

Chargeurs Buy

France | Support services

MCap: EUR233.7m

Target Price: EUR13.00 (15.00)
Current Price: EUR9.70
Up/downside: 34.0%
Market data: 07 September 2023

Change in TP: -13.3%
Change in Sales: -1.9% 23E/-0.3% 24E
Change in Adj EBIT: -14.7% 23E/-6.6% 24E
Change in Adj. EPS: -47.6% 23E/-15.0% 24E

Bloomberg: CRI FP Reuters: CRIP.PA
 Free float 73.0%
 Avg. daily volume (EURm) 0.9
 YTD abs performance -31.1%
 52-week high/low (EUR) 15.82/9.70

Eyes on films

Why this report?

Volumes in Advanced Materials (protective films) remained weak in Q2, with a tangible impact on EBIT, adj. (-44% YOY). We trim our estimates on lower estimates in museum studio to account for a more limited operating leverage in the ramp-up phase. We keep our Buy rating based on timing (sales at Advanced Materials improved QOQ, easing of the comparison base as of H2) and a current valuation that reflects well the cycle downturn in Advanced Materials. Buy, TP cut from EUR15 to EUR13.

Key findings

- We cut our EBIT,adj. estimates by 15% and 7% for 2023 and 2024E respectively, driven by a more limited expansion of margin in Museum Studio.
- Activity at Advanced Materials is improving QOQ in non-housing applications, which should help Chargeurs to regain some operating leverage in the coming quarters.
- Lower estimates impact our DCF and target multiple valuation. TP cut from EUR15 to EUR13.

Deconstructing the forecasts

- We are 4% below the company's 2024 target on sales (KECH: EUR770m) and 12% below on EBITDA (KECH: EUR64m). Our conservativeness mainly stems from the lack of visibility in Advanced Materials and Fashion technologies regarding the development of demand/volume given the unfavourable macro outlook and considering the very short commercial cycle of these two activities.

FY to 31/12 (EUR)	12/23E	12/24E	12/25E
Sales (m)	711.9	770.1	818.7
EBITDA adj (m)	51.6	63.6	74.2
EBIT adj (m)	29.4	39.7	48.8
Net profit adj (m)	5.6	15.9	25.0
Net financial debt (m)	187.3	186.9	188.0
FCF (m)	33.5	28.8	32.3
EPS adj. and ful. dil.	0.23	0.65	1.03
Consensus EPS	0.59	1.01	1.63
Net dividend	0.80	1.00	1.20

FY to 31/12	12/23E	12/24E	12/25E
P/E adj and ful. dil.	42.3	14.9	9.4
EV/EBITDA	8.5	6.9	5.9
EV/EBIT	14.9	11.0	9.0
FCF yield	14.3%	12.3%	13.8%
Dividend yield	8.2%	10.3%	12.4%
ND(F+IFRS16)/EBITDA	4.2	3.4	2.9
Gearing	70.2%	71.0%	71.2%
ROIC	6.4%	8.9%	11.0%
EV/IC	1.0	1.0	1.0

Investment case

- Chargeurs is an industrial conglomerate with world-leading positions in niche markets that are worth EUR0.5-1.0bn (e.g. protective films, interlinings, services to museums).
- Chargeurs' leadership in its respective markets is based on top-notch production facilities and a premium offering (high share of innovative/sustainable products and value-added services).
- CEO and reference shareholder Mickael Fribourg has the ambition to increase the group's footprint in the luxury/B2C segment. Talks are ongoing for a potential acquisition that could improve investors visibility on the group's vision/strategy and act as a catalyst for a re-rating of shares.

Catalysts

- M&A in the luxury segment (Personal Goods, Museum Studio).
- Ramp-up of Museum Studio.
- Increasing profitability via industrial optimisation and premiumisation.

Valuation methodology

- Discounted Cash Flow (9.2% WACC, 2% g, 5.8% long term EBIT margin).
- Sum-Of-The-Parts: 9x EV/EBIT multiple on traditional activities ("Technology") on 2024 estimates and 15x EV/EBIT multiple on luxury activities.

Risks to our rating

- Decrease in global GDP.
- M&A execution.

Advanced Materials: slow recovery on the cards, but low visibility persists

H1: customers tight on inventories

The poor top-line performance in Advanced Materials (sales down 23% in H1, -20% in Q2) was driven by low volumes, particularly in the housing market (25% of the division's revenues).

