



Positive growth trend continues, with increased orders in the first nine months of 2022

Sector: Producer Manufacturing

1H22 sales reached Euro 27.4 m, with a double-digit marginality. Clabo SpA, a worldwide leading player in the design and production of high-end refrigerated showcases for the retail food industry with particular focus on the ice-cream, pastry & bakery and convenience store segments, recently reported solid and growing 1H22 results. The Company delivered strong sales at Euro 27.4 m, up 19.7% YoY, thanks to strategic choices that enabled the Company to defend itself against tensions in the logistics market and inflation trends.

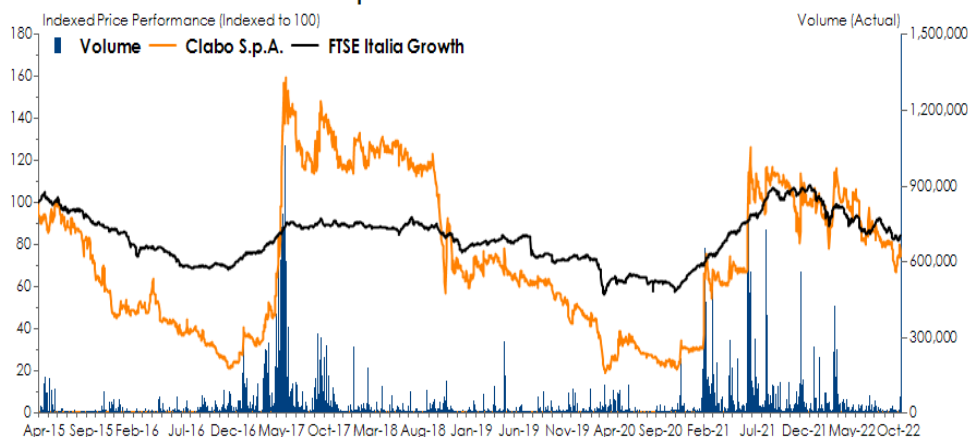
The BPG (pastry, bar ice-cream shop) segment stood at Euro 15.5 m., higher than 1H21 (+8.2%); the current scenario confirms the recovery of the Ho.Re.Ca. market and the strong growth of the food retail channel driven by sales in North America, standing at Euro 11.8 m and marking +39.2% vs 1H21. Also in view of the excellent performance of orders, which in August showed a progressive increase of 15% over the previous year, Clabo is confident of achieving the previously communicated year-end revenue target of Euro 52-55 m.

EBITDA came in at Euro 3.3 m, slightly down by 12% from Euro 3.7 m reached last year, including the extraordinary government grant 'PPP' in the amount of Euro 0.84 m, equal to 10.8% of total revenues. The group was able to maintain a good level of marginality despite the sharp increase in the purchase prices of materials, which caused an increase in their incidence on Total Revenues of almost 5%. The resumption of trade fair events contributed to an increase in service costs, which in absolute terms grew by about one million. Efficiency in the use of labour continued, allowing the Group to decrease the incidence of personnel costs by 1.6% on Total Revenues. Net result amounted to Euro -0.37 m (Euro 0.61 m as at 30 June 2021), after IAS IFRS 16 depreciation and amortization of Euro 2.5 m. Net Financial Position, amounted to Euro 44 m, compared to Euro 41 m as of 31 December 2021, due to the increase in Net Operating Working Capital. The IFRS 16 effect amounts to Euro 0.59 m, mainly due to the effect of the real estate lease contracts of the subsidiary HMC.

Great third quarter 2022. In the first nine months of 2022, the Group is reporting an increase in turnover and orders of 23.9% and 13.3% respectively, compared to the first nine months of 2021. Thanks to a careful management of general costs, to improved conditions on the procurement markets, in terms of availability of materials, and to consolidation of the increases in purchase prices achieved over the past 12 months, that seem to be heading towards a gradual stabilization.

Estimates revision and TP update. Given the above and on the back of 1H22 results, we substantially confirmed our estimates by adjusting our EBITDA forecast so as to further confirm what was already estimated in our Update Note of April 2022. Based on our updated estimates and peers' multiple re-rating (c. -20% since our last report), we updated our target price to Euro 3.48 p.s. (3.83 pr.) providing for an upside on current stock price of 87%. The stock is currently trading at FY22E/23E EV/EBITDA multiples of 3.0x and 2.2x at an average discount of 15% to peers. At our target price the stock would be trading at 11.3x and 9.7x respectively.

Clabo S.p.A. vs. FTSE Italia Growth Index



Source: FactSet Prices

Target Price **3.48 (3.83 pr.)**

Price (€ m) **1.85**

Market Cap (€ m) **17.58**

EV (€ m) **58.05**

As of 24th October 2022

Share Data

Market	Euronext Growth Milan
Reuters/Bloomberg	CLA.MI/CLA:IM
ISIN	IT0005091324
N. of Shares	9,524,494
Free Float	38.41%
Main Shareholder	Clabo.Fin S.r.l

Financials

	2021A	2022E	2023E	2024E
Sales	44.2	51.3	56.5	60.7
YoY %	30%	16%	10%	7%
EBITDA	6.0	6.5	7.6	10.2
EBITDA %	12%	12%	13%	16%
EBIT	0.9	2.5	3.3	5.6
EBIT %	2%	5%	6%	9%
Net Income	(0.9)	(0.5)	0.4	2.9
Net Debt	40.5	39.6	35.9	33.2

Performance

	1M	3M	6M
Absolute %	-8.9	-14.1	79.5
Relative (FTSE Italia Growth)	0.3	-7.7	43.2
52-week High/Low (Eu)	3.3	/	1.7

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