

FARMAÈ

Sector: Consumer

Strong 2025 targets

Farmaè reported 2H22 sales (already released in Feb) and profitability, with the latter falling short of expectations due to inflationary pressures on COGS, transportation, energy, and personnel which were only partially passed on customers. Strong quantitative targets have been released following the previous announcement of the new strategic roadmap to 2025, foreseeing a 23% 22-25 revenues CAGR and an EBITDA margin (on adj. sales) expansion from 1.8% to 6.0%. In addition, the first few months of 2023 already show signs of improvement in line with the strategy of the group. We cut FY23E EBITDA on the back of a weak 2H23, while we increase FY24E sales and EBITDA to reflect the 2025 targets. We confirm our BUY rating and increase our TP to Eu19.5/share from Eu18.

- Revenues and KPIs already released in Feb. Profitability and NFP fall short.** Sales (released in Feb, together with few KPIs) reached Eu63.5mn in 2H (+49.5% yoy) and Eu116.3mn for FY22 (+41% yoy). The group started to report Adj. Revenues, inclusive of Co-marketing, were split between the Consumer (Online + Offline) and Industrial (Talea Media + Valnan) divisions. Adj. revenues landed at Eu66.0mn in 2H (up 44.1% yoy) and Eu120.9mn in FY22 (+40.8% yoy, 14.2% on a PF basis), with the Consumer division reaching Eu115mn (+42% yoy, 95% of FY22 adj. revenues) and the Industrial one landing at Eu5.9mn (+18% yoy, 5%). Adj. EBITDA was weaker than expected in 2H, at Eu0.7mn (down 50% yoy, 67% below our estimates), totaling Eu2.5mn for FY22 (-7% yoy, -39% vs estimates). Adj. EBITDA margin (on adj. revenues) shrank from 3.3% in 2H21 (3.1% in FY21) to 1.1% in 2H22 (2.1% in FY22). Profitability was impacted by inflation dynamics (on COGS, transportation, energy, and personnel) which were only partially passed on customers based on the decision to prioritize growth at the expense of margins. EBIT was negative for the half-year, at -Eu0.9mn (vs -Eu0.2mn in 2H21 and Eu1mn estimated) and breakeven for FY22 (vs Eu0.3mn in FY21 and Eu1.9mn estimated). NFP slightly deteriorated to -Eu21.3mn from -Eu19.7mn in Jun 22 mostly due to inventory build-up to ensure availability of strategic SKUs in the first months of 2023.
- Strong financial targets for 2025 to complement rebranding and strategic roadmap.** The rebranding and strategic roadmap announced in Feb established 2 areas of activities: 1) "Consumer", a B2C division made of the traditional online + offline business; 2) "Industrial", a division that offers (through Valnan and Talea Media) digital/marketing services to corporates. Talea Logistics (focused on supply chain activities) should provide enhanced internal support to the core B2C business, with the prospect to offer logistics services to third parties. Farmaè has released financial targets for 2025, with Adj. Revenues at Eu220-230mn (23% 22-25 CAGR), 6% EBITDA margin, NFP at -Eu11-10mn and cumulated CAPEX of Eu20mn. Internationalization should be a strong growth driver, with the first months of 2023 already showing a positive trend (mostly in Germany, France and Spain). M&A is an upside risk, with the group already actively looking at cross-border deals or others to reinforce its positioning.
- FY23 gets off on the right foot. New Stock Option Plan 2023-28.** The first few months of 2023 already show signs of improvement in line with the strategy of the group, also capitalizing from the decision made in 2H22 to only partially pass costs inflation on customers. Furthermore, the group has approved a stock option plan aimed to incentivize and retain employees, for a maximum of 240k options (conversion rate 1/1), with vesting period of 36 months from the date of allocation of options, as well as a lock-up period on 20% of the converted shares.
- Mixed revision of estimates.** Following a weak 2H EBITDA, we cut our FY23E EBITDA by 27%, leaving the top line untouched. However, on the back of the new 2025 financial targets, we raise our FY24E top line and EBITDA by 4% and 6% respectively. International expansion, sustained growth in the Industrial division, and gradual expansion of the product offer towards high-value-added products bode well for future EBITDA generation.
- BUY rating confirmed, TP raised to Eu19.5/share from Eu18.** We confirm our BUY rating, and we increase our TP to Eu19.5 from Eu18 as a result of peers re-rating. Following the recent spin off of the Swiss division we add Zur Rose into our valuation, which is now calculated as the average of 2024 EV/Sales multiples of close peers (Shop Apotheke & Zur Rose), with a 25% premium, and DCF.