Accordingly, profitability fell sharply (EBIT, adj. down from EUR16m to EUR4m) due to negative operating leverage in a weak demand environment (less ability to absorb fixed costs despite the efforts made to lower the breakeven point) and, to a lesser extent, to increasing energy costs (EUR3m impact).

In this context of uncertainty, customers are not restocking massively and are closely monitoring their inventories.

QOQ improvement in sales, worst seems to be over

The business environment is improving on a quarterly basis (Q2 sales were higher than the two previous quarters). Management thinks the trough is over (Q4 2022).

Although visibility is low in that business (typically 6-8 weeks maximum), management is confident it is likely to get better from H2 based on good hopes that non-housing applications (e.g. industrial equipment, building renovation, mobility equipment, etc.) will gradually recover. This scenario relies on the fact that the energy shock is now over and that the corporates have adjusted to the new credit cycle.

Given that Advanced Materials is an industrial activity with strong profit sensitivity to volumes, any rebound in volume would translate directly into higher margins through operating leverage.

The comparison base was extremely demanding in H1 (the peak of the restocking phase post Covid), and is set to ease significantly in H2. We are looking at higher YOY sales in H2 (+8%).

Museum Studio: strong growth, but limited margin expansion so far

Museum Studio is growing fast (revenues up 48% in H1) as large projects awarded in 2021 and 2022 are ramping up (e.g. Diriyah Gate in Saudi Arabia, Carlsberg Museum in Saudi Arabia, etc.). The good visibility offered by the business enables the company to formulate solid targets (EUR120m in 2023 and c. EUR150m in 2024, implying growth of 35% and 15% respectively). At the profit level though, growth is lower than we initially expected due to the sustained opex required to grow the business (a 6.2% EBIT, adj. margin vs. 5.0% in H1 2022). We have reflected that in our new estimates (see below).

Change in estimates driven by lower expected profitability at Museum Studio

We cut our EBIT, adj. estimates by 13%, 5%, and 6% for 2023, 2024E, and 2025E respectively.

Changes in sales estimates are marginal at group level (Table 1). Lower expected sales at Fashion Technologies and Luxury fibers are mostly offset by higher expected sales in Advanced Materials and Museum Studio.

The main driver is the operating margin at Museum Studio. We were expecting stronger operating leverage from the ramp-up phase of higher profitable projects, but the level of opex required to grow the business is limiting the positive impact of these projects on the overall profitability of the business in the short term. We trim our EBIT, adj. margin for the division from 10% to 6.7%, with a negative impact of EUR4-5m in the next three years.

Our estimates stand below management's target for 2024

The company is targeting sales at least EUR800m as well as an EBITDA margin of 9-10% in 2024.

We are 4% below the company's target on sales (KECH: EUR770m) and 12% below on EBITDA (KECH: EUR64m). Our conservativeness mainly stems from the lack of visibility in Advanced Materials and Fashion technologies with regards to the development of demand/volume on a 16-month horizon given the unfavourable macro outlook and considering the very short commercial cycle of these two activities (visibility on orders does not exceed two months).

Our 2025 estimates are actually in line with the company's target for 2024 (KECH: EUR819 in sales, 9.1% EBITDA margin).

Table 1: Sales estimates

	New estimates				Old estimates			Change in estimates		
	2022A	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Advanced Materials	333	301	322	335	289	298	310	4%	8%	8%
Fashion Technologies	220	200	204	208	216	222	229	-7%	-8%	-9%
Healthcare Solutions	6	0	0	0	0	0	1	NA	NA	NA
Luxury Fibers	95	80	89	91	95	98	100	-15%	-9%	-9%
Museum Studio	87	125	145	169	121	145	174	4%	0%	-3%
Personal Goods	6	5	10	15	5	10	15	0%	0%	0%
Total	746	712	770	819	726	773	828	-2%	0%	-1%

Source: Kepler Cheuvreux

Table 2: EBITDA estimates

	New estimates				Old estimates			Change in estimates		
	2022A	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Advanced Materials	32	19	27	30	17	22	28	7%	19%	8%
Fashion Technologies	24	22	22	22	24	23	24	-9%	-5%	-6%
Healthcare Solutions	5	0	0	0	0	0	0	NA	NA	NA
Luxury Fibers	2	3	3	3	3	3	4	-6%	-8%	-14%
Museum Studio	8	12	15	20	16	20	24	-24%	-26%	-17%
Personal Goods	1	1	2	2	1	1	1	0%	100%	200%
Intergroup	-4.5	-4.0	-4.0	-4.0	-4.5	-4.5	-4.5	NA	NA	NA
Total	68	52	64	74	56	65	78	-8%	-3%	-4%

