1H23 Revenues in line

# **Casta Diva**

Sector: Business Services



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Fair Value (€) 1.85 Market Price (€) 1.39 27.9 Market Cap. (€m)

KEY FINANCIALS (€mn)	2022A	2023E	2024E
VALUE OF PRODUCTION	84.0	93.8	100.4
EBITDA	6.3	7.7	8.9
EBIT	3.9	5.8	7.1
NET PROFIT	1.5	2.7	3.7
EQUITY	8.2	10.6	13.8
NET FIN. POS.	2.8	3.3	6.0
EPS ADJ. (€)	0.09	0.15	0.20
DPS (€)	0.04	0.05	0.06

Value Track (2023E-24E estimates)

KEY RATIOS	2022A	2023E	2024E
EBITDA MARGIN (%)	7.5	8.2	8.9
EBIT MARGIN (%)	4.6	6.2	7.0
NET DEBT / EBITDA (x)	nm	nm	nm
NET DEBT / EQUITY (x)	0.0	0.0	0.0
EV/SALES (x)	0.1	0.3	0.2
EV/EBITDA (x)	1.2	3.2	2.4
EV/EBIT (x)	1.9	4.2	3.1
P/E ADJ. (x)	5.8	9.2	6.9

1.39

20.0

27.9

24.3

29.0

182,775

0.58 - 1.47

CDG.MI / CDG IM

Source: Casta Diva (historical figures)

KEY RATIOS	2022A	2023E	2024E
EBITDA MARGIN (%)	7.5	8.2	8.9
EBIT MARGIN (%)	4.6	6.2	7.0
NET DEBT / EBITDA (x)	nm	nm	nm
NET DEBT / EQUITY (x)	0.0	0.0	0.0
EV/SALES (x)	0.1	0.3	0.2
EV/EBITDA (x)	1.2	3.2	2.4
EV/EBIT (x)	1.9	4.2	3.1
P/F AD.L (x)	5.8	9.2	6.9

Source: Casta Diva (historical figures) Value Track (2023E-24E estimates)

STOCK DATA

SHS. OUT. (m)

MARKET PRICE (€)

MARKET CAP. (€m)

FREE FLOAT (%)

RIC / BBG

52 WK RANGE

ENTERPRISE VALUE (€m)

AVG. -20D VOL. ('000)

# Casta Diva Group (CDG) is active in Live & Digital Communication and in Creative Content Production, mainly focusing on corporate clients, but with an exposure also to individual target audience.

# 1H23 VoP at ca. €52mn (+25% y/y)

with FY targets

Casta Diva Group has reported preliminary top line figures for 1H23, with Value of Production at ca. €52mn, implying a sound 25% y/y growth vs. the already booming 1H22 (€41.7mn), which was including Genius Progetti for the whole first six months of the year.

After the brilliant outcome of 1Q23, with VoP growing in excess of 70% y/y, 2Q23 grew at a slower pace (+4.5% y/y). Nonetheless, management is highly satisfied with the obtained results.

# Current backlog levels comforting FY projections

CDG also disclosed its current backlog, reporting a value of ca. €27mn, that combined with 1H23 Value of Production totals ca. €79mn, i.e. already 91% of the FY23E top line target outlined in the latest business plan and 84% of our full year estimates. CDG should not have problems in achieving our €93.8mn FY23E VoP forecast.

#### Forecasts confirmed: EBITDA to grow at 18% CAGR<sub>22A-25E</sub>

With 1H23 top line being consistent with our FY projections, we confirm our forecasts also for 2024E-25E. After our upwards revision of July 3rd, we are higher than CDG 2023E-24E business plan targets, while a bit lower vs. 2025E, especially on operating profitability evolution. In 2025E we expect:

- Value of Production at €106.3mn, ca. €1mn higher than CDG targets;
- EBITDA at €10.2mn, growing more than proportionally vs. top line;
- EBIT at €8.2mn, and EBIT Margin at 7.8% (+320bps vs. 2022A);
- Net Cash at €8.6mn, with OpFCF (b.t.) / EBITDA conversion rate at 75% on average.

### Fair Value unchanged at €1.85 p/s

We confirm CDG Fair Equity Value at €1.85 p/s, calculated back at the start of July and pending the full-set of 1H23 financials. In addition, over the last month, peers' multiples remained pretty stable.

At €1.85, CDG would trade at 0.36x-4.3x-5.8x EV/Sales, EV/EBITDA, EV/EBIT 2023E multiples, still at substantial discount vs. comparables.

Source: Stock Market Data

### **Business Description**

Casta Diva Group is a communication company operating in branded content, advertising productions, films, tv programming, corporate events, viral videos, digital content and live music shows. A pocket-sized multinational with a presence in fourteen cities across four continents. Casta Diva Group team has worked successfully with over 100 of the world's top brands.

