

Italy – Food and Beverage

Strong increase in profitability and sound CF generation

20th March 2024

FY-23 RESULTS RELEASE

RIC: ITWB.MI
BBG: IWB IM

In 2023, IWB reported sales broadly unchanged YoY coupled with soaring margins and a huge CF generation, which led to significant deleveraging. In 2024, IWB expects more convenient sell-out prices, which should boost sales volumes, and a further improvement in margins also thanks to the group's streamlining process completed at the beginning of this year. In addition, the market context should offer a few M&A opportunities.

Rating:

Buy

Price Target:

€ 33.00

Upside/(Downside): 80.3%

Last Price: € 18.30

Market Cap.: € 173.4m

1Y High/Low: € 25.30 / € 16.60

Avg. Daily Turn. (3M, 6M): € 98k, € 94k

Free Float: 63.6%

Major shareholders:

Gruppo Pizzolo (Enoitalia)	14.8%
Provinco	7.1%
Barbanera Family	7.0%



Stock price performance

	1M	3M	12M
Absolute	4.9%	1.0%	-19.2%
Rel.to FTSE IT Growth	5.9%	1.6%	-7.0%
Rel.to EU Sector	7.7%	3.5%	-11.8%

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Estimates fine-tuned. DCF-based PT of € 33.00/s confirmed. Buy reiterated

IWB unveiled strong FY-23 results despite a declining reference market affected by the reduction in consumption due to soaring inflation. Margins benefitted from a more lucrative revenue mix coupled with some costs' reduction. Following the 2023 results, we have fine-tuned our model by factoring in: 1) broadly unchanged sales growth and margins; 2) a lower NWC, on the back of a great improvement achieved in 2023; 3) a stable DPS of € 0.50/s. The combined result is an avg. 2.7% and 2.4% decrease in Sales and adj. EBITDA and 0.8% increase in adj. Net Profit, in 2024-25. We have also introduced estimates for 2026. CFO has also updated the DCF valuation criteria, bringing the Free Risk Rate up to date and postponing the first valuation year to 2024. The result is an unchanged PT of € 33.00/s, 80.3% upside. Buy reiterated: IWB is currently trading at very undemanding 5.6x and 7.8x EV/EBITDA₂₄ and PER₂₄, coupled with an appealing 16% FCF yield in 2024-26, on average.

Revenues broadly in line YoY. Wholesale up ca. 3% driven by foreign markets

Sales were € 429.1m, in line with € 430.3m reported in 2022PF. The Wholesale segment rose by 2.8% YoY to € 311.8m, thanks to increasing sales on foreign markets driven by own-branded premium products, which contributed to an increase in the group's profitability. The Distance Selling channel declined by 9.2% YoY to € 62.3m, returning to pre-pandemic levels, because of the repositioning of the out-of-home consumption to the detriment of the at-home consumption. The Ho.Re.Ca. totalled € 54.8m compared to € 56.9m in 2022PF, as a result of stable volumes and decreasing value due to unfavourable EUR/USD exchange rate. Concerning the Ho.Re.Ca. segment, IWB started to sell to two important distributors in Italy (Forst and Beverage Network) and a distributor in Switzerland (Carlsberg).

Significant increase in EBITDA margin, up by ca. 170bps vs FY-22PF

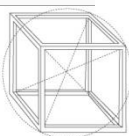
Adj. EBITDA was € 44.3m, 10.2% margin (€ 37.2m, 8.5% margin FY-22PF). The figure came in higher than the upper end of the guidance provided by the company (€ 40-44m) as well as 4.5% better than our estimate of € 42.4m. This remarkable result was driven by 1) a more profitable revenue mix, with an increasing share of premium products, 2) the increased price lists, 3) a reduction in purchasing costs of dry goods, and 4) lower energy and logistics costs. Adj. Net Profit totalled € 18.9m, 4.4% margin (€ 15.2m, 3.5% margin in FY-22PF), higher than the upper end of the guidance (€ 15-18m).