Source: Kepler Cheuvreux

Table 3: EBIT estimates

	New estimates				Old estimates			Change in estimates		
	2022A	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Advanced Materials	23	9	16	19	9	13	19	4%	21%	4%
Fashion Technologies	17	15	15	15	17	16	17	-12%	-7%	-8%
Healthcare Solutions	4	0	0	0	0	0	0	NA	NA	NA
Luxury Fibers	2	3	3	3	3	3	3	-6%	-8%	-15%
Museum Studio	5	8	10	16	12	15	19	-31%	-31%	-19%
Personal Goods	0	0	1	1	0	1	1	0%	0%	0%
Intergroup	-6	-5	-5	-5	-6	-6	-6	NA	NA	NA
Total	45.4	30.1	40.4	49.5	34	43	53	-14%	-6%	-6%

Source: Kepler Cheuvreux

Company description

Chargeurs is an industrial conglomerate that has established world-leading positions in niche markets (protective films, interlinings, premium wool trading, services to museums). In 2020, Chargeurs successfully created Healthcare Solutions (CHS) to meet the booming demand for masks during the pandemic.

Management

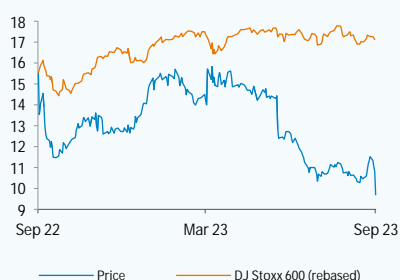
Michaël Fribourg, CEO
Olivier Buquen, CFO
Gustave Gauquelin, COO

Key shareholders

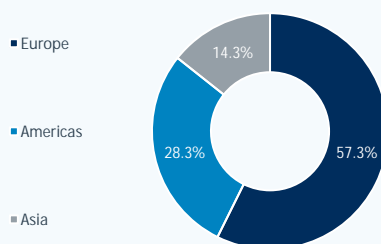
Free float 73.02%
Colombus Holding SAS 26.31%

Key data charts

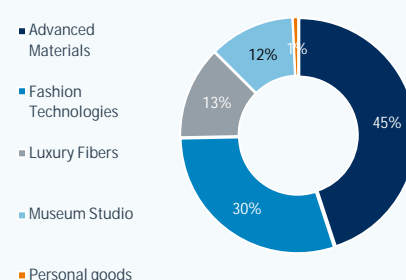
Price performance



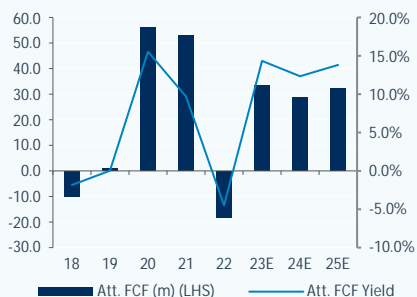
Sales split by region



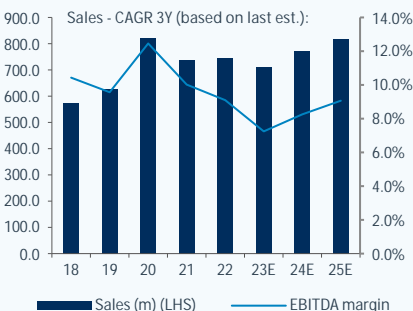
Sales split by division



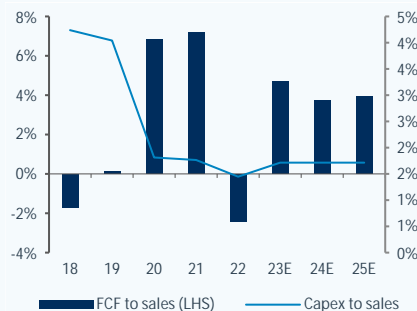
FCF



Sales and EBITDA margin



FCF and Capex to sales



SWOT analysis

Strengths

- Dominating position in niche markets (EUR0.5-1.0bn market size)
- Differentiated offering (premium products, high quality services)
- Management (long term vision, entrepreneurial approach)
- Self-financing ability

