107.8
Net debt	-5.4	0.4	0.6	1.8	6.3	8.8	8.6	8.4
Working capital requirement	4.8	8.6	8.0	6.2	6.3	8.3	8.5	8.6
Invested Capital	16.3	22.0	21.9	23.8	27.3	30.0	30.9	32.6
Ratios								
ROE (%)	14.9%	10.0%	10.4%	10.0%	15.6%	13.0%	14.0%	14.6%
ROIC (%)	22.1%	13.6%	12.7%	8.9%	16.0%	12.3%	12.3%	12.3%
Net fin. debt / EBITDA (x)	-0.7	0.0	0.0	0.2	0.6	1.0	1.0	0.9
Gearing (%)	-26.1%	-0.8%	-0.5%	3.0%	21.9%	31.9%	30.2%	28.3%

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Stock	ISIN	Disclosure (See Below)	Currency	Price
Clasquin	FR0004152882	8	EUR	28.50

Source: Factset closing prices of 21/02/2017

Companies mentioned

Stock	Disclosure (See Below)
	nothing to disclose

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Name of the Research Analyst(s): Baptiste de Leudeville

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Rating Breakdown	A	B
Buy	52%	57%
Hold	32%	33%
Reduce	15%	6%
Not Rated/Under Review/Accept Offer	2%	4%
Total	100%	100%

Source: KEPLER CHEUVREUX

A: % of all research recommendations

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Clasquin (EUR)	29/04/2016 08:03	Equity Research	Hold	35.00	30.80
	29/08/2016 06:30	Equity Research	Hold	31.00	30.99
	22/09/2016 06:37	Equity Research	Hold	30.00	30.80

Credit research does not issue target prices. Left intentionally blank.

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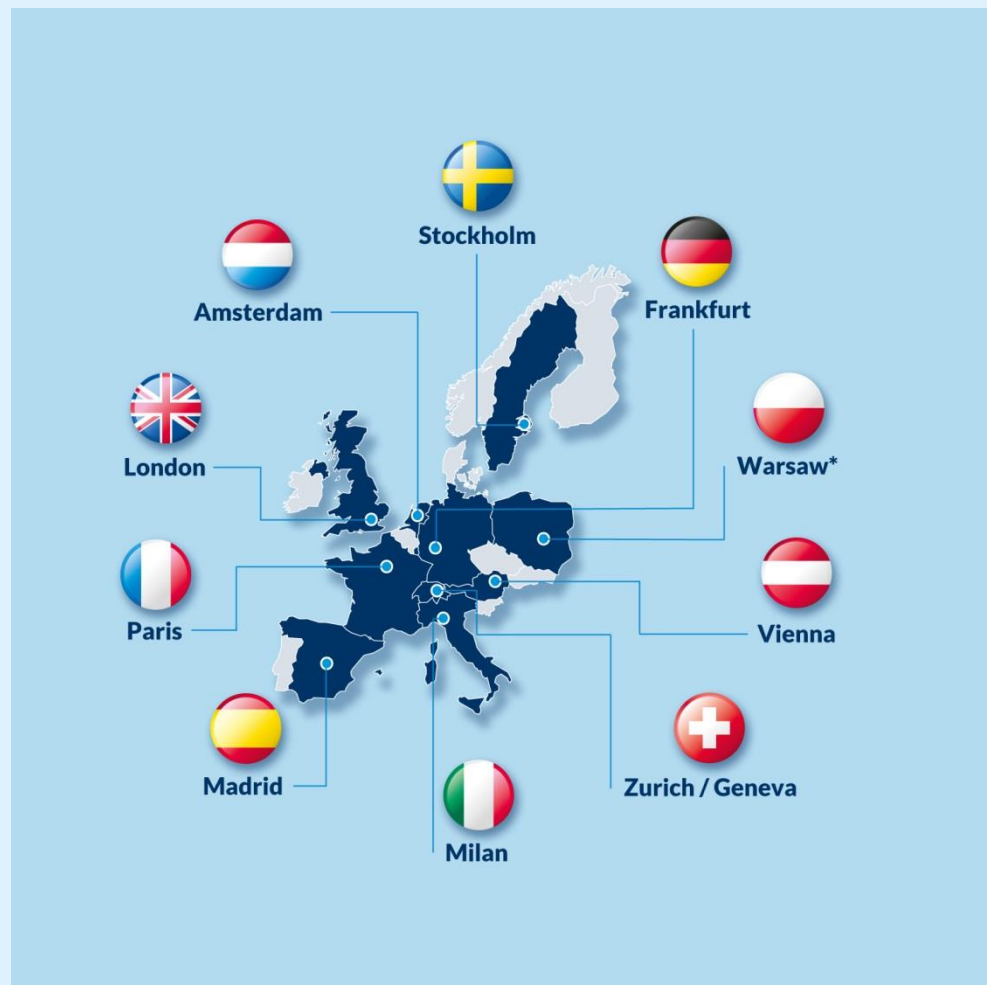
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