NFP declined to € 115.9m, corresponding to a healthy 2.6x NFP/adj. EBITDA

NFP was € 115.9m debt (2.6x NFP/adj. EBITDA), significantly improved compared to € 146.5m (3.9x NFP/adj. EBITDA on pro-forma basis) at year-end 2022, thanks to a strong CF generation supported by a huge reduction in NWC, which was partly obtained thanks to the group's new organization following the streamlining process.

IWB, key financials and ratios

€ m	2022	2023	2024e	2025e	2026e
Sales	390.7	429.1	434.4	439.0	443.3
Total Revenues	396.2	433.5	438.7	443.3	447.7
Adjusted EBITDA	31.1	44.3	47.9	50.8	53.2
EBITDA	29.7	41.0	45.9	48.8	51.2
EBIT	19.2	27.4	32.8	35.9	38.3
Net Profit	11.2	16.3	20.6	22.2	24.4
Adjusted Net Profit	12.0	18.9	22.2	23.7	25.9
NFP debt/(cash)	146.5	115.9	94.6	71.5	46.3
EPS adjusted FD	1.27	2.00	2.35	2.51	2.74
EPS adj. FD growth	-28.0%	57.1%	17.7%	6.5%	9.3%
DPS ord. €/s	0.10	0.50	0.50	0.50	0.50
Dividend yield	0.5%	2.7%	2.7%	2.7%	2.7%
Free Cash Flow Yield	-13.0%	17.4%	15.1%	16.0%	17.3%
PER adj. x	21.9	10.9	7.8	7.3	6.7
PCF x	10.8	4.7	5.2	4.9	4.6
EV/Sales x	1.05	0.75	0.62	0.56	0.50
EV/EBITDA adj. x	13.2	7.3	5.6	4.8	4.1
EV/EBIT x	21.3	11.8	8.2	6.8	5.7



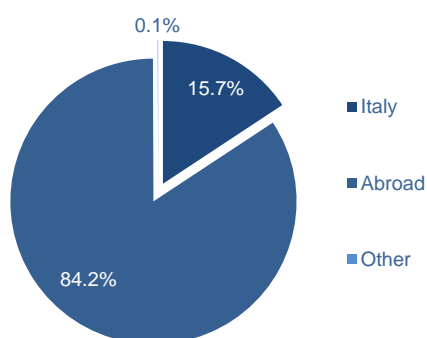
The company at a glance

Italian Wine Brands – IWB is a leading producer and distributor of Italian wines worldwide. IWB is amongst the largest domestic privately-owned wine groups thanks to massive organic growth coupled with several strategic acquisitions since its establishment. The group produces high quality wines in Italy's most prestigious winemaking regions, including Veneto (in particular, the Prosecco area), Tuscany and Piedmont where super-premium wines are produced, as well as Apulia. The group operates through three distribution channels, namely Wholesale, Distance Selling and Ho.Re.Ca., thus covering both the off- and on-trade (B2B) as well as the online (B2C) segments. In detail, IWB distributes both privately labelled and branded products (over 70 owned brands) in more than 90 countries in 5 continents. In 2023, the group sold over 170 million bottles.

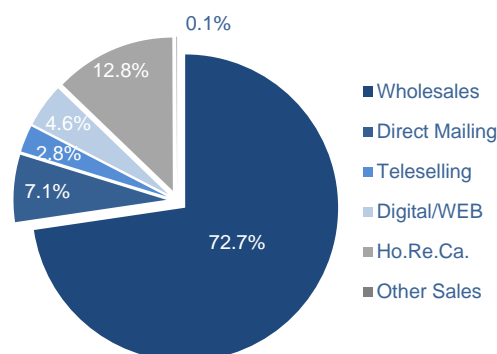
Since the group does not own any vineyards, raw materials (grapes, must and bulk wine) are procured from Italian wine producers and then processed in the group's proprietary wineries. IWB takes care of the key points of the value chain, namely winemaking, ageing, bottling, distribution, and marketing, thus keeping its business model extremely flexible and adaptable to market trends and customer behaviours.