BUY

Unchanged

TP 19.5

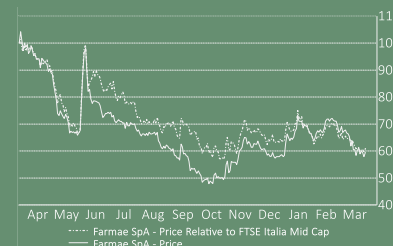
From 18.0

Target price upside: 81%

Change in EPS est.	FY23E	FY24E
	nm	1.6%

Ticker (BBG, Reut)	FAR MI	FARMA MI
Share price Ord. (Eu)		10.8
N. of Ord. shares (mn)		6.8
Total N. of shares (mn)		6.8
Market cap (Eu mn)		74
Total Market Cap (EU mn)		74
Free Float Ord. (%)		28%
Free Float Ord. (Eu mn)		21
Daily AVG liquidity Ord. (Eu k)		58

	1M	3M	12M
Absolute Perf.	-16.4%	0%	-43%
Rel. to FTSEMIDCap	-10.7%	-7%	-41%
52 weeks range		9.1	19.8



	FY22A	FY23E	FY24E
Sales	121	148	181
EBITDA adj.	2.5	3.9	7.5
Net profit adj.	(0.8)	(0.1)	2.5
EPS adj.	-0.115	-0.009	0.362
BVPS	5.797	5.7883	6.1503
EV/Sales	1.1x	0.6x	0.5x
EV/EBITDA adj.	52.0x	23.9x	12.4x
Dividend yield	0.0%	0.0%	0.0%
FCF yield	-3.8%	5.0%	0.3%
Net debt/(Net cash)	21.3	17.6	17.4
Net debt/EBITDA	8.5x	4.5x	2.3x

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Key Data (IFRS from 2021)

P&L account (Eu mn)	FY21A	FY22A	FY23E	FY24E	FY25E
Adj. Sales	85.9	120.9	148.0	181.4	222.2
Gross margin	27.8	38.4	47.4	59.2	73.3
EBITDA reported	2.0	2.2	3.9	7.5	11.9
D&A	(1.7)	(2.2)	(3.0)	(3.2)	(3.3)
EBIT reported	0.3	(0.0)	0.9	4.3	8.6
Net financial charges	(0.3)	(0.8)	(1.0)	(0.8)	(0.6)
Associates	0.0	0.0	0.0	0.0	0.0
Extraordinary items	0.0	0.0	0.0	0.0	0.0
Pre-tax profit	(0.0)	(0.8)	(0.1)	3.5	7.9
Taxes	(0.1)	(0.1)	0.0	(1.1)	(2.4)
Minorities	0.0	0.0	0.0	0.0	0.0
Discontinued activities	0.0	0.0	0.0	0.0	0.0
Net profit reported	(0.1)	(0.9)	(0.1)	2.5	5.5
EBITDA adjusted	2.7	2.5	3.9	7.5	11.9
EBIT adjusted	1.0	0.4	0.9	4.3	8.6
Net profit adjusted	0.1	(0.8)	(0.1)	2.5	5.5

Margins (%)	FY21A	FY22A	FY23E	FY24E	FY25E
Gross margin	32.3%	31.7%	32.0%	32.6%	33.0%
EBITDA margin (adj)	3.1%	2.1%	2.6%	4.1%	5.3%
EBIT margin (adj)	1.2%	0.3%	0.6%	2.4%	3.8%
Pre-tax margin	0.0%	-0.7%	0.0%	2.0%	3.6%
Net profit margin (adj)	0.1%	-0.7%	0.0%	1.4%	2.5%