Weaknesses

- Sensitive to economic downturns (construction, apparel sector)

Opportunities

- Fast-growing museum services market
- Development of a platform around healthcare/beauty/hygiene/wellness
- M&A opportunities could arise as the crisis eases
- Growing demand for eco-friendly and sophisticated products

Threats

- Risks linked to the integration of newly-acquired companies
- Deep economic recession.
- Volatility of raw material price (polyester, polyamides)
- Intensification of the competitive landscape

Valuation table

Market data as of: 07 September 2023

FY to 31/12 (EUR)	12/16	12/17	12/18	12/19	12/20	12/21	12/22	12/23E	12/24E	12/25E
Per share data (EUR)										
EPS adjusted	1.09	1.09	1.14	0.66	1.71	1.34	0.92	0.23	0.66	1.04
% Change	37.8%	-0.1%	4.7%	-42.5%	161.0%	-21.9%	-31.3%	-74.7%	185.0%	57.4%
EPS adjusted and fully diluted	1.09	1.09	1.14	0.66	1.71	1.32	0.91	0.23	0.65	1.03
% Change	37.8%	-0.1%	4.7%	-42.4%	161.0%	-22.7%	-31.4%	-74.7%	185.0%	57.4%
EPS reported	1.09	1.09	1.14	0.66	1.71	1.34	0.92	0.23	0.66	1.04
% Change	37.8%	-0.1%	4.7%	-42.5%	161.0%	-21.9%	-31.3%	-74.7%	185.0%	57.4%
EPS Consensus								0.59	1.01	1.63
Cash flow per share	1.35	1.33	0.62	1.11	3.11	2.79	-0.31	1.90	1.74	1.92
Book value per share	9.90	9.93	10.16	10.16	10.21	11.34	11.61	11.07	10.92	10.95
DPS	0.55	0.60	0.67	0.40	1.32	1.24	0.76	0.80	1.00	1.20
Number of shares, YE (m)	23.0	23.2	23.3	22.9	22.9	23.6	24.1	24.1	24.1	24.1
Nbr of shares, fully diluted, YE (m)	23.0	23.2	23.3	22.9	22.9	23.6	24.1	24.1	24.1	24.1
Share price										
Latest price / year end	16.0	25.3	16.8	17.3	17.6	26.1	14.1	9.7	9.7	9.7
52 week high	16.1	26.7	28.5	21.7	20.0	28.9	26.1	15.8		
52 week low	7.5	15.9	15.0	14.9	8.7	17.3	11.4	9.7		
Average price (Year)	11.3	22.8	23.1	17.5	15.8	23.1	16.9	9.7	9.7	9.7
Enterprise value (EURm)										
Market capitalisation	259.3	527.6	539.0	401.2	361.7	544.5	406.5	233.7	233.7	233.7
Net financial debt	-3.2	-8.9	92.2	122.4	147.0	124.0	193.3	187.3	186.9	188.0
Pension provisions	16.7	16.4	17.4	18.3	16.8	14.6	12.6	12.6	12.6	12.6
IFRS 16 debt	0.0	0.0	0.0	26.4	38.1	31.9	30.0	30.0	30.0	30.0
Market value of minorities	0.0	0.0	0.0	0.0	0.8	-0.6	0.2	0.2	0.2	0.2
MV of equity affiliates (net of tax)	-14.9	-11.7	-13.1	-12.6	-7.0	-7.9	-8.1	-8.1	-8.1	-8.1
Others	0.0	0.0	0.0	0.0	-20.3	-14.7	-18.6	-18.6	-18.6	-18.6
Enterprise value	257.9	523.4	635.5	555.7	537.1	691.8	615.9	437.1	436.8	437.8
Valuation										
P/E adjusted	10.4	20.9	20.3	26.7	9.3	17.3	18.4	41.9	14.7	9.3
P/E adjusted and fully diluted	10.4	21.0	20.3	26.7	9.3	17.5	18.6	42.3	14.9	9.4
P/E consensus								16.3	9.6	6.0
P/BV	1.1	2.3	2.3	1.7	1.6	2.0	1.5	0.9	0.9	0.9
P/CF	8.3	17.2	37.4	15.8	5.1	8.3	na	5.1	5.6	5.0
Dividend yield (%)	4.9%	2.6%	2.9%	2.3%	8.3%	5.4%	4.5%	8.2%	10.3%	12.4%
FCF yield (%)	7.8%	3.2%	-1.8%	0.0%	15.5%	9.7%	-4.5%	14.3%	12.3%	13.8%
ROE (%)	11.2%	11.0%	11.4%	6.4%	16.8%	12.6%	8.1%	2.0%	6.0%	9.5%
ROIC (%)	17.7%	19.5%	16.4%	9.5%	18.9%	12.6%	12.0%	6.4%	8.9%	11.0%
EV/Sales	0.51	0.98	1.11	0.89	0.65	0.94	0.83	0.61	0.57	0.53
EV/EBITDA adj.	5.3	9.6	10.6	9.3	5.2	9.4	9.1	8.5	6.9	5.9
EV/EBIT adj.	6.6	11.8	13.0	13.4	6.8	13.6	13.6	14.9	11.0	9.0
EV/NOPAT	7.8	13.6	15.5	17.7	7.5	13.9	12.0	14.9	11.0	9.0
EV/IC	1.3	2.7	2.1	1.5	1.3	1.8	1.3	1.0	1.0	1.0
ROIC/WACC	1.9	2.1	1.8	1.0	2.1	1.4	1.3	0.7	1.0	1.2
EV/IC over ROIC/WACC	0.7	1.3	1.2	1.5	0.6	1.3	1.0	1.4	1.0	0.8