FY-23 sales were € 429.1m, with adjusted EBITDA equal to € 44.3m, 10.3% margin, and adjusted Net Profit of € 18.9m, 4.4% margin. The Wholesale channel accounted for 73% of total turnover, while Distance Selling for 14% and the Ho.Re.Ca. segment for 13%.

2023 revenues by geography and...



...by channel



Shareholder structure

	%	# m
Gruppo Pizzolo (ENOITALIA)	14.8%	1.40
Provinco	7.1%	0.67
Barbanera Family	7.0%	0.66
IPOC (promoters)	4.1%	0.39
SIP of Italy (promoters)	2.7%	0.25
Treasury Shares	0.7%	0.07
Free Float, o/w	63.6%	6.02
Otus Capital Management	5.7%	0.54
Praude Asset Management	5.0%	0.47
Total	100.0%	9.46

Source: Company data

Peer group absolute performance

	1D	1W	1M	3M	6M	YTD
Concha y Toro Winery Inc	0.9	3.6	3.6	4.1	2.8	3.1
Lanson BCC SA	0.7	10.1	9.2	7.4	14.7	6.8
Laurent Perrier SA	1.3	(1.2)	(1.6)	1.3	(4.4)	(0.4)
Masi Agricola SpA	(1.2)	(3.1)	(8.0)	5.9	9.6	0.8
Schloss Wachenheim AG	(1.3)	(2.6)	(2.6)	(6.8)	(9.6)	(7.9)
Treasury Wine Estates Ltd	(0.3)	0.6	5.2	16.3	8.3	14.6
Vranken Pommery SA	(0.3)	2.0	(3.8)	(3.8)	(7.3)	(4.4)
Wine producers median	(0.3)	0.6	(1.6)	4.1	2.8	0.8
Hawesko Holding SE	(1.0)	0.3	(3.7)	(4.3)	(19.2)	(9.5)
Naked Wines PLC	(11.0)	(20.5)	(30.5)	(4.5)	(18.2)	(7.5)
Wine distributors median	(6.0)	(10.1)	(17.1)	(4.4)	(18.7)	(8.5)
Italian Wine Brands SpA	5.3	5.8	4.9	1.0	(3.7)	(3.6)

Source: Refinitiv Eikon

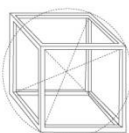
Peer group multiples table

Price & EV multiples x	PER FY1	PER FY2	PER FY3	EBITDA FY1	EBITDA FY2	EBITDA FY3	EBIT FY1	EBIT FY2	EBIT FY3
Concha y Toro Winery Inc	11.1	9.7	7.4	8.7	7.9	6.0	11.7	10.4	7.7
Lanson BCC SA	8.3	7.8	7.8	11.0	10.7	n.a.	12.3	12.2	n.a.
Laurent Perrier SA	12.5	12.6	11.7	9.5	9.1	8.5	10.2	9.8	9.2
Masi Agricola SpA	46.4	32.5	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Schloss Wachenheim AG	10.6	9.0	9.3	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Treasury Wine Estates Ltd	24.2	19.2	17.0	14.2	11.7	10.7	17.6	14.2	12.7
Vranken Pommery Monopole SA	12.4	10.5	9.1	14.8	14.2	13.7	20.6	19.6	18.7
Wine producers median	12.4	10.5	9.2	11.0	10.7	9.6	12.3	12.2	10.9
Hawesko Holding SE	24.8	12.0	10.9	5.8	5.3	4.9	12.0	8.7	7.8
Naked Wines PLC	14.9	8.7	5.4	3.9	1.1	n.m.	10.3	1.8	n.m.
Wine distributors median	19.8	10.3	8.1	4.8	3.2	4.9	11.2	5.3	7.8
Italian Wine Brands SpA	7.8	7.3	6.7	5.6	4.8	4.1	8.2	6.8	5.7

