

Apranga APB

Rock bottom with style

APG1L.VL

Consumer Discretionary | Lithuania

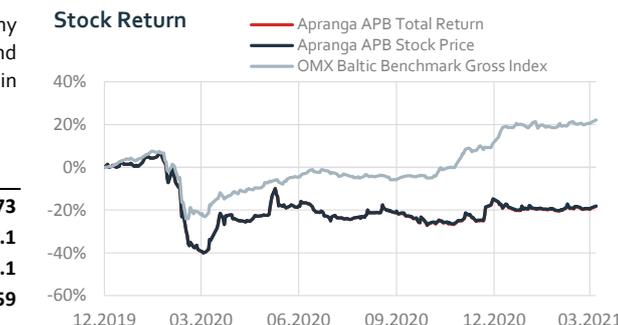
Apranga APB is a fashion retailer company offering around 200 well-known European and global brands and managing 179 stores in Estonia, Latvia and Lithuania together.

Market data

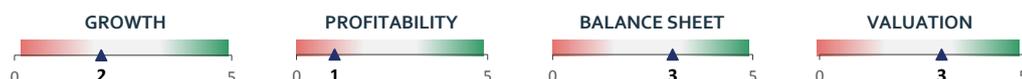
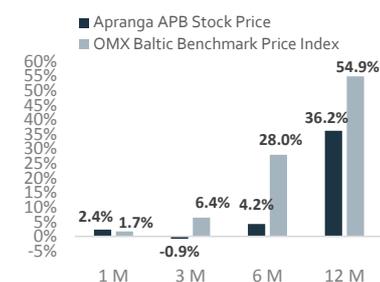
Price (€)	1.73
Market cap (mn €)	95.1
Free float (%)	24.1
Avg. daily volume - 30 days (mn €)	0.0159

Alphinox Quantitative score

Score displays Company's financial conditions, growth pace and valuation based on latest results and stock price



Stock Price Performance



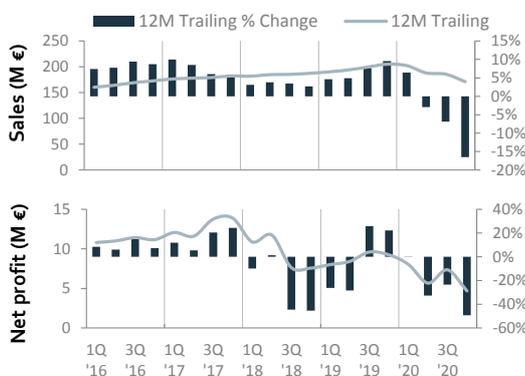
Company Update

As pandemic situation continues to be serious and the restrictions are not yet lifted, all fashion retailers struggle with drop in revenues. Closed stores in all Baltic countries since mid-December resulted in revenues drop: in Lithuania by 30.8% in Latvia by 20.2% and in Estonia by 14.9% in 4Q'20. But total turnover of the company decreased by 17.6% YoY. When looking at stores turnover by chains, the biggest drop is in the footwear chain (-4.2%) and the smallest one - in luxury chain (-3.9%) positively affected by sharp increase in online sales via the international Farfetch platform. Many customers continued to purchase goods online, which drove online turnover to increase 2.6 times in comparison with previous year and at the end of the year, online turnover accounted for 12.2% of total turnover. Despite noticeable profitability slump, including annual net profit decrease by 2 times, the company closed the 4th quarter with net profit. In 2020, the company did not pay dividends.

Growth

Sales	last Q	LTM	2019	2018
Company (M €)	45.2	171	205	187
Company	-25.9%	-17.6%	9.5%	2.7%
Sector*	-13.2%	-5.8%	3.5%	3.0%
Baltic Market	-9.8%	-7.1%	4.6%	7.7%

Profit	last Q	LTM	2019	2018
Company (M €)	0.3	4.7	9.2	7.6
Company	-91%	-49%	22%	-45%
Sector*	-34%	-47%	-9.4%	-8.2%
Baltic Market	-10%	-22%	-40%	5.4%



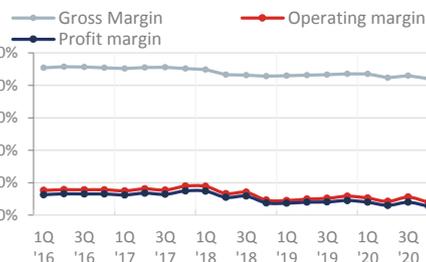
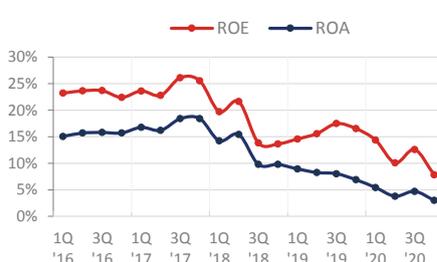
Key performance indicators

	4Q '20	4Q '19	LTM
Number of stores	179	186	183
	-4%		
Sales on sq.m., th.	488	637	459
	-23%		
Square meters, th.	93	94	93
	-1%		

Profitability

Last 12M	ROE	ROA	GM	OPM	PM
Company	7.8%	3.0%	42.1%	3.9%	2.7%
Sector*	2.3%	0.8%	36.0%	3.7%	1.2%
Baltic Market	8.5%	3.5%	25.7%	4.4%	3.8%

3y average	ROE	ROA	GM	OPM	PM
Company	19.3%	12.6%	44.0%	6.6%	5.5%
Sector*	9.8%	3.6%	35.4%	3.2%	0.9%
Baltic Market	5.5%	2.9%	20.9%	2.9%	2.2%

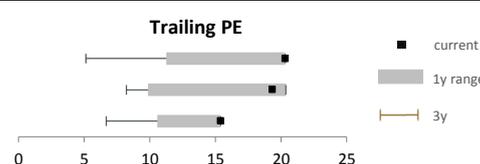


Balance sheet & Cash flow

	last	Q-1	Q-2	Q-3	LTM	2019	2018		last	Q-1	Q-2	Q-3	LTM	2019	2018
Equity / Assets ratio	40%	37%	39%	38%	39%	38%	72%	Cash Flow to Debt	0.6	0.8	0.5	0.4	0.6	0.5	14
Debt / Equity ratio	102%	104%	118%	126%	112%	121%	2%	CAPEX / Sales	4.1%	1.1%	14.0%	5.5%	6.2%	7.3%	2.4%
Cash ratio	0.98	0.61	0.45	0.12	0.54	0.21	0.40	FCF/OCF	89%	89%	77%	62%	79%	61%	59%

Valuation

	Last	1y avg	3y avg		last	1y avg	3y avg	
P/E	20.3	15.1	12.8	P/B	1.58	1.58	1.79	Company
EV/EBITDA	4.89	4.74	5.83	P/CF	2.52	2.39	4.25	Sector
P/S	0.56	0.50	0.53	Dvd yield	0.0%	0.0%	4.5%	Market



*Sector: average of respective GICS sector companies from NASDAQ OMX Baltic and NASDAQ OMX Nordic small cap indices, Market: NASDAQ OMX Baltic median

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