In August 2016 Casta Diva Group went public and is currently listed on the EGM under the ticker CDG..

# **Key Financials**

€mn	2022A	2023E	2024E	2025E
Value of Production	84.0	93.8	100.4	106.3
y/y (%)	nm	11.7%	7.0%	5.8%
EBITDA	6.3	7.7	8.9	10.2
EBITDA Margin (% of VoP)	7.5%	8.2%	8.9%	9.6%
EBIT	3.9	5.8	7.1	8.2
EBIT Margin (% of VoP)	4.6%	6.2%	7.0%	7.8%
Net Profit	1.5	2.7	3.7	4.9
y/y (%)	nm	77.0%	38.1%	31.8%
Adjusted Net Profit	1.9	3.0	4.0	5.2
y/y (%)	nm	62.9%	33.8%	29.1%
Net Fin. Position	2.8	3.3	6.0	8.6
Net Fin. Pos. / EBITDA (x)	nm	nm	nm	nm
Capex	-2.1	-1.0	-1.5	-2.0
OpFCF b.t.	10.9	6.5	6.6	6.8
OpFCF b.t. as % of EBITDA	174.3%	84.2%	73.5%	66.6%

Source: Casta Diva (historical figures), Value Track (estimates)

# **Investment Case**

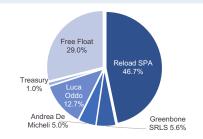
### Strengths / Opportunities

- Among top three players in Italy in its sector;
- Long-lasting retention of highly spending clients;
- Opportunity to act as consolidator of a fragmented market thanks to stock market listing and to innovative SME status.

### Weaknesses / Risks

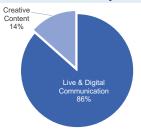
- Highly competitive market environment with players from neighbouring industries;
- Market exposed to macroeconomic shocks.

#### Shareholders Structure



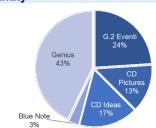
Source: Casta Diva, Value Track Analysis

#### **Revenues from Sales by BU**



Source: Casta Diva, Value Track Analysis, FY22

# Revenues from Sales by Legal Entity



Source: Casta Diva, Value Track Analysis, FY22

# Stock multiples @ €1.85 Fair Value

	2023E	2024E
EV / SALES (x)	0.36	0.31
EV / EBITDA (x)	4.3	3.4
EV / EBIT (x)	5.8	4.4
EV / CAP.EMP. (x)	4.6	4.0
OpFCF Yield (%)	19.4	21.4
P / E Adj. (x)	12.3	9.2
P / BV (x)	3.8	3.0
Div. Yield. (%)	2.5	3.5

Source: Value Track



# **1H23 Preliminary Top Line**

Casta Diva Group has reported preliminary top line figures for 1H23, with **Value of Production** at ca. **€52mn**, implying a sound **25% y/y growth** vs. the already booming 1H22 (€41.7mn), which was including Genius Progetti for the whole first six months of the year.

After the brilliant outcome of 1Q23, with VoP growing in excess of 70% y/y, 2Q23 grew at a slower pace (+4.5% y/y). Nonetheless, management is highly satisfied with the obtained results. Indeed, Andrea De Micheli, CEO of Casta Diva Group, commented: "This pleases us and makes us proud, even considering the fact that 2022 had been the best year ever for all our operating companies. Further improving that result in 2023, as now seems certain, is obviously a source of great satisfaction"

#### Casta Diva Group: Value of Production by Quarters

(IT GAAP, €mn	1Q22	1Q23	2Q22	2Q23	1H22	1H23
Value of Production	12.2	21.2	29.5	30.8	41.7	52.0
y/y	//	73.4%	//	4.5%	>100%	24.6%

Source: EdiliziAcrobatica, Value Track Analysis

More importantly, CDG also disclosed its current **backlog**, reporting a value of ca. **€27mn**, that combined with 1H23 Value of Production totals ca. €79mn, i.e. **already 91% of the FY23E top line target** outlined in the latest business plan and **84% of our estimate** even considering a flattish 2H23 y/y (ca. €42mn), Casta Diva should not have any issue to achieve our FY23E VoP of €93.8mn.



# **Business Plan & Forecasts 2023E-25E**

# **Business Plan Targets**

On April 3<sup>rd</sup>, 2023, CDG published its latest business plan targets over the next three years:

- Value of Production should grow at ca. 8% p.a., surpassing the €100mn threshold in 2025E;
- EBITDA expected to grow at >2x speed, i.e. 17% CAGR<sub>22A-25E</sub>, reaching €11.mn in 2025E;
- EBIT should escalate even faster than EBITDA, totaling €9.0mn in 2025E (30% CAGR<sub>22A-25E</sub>);
- Net Cash expected at ca. €4.5mn in 2025E, after some €3.0mn minimum dividends distribution.

