

Industrie Chimiche Forestali

Sector: Industrial

Maximising shareholders value after a record EBITDA

FY23 results were in line with preliminary figures disclosed last January, confirming the record EBITDA of Eu8.5mn/10.6% margin and a strong FCF generation. The BoD proposed a DPS of 0.2/share. We positively view the intention of ICF to cancel all the treasury shares (1.5% of total shares), to further maximise shareholders value. While business visibility for the year remains limited, ICF should benefit from FY consolidation of Langè business, and capitalize further its ability of margin expansion and attractive FCF generation. A volume upturn within the luxury/leather segment in 2H could be an upside risk to our estimates. We confirm our FY24-25E top-line and EBITDA, expecting sales growth of 7% yoy on average with EBITDA margin above 11% and 12% in FY24-25, respectively. Attractive cash generation should continue with an average of >40% EBITDA/cash conversion in FY24-26E. ICF trades at 7.0x 24E EV/EBIT, 40% discount vs peers, an undemanding level in our view. BUY rating confirmed with TP to Eu7.8/share (from Eu7.0) after DCF roll-over (50%) and multiples update (50%).

- FY23 results in line with preliminary, record EBITDA confirmed.** FY23 results were in line with preliminary figures disclosed in January, with sales matching our expectations, while EBITDA and cash generation came in above. All in all, FY23 results came in at Eu79.9mn, c. -9% yoy (c. -15% organic, Tessitura Langè, consolidated in Apr-23, generated >Eu5mn) from Eu88.3mn in FY22, primarily impacted by a difficult macroeconomic condition exacerbated by subdued demand in both automotive and luxury/premium leather segments. FY23 EBITDA was a touch better than preliminary (+1.4% above) at Eu8.5mn/10.6% margin from Eu7.8mn/8.8% margin in 2022, primarily thanks to improved raw material prices, energy costs and the ICF's ability to improve operating efficiency. Adj. EBITDA stood at Eu8.9mn/11% margin, net of Eu0.4mn of MBO. Adj. EBIT reached Eu5.4mn (+10.6% yoy). Restated net profit landed at Eu3.6mn from Eu3.9mn in 2022 due to higher financial interests. Net debt was Eu10.8mn (o/w Eu8.3mn lease IFRS) from Eu7.8mn in FY22, despite over Eu9mn of non-recurring cash-out due to: 1) Eu1.4mn of Langè deal's 1st tranche; 2) Eu1.4mn dividends; 3) Eu3mn Langè NWC increase; 4) Eu3mn IFRS lease of the acquired Langè plant and 5) buyback for Eu0.4mn. Thus, we recall the strong cash generation capabilities of the group (Eu5mn cash generated in 2H23).
- DPS of Eu0.2/sh and treasury shares cancelation.** ICF intends to cancel the treasury shares (104k, c. 1.5% of total sh.) and to distribute a DPS of Eu0.2/sh. More, the BoD proposes to renew the buy-back program of up to Eu8mn value.
- FY24-25E top-line and EBITDA confirmed.** We confirmed our FY24-25E sales and EBITDA, resulting in an average sales growth of 7% yoy. We believe that business visibility in the luxury end-market remains somewhat limited due to persistent weakened demand in the short-term, but we expect ICF to continue to show double-digit EBITDA margin and strong FCF generation. All in all, we expect FY24E top-line to reach Eu84.9mn with EBITDA of Eu9.6mn/11.3% margin. We slightly increased FY24-25E D&A and financial interests to maintain a smooth progression yoy. Net debt should improve to Eu9.1mn, despite considering the last tranche of the payment related to Langè deal (Eu0.9mn) and estimated dividends for Eu1.4mn. Additional synergies related to Tessitura Langè integration and potential upturn in luxury/leather goods volumes represent upside potentials.
- BUY rating confirmed and TP to Eu7.8/share (from Eu7.0).** We confirm our BUY rating and increase our TP to Eu7.8/share as a result of rolling over our DCF (50% weight) and updating relative valuation (50%). ICF is now trading at 2024E 7.0x EV/EBIT (c. 40% below larger international peers), an undemanding level in our view and an attractive entry point.

