

# **Gerry Weber International**

Sponsored Research Newsflash 12 August 2021

# On-track to meet refinancing commitments

Q2'21 results in line with expectations allows management to confirm full year guidance still calling for EUR 260-280m sales and a negative low double-digit normalized EBITDA despite continued uncertainty with shop restrictions surrounding the pandemic. We have a Buy rating with EUR 25 TP.

# Recovery in sales starting to be realised, particularly with international operations

Although there are clear signs of recovery, Q2'21 continued to be affected by social restrictions arising from the pandemic. Sales rose 8% to EUR 61.3m (PAS EUR 62m) with 8% decline in Germany (EUR 31.6m) more than compensated by the 33% rise in international revenues. By channel, own retail sales increased 15% to EUR 50.8m, including 18% like-for-like, and included 23% jump in online revenues to EUR 10.1m (accounting for 25% of the segment total). Wholesale revenues dropped 3% to EUR 20.5m.

# All profit lines showing improvement, supported by improved gross profit margin

Normalised EBITDA improved to EUR -7.2m from EUR -19.4m (PAS EUR -5mE) meaning that adjusted margin improved to -11.8% (-34.2%). A 440bp improvement in the gross margin to 62.5% supported all profit lines. Reported EBITDA was EUR 0.5m (from EUR -8.7m); EBIT was EUR -9.8m (EUR -20.4m) and net income EUR -14.1m (-24.7m). These are generally in line with expectations.

# Group on-track to meet 2023 financing commitments

Following EUR15.3m positive cash flow, liquidity improved by EUR 1.5m to EUR 86.7m and includes EUR 17.7m in escrow accounts to meet insolvency liabilities. Net financial liabilities of EUR 143m likewise includes EUR 31.6m insolvency liabilities following the disposal of the Ravenna Park distribution centre, whilst there was a further EUR 164m right of use leases. We view the group as being on-track to meet refinancing commitments.

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| ArcticZymes Technologies | 598,575         | 1.24%         | SpareBank 1Ringerike Hadeland | 100,000       | 0.64%         |
| Bonheur                  | 241,145         | 0.57%         | Sparebank 1SMN                | 1,875,442     | 1.44%         |
| DOF                      | 2,366,346       | 0.75%         | Sparebank 1SR-Bank            | 1,850,014     | 0.72%         |
| Pareto Bank              | 16,235,830      | 23.38%        | SpareBank 1Østfold Akershus   | 1,215,116     | 9.81%         |
| Quantafuel               | 1,119,887       | 0.89%         | SpareBank 1Østlandet          | 3,825,292     | 3.60%         |
| Sandnes Sparebank        | 126,013         | 0.55%         | Sparebanken Møre              | 305,239       | 3.09%         |
| Selvaag Bolig            | 3,176,925       | 3.39%         | Sparebanken Sør               | 433,744       | 2.77%         |
| SpareBank 1BV            | 1,771,308       | 2.81%         | Sparebanken Vest              | 6,805,073     | 6.34%         |
| Sparebank 1Nord-Norge    | 4,144,124       | 4.13%         |                               |               |               |

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|--------------------------|----------------------|--------------------|---|----------------------|--------------------|----------------------------------|----------------------|---------------------|
| AF Gruppen               | 0                    | 1,825              | Fjordkraft Holding                          | 0                    | 12,855             | Panoro Energy                    | 0                    | 30,344              |
| AkerASA<br>AkerBP        | 500<br>0             | 2,405<br>23,631    | Flex LNG<br>Frontline                       | 0                    | 3,532<br>78,708    | Pareto Bank<br>Pexip Holding     | 0                    | 2,412,220<br>62,433 |
| Aker Carbon Capture      | 0                    | 120,621            | Gjensidige Forsikring                       | 0                    | 7,723              | PGS                              | 0                    | 11,676              |
| Aker Offshore Wind       | 0                    | 165,278            | Golden Ocean Group                          | 0                    | 1,433              | Protector Forsikring             | 0                    | 12,000              |
| AkerSolutions            | 0                    | 3,728              | Grieg Seafood                               | 0                    | 8,907              | Quantafuel                       | 0                    | 1,119,887           |
| American Shipping Co.    | 0                    | 13,300             | Hafnia Ltd.                                 | 0                    | 10,000             | REC Silicon                      | 0                    | 36,816              |
| Aprila Bank ASA          | 0                    | 22,675             | Huddly                                      | 0                    | 988,874            | SalMar                           | 0                    | 2,709               |
| Archer                   | 0                    | 30,170             | Hunter Group ASA                            | 0                    | 308,500            | Salmon Evolution                 | 0                    | 100,000             |
| ArcticZymes Technologies | 0                    | 598,575            | HydrogenPro                                 | 0                    | 37,552             | Sandnes Sparebank                | 0                    | 124,013             |
| Atlantic Sapphire        | 0                    | 13,610             | Ice Fish Farm                               | 0                    | 2,000              | Scatec                           | 0                    | 20,412              |
| Austevoll Seafood        | 0                    | 29,235             | ice Group ASA                               | 0                    | 200,000            | Seadrill Ltd                     | 0                    | 6,215               |
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| Bouvet                   | 0                    | 2,940              | Mercell                                     | 0                    | 23,038             | Sparebanken Sør                  | 0                    | 16,435              |
| BRAbank                  | 0                    | 74,607             | Mowi  | 0                    | 3,761              | Sparebanken Vest                 | 0                    | 16,735              |
| BW Energy<br>BW Offshore | 0                    | 55,050<br>16,076   | MPC Container Ships<br>Nordic Semiconductor | 0                    | 39,437<br>4,681    | Sparebanken Øst<br>Stolt-Nielsen | 0                    | 1,500<br>1,817      |
| Cloudberry Clean Energy  | 0                    | 52,031             | Noreco                                      | 0                    | 790                | Storebrand                       | 0                    | 25,698              |
| DNB                      | 0                    | 45,115             | Norsk Hydro                                 | 0                    | 113,219            | Subsea 7                         | 0                    | 9,226               |
| DNO                      | 0                    | 151,978            | Norske Skog                                 | 0                    | 98,225             | Telenor                          | 0                    | 9,752               |
| DOF                      | 0                    | 2,366,346          | NTS   | 0                    | 2,272              | Vow                              | 0                    | 8,681               |
| Elkem                    | 0                    | 35,426             | Ocean Yield                                 | 0                    | 104,370            | Wallenius Wilhemsen              | 0                    | 57,570              |
| Entra                    | 0                    | 9,977              | OHT   | 0                    | 6,650              | XXL                              | 0                    | 18,823              |
| Equinor                  | 0                    | 2,900              | Okeanis Eco Tankers                         | 0                    | 22,000             | Yara                             | 0                    | 14,133              |
| Europris                 | 0                    | 11,414             | Orkla                                       | 0                    | 20,540             | Zaptec                           | 0                    | 4,000               |

This overview is updated monthly (last updated 15.07.2021).

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# Distribution of recommendations

Recommendation% distributionBuy67%Hold31%Sell2%

## Distribution of recommendations (transactions\*)

Recommendation % distribution

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 93%

 Hold
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