Growth rates (%)	FY21A	FY22A	FY23E	FY24E	FY25E
Sales	30.0%	40.8%	22.4%	22.5%	22.5%
EBITDA	33.3%	7.0%	77.9%	91.5%	59.2%
EBITDA adjusted	75.9%	-7.4%	55.8%	91.5%	59.2%
EBIT	-80.0%	-112.4%	-2569.7%	355.4%	99.3%
EBIT adjusted	-34.4%	-64.1%	160.4%	355.4%	99.3%
Pre-tax	nm	nm	nm	nm	nm
Net profit	nm	nm	nm	nm	nm
Net profit adjusted	nm	nm	nm	nm	nm

Per share data	FY21A	FY22A	FY23E	FY24E	FY25E
Shares	6.846	6.846	6.846	6.846	6.846
N. of shares AVG	6.290	6.846	6.846	6.846	6.846
N. of shares diluted AVG	6.290	6.846	6.846	6.846	6.846
EPS	(0.014)	(0.133)	(0.009)	0.362	0.810
EPS adjusted	0.019	(0.115)	(0.009)	0.362	0.810
DPS - Ord.	0.000	0.000	0.000	0.000	0.000
DPS - Sav.	0.000	0.000	0.000	0.000	0.000
BVPS	6.398	5.797	5.788	6.150	6.961

Enterprise value (Eu mn)	FY21A	FY22A	FY23E	FY24E	FY25E
Share price Ord. (Eu)	30.7	15.7	10.8	10.8	10.8
Market cap	210.5	107.3	73.9	73.9	73.9
Net debt/(Net cash)	14.1	21.3	17.6	17.4	12.9
Adjustments	1.4	1.4	1.4	1.4	1.4
Enterprise value	226.0	130.0	92.9	92.7	88.3

Cash flow (Eu mn)	FY21A	FY22A	FY23E	FY24E	FY25E
EBITDA reported	2.0	2.2	3.9	7.5	11.9
Net financial charges	(0.2)	(0.7)	(1.0)	(0.8)	(0.6)
Cash taxes	(0.1)	(0.1)	0.0	(1.1)	(2.4)
Ch. in Working Capital	(1.8)	(0.9)	8.0	1.5	2.0
Other operating items	0.1	(0.5)	-	-	-
Operating cash flow	0.1	0.1	10.9	7.2	10.8
Capex	(1.1)	(4.1)	(7.1)	(7.0)	(6.4)
FCF	(1.1)	(4.0)	3.7	0.2	4.4
Disposals/Acquisitions	(39.6)	0.0	0.0	0.0	0.0
Changes in Equity	32.0	0.0	0.0	0.0	0.0
Others	(8.9)	(3.2)	0.0	0.0	0.0
Dividends	0.0	0.0	0.0	0.0	0.0
Ch. in NFP	(17.5)	(7.3)	3.7	0.2	4.4

Ratios (%)	FY21A	FY22A	FY23E	FY24E	FY25E
Capex/Sales	1.3%	3.4%	4.8%	3.8%	2.9%
Capex/D&A	0.7x	1.8x	2.4x	2.2x	1.9x
FCF/EBITDA	-51.9%	-184.7%	95.8%	2.6%	37.4%
FCF/Net profit	1184.6%	nm	nm	7.7%	80.0%
Dividend pay-out	0.0%	0.0%	0.0%	0.0%	0.0%

Balance sheet (Eu mn)	FY21A	FY22A	FY23E	FY24E	FY25E
Working capital	(6.1)	(0.4)	(8.3)	(9.8)	(11.8)
Fixed assets	65.8	70.5	74.7	78.5	81.5
Provisions & others	(5.3)	(9.2)	(9.2)	(9.2)	(9.2)
Net capital employed	54.3	61.0	57.2	59.5	60.6
Net debt/(Net cash)	14.1	21.3	17.6	17.4	12.9
Equity	40.2	39.7	39.6	42.1	47.7
Minority interests	0.0	0.0	0.0	0.0	0.0

Ratios (%)	FY21A	FY22A	FY23E	FY24E	FY25E
Working capital/Sales	-7.1%	-0.3%	-5.6%	-5.4%	-5.3%
Net debt/Equity	35.0%	53.7%	44.3%	41.3%	27.1%
Net debt/EBITDA	5.2x	8.5x	4.5x	2.3x	1.1x