Sources: CFO SIM, Refinitiv Eikon



Income statement (€ m)	2022	2023	2024e	2025e	2026e
Sales	390.7	429.1	434.4	439.0	443.3
Total Revenues	396.2	433.5	438.7	443.3	447.7
Purchasing	(271.2)	(291.6)	(292.0)	(293.5)	(295.5)
Services	(71.4)	(73.7)	(74.1)	(73.2)	(73.0)
Personnel	(21.8)	(25.7)	(25.0)	(26.1)	(26.2)
Other income / (expenses)	(2.1)	(1.6)	(1.8)	(1.8)	(1.8)
EBITDA	29.7	41.0	45.9	48.8	51.2
D&A	(10.5)	(13.6)	(13.0)	(13.0)	(12.9)
EBIT	19.2	27.4	32.8	35.9	38.3
Financials	(5.5)	(7.8)	(7.2)	(6.0)	(5.5)
Extraordinary	0.0	0.0	0.0	0.0	0.0
Pre-Tax profit	13.7	19.6	25.7	29.8	32.7
Income taxes	(2.7)	(3.1)	(4.9)	(7.5)	(8.2)
Minorities	0.2	(0.2)	(0.2)	(0.2)	(0.2)
Net Profit	11.2	16.3	20.6	22.2	24.4
Adjusted EBITDA	31.1	44.3	47.9	50.8	53.2
Adjusted EBIT	20.5	30.7	34.8	37.9	40.3
Adjusted Net Profit	12.0	18.9	22.2	23.7	25.9
Balance sheet (€ m)	2022	2023	2024e	2025e	2026e
Net Working Capital	26.1	16.9	17.3	17.4	17.6
Net Fixed Assets	324.8	322.0	316.5	311.1	305.6
Equity Investments	0.0	0.0	0.0	0.0	0.0
Other M/L Term A/L	(11.1)	(13.5)	(13.7)	(13.8)	(13.9)
Net Invested Capital	339.9	325.4	320.1	314.7	309.3
Net Financial Position	146.5	115.9	94.6	71.5	46.3
Minorities	(0.4)	(0.2)	(0.0)	0.1	0.3
Group's Shareholders Equity	193.7	209.7	225.6	243.1	262.7
Financial Liabilities & Equity	339.9	325.4	320.1	314.7	309.3
Cash Flow statement (€ m)	2022	2023	2024e	2025e	2026e
Total net income	11.0	16.5	20.8	22.4	24.6
Depreciation	10.5	13.6	13.0	13.0	12.9
Other non-cash charges	20.3	4.3	0.2	0.1	0.1
Cash Flow from Oper. (CFO)	41.8	34.3	34.0	35.5	37.6
Change in NWC	(17.4)	9.2	(0.4)	(0.2)	(0.2)
FCF from Operations (FCFO)	24.4	43.5	33.6	35.3	37.5
Net Investments (CFI)	(58.8)	(7.6)	(7.5)	(7.5)	(7.5)
Free CF to the Firm (FCFF)	(34.3)	35.9	26.1	27.8	30.0
CF from financials (CFF)	36.3	(26.1)	(14.1)	(13.6)	(13.2)
Free Cash Flow to Equity (FCFE)	1.9	9.9	12.0	14.1	16.8
Financial ratios	2022	2023	2024e	2025e	2026e
Adj. EBITDA margin	7.8%	10.2%	10.9%	11.5%	11.9%
EBIT margin	4.8%	6.3%	7.5%	8.1%	8.5%
Adj. Net profit margin	3.0%	4.4%	5.1%	5.3%	5.8%
Tax rate	19.4%	15.9%	19.0%	25.0%	25.0%
Op NWC/Sales	6.7%	3.9%	4.0%	4.0%	4.0%
Interest coverage x	0.37	0.34	0.24	0.20	0.17
Net Debt/EBITDA x	4.93	2.83	2.06	1.47	0.90
Debt-to-Equity x	0.76	0.55	0.42	0.29	0.18
ROIC	3.6%	4.9%	6.4%	7.0%	7.8%
ROCE	4.7%	6.7%	7.9%	8.5%	8.8%
ROACE	5.0%	6.7%	8.0%	8.5%	8.9%
ROE	6.4%	8.1%	9.5%	9.5%	9.6%
Payout ratio	8.4%	29.0%	22.9%	21.3%	19.4%
Per share figures	2022	2023	2024e	2025e	2026e
Final N. of shares # m	9.46	9.46	9.46	9.46	9.46
Average N. of shares # m	9.46	9.46	9.46	9.46	9.46
Final N. of shares (fully diluted) # m	9.46	9.46	9.46	9.46	9.46
EPS reported €	1.19	1.72	2.18	2.35	2.58
EPS reported FD €	1.19	1.72	2.18	2.35	2.58
EPS adjusted FD €	1.27	2.00	2.35	2.51	2.74
EBITDA FD €	3.14	4.33	4.85	5.16	5.41
EBIT FD €	0.16	0.16	0.09	0.10	0.12
FCFO FD €	2.58	4.60	3.55	3.73	3.96
FCFF FD €	(3.63)	3.80	2.76	2.94	3.17
FCFE FD €	0.21	1.04	1.27	1.49	1.77
Dividend €	0.10	0.50	0.50	0.50	0.50