BUY

Unchanged

TP 7.8

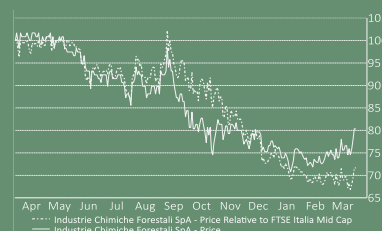
From 7.0

Target price upside 65%

	FY24E	FY25E
Change in EPS est.	-12.1%	-9.6%

Ticker (BBG, Reut)	ICF IM	ICF MI
Share price Ord. (Eu)		4.7
N. of Ord. shares (mn)		6.7
Total N. of shares (mn)		6.7
Market cap (Eu mn)		32
Total Market Cap f.d. (Eu mn)		32
Free Float Ord. (%)		91%
Free Float Ord. (Eu mn)		29
Daily AVG liquidity Ord. (Eu k)		24

	1M	3M	12M
Absolute Perf.	6.8%	4.9%	-21.0%
Rel.to FTSEMidCap	1.4%	-3.1%	-35.0%
52 weeks range		4.2	6.0



	FY23A	FY24E	FY25E
Sales	80	85	92
EBITDA	8.9	9.6	11.4
Net profit adj.	3.6	3.3	4.4
EPS adj.	0.536	0.487	0.652
DPS - Ord.	0.200	0.200	0.182
EV/EBITDA	5.4x	4.4x	3.4x
P/E adj.	10.1x	9.7x	7.3x
Dividend yield	3.7%	4.2%	3.8%
FCF yield	9.7%	12.9%	12.9%
Net debt/(Net cash)	10.9	9.1	6.2
Net debt/EBITDA	1.2x	0.9x	0.5x

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Financial Summary (IFRS)

P&L account (Eu mn)	FY22A	FY23A	FY24E	FY25E	FY26E
Sales	88.3	79.9	84.9	92.0	96.9
Gross margin	28.9	29.8	30.0	32.5	34.2
EBITDA reported	7.8	8.5	9.6	11.4	12.4
D&A	(4.6)	(5.3)	(5.5)	(5.7)	(5.8)
EBIT reported	3.1	3.1	4.1	5.6	6.6
Net financial charges	0.6	(0.7)	(0.6)	(0.6)	(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	3.7	2.4	3.5	5.0	6.0
Taxes	(0.5)	(0.2)	(1.6)	(2.0)	(2.3)
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	3.2	2.2	1.9	3.0	3.7
EBITDA adjusted	7.8	8.9	9.6	11.4	12.4
EBIT adjusted	5.1	5.4	6.0	7.6	8.6
Net profit adjusted	3.9	3.6	3.3	4.4	5.1

Margins (%)	FY22A	FY23A	FY24E	FY25E	FY26E
Gross margin	32.7%	37.4%	35.3%	35.3%	35.3%
EBITDA margin (adj)	8.8%	11.1%	11.3%	12.4%	12.8%
EBIT margin (adj)	5.8%	6.8%	7.1%	8.3%	8.8%
Pre-tax margin	4.2%	3.0%	4.1%	5.5%	6.2%
Net profit margin (adj)	4.4%	4.5%	3.9%	4.8%	5.3%

Growth rates (%)	FY22A	FY23A	FY24E	FY25E	FY26E
Sales	45.7%	-9.6%	6.4%	8.3%	5.4%
EBITDA	9.2%	8.5%	13.3%	18.4%	9.5%
EBITDA adjusted	9.2%	13.9%	8.0%	18.4%	9.5%
EBIT	13.9%	-1.9%	32.5%	38.6%	17.4%
EBIT adjusted	7.3%	7.0%	10.6%	26.0%	12.9%
Pre-tax	nm	nm	44.4%	45.3%	19.5%
Net profit	43.3%	-32.5%	-12.4%	59.0%	23.2%
Net profit adjusted	17.9%	-7.1%	-9.2%	33.9%	15.8%

Per share data	FY22A	FY23A	FY24E	FY25E	FY26E
Shares	6.846	6.741	6.741	6.741	6.741
N. of shares AVG	6.846	6.741	6.741	6.741	6.741
N. of shares diluted AVG	6.846	6.793	6.741	6.741	6.741
EPS	0.466	0.320	0.280	0.445	0.549
EPS adjusted	0.569	0.536	0.487	0.652	0.756
DPS - Ord.	0.150	0.200	0.200	0.182	0.223
DPS - Sav.	0.000	0.000	0.000	0.000	0.000
BVPS	11.470	11.743	11.823	12.087	12.413