Valuation	FY21A	FY22A	FY23E	FY24E	FY25E
EV/CE	3.8x	1.9x	1.4x	1.4x	1.3x
P/BV	5.2x	2.7x	1.9x	1.8x	1.6x
EV/Sales	2.6x	1.1x	0.6x	0.5x	0.4x
EV/EBITDA	110.5x	59.4x	23.9x	12.4x	7.4x
EV/EBITDA adjusted	83.7x	52.0x	23.9x	12.4x	7.4x
EV/EBIT	735.1x	-3407.0x	98.6x	21.6x	10.3x
EV/EBIT adjusted	224.3x	359.3x	98.6x	21.6x	10.3x
P/E	nm	nm	nm	nm	nm
P/E adjusted	nm	nm	nm	nm	nm
ROCE pre-tax	2.9%	0.6%	1.4%	6.4%	12.4%
ROE	0.3%	-2.0%	-0.1%	5.9%	11.6%
EV/FCF	-212.7x	-32.2x	24.9x	483.5x	19.9x
FCF yield	-0.5%	-3.8%	5.0%	0.3%	6.0%
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%

Share price performance

The stock price off its lows



Source: Factset

Valuation

EV/Sales multiple remains significantly below historical average

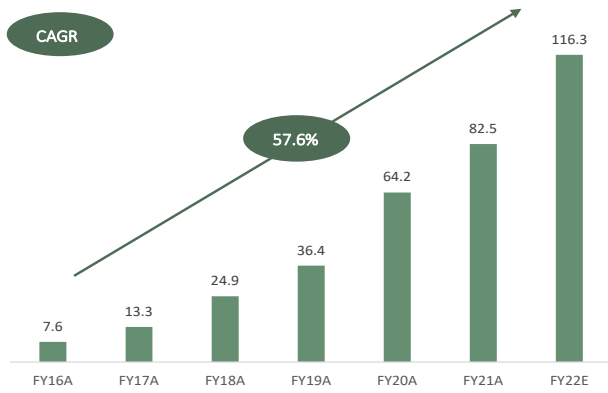


Source: Factset

Key Charts

Revenues (FY15A-22A)

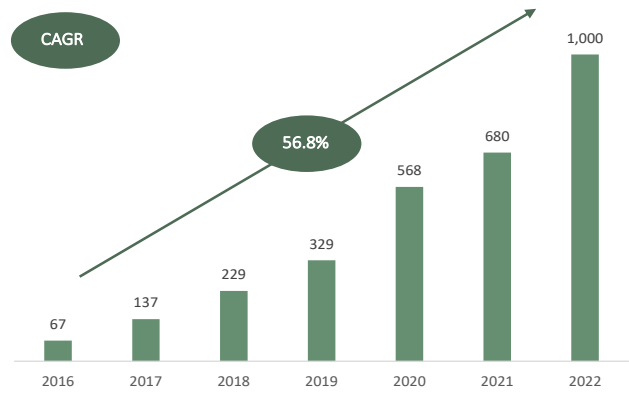
Revenues posted a 65% CAGR over the period



Source: company data

Active Users (FY16A-22A, '000)

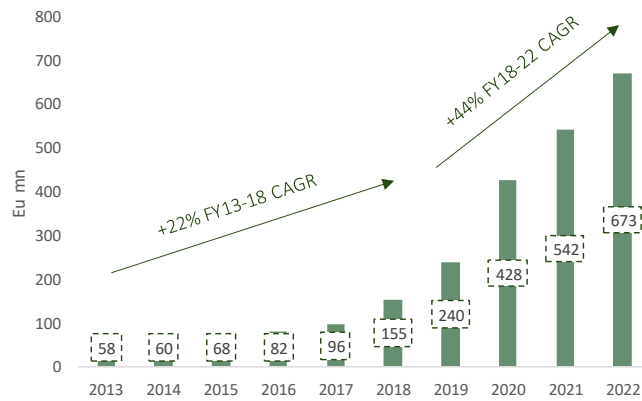
Sharp growth in active users



Source: company data, Alantra

Online BPC & OTC – Market trend (FY13A-FY22A)

