

FY21 budget turnover and EBITDA estimates confirmed, with a double-digit growth

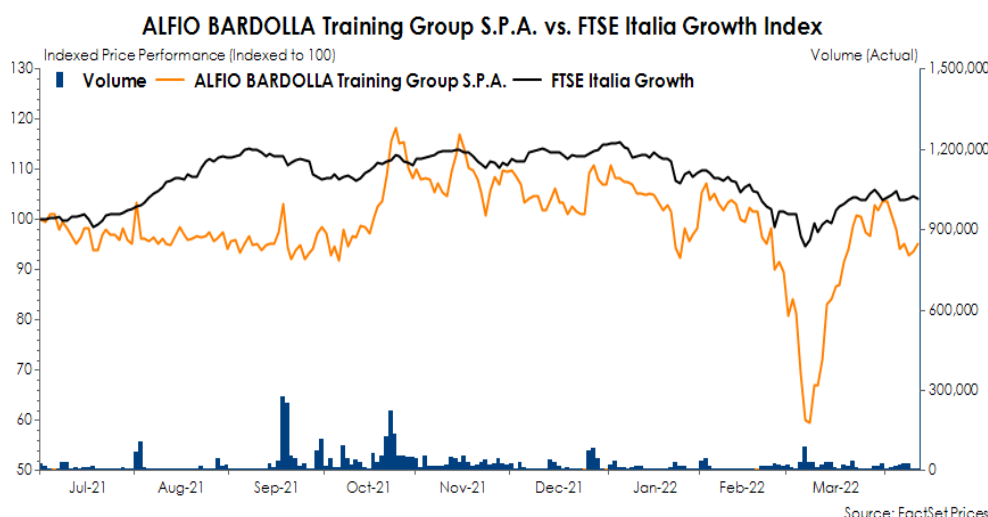
Sector: Services

FY21 sales at Euro 14.1 m, growth (+46%) above expectations. Alfio Bardolla Training Group, Italian leader in financial and business training, posted a positive set of FY21 results largely in line with our estimates. Total revenues amounted to Euro 14.1 m, higher than our expectations of Euro 12.9 m, and +46% vs. Euro 9.7 m registered in previous year; the continuous growth in revenues is further confirmed by the improvement of this KPI also compared to pre-covid year (Euro 12.3 m in FY19). The breakdown by product once again highlights the growth in sales of online courses and online products, which rise to 46% of total revenues (+85% compared to 2020), confirming the soundness of the Group's digital project.

Profitability in line with expectations and distribution of dividend. EBITDA came in at Euro 3.8 m, perfectly in line with our estimates, showing significant growth of 59% compared to Euro 2.4 m in FY20. EBITDA margin stood at 27% vs. 24.8% totalized in previous year: this result thus confirms the ability to further increase the efficiency and profitability of the new business model adopted by management. EBIT amounted to Euro 1.5 m, up 21% from Euro 1.2 m in the previous year and net result was Euro 0.8 m, with a 16% growth with respect to prior year (Euro 0.7 m). The Board of Directors resolved to distribute a gross dividend of Euro 0.032 per share to the 5,095,554 ordinary shares in circulation: the dividend yield is 0.91%, while the payout ratio is 20%.

On the balance sheet side, we see a slightly decrease in Net Financial Position that it is quantified in Euro 0.1 m (cash positive), vs. Euro 0.5 m at the end of 2020, and Net Equity at year-end 2021 stood at Euro 4.8 m.

Estimate revision and valuation. Given the above we finetuned our revenue forecast now assuming Euro 15.8 m in FY22 (previously Euro 15.5 m) and slightly increase our EBITDA margin (now 28% in FY22 and 29% in FY23 vs 29% and 30% previously). Based on peers' multiple re-rating (c. -15% since our last report), we updated our target price to Euro 8.45 p.s. (7.4 pr.) providing for an upside on current stock price of +156%. The stock is currently trading at FY22E/23E EV/EBITDA multiples of 3.8x and 3.2x at an average discount of 22% to peers. At our target price the stock would be trading at 9.7x and 8.1x respectively.



Target Price 8.45 (7.40 pr.)

Price (€ m) **3.30**
Market Cap (€ m) **16.82**
EV (€ m) **16.70**

As of April 19th, 2022

Share Data

Market	Euronext Growth Milan
Reuters/Bloomberg	ABTG.MI/ABTG:IM
ISIN	IT0005244030
N. of Shares	5,095,554
Free Float	53.1%
CEO	Alfio Bardolla

Financials

	2020A	2021A	2022E	2023E
Sales	9.4	13.7	15.8	18.3
YoY %	-21%	+46%	+15%	+16%
EBITDA	2.4	3.8	4.4	5.3
EBITDA %	25%	27%	28%	29%
EBIT	1.2	1.5	2.2	3.0
EBIT %	13%	10.4%	14%	17%
Net Income	0.7	0.8	1.6	2.2
Net Debt	(0.5)	(0.1)	(1.5)	(3.7)

Performance

	1M	3M	6M
Absolute %	31.6	-9.4	-7.0
Relative (FTSE Italia Growth)	1.7	-15.6	-0.4
52-week High/Low (Eu)	4.2	/	2.0

Sustainability

ESG Profile available

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