Enterprise value (Eu mn)	FY22A	FY23A	FY24E	FY25E	FY26E
Share price Ord. (Eu)	5.7	5.4	4.7	4.7	4.7
Market cap	38.9	36.6	32.0	32.0	32.0
Net debt/(Net cash)	7.8	10.9	9.1	6.2	2.0
Adjustments	0.9	0.9	0.9	0.9	0.9
Enterprise value	47.6	48.4	42.0	39.1	34.9

Cash flow (Eu mn)	FY22A	FY23A	FY24E	FY25E	FY26E
EBITDA adjusted	7.8	8.9	9.6	11.4	12.4
Net financial charges	(0.6)	(0.2)	(0.6)	(0.6)	(0.6)
Cash taxes	0.5	0.1	(1.4)	(1.9)	(2.2)
Ch. in Working Capital	(4.0)	(2.2)	(1.4)	(2.6)	(1.7)
Other operating items	(0.5)	(1.3)	(0.4)	(0.4)	(0.4)
Operating cash flow	3.3	5.3	5.8	6.0	7.6
Capex	(2.0)	(1.8)	(1.7)	(1.8)	(1.9)
FCF	1.3	3.5	4.1	4.1	5.7
Disposals/Acquisitions	(0.3)	(1.4)	(0.9)	0.0	0.0
Changes in Equity	(0.5)	(0.4)	0.0	0.0	0.0
Others	0.1	(3.5)	0.0	0.0	0.0
Dividends	(1.0)	(1.4)	(1.3)	(1.2)	(1.5)
Ch. in NFP	(0.4)	(3.1)	1.9	2.9	4.2

Ratios (%)	FY22A	FY23A	FY24E	FY25E	FY26E
Capex/Sales	2.3%	2.3%	2.0%	2.0%	2.0%
Capex/D&A	0.4x	0.3x	0.3x	0.3x	0.3x
FCF/EBITDA	16.0%	39.7%	43.0%	36.3%	45.9%
FCF/Net profit	nm	nm	nm	nm	nm
Dividend pay-out	42.3%	62.5%	65.0%	50.0%	50.0%

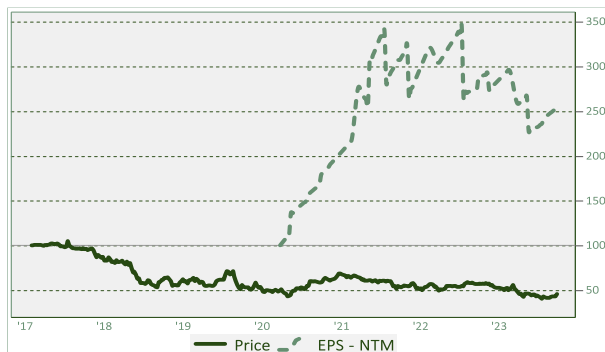
Balance sheet (Eu mn)	FY22A	FY23A	FY24E	FY25E	FY26E
Working capital	20.7	22.3	25.0	27.5	29.1
Fixed assets	73.3	75.2	73.0	70.5	68.4
Provisions & others	(7.7)	(7.4)	(9.2)	(10.3)	(11.9)
Net capital employed	86.3	90.1	88.8	87.6	85.6
Net debt/(Net cash)	7.8	10.9	9.1	6.2	2.0
Equity	78.5	79.2	79.7	81.5	83.7
Minority interests	0.0	0.0	0.0	0.0	0.0

Ratios (%)	FY22A	FY23A	FY24E	FY25E	FY26E
Working capital/Sales	23.5%	27.9%	29.4%	29.9%	30.0%
Net debt/Equity	9.9%	13.8%	11.4%	7.6%	2.3%
Net debt/EBITDA	1.0x	1.2x	0.9x	0.5x	0.2x