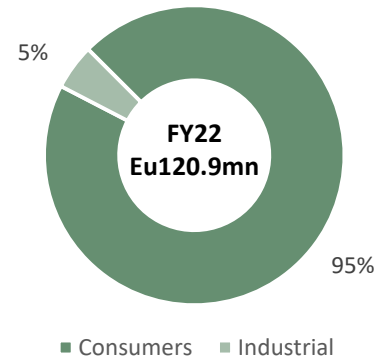
The online BPC & OTC market accelerated in the last 4 years



Source: company data, IQVIA, Alantra

FY22 Adj. revenues breakdown

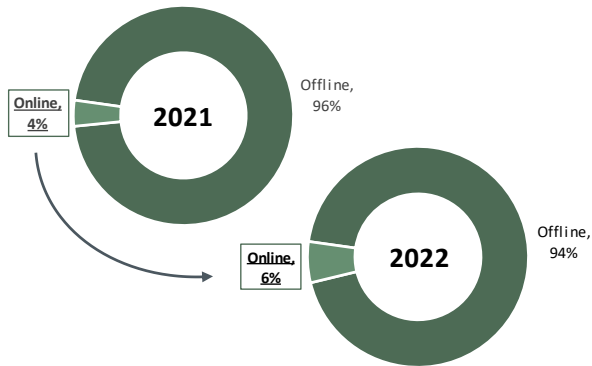
Consumer (online + retail) is by far the main stream of sales as of 2022



Source: Company data, Alantra

Online BPC & OTC – Market penetration (2021/22)

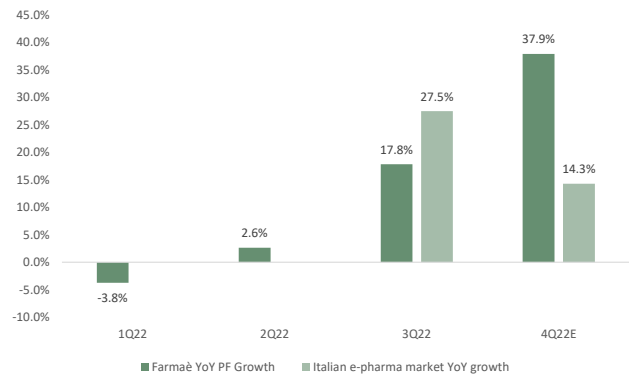
Online penetration of BPC & OTC sales in Italy grows but still remains very limited



Source: IQVIA, Alantra

Farmaè's pro-forma vs market

Farmaè's top line growth showed sequential quarterly improvements in 2022



Source: company data, IQVIA

Profile

Background

Farmaè is the leading Italian online retailer of beauty & personal care and OTC products (BPC&OTC). The historical core of the group was in OTC, i.e. products usually sold in pharmacies without prescription such as OTC medications, food supplements, cosmetics and medical devices. The group manages three websites farmaè.it, amicafarmacia.com (acquired in 2021) and farmaeurope.eu (acquired in 2022). At the end of 2019 the company also enlarged its value proposition by launching beautyè.it, an online store dedicated to luxury cosmetics and professional hair products usually sold in perfumeries and hair salons. With the acquisition of Sanort in 2020, the group entered the heavy orthopedics market.

Consumer (95% 2022 Adj. Revenues): the traditional B2C ePharma business based on its e-commerce brands (Farmaè, AmicaFarmacia, Farmaeurope, Sanort and Beautyè) coupled with the offline business (pharmacies and physical stores).

Industrial (5% 2022 Adj. Revenues): a division that offers (through Valnan and Talea Media) digital/marketing services to corporates, leveraging on the know-how developed with the various platforms of the group.

Talea Logistics (focused on supply chain activities) should provide enhanced internal support to the core B2C business, with the prospect to offer logistics services to third parties.

The company was founded and is owned by Riccardo Iacometti: 30+ years' experience in the Health and Beauty sector reaching the role of Country General Manager for Italy of Alliance Healthcare (Walgreen Boots Alliance group). The Group has ca 220 employees and is listed on EGM since July 2019.

Positioning

As of today, while Italian regulation does not allow the online sale of prescription drugs, only pharmacies and para-pharmacies are allowed to sell OTC and other non-prescription drugs online. The online sale of food supplements and cosmetics is not subject to any restriction. According to IQVIA, in 2022 the online pharmacy market was worth Eu673mn (ca. 6% penetration rate vs full Italian pharmacy market), and Farmaè was the leading player (we estimate a ca. 18% share). Online penetration in Italy is still very low compared to both other product categories and other countries (e.g. online penetration in Germany is >20%) due to the late introduction of favorable regulation. Main Farmaè's competitors are other Italian online retailers, offline Italian pharmacies operating an e-commerce website, international online pharmacies (e.g. Shop Apotheke), Amazon (direct and marketplace).