Income statement

FY to 31/12 (EUR)	12/16	12/17	12/18	12/19	12/20	12/21	12/22	12/23E	12/24E	12/25E
Sales	506.4	533.0	573.3	626.1	822.0	736.6	746.4	711.9	770.1	818.7
Gross profit	130.0	141.6	154.3	166.9	219.0	186.3	195.0	187.2	204.1	219.0
EBITDA reported	48.8	54.6	59.8	59.9	102.4	73.8	67.9	51.6	63.6	74.2
EBITDA adjusted	48.8	54.6	59.8	59.9	102.4	73.8	67.9	51.6	63.6	74.2
Depreciation and amortisation	-9.9	-10.2	-11.7	-21.1	-30.3	-27.7	-29.0	-28.2	-29.9	-31.4
Goodwill impairment	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other financial result and associates	-5.0	-5.9	-5.9	-7.0	-18.2	-4.0	-0.4	0.0	0.0	0.0
EBIT reported	33.9	38.5	42.2	31.8	53.9	42.1	38.5	23.4	33.7	42.8
EBIT adjusted	38.9	44.4	49.0	41.4	79.3	50.7	45.4	29.4	39.7	48.8
Net financial items	-0.5	-7.5	-8.8	-9.8	-4.9	-8.6	-13.9	-15.0	-15.0	-15.0
Associates	-2.0	-0.8	0.1	-0.4	-1.7	0.7	0.0	0.0	0.0	0.0
Others	-1.5	-1.0	-1.8	-1.7	-4.6	-2.0	-5.2	-3.0	-3.0	-3.0
Earnings before tax	29.9	29.2	31.7	19.9	42.7	32.2	19.4	5.4	15.7	24.8
Tax	-4.9	-4.0	-5.1	-4.9	-4.3	-0.5	2.5	0.0	0.0	0.0
Net profit from continuing op.	25.0	25.2	26.6	15.0	38.4	31.7	21.9	5.4	15.7	24.8
Net profit from disc. activities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit before minorities	25.0	25.2	26.6	15.0	38.4	31.7	21.9	5.4	15.7	24.8
Minorities	0.0	0.0	0.0	0.0	0.7	-0.2	0.2	0.2	0.2	0.2
Net profit reported	25.0	25.2	26.6	15.0	39.1	31.5	22.1	5.6	15.9	25.0
Adjustments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit adjusted	25.0	25.2	26.6	15.0	39.1	31.5	22.1	5.6	15.9	25.0
Sales % Change	1.5%	5.3%	7.6%	9.2%	31.3%	-10.4%	1.3%	-4.6%	8.2%	6.3%
EBITDA reported % Change	21.1%	11.9%	9.5%	0.2%	71.0%	-27.9%	-8.0%	-24.0%	23.2%	16.7%
EBITDA adjusted % Change	21.1%	11.9%	9.5%	0.2%	71.0%	-27.9%	-8.0%	-24.0%	23.2%	16.7%