Valuation	FY22A	FY23A	FY24E	FY25E	FY26E
EV/CE	0.5x	0.5x	0.4x	0.4x	0.4x
P/BV	0.5x	0.5x	0.4x	0.4x	0.4x
EV/Sales	0.5x	0.6x	0.5x	0.4x	0.4x
EV/EBITDA	6.1x	5.7x	4.4x	3.4x	2.8x
EV/EBITDA adjusted	6.1x	5.4x	4.4x	3.4x	2.8x
EV/EBIT	15.2x	15.8x	10.3x	6.9x	5.3x
EV/EBIT adjusted	9.4x	8.9x	7.0x	5.1x	4.1x
P/E	12.2x	17.0x	16.9x	10.6x	8.6x
P/E adjusted	10.0x	10.1x	9.7x	7.3x	6.3x
ROCE pre-tax	5.5%	5.7%	6.2%	7.8%	8.8%
ROE (excl. Goodwill)	9.0%	8.2%	7.9%	10.4%	11.4%
EV/FCF	38.1x	13.7x	nm	9.5x	6.1x
FCF yield	3.2%	9.7%	12.9%	12.9%	17.9%
Dividend yield	2.6%	3.7%	4.2%	3.8%	4.7%

Share price performance

Strong growth of EPS estimates



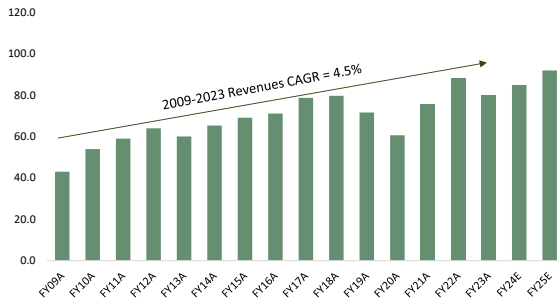
Valuation

The company is trading at significant discount versus peers



Solid top line growth in the long term (FY09A-FY25E)

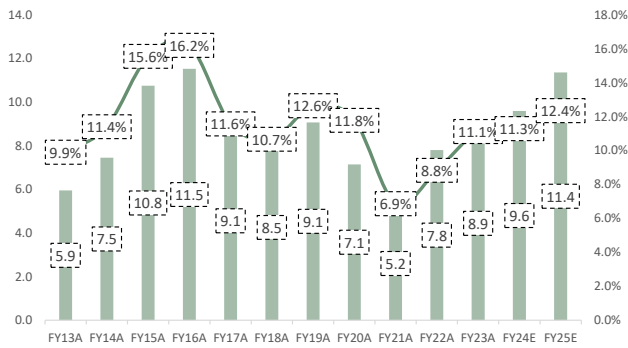
FY21-22 sales posted a double-digit growth



Source: company data, Alantra estimates

A profitable business (FY13A-FY25E EBITDA and margin)

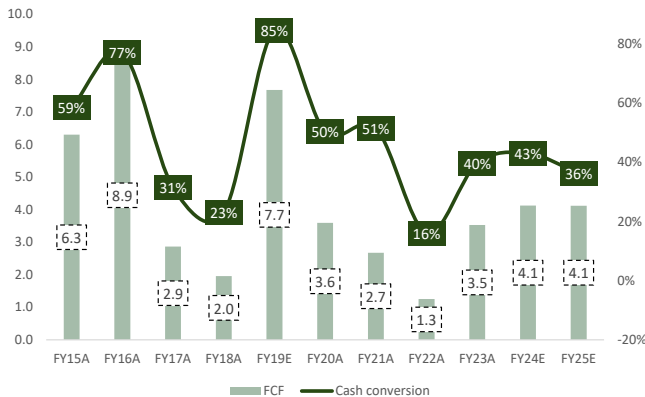
Profitability was resilient to Covid-19, further margin expansion is expected



Source: company data, Alantra estimates

Cash generative (FY15A-FY24E FCF and cash conversion)

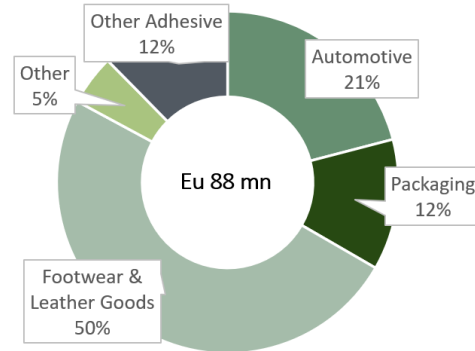
Good cash generation is foreseen ahead, reaching 50% cash conversion in FY24E