With the launch of Beautyè, the group is addressing new attractive markets, worth ca Eu3bn if we put together perfumeries, hair salons and ecommerce, that would be highly complementary to Farmaè's existing product range. The online sale of perfumes and cosmetics in 2021 was worth around Eu870mn (ca 8% penetration) and it is expected to have grown by 20% during 2022. Main players in the beauty market are represented by large retail chains like Sephora, Douglas, Profumerie Pinalli, Marionnaud, which have developed their own e-commerce website. An example of a pure pan-European online player is represented by Notino.

Growth

Farmaè was established in 2015, when revenues amounted to Eu3.4mn. In 2022 Adj. revenues reached Eu120.9mn, resulting in an outstanding 19-22 CAGR of 48%. Growth was organic (driven by the sharp expansion of online sales and the openings of brick & mortar stores) and through M&A (Amica Farmacia has been an important deal, then followed by Farmaeurope). Since its launch Farmaè has always achieved operating break-even, thanks especially to a disciplined approach in pricing policy and marketing investments. Adj. EBITDA grew from Eu0.1mn in FY15 to Eu2.5mn in FY21 supported by volume increase. Operating leverage allowed Farmaè to almost completely offset the impact of the decreasing gross margin (from 42.2% in FY15 to 33.0% in FY22).

Strategy

After the announcement of its proposed rebranding in Talea and its strategic evolution, Farmaè should increasingly focus on: 1) the consolidation of the core B2C business (based on its e-commerce brands); 2) the expansion of the B2B digital services (through the brands Valnan and the newly established Talea Media); 3) the enhancement of the logistic operations (focused on enhanced internal support to the core B2C business, but also with the possibility to offer logistics services to third parties; 4) the potential international expansion, also through M&A. We believe that Talea is poised to outstand in a variegated competitive environment as a reliable and accretive digital partner for both brands and consumers.

Strengths

Leadership in the online sale of BPC & OTC products in Italy
Data property and partnerships with Beauty and Pharma companies
Tech capabilities, wide product offer and attractive prices

Weaknesses

Small size compared to international peers
Still limited brand visibility
Need to reinforce internal resources in key areas

Opportunities

Expansion in adjacent product categories
M&A to acquire market share, technology, or to enter into foreign markets
Potential increase of TAM if Italy allows online sale of prescription medicine

Threats

Tightening competition leading to price pressure
Adverse regulation
Execution risk in the roll-out of the omnichannel strategy

Key shareholders

Riccardo Iacometti - 55.71%
MDF 16.25%
Free float - 28.04%

Management

Riccardo Iacometti - Chairman and CEO
Alberto Maglione - Vice Chairman
Marco Baroni - CFO

Next events

KPIs 1Q23: 20 April 2023
KPIs 2Q23: 19 July 2023
1H23: 26 September 2023

Results

Release of 2H22/FY22 numbers

Revenues and KPIs already released in Feb. Profitability and NFP fall short

Eu mn	Alantra					Alantra				
	2H21A	2H22A	YoY %	2H22E	A vs E	FY21A	FY22A	YoY %	FY22E	A vs E
Revenues	42.5	63.5	49.5%	63.3	0.3%	82.5	116.3	41.0%	116.1	0.2%
<i>on net sales %</i>	100.0%	100.0%		100.0%		100.0%	100.0%		100.0%	
Adj. Revenues	45.8	66.0	44.1%	na	na	85.9	120.9	40.8%	na	na
<i>on net sales %</i>	107.8%	103.9%		na		104.1%	103.9%		na	
Gross Margin	15.4	21.3	37.9%	23.2	-8.2%	27.8	38.4	38.2%	40.3	-4.7%
<i>on sales %</i>	36.3%	33.5%		34.9%		33.6%	33.0%		33.7%	
Adj. EBITDA	1.5	0.7	-50.0%	2.3	-67.1%	2.7	2.5	-7.4%	4.1	-39.3%
<i>Ebitda Margin %</i>	3.5%	1.2%		3.6%		3.3%	2.1%		3.5%	
EBIT	(0.2)	(0.9)	nm	1.0	-183.6%	0.3	(0.0)	nm	1.9	-102.0%
<i>Ebit Margin %</i>	-0.4%	-1.4%		1.6%		0.4%	0.0%		1.6%	
Net Profit	0.1	(1.3)	-1247.1%	0.2	-667.4%	(0.1)	(0.9)	nm	0.6	-243.0%
<i>Net Profit Margin %</i>	0.3%	-2.1%		0.3%		-0.1%	-0.8%		0.5%	
NFP at YE (debt)/cash	(14.1)	(21.3)		(17.0)		(14.1)	(21.3)		(17.0)	