EBIT reported % Change	41.3%	13.6%	9.6%	-24.6%	69.5%	-21.9%	-8.6%	-39.3%	44.2%	27.1%
EBIT adjusted % Change	27.1%	14.1%	10.4%	-15.5%	91.5%	-36.1%	-10.5%	-35.3%	35.2%	23.0%
Earnings before tax % Change	273.8%	-2.3%	8.6%	-37.2%	114.6%	-24.6%	-39.8%	-72.3%	191.9%	58.1%
Net profit from cont. op. % Change	61.3%	0.8%	5.6%	-43.6%	156.0%	-17.4%	-30.9%	-75.4%	191.9%	58.1%
Net profit reported % Change	61.3%	0.8%	5.6%	-43.6%	160.7%	-19.4%	-29.8%	-74.7%	185.0%	57.4%
Net profit adjusted % Change	61.3%	0.8%	5.6%	-43.6%	160.7%	-19.4%	-29.8%	-74.7%	185.0%	57.4%
Gross profit margin (%)	25.7%	26.6%	26.9%	26.7%	26.6%	25.3%	26.1%	26.3%	26.5%	26.8%
EBITDA margin (%)	9.6%	10.2%	10.4%	9.6%	12.5%	10.0%	9.1%	7.2%	8.3%	9.1%
EBIT margin (%)	7.7%	8.3%	8.5%	6.6%	9.6%	6.9%	6.1%	4.1%	5.2%	6.0%
Net profit margin (%)	4.9%	4.7%	4.6%	2.4%	4.8%	4.3%	3.0%	0.8%	2.1%	3.1%
Tax rate (%)	-15.4%	-13.3%	-16.1%	-24.0%	-9.3%	-1.6%	12.9%	0.0%	0.0%	0.0%
Payout ratio (%)	50.5%	55.2%	58.9%	61.0%	77.1%	93.8%	83.8%	349.3%	153.2%	116.8%
EPS reported (EUR)	1.09	1.09	1.14	0.66	1.71	1.34	0.92	0.23	0.66	1.04
EPS adjusted (EUR)	1.09	1.09	1.14	0.66	1.71	1.34	0.92	0.23	0.66	1.04
EPS adj and fully diluted (EUR)	1.09	1.09	1.14	0.66	1.71	1.32	0.91	0.23	0.65	1.03
DPS (EUR)	0.55	0.60	0.67	0.40	1.32	1.24	0.76	0.80	1.00	1.20
EPS reported % Change	37.8%	-0.1%	4.7%	-42.5%	161.0%	-21.9%	-31.3%	-74.7%	185.0%	57.4%
EPS adjusted % Change	37.8%	-0.1%	4.7%	-42.5%	161.0%	-21.9%	-31.3%	-74.7%	185.0%	57.4%
EPS adj and fully diluted % Change	37.8%	-0.1%	4.7%	-42.4%	161.0%	-22.7%	-31.4%	-74.7%	185.0%	57.4%
DPS % Change	83.3%	9.1%	11.7%	-40.3%	230.0%	-6.1%	-38.7%	5.3%	25.0%	20.0%
Consensus Sales (EURm)								743.5	803.0	850.6
Consensus EBITDA (EURm)								59.0	75.1	90.2
Consensus EBIT (EURm)								34.0	44.0	62.8
Consensus EPS (EUR)								0.59	1.01	1.63