Source: company data, Alantra estimates

Revenues breakdown by Sector (Tessitura Langè post-merger)

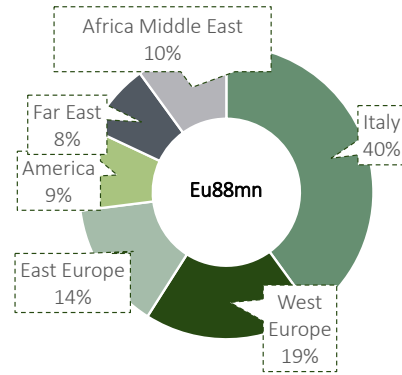
ICF has significantly reduced its exposure to the automotive sector



Source: Company data

Revenues breakdown by Geography (FY22A)

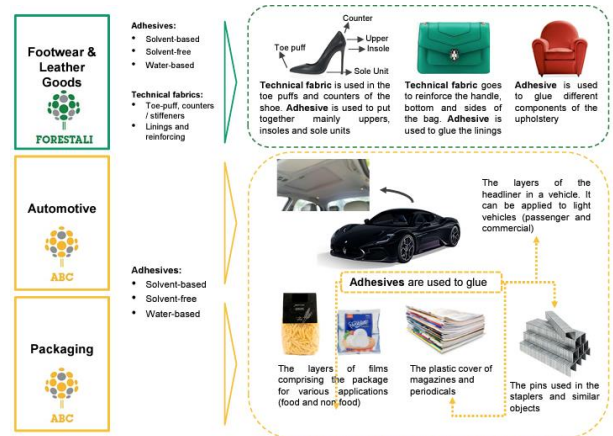
Well diversified by geography



Source: company data

An overview of ICF's adhesive applications

ICF's adhesive are used in a diversified end-markets (Premium leather/footwear, automotive, packaging)



Source: company data

Profile

Background	ICF manufactures adhesives (74% of sales in FY22) and technical fabrics (26%). The company carries out its activities from its production site located in Marcallo con Casone (the plant occupies an area of about 22,800 square meters out of a property of 60.000 square meters), through two distinctive divisions: Forestali and ABC (Adhesive Based Chemicals). The Forestali division (66%) manufactures: (i) adhesives and technical fabrics (i.e. toe-puffs and stiffeners) for the footwear industry; (ii) adhesives and technical fabrics (i.e. linings and reinforcing) for leather goods and upholstered furniture. Forestali also acts as a contract manufacturer in the production of third parties' brands for well recognized international players. The ABC division (34%) was launched in 2005 and manufactures industrial adhesives for the automotive and packaging industry. Today, Footwear and Leather Goods represents the most important reference sector accounting for 52% of sales, followed by Automotive for 22%. Smaller contribution but higher potential for growth comes from Packaging (13%) and other adhesive (13%).
Positioning	ICF has been gaining shares in adhesives reference markets by leveraging on its niche positioning between global players and local competitors. ICF has, on one side, a higher degree of flexibility compared to global players, which struggle to serve a fragmented customer base; on the other, the group represents a certified and reliable partner respecting strict standards of quality. As of today, the company can rely on 3 R&D Labs (Manufacturing, Automotive, Packaging) with > 20 employees. As the company focus on sustainability to attract new clients, over the last decade the amount of water-based and solvent free adhesives over total production increased from 34% to 53% significantly reducing emissions. ICF sells its adhesives and fabrics all over the world. Sales made abroad were a relevant driver of growth over the last decade, representing 60% of 2022 total sales. The company distributes its products both directly, through a network of 9 experienced sales, and via agents / distributors. With the Morel and Tessitura Langè acquisitions in 2021 and 2023 respectively, ICF has expanded its activity into luxury footwear, leather goods and premium textiles.
Growth	<p>Since 2009, when Guido Cami was appointed as group's CEO, ICF has built a history of long-term solid growth: revenues grew from Eu43.0mn in FY09 to Eu88mn in FY22 posting a 6% 13Y CAGR. Growth came mainly from revenues made abroad thanks to an effective commercial activity made both in the US and in Asia. Cumulative adj. FCF generation over 2012-23 period was over Eu50mn. On average EBITDA cash conversion was >50%.</p> <p>The adhesive/sealants market is worth today around USD50bn (source: IHS research). Mechanical fastening replacement and growth of adhesive consumption in emerging markets are the main drivers behind a relentless market growth expected in coming years (3% to 3.5% per year) which should bring total value to around USD70bn by 2027.</p>
Strategy	ICF is unceasingly expanding its commercial network in large and underpenetrated footwear markets (e.g. APAC, LATAM). While there is little room to grow further into automotive, the diversification into structurally growing industries like flexible packaging and leather goods (where ICF's know-how on environmental-friendly water-based adhesives is key) is far from being complete. ICF also considers M&A an opportunity to consolidate its leadership in reference markets, enter into new geographies/end markets.