Source: Farmaè, Alantra estimates

Estimates

Mixed estimates revision

Following the disappointing 2H, we cut our FY23E EBITDA by 27%, leaving the top line untouched. However, on the back of the new 2025 financial targets, we raise our FY24E top line and EBITDA by 4% and 6%.

(Eu mn)	NEW Estimates			% Change			OLD Estimates		
	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E
Net Sales	142.5	174.2	212.7	0%	4%	na	142.6	168.0	na
EBITDA	3.9	7.5	11.9	-27%	6%	na	5.4	7.1	na
EBIT	0.9	4.3	8.6	-68%	-8%	na	3.0	4.7	na
Pretax Profit	(0.1)	3.5	7.9	nm	-7%	na	2.0	3.8	na
Net profit	(0.1)	2.5	5.5	nm	7%	na	1.2	2.3	na
EPS	(0.009)	0.362	0.810	nm	7%	na	0.176	0.337	na
Net financial position	(17.6)	(17.4)	(12.9)	mn	mn	na	(12.8)	(8.8)	na

Source: Factset and Alantra estimates

Peers

Trading multiples

Farmaè is currently trading below Shop Apotheke on EV/Sales multiples and in line with Zur Rose

Company	Country	Mkt Cap (Eu mn)	EV/Sales			EV/EBITDA			EV/EBIT			PE		
			FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E
FARMAÈ	ITALY	74	0.6 x	0.5 x	0.4 x	23.9 x	12.4 x	7.4 x	99	21.6 x	10.3 x	nm	nm	nm
Premium (discount) to Peers' Median			6%	-2%	-16%	13%	-15%	-20%	109%	33%	-76%	nm	nm	nm
PEERS Average			0.6 x	0.5 x	0.5 x	21.2 x	14.7 x	9.3 x	47.3 x	16.3 x	43.5 x	36.6 x	150.1 x	20.1 x
Zalando SE	GERMANY	9,129	0.8 x	0.7 x	0.6 x	13.1 x	10.2 x	7.8 x	32.7 x	19.8 x	12.9 x	58.1 x	34.6 x	24.1 x
HelloFresh SE	GERMANY	3,016	0.4 x	0.3 x	0.3 x	6.6 x	4.5 x	3.2 x	11.2 x	7.0 x	4.8 x	18.7 x	11.0 x	9.2 x
ASOS plc	UNITED KINGDOM	824	0.2 x	0.2 x	0.2 x	5.2 x	3.9 x	3.1 x	25.5 x	11.8 x	7.6 x	44.0 x	15.7 x	10.5 x
boohoo group Plc	UNITED KINGDOM	756	0.4 x	0.4 x	0.3 x	11.1 x	8.4 x	5.3 x	182.1 x	37.1 x	9.7 x	na	664.3 x	13.9 x
Zur Rose Group AG	SWITZERLAND	521	0.5 x	0.5 x	0.5 x	na	42.9 x	22.9 x	na	na	213.4 x	na	na	na
Shop Apotheke Europe NV	GERMANY	1,358	1.1 x	0.9 x	0.7 x	90.6 x	32.4 x	14.2 x	na	na	42.4 x	na	na	40.5 x
zooplus SE	GERMANY	2,209	na	na	na	na	na	na	na	na	na	na	na	na
Boozt AB	SWEDEN	651	0.9 x	0.8 x	0.7 x	11.7 x	9.4 x	8.4 x	20.0 x	15.5 x	13.9 x	30.7 x	24.8 x	22.5 x
Farmacosmo S.P.A.	ITALY	54	0.4 x	0.3 x	na	10.0 x	5.9 x	na	12.0 x	6.7 x	na	31.6 x	na	na