Cash flow statement

Market data as of: 07 September 2023

FY to 31/12 (EUR)	12/16	12/17	12/18	12/19	12/20	12/21	12/22	12/23E	12/24E	12/25E
Net profit before minorities	25.0	25.2	26.6	15.0	38.4	31.7	21.9	5.4	15.7	24.8
Depreciation and amortisation	9.9	10.2	11.7	21.1	28.7	28.6	28.9	22.2	23.9	25.4
Goodwill impairment	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Change in working capital	0.8	-6.7	-22.5	-13.3	2.6	21.9	-40.5	18.1	2.5	-3.9
Others	-4.6	2.0	-1.4	2.6	1.4	-16.4	-17.7	0.0	0.0	0.0
Levered post tax CF before capex	31.1	30.7	14.4	25.4	71.1	65.8	-7.4	45.7	42.0	46.3
% Change	-4.0%	-1.3%	-53.1%	76.4%	179.9%	-7.5%	-chg	+chg	-8.0%	10.2%
Capex	-10.9	-13.6	-24.3	-25.3	-14.9	-13.0	-10.8	-12.2	-13.2	-14.0
Free cash flow	20.2	17.1	-9.9	0.1	56.2	52.8	-18.2	33.5	28.8	32.3
% Change	10.4%	-15.3%	-chg	+chg	56100.0%	-6.0%	-chg	+chg	-13.9%	12.0%
Acquisitions	-19.7	-5.5	-65.0	-9.6	-53.0	-20.4	-5.1	0.0	0.0	0.0
Divestments	-0.7	1.2	-1.0	0.2	-9.0	16.5	-7.2	0.0	0.0	0.0
Dividend paid	-11.5	-6.6	-10.8	-8.6	-5.9	-17.7	-17.9	-18.3	-19.3	-24.1
Share buy back	0.0	0.0	-10.2	-9.8	-0.1	0.0	0.0	0.0	0.0	0.0
Capital increases	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	-8.4	-0.5	-4.2	-2.6	-14.7	-7.3	-20.9	-9.2	-9.2	-9.2
Change in net financial debt	20.1	-5.7	101.1	30.3	26.5	-23.9	69.3	-6.0	-0.4	1.0
Change in cash and cash equiv.	63.8	53.3	-104.8	-16.1	115.1	10.2	-97.5	6.0	0.4	-1.0
Attributable FCF	20.2	17.1	-9.9	0.1	56.2	52.8	-18.2	33.5	28.8	32.3
Cash flow per share (EUR)	1.35	1.33	0.62	1.11	3.11	2.79	-0.31	1.90	1.74	1.92
% Change	-18.0%	-2.1%	-53.5%	80.0%	180.3%	-10.3%	-chg	+chg	-8.0%	10.2%
FCF per share (EUR)	0.88	0.74	-0.42	0.00	2.46	2.24	-0.76	1.39	1.20	1.34
% Change	-5.7%	-16.1%	-chg	+chg	56179.1%	-9.0%	-chg	+chg	-13.9%	12.0%
Capex / Sales (%)	2.2%	2.6%	4.2%	4.0%	1.8%	1.8%	1.4%	1.7%	1.7%	1.7%
Capex / D&A (%)	110.1%	133.3%	207.7%	119.9%	49.2%	46.9%	37.2%	43.3%	44.2%	44.8%
Cash flow / Sales (%)	6.1%	5.8%	2.5%	4.1%	8.6%	8.9%	-1.0%	6.4%	5.5%	5.7%
FCF / Sales (%)	4.0%	3.2%	-1.7%	0.0%	6.8%	7.2%	-2.4%	4.7%	3.7%	3.9%
FCF Yield (%)	7.8%	3.2%	-1.8%	0.0%	15.5%	9.7%	-4.5%	14.3%	12.3%	13.8%
Unlevered FCF Yield (%)	9.8%	4.9%	0.1%	2.2%	12.7%	9.5%	-0.8%	11.3%	10.3%	11.0%