Strengths	Weaknesses	
Global leading player in the supply of adhesives for car headliners Cross-sector diversification with exposure to luxury end-markets Low maintenance capex needs, sound cash generation	Exposure to cyclical automotive market Competition in the automotive sector is with global players with larger scale High exposure to raw material prices fluctuation	
Opportunities	Threats	
M&A to expand footprint, to achieve higher product and geographical diversification Develop new commercial relationships and industrial partnerships R&D on water-based adhesives to attract customers via eco-friendly technologies	Aggressive commercial behavior from large suppliers in automotive sector Limited number of raw materials suppliers Cyclical downturn should hit demand from automotive customers	
Key shareholders	Management	Next events
V.F. Adhesives srl 26.5%	Guido Cami - CEO and Chairman Marcello Taglietti - COO Massimo Rancilio - CFO	Shareholders meeting: 29/04/24 1Q24 results: 16/10/24 1H24 results: 25/09/24 3Q24 results: 18/11/24

4Q/FY23 Preliminary Results

4Q/FY23 results

FY23 results in line with preliminary figures

Eu mn	4Q22A	4Q23A	YoY %	4Q23P	AvP %	FY22A	FY23A	YoY %	FY23P	AvP %
Revenues	22.3	19.6	-12.3%	19.7	-0.7%	88.3	79.9	-9.6%	80.0	-0.2%
EBITDA Reported	3.0	2.0	-34.4%	1.9	6.3%	7.8	8.5	8.5%	8.4	1.4%
Ebitda Margin %	13.5%	10.1%		9.4%		8.8%	10.6%		10.4%	
NFP (debt)/cash	(7.8)	(10.8)		(10.8)		(7.8)	(10.9)		(10.8)	

Source: Company data, Alantra estimates

Estimates

Estimates confirmed

We broadly confirm our FY24-25E top-line and EBITDA. We slightly increase D&A and financial expenses.

(Eu mn)	NEW Estimates			% Change			OLD Estimates		
	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
Total Revenues / Value of Production	84.9	92.0	96.9	0%	0%	na	84.9	92.0	na
EBITDA Adjusted	9.6	11.4	12.4	0%	0%	na	9.6	11.4	na
EBIT Adjusted	6.0	7.6	8.6	-8%	-7%	na	6.6	8.1	na
Net profit restated	3.3	4.4	5.1	-11%	-8%	na	3.7	4.8	na
EPS	0.487	0.652	0.756	-12%	-10%	na	0.554	0.722	na
Net financial position	(9.1)	(6.2)	(2.0)	-0.78	-1.38	na	(8.3)	(4.8)	na

Source: Alantra estimates

Peers

Trading multiples

At current market price, the stock is at a large discount vs peers based on 2024/2025E multiples