IWB in a nutshell

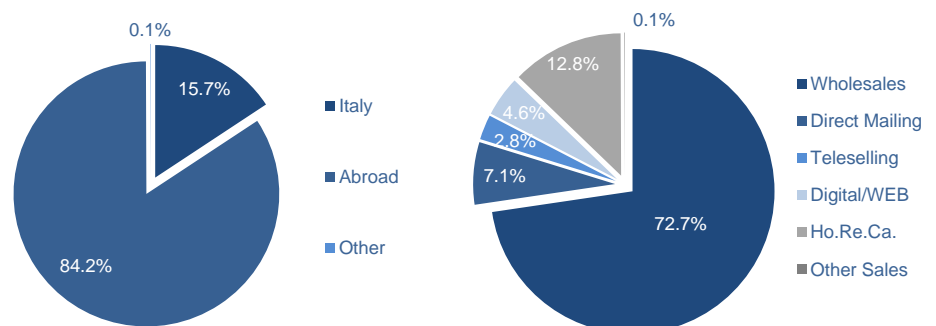
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FY-23 sales reached € 429.1m, broadly unchanged compared to € 430.3m in 2022 on a pro-forma basis. The Wholesale channel accounted for 73% of total turnover, while Distance Selling for 14% and the Ho.Re.Ca. segment for 13%. **Adjusted EBITDA totalled € 44.3m**, 10.2% margin. Adj. Net Profit stood at € 18.9m, 4.4% margin.

Chart 1 – IWB, 2023 revenues by country and by channel



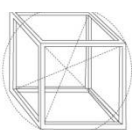
Source: CFO SIM elaboration on company data

IWB was listed on Euronext Growth Milan **on 29-Jan-15** at € 10.0/share, corresponding to a post-money market capitalisation of € 65.7m, through the innovative pre-booking company **IPO Challenger**, whose investors/ex-bondholders were reimbursed in kind with IWB's listed shares and warrants, thus becoming direct shareholders and the company's free float.

Table 1 - IWB, current shareholders structure

	%	# m
Gruppo Pizzolo (ENOITALIA)	14.8%	1.40
Provinco	7.1%	0.67
Barbanera Family	7.0%	0.66
IPOC (promoters)	4.1%	0.39
SIP of Italy (promoters)	2.7%	0.25
Treasury Shares	0.7%	0.07
Free Float, o/w	63.6%	6.02
Otus Capital Management	5.7%	0.54
Praude Asset Management	5.0%	0.47
Total	100.0%	9.46

Source: CFO SIM elaboration on company data



SWOT Analysis

The SWOT analysis, also known as SWOT Matrix, is a structured planning method used to evaluate the strengths, weaknesses, opportunities and threats involved in a project or in a business venture. A SWOT analysis can be carried out for a product, place, industry or person. It involves specifying the objective of the business venture or project and identifying the internal and external factors that are favourable or unfavourable to achieving that objective.