Source: Alantra estimates and Factset

Financials

Farmaè's EBIT and EBITDA margins are higher than those of its close peers (Shop Apotheke and Zur Rose)

Company	Country	Mkt Cap (Eu mn)	FY23E - FY25E average margins					CAGR FY22A - FY25E			
			EBITDA Margin	EBIT Margin	Net Income Margin	Capex / Sales	Dividend Payout	Sales	EBITDA	EBIT	EPS
FARMAÈ	ITALY		4.0%	2.3%	1.3%	3.8%	0.0%	22.5%	75.7%	-707.4%	68.1%
PEERS Average			5.1%	2.2%	0.8%	3.1%	0.0%	8.3%	-38.2%	37.4%	73.6%
Median			5.2%	2.7%	1.5%	3.1%	0.0%	7.6%	17.7%	29.4%	44.3%
Zalando SE	GERMANY	9,129	7.0%	3.6%	2.0%	3.3%	0.0%	7.0%	28.2%	75.2%	189.1%
HelloFresh SE	GERMANY	3,016	7.4%	4.8%	2.7%	3.4%	0.0%	7.6%	20.0%	21.5%	45.2%
ASOS plc	UNITED KINGDOM	824	5.5%	1.8%	1.1%	4.4%	0.0%	5.1%	15.4%	37.4%	43.4%
boohoo group Plc	UNITED KINGDOM	756	5.0%	1.6%	0.6%	4.6%	0.0%	8.7%	31.9%	nm	nm
Zur Rose Group AG	SWITZERLAND	521	0.5%	-2.4%	-4.5%	2.8%	0.0%	-0.3%	nm	nm	nm
Shop Apotheke Europe NV	GERMANY	1,358	3.1%	-0.3%	-0.9%	2.4%	0.0%	19.6%	-337.4%	nm	nm
zooplus SE	GERMANY	2,209	na	na	na	na	na	na	nm	nm	nm
Boozt AB	SWEDEN	651	7.9%	4.7%	3.5%	2.8%	0.0%	10.5%	12.9%	15.7%	16.7%
Farmacosmo S.P.A.	ITALY	54	4.4%	3.8%	2.2%	1.0%	0.0%	na	na	na	na

Source: Alantra estimates and Factset

Performance

Opportunity to catch up after recent rally of Shop Apotheke and Zur Rose

Company	Country	Mkt Cap (Eu mn)	Performance					
			1M	3M	6M	1YR	3YR	5YR
FARMAÈ	ITALY	75	-16.4%	0.0%	8.7%	-42.9%	26.4%	na
PEERS Average			-7.9%	19.7%	30.2%	-35.7%	29.5%	1.4%
Median			-8.3%	5.2%	18.5%	-33.5%	-13.9%	2.7%
Zalando SE	GERMANY	9,129	-8.0%	5.2%	72.3%	-26.5%	2.4%	-22.4%
HelloFresh SE	GERMANY	3,016	-17.1%	-14.0%	-24.9%	-55.8%	-30.3%	27.7%
ASOS plc	UNITED KINGDOM	824	-15.3%	41.0%	15.9%	-53.4%	-39.7%	-89.8%
boohoo group Plc	UNITED KINGDOM	756	4.6%	50.7%	42.6%	-38.8%	-74.4%	-65.0%
Zur Rose Group AG	SWITZERLAND	521	-23.3%	44.7%	18.5%	-66.2%	-67.1%	-64.3%
Shop Apotheke Europe NV	GERMANY	1,358	6.8%	67.3%	72.1%	-7.6%	47.4%	76.3%
zooplus SE	GERMANY	2,209	0.3%	-6.4%	-4.3%	-28.3%	203.5%	101.4%
Boozt AB	SWEDEN	651	-8.3%	-4.1%	96.6%	-8.9%	194.6%	46.9%
Farmacosmo S.P.A.	ITALY	54	-10.6%	-6.9%	-16.6%	na	na	na

Source: Alantra estimates and Factset

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