Company	Country	Mkt Cap (Eu mn)	EV/EBITDA			EV/EBIT			PE			EV/Sales			
			FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	
Industrie Chimiche Forestali	ITALY	35	4.4 x	3.4 x	2.8 x	7.0 x	5.1 x	4.1 x	9.7 x	7.3 x	6.3 x	0.5 x	0.4 x	0.4 x	
Premium (discount) to Peers' Median			-46%	-54%	-54%	-39%	-49%	-56%	-38%	-47%	-55%	-68%	-70%	-72%	
PEERS			Average	30.6 x	13.8 x	14.3 x	12.9 x	11.3 x	58.5 x	48.7 x	14.9 x	18.6 x	2.5 x	2.1 x	2.1 x
			Median	8.2 x	7.5 x	6.1 x	11.5 x	10.2 x	9.3 x	15.8 x	13.8 x	13.8 x	1.5 x	1.4 x	1.3 x
Henkel AG & Co. KGaA Pref	GERMANY	30,617	8.6 x	8.0 x	7.5 x	11.1 x	10.0 x	9.5 x	15.8 x	14.7 x	13.8 x	1.4 x	1.3 x	1.3 x	
Sika AG	SWITZERLAND	44,312	20.1 x	18.1 x	16.3 x	26.0 x	22.9 x	20.4 x	32.6 x	28.7 x	26.0 x	4.0 x	3.6 x	3.4 x	
Arkema SA	FRANCE	7,320	5.8 x	5.2 x	4.7 x	9.5 x	8.0 x	7.5 x	10.6 x	9.2 x	8.4 x	1.0 x	0.9 x	0.8 x	
H.B. Fuller Company	UNITED STATES	4,019	9.5 x	8.8 x	na	13.1 x	11.8 x	na	18.5 x	16.2 x	14.0 x	1.6 x	1.5 x	na	
PEERS Adhesives Producers			Average	11.0 x	10.0 x	9.5 x	14.9 x	13.2 x	12.5 x	19.4 x	17.2 x	15.6 x	2.0 x	1.8 x	1.8 x
			Median	9.1 x	8.4 x	7.5 x	12.1 x	10.9 x	9.5 x	17.2 x	15.4 x	13.9 x	1.5 x	1.4 x	1.3 x
SAES Getters S.p.A.	ITALY	598	225.2 x	65.6 x	71.2 x	nm	nm	397.3 x	nm	nm	58.5 x	9.3 x	7.3 x	7.1 x	
Cembre S.p.A.	ITALY	750	10.3 x	9.8 x	9.2 x	12.6 x	12.1 x	11.4 x	17.6 x	16.8 x	15.8 x	3.1 x	2.9 x	2.7 x	
LU-VE SpA	ITALY	514	7.7 x	6.9 x	6.1 x	11.8 x	10.3 x	9.1 x	14.2 x	12.9 x	11.8 x	1.0 x	0.9 x	0.8 x	
Aquafil SpA	ITALY	130	5.1 x	4.1 x	3.6 x	nm	nm	nm	303.5 x	nm	nm	0.6 x	0.6 x	0.5 x	
Sabaf S.p.A.	ITALY	206	6.0 x	4.9 x	4.3 x	10.6 x	7.9 x	6.6 x	13.9 x	10.5 x	9.2 x	1.0 x	0.9 x	0.8 x	
B&C Speakers S.p.A.	ITALY	194	7.5 x	6.7 x	6.0 x	8.1 x	7.2 x	6.4 x	11.5 x	10.7 x	10.0 x	1.7 x	1.5 x	1.4 x	
PEERS Italian Small-Caps			Average	43.6 x	16.3 x	16.7 x	10.8 x	9.4 x	86.1 x	72.1 x	12.7 x	21.1 x	2.8 x	2.3 x	2.2 x
			Median	7.6 x	6.8 x	6.0 x	11.2 x	9.1 x	9.1 x	14.2 x	11.8 x	11.8 x	1.4 x	1.2 x	1.1 x

Source: Alantra estimates and Factset

Financials

Selected peers enjoy better margins than ICF being larger/more diversified (Adhesives producers) or being active in different businesses (Italian Small-Caps)