- **Strengths:** characteristics of the business or project that give it an advantage over others.
- **Weaknesses:** characteristics that place the business or project at a disadvantage relative to others.
- **Opportunities:** elements that the project could use to its advantage.
- **Threats:** elements in the environment that could cause harm or be detrimental for the business or project.

The technique is credited to Albert Humphrey, who led a research project at Stanford University between the 60s'/70s' using Fortune 500 data.

S.W.O.T. ANALYSIS

STRENGTHS

- Amongst the **highest quality/price ratio** in the market
- The largest domestic privately-owned wine group**
- B2C **huge customer database**
- Lean operating structure** and well-proven logistic platform
- Skilled and motivated **top management**

WEAKNESSES

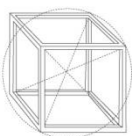
- Mature arena, **poor market growth rates**
- Bargaining power of important customers**, even if IWB is progressively decreasing its dependence on certain customers

OPPORTUNITIES

- Web sale channel** expansion
- Penetration in **new foreign markets**
- Free float in excess of 60%**, technically subject to takeover
- Acquisitions** and/or **development agreements**

THREATS

- Changing consumer habits**, slowing demand
- Competition by **similar initiatives**



FY-23 Results

IWB unveiled a strong set of FY-23 results despite a declining reference market affected by the reduction in wine consumption due to soaring inflation. Sales came in broadly in line with FY-22 pro-forma figures as well as our forecast. Margins benefitted from a more lucrative revenue mix, the increasing availability of packaging materials and their consequent cost reduction, and the declining energy and logistics prices.

In addition, IWB was significantly deleveraged thanks to a strong cash flow generation supported by a huge reduction in inventories. As a consequence, the BoD will propose to the next AGM a **DPS of € 0.50/s**, 2.7% yield (vs € 0.10/s last year and our estimate of € 0.20/s) and a **new buyback program of maximum € 5.0m**.

Table 2 – IWB, FY-23 results summary

€ m	2023	2022	% YoY	2023e	% Diff.	2022PF*	% YoY
Sales	429.1	390.7	9.8	435.4	(1.4)	430.3	(0.3)
Other Revenues	4.4	5.6		6.2		5.9	
Total Revenues	433.5	396.3	9.4	441.6	(1.8)	436.2	(0.6)
Purchasing	(291.6)	(271.2)		(286.2)		(295.1)	
Services	(73.7)	(71.4)		(88.3)		(78.2)	
Personnel	(25.7)	(21.8)		(22.7)		(24.3)	
Other operating expenses	(1.6)	(2.1)		(2.0)		(2.8)	
EBITDA	41.0	29.8	37.5	42.4	(3.5)	35.9	14.2
% margin	9.4	7.5		9.6		8.2	
D&A	(13.6)	(10.5)		(12.4)		(12.3)	
EBIT	27.4	19.3	42.0	30.0	(8.9)	23.5	16.3
% margin	6.3	4.9		6.8		5.4	
Net Financial income/(charges)	(7.8)	(5.5)		(8.3)		(5.6)	
Pre-Tax profit	19.6	13.8	42.3	21.7	(9.8)	17.9	9.5
% margin	4.5	3.5		4.9		4.1	
Income taxes	(3.1)	(2.7)		(5.4)		(3.9)	
Tax rate	15.9%	19.4%		25.0%		21.7%	
Minorities	(0.2)	0.2		(0.4)		0.2	
Net Profit	16.3	11.3	44.2	15.9	2.7	14.2	14.7
% margin	3.8	2.9		3.6		3.3	
One-off adjustments	(3.4)	(1.3)		0.0		(1.3)	
Adjusted EBITDA	44.3	31.1	42.7	42.4	4.5	37.2	19.2
% margin	10.2	7.8		9.6		8.5	
Adjusted Net Profit	18.9	12.0	57.1	15.9	19.2	15.2	24.3
% margin	4.4	3.0		3.6		3.5	
NFP debt/(cash)	115.9	146.5	(20.9)	126.8	(8.6)	146.5	(20.9)

