

# Apranga APB

1/3 of 1H'2021 revenue comes from online sales

## APG1L.VL

Consumer Discretionary | Lithuania

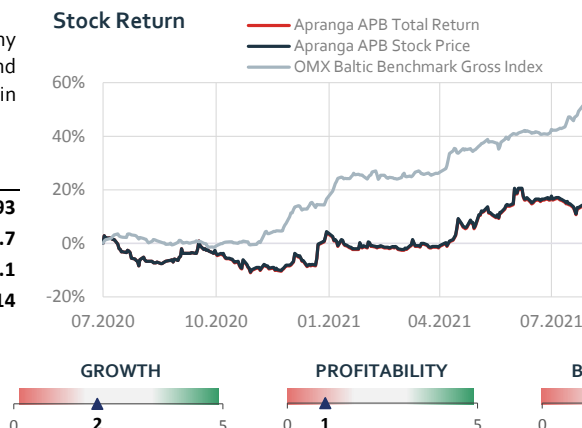
Apranga APB is a fashion retailer company offering around 200 well-known European and global brands and managing 174 stores in Estonia, Latvia and Lithuania together.

### Market data

Price (€)	1.93
Market cap (mn €)	106.7
Free float (%)	24.1
Avg. daily volume - 30 days (mn €)	0.0114

### Alphinox Quantitative score

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



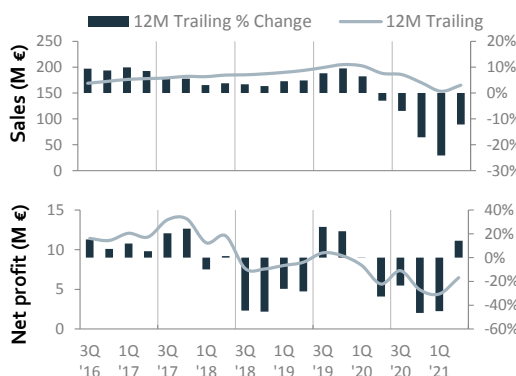
### Company Update

In the first half of the year Apranga gradually has been opening its stores to customers. Finally all stores were opened in Lithuania from May-end, in Estonia from 3rd of May, but in Latvia from 3rd of June. During Q2 company earned EUR 46.3 th, which is by 34% more than in the previous year. Total sales even exceeded the 4Q of last year (when sales increased due to the Christmas season), but still remained below pre-covid levels. From product divisions perspective, all stores chains improved their revenues in Q2. The leaders were Economy and Footwear segments, which managed to increase turnover 8 times in comparison to Q1'21. Online sales continue to be high and in 1H'21 generated 35.3% of total turnover incl. VAT. Capital return ratios slightly increased, Gross margin was not affected, but Operating and Profit margins are low with modest increase during last period. The company closed quarter with 2.4 times higher net profit than a year ago. This year no dividends will be paid.

### Growth

Sales	last Q	LTM	2020	2019
Company (M €)	46.3	165	205	187
Company	34%	-12%	9.5%	2.7%
Sector*	6.6%	3.4%	0.8%	3.6%
Baltic Market	8.8%	-2.7%	4.4%	2.4%

Profit	last Q	LTM	2020	2019
Company (M €)	3.48	6.47	9.24	7.57
Company	145%	14.2%	22.1%	-45.5%
Sector*	-24%	-62%	-5.0%	5.0%
Baltic Market	4.9%	12.2%	-0.7%	-35%

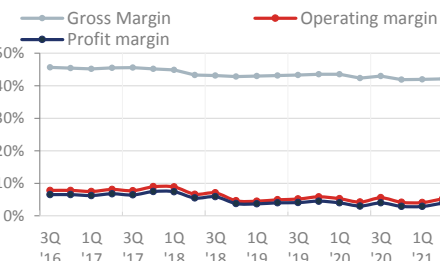
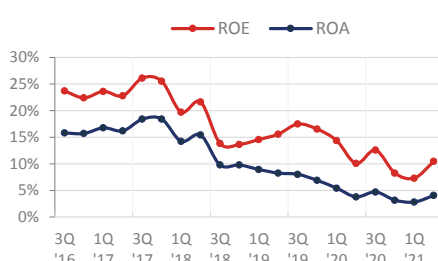


### Key performance indicators

	2Q '21	2Q '20	LTM
Number of stores	174	184	178
	-5%		
Square meters, th.	92.5	93.4	93.0
	-1%		
Sales on sq.m., th.	501	369	448
	+36%		

### Profitability

Last 12M	ROE	ROA	GM	OPM	PM
Company	10%	4.0%	42%	5.2%	3.9%
Sector*	8.2%	1.2%	35%	4.9%	2.0%
Baltic Market	9.5%	3.8%	23%	6.1%	5.2%
3y average	ROE	ROA	GM	OPM	PM
Company	18%	12%	44%	6.5%	5.3%
Sector*	9.9%	3.5%	35%	2.7%	1.0%
Baltic Market	5.3%	2.5%	23%	3.4%	2.7%

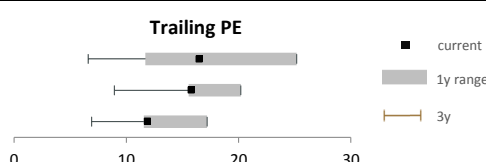


### Balance sheet & Cash flow

	last	Q-1	Q-2	Q-3	LTM	2020	2019		last	Q-1	Q-2	Q-3	LTM	2020	2019
Equity / Assets ratio	39%	39%	40%	37%	39%	38%	72%	Cash Flow to Debt	0.52	0.60	0.55	0.79	0.61	0.47	13.8
Debt / Equity ratio	95%	105%	106%	104%	102%	121%	1.9%	CAPEX / Sales	2.2%	12%	11%	1.1%	6.4%	7.3%	2.4%
Cash ratio	0.67	0.55	0.79	0.61	0.66	0.21	0.40	FCF/OCF	84%	89%	89%	89%	88%	61%	59%

### Valuation

	Last	1y avg	3y avg		last	1y avg	3y avg	
P/E	16.5	17.5	13.9	P/B	1.70	1.63	1.73	Company
EV/EBITDA	4.84	4.85	5.75	P/CF	3.36	2.49	3.68	Sector
P/S	0.65	0.58	0.53	Dvd yield	0.0%	0.0%	3.7%	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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