Company	Country	Mkt Cap (Eu mn)	FY24E - FY26E average margins					CAGR FY23A - FY26E				
			EBITDA Margin	EBIT Margin	Net Income Margin	Capex / Sales	Dividend Payout	Sales	EBITDA	EBIT	EPS	
Industrie Chimiche Forestali	ITALY	35	12.2%	8.1%	4.6%	2.0%	-55.0%	6.7%	11.9%	16.3%	12.1%	
PEERS			Average	17.5%	12.2%	8.6%	5.2%	38.5%	5.7%	-14.0%	-46.6%	-1.8%
			Median	17.1%	11.9%	7.2%	4.7%	36.2%	5.4%	7.7%	8.1%	10.1%
Henkel AG & Co. KGaA Pref	GERMANY	30,617	16.6%	13.1%	8.7%	3.2%	39.1%	1.9%	4.7%	5.5%	7.4%	
Sika AG	SWITZERLAND	44,312	20.2%	15.9%	11.1%	2.7%	43.5%	6.7%	11.0%	13.0%	14.8%	
Arkema SA	FRANCE	7,320	17.0%	10.8%	7.1%	7.6%	36.9%	3.9%	7.6%	8.1%	10.1%	
H.B. Fuller Company	UNITED STATES	4,019	17.5%	13.0%	7.3%	3.7%	15.0%	5.2%	7.8%	10.3%	13.9%	
PEERS Adhesives Producers			Average	17.8%	13.2%	8.6%	4.3%	33.6%	4.4%	7.8%	9.2%	11.5%
			Median	17.2%	13.0%	8.0%	3.5%	38.0%	4.6%	7.7%	9.2%	12.0%
SAES Getters S.p.A.	ITALY	598	8.4%	0.4%	5.5%	11.5%	31.2%	3.2%	-238.4%	-147.6%	78.5%	
Cembre S.p.A.	ITALY	750	29.2%	23.7%	17.5%	6.9%	71.7%	6.6%	5.4%	5.6%	4.8%	
LU-VE SpA	ITALY	514	13.2%	8.8%	5.4%	5.8%	24.8%	5.6%	6.9%	8.1%	7.4%	
Aquafil SpA	ITALY	130	13.2%	4.4%	1.2%	3.9%	32.8%	4.3%	23.6%	-423.5%	-185.6%	
Sabaf S.p.A.	ITALY	206	17.1%	10.5%	6.6%	5.4%	35.5%	9.2%	22.4%	44.2%	20.1%	
B&C Speakers S.p.A.	ITALY	194	23.0%	21.3%	15.4%	0.9%	55.0%	9.9%	9.1%	9.9%	10.1%	
PEERS Italian Small-Caps			Average	17.4%	11.5%	8.6%	5.8%	41.8%	6.5%	-28.5%	-83.9%	-10.8%
			Median	15.2%	9.7%	6.0%	5.6%	34.1%	6.1%	8.0%	6.8%	8.7%

Source: Alantra estimates and Factset

Performance

ICF's price underperformed vs adhesives producers over the last 12 months

Company	Country	Mkt Cap (Eu mn)	Performance					
			1M	3M	6M	1YR	3YR	5YR
Industrie Chimiche Forestali	ITALY	35	6.8%	4.9%	-3.3%	-21.0%	-21.8%	-24.8%
PEERS	Average		4.1%	0.3%	13.8%	7.2%	19.6%	40.7%
	Median		4.5%	-0.2%	11.2%	11.2%	13.1%	53.6%
Henkel AG & Co. KGaA Pref	GERMANY	30,617	8.1%	2.7%	11.2%	6.9%	-22.3%	-17.1%
Sika AG	SWITZERLAND	44,312	5.9%	-1.1%	16.3%	8.0%	1.2%	96.9%
Arkema SA	FRANCE	7,320	-0.9%	-4.5%	3.3%	10.6%	-6.9%	15.7%
H.B. Fuller Company	UNITED STATES	4,019	1.6%	-3.3%	11.3%	17.6%	25.1%	63.5%
PEERS Adhesives Producers	Average		3.7%	-1.5%	10.5%	10.8%	-0.7%	39.8%
	Median		3.8%	-2.2%	11.2%	9.3%	-2.9%	39.6%
SAES Getters S.p.A.	ITALY	598	3.8%	4.6%	8.4%	11.8%	67.9%	61.5%
Cembre S.p.A.	ITALY	750	10.8%	18.2%	32.0%	42.7%	87.7%	102.3%
LU-VE SpA	ITALY	514	12.1%	0.7%	10.5%	-25.0%	54.0%	99.1%
Aquafil SpA	ITALY	130	-6.6%	-11.5%	17.6%	-39.0%	-42.5%	-71.1%
Sabaf S.p.A.	ITALY	206	5.2%	5.1%	17.0%	13.2%	-22.3%	10.9%
B&C Speakers S.p.A.	ITALY	194	0.9%	-7.4%	10.3%	25.7%	53.7%	45.7%
PEERS Italian Small-Caps	Average		4.4%	1.6%	16.0%	4.9%	33.1%	41.4%
	Median		4.5%	2.6%	13.8%	12.5%	53.9%	53.6%

Source: Alantra estimates and Factset

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