#### Casta Diva Group: Business Plan Targets 2022A-25E

(IT GAAP, €mn)	2022A	2023E	2024E	2025E
Value of Production	84.0	87.2	94.4	105.3
EBITDA Adj.	7.0	6.7	7.9	11.1
EBITDA Adj. Margin (%)	8.3%	7.7%	8.4%	10.5%
EBIT Adj.	3.9	4.7	5.9	9.0
EBIT Adj. Margin (%)	4.6%	5.4%	6.3%	8.5%
Net Fin. Position [i.e. Net Debt (-) Cash (+)]	2.8	3.3	3.9	4.5

Source: Casta Diva, Value Track Analysis

#### **Value Track Forecasts**

With 1H23 preliminary top line being consistent with our FY projections, we confirm our forecasts also for 2024E-25E. After our upwards revision of July 3<sup>rd</sup>, we are higher than CDG 2023E-24E targets, while a bit lower vs. 2025E ones, especially on operating profitability evolution.

In 2025E we expect:

- **◆ Value of Production at €106.3mn**, ca. €1mn higher than CDG targets;
- EBITDA at €10.2mn, growing much more than proportionally vs. top line;
- ◆ EBIT at €8.2mn, and EBIT Margin gaining ca. 320bps from 4.6% in 2022A to 7.8%;
- Net Cash at €8.6mn, with OpFCF (b.t.) / EBITDA conversion rate at 75% on average.

#### Casta Diva Group: Value Track Key Forecasts 2022A-25E

(IT GAAP, €mn)	2022A	2023E	2024E	2025E
Value of Production	84.0	93.8	100.4	106.3
EBITDA	6.3	7.7	8.9	10.2
EBITDA Margin (%)	7.5%	8.2%	8.9%	9.6%
EBIT	3.9	5.8	7.1	8.2
EBIT Margin (%)	4.6%	6.2%	7.0%	7.8%
Net Fin. Position [i.e. Net Debt (-) Cash (+)]	2.8	3.3	6.0	8.6

Source: Casta Diva, Value Track Analysis



### Casta Diva Group: P&L 2022A-25E

(IT GAAP, €mn)	2022A	2023E	2024E	2025E
Revenues from Sales	83.6	92.8	99.4	105.3
Other VoP Components	0.3	1.0	1.0	1.0
Value of Production	84.0	93.8	100.4	106.3
Direct Costs	-56.7	-63.3	-67.8	-71.7
1 <sup>st</sup> Margin	27.3	30.5	32.6	34.5
1 <sup>st</sup> Margin (%)	32.5%	32.5%	32.5%	32.5%
Other Opex	-21.0	-22.8	-23.7	-24.3
EBITDA	6.3	7.7	8.9	10.2
EBITDA Margin (%)	7.5%	8.2%	8.9%	9.6%
D&A	-2.4	-1.9	-1.9	-2.0
EBIT	3.9	5.8	7.1	8.2
EBIT Margin (%)	4.6%	6.2%	7.0%	7.8%
Net Financial Charges	-0.4	-0.5	-0.4	-0.3
Taxes	-1.6	-2.2	-2.5	-2.7
Minorities	-0.3	-0.4	-0.5	-0.4
Net Profit	1.5	2.7	3.7	4.9

Source: Casta Diva, Value Track Analysis

# Casta Diva Group: Balance Sheet 2022A-25E

(IT GAAP, €mn)	2022A	2023E	2024E	2025E
Net Fixed Assets	13.4	15.0	14.7	14.7
Net Working Capital	-6.9	-6.6	-5.7	-4.3
Provisions	1.1	1.2	1.2	1.2
Total Capital Employed	5.4	7.3	7.8	9.2
Group Net Equity	8.2	10.6	13.8	17.8
Net Fin. Position [i.e. Net Debt (-) Cash (+)]	2.8	3.3	6.0	8.6

Source: Casta Diva, Value Track Analysis

# Casta Diva Group: Cash Flow Statement 2022A-25E

(IT GAAP, €mn)	2022A	2023E	2024E	2025E
EBITDA	6.3	7.7	8.9	10.2
Capex	-2.1	-1.0	-1.5	-2.0
Δ Net Working Capital, Provisions	6.7	-0.3	-0.9	-1.4
OpFCF b.t.	10.9	6.5	6.6	6.8
As a % of EBITDA	174.3%	84.2%	73.5%	66.6%
Cash Taxes	-1.6	-2.2	-2.5	-2.7
OpFCF a.t.	9.4	4.3	4.0	4.1
Net Financial Charges	-0.4	-0.4	-0.2	-0.1
Dividends Paid	0.0	-0.7	-0.9	-1.3
Others (incl. Financial Investments)	-4.5	-2.6	-0.2	-0.2
Net Cash Generated (Absorbed)	4.4	0.5	2.7	2.5

Source: Casta Diva, Value Track Analysis



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