Balance sheet

FY to 31/12 (EUR)	12/16	12/17	12/18	12/19	12/20	12/21	12/22	12/23E	12/24E	12/25E
Cash and cash equivalents	161.5	214.8	110.0	93.9	209.0	219.2	121.7	127.7	128.1	127.0
Inventories	105.4	107.3	128.4	126.1	139.1	150.1	163.3	127.3	122.4	130.1
Accounts receivable	123.2	128.0	96.1	102.6	126.4	119.0	130.5	101.7	97.8	104.0
Other current assets	0.5	0.4	0.7	1.4	2.9	6.2	6.6	6.6	6.6	6.6
Current assets	390.6	450.5	335.2	324.0	477.4	494.5	422.1	363.3	354.8	367.7
Tangible assets	61.8	63.2	80.7	113.1	121.2	116.7	113.9	112.9	111.2	109.0
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Other Intangible assets	92.1	88.3	158.1	173.1	228.7	238.1	276.0	276.2	276.4	276.5
Financial assets	14.9	11.7	13.1	12.6	7.0	7.9	8.1	8.1	8.1	8.1
Other non-current assets	31.9	33.4	39.0	41.2	45.9	75.1	65.1	65.1	65.1	65.1
Non-current assets	200.7	196.6	290.9	340.0	402.8	437.8	463.1	462.3	460.8	459.7
Short term debt	25.2	26.6	33.1	22.8	46.5	39.4	71.1	71.1	71.1	71.1
Accounts payable	181.7	187.0	159.1	151.1	189.9	230.3	211.6	164.9	158.6	168.6
Other short term liabilities	3.7	4.1	1.4	6.0	26.7	12.9	12.5	12.5	12.5	12.5
Current liabilities	210.6	217.7	193.6	179.9	263.1	282.6	295.2	248.5	242.2	252.2
Long term debt	133.1	179.3	169.1	193.5	309.5	303.8	243.9	243.9	243.9	243.9
Pension provisions	16.7	16.4	17.4	18.3	16.8	14.6	12.6	12.6	12.6	12.6
IFRS16 Debt	0.0	0.0	0.0	26.4	38.1	31.9	30.0	30.0	30.0	30.0
Other long term provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Other long term liabilities	3.6	3.8	8.8	13.5	20.3	32.6	23.6	23.6	23.6	23.6
Non-current liabilities	153.4	199.5	195.3	251.7	384.7	382.9	310.1	310.1	310.1	311.1
Shareholders' equity	227.3	229.9	237.2	232.4	233.2	267.4	279.7	266.8	263.2	264.0
Minority interests	0.0	0.0	0.0	0.0	-0.8	-0.6	0.2	0.2	0.2	0.2
Total equity	227.3	229.9	237.2	232.4	232.4	266.8	279.9	267.0	263.4	264.2
Balance sheet total	591.3	647.1	626.1	664.0	880.2	932.3	885.2	825.6	815.7	827.4
% Change	18.2%	9.4%	-3.2%	6.1%	32.6%	5.9%	-5.1%	-6.7%	-1.2%	1.4%
Book value per share (EUR)	9.90	9.93	10.16	10.16	10.21	11.34	11.61	11.07	10.92	10.95
% Change	-11.4%	0.3%	2.3%	0.0%	0.5%	11.1%	2.4%	-4.6%	-1.3%	0.3%
Net financial debt	-3.2	-8.9	92.2	122.4	147.0	124.0	193.3	187.3	186.9	188.0
IFRS16 Debt	0.0	0.0	0.0	26.4	38.1	31.9	30.0	30.0	30.0	30.0
Pension provisions	16.7	16.4	17.4	18.3	16.8	14.6	12.6	12.6	12.6	12.6
Others	0.0	0.0	0.0	0.0	-20.3	-14.7	-18.6	-18.6	-18.6	-18.6
Net debt	13.5	7.5	109.6	167.1	181.6	155.8	217.3	211.3	210.9	212.0
Net fi. debt (+IFRS16) / EBITDA (x)	-0.1	-0.2	1.5	2.5	1.8	2.1	3.3	4.2	3.4	2.9
Trade working capital	46.9	48.3	65.4	77.6	75.6	38.8	82.2	64.1	61.6	65.5
Net working capital	43.7	44.6	64.7	73.0	51.8	32.1	76.3	58.2	55.7	59.6
NWC/Sales	8.6%	8.4%	11.3%	11.7%	6.3%	4.4%	10.2%	8.2%	7.2%	7.3%
Inventories/sales	20.8%	20.1%	22.4%	20.1%	16.9%	20.4%	21.9%	17.9%	15.9%	15.9%
Invested capital	197.6	196.1	303.5	359.2	401.7	386.9	466.2	447.3	443.4	446.1
Net fin. debt / FCF (x)	-0.2	-0.5	-9.3	1,224.0	2.6	2.3	-10.6	5.6	6.5	5.8
Gearing (%)	-1.4%	-3.9%	38.9%	52.7%	63.3%	46.5%	69.1%	70.2%	71.0%	71.2%
Goodwill / Equity (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.4%

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Rating Breakdown	A	B
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Hold	30%	28%
Reduce	6%	0%
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Total	100%	100%

Source: Kepler Cheuvreux

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Company Name	Date	Business Line	Rating	Target Price	Closing Price
Chargeurs (EUR)	28/09/2022 04:49	Equity Research	Buy	22.00	11.40
	16/11/2022 06:41	Equity Research	Buy	20.00	13.29
	14/03/2023 05:41	Equity Research	Buy	22.00	15.23
	25/05/2023 04:34	Equity Research	Buy	20.00	12.86
	27/07/2023 05:30	Equity Research	Buy	15.00	11.04

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