Sources: Company data, CFO SIM *Including Enovation Brands and Barbanera as from Jan-22

Sales were € 429.1m, in line with € 430.3m reported in 2022 on a pro-forma basis.

- **Wholesale rose by 2.8% YoY to € 311.8m (72.7% of total sales)**, thanks to increasing sales on the foreign markets driven by the **own-branded premium products**, that contributed to an increase in the group's profitability. Furthermore, IWB was able to gain **new important customers**, i.e. Tesco and Migros as well as to add new products onto the shelves of existing customers.
- **Distance selling declined by 9.2% YoY to € 62.3m (14.5% of total sales), returning to pre-pandemic levels**, because of the repositioning of the out-of-home consumption to the detriment of the at-home consumption. Nevertheless, the online channel remained broadly stable at around € 20m turnover.
- **Ho.Re.Ca. totalled € 54.8m (12.8% of total sales)** compared to € 56.9m in 2022 on a pro-forma basis, as a result of stable volumes and decreasing value due to unfavourable exchange rates concerning sales in the US and Canada.



It is worth remembering that, IWB started to sell to the Ho.Re.Ca. segment only in 2021, when turnover was € 25.9m (on a pro-forma basis), less than half of today's numbers. Concerning the Ho.Re.Ca. segment, IWB started to sell to two important distributors in Italy (Forst and Beverage Network) and to a distributor in Switzerland (Carlsberg).

Table 3 – IWB, FY-23 results breakdown by distribution channel

€ m	2023	2022PF*	%YoY	2023e	% Diff.
Wholesale	311.8	303.5	2.8	307.1	1.5
Distance selling	62.3	68.5	(9.2)	59.9	3.9
Ho.Re.Ca.	54.8	56.9	(3.7)	67.5	(18.9)
Other Sales	0.2	1.4	(82.8)	0.9	(72.8)
Sales	429.1	430.3	(0.3)	435.4	(1.4)
% on total revenues					
Wholesale	72.7	70.5		70.5	
Distance selling	14.5	15.9		13.8	
Ho.Re.Ca.	12.8	13.2		15.5	
Other Revenues	0.1	0.3		0.2	
Sales	100.0	100.0		100.0	

Sources: Company data, CFO SIM *Including Enovation Brands and Barbanera as from Jan-22

Foreign sales grew by 1.7% to € 361.5m (84% of total sales), while the domestic market declined by 8.4% to € 67.4m (16% of the total).

In 2023, IWB was able to increase its foreign presence **despite the global export of Italian wines decreasing by 4.4% in volumes and 7.3% in value**, with a particular focus on the main geographical markets for Italian wine, namely the UK, Germany and the US, where the group has constantly grown in the last three years (CAGR_{21PF-23} of 3.2%, 4.0% and 28.2%, respectively).

Furthermore, IWB entered **new geographies**, such as Turkey, Brazil, Nigeria, Mozambique, and Angola and increased by 25% its sales in Eastern Europe.

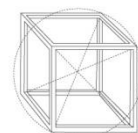
Table 4 – IWB, FY-23 results breakdown by geography

€ m	2023	2022PF*	%YoY
Domestic Revenues	67.4	73.5	(8.4)
Foreign Revenues	361.5	355.4	1.7
Other Revenues	0.2	1.4	(82.8)
Sales	429.1	430.3	(0.3)
% on total revenues			
Domestic Revenues	15.7	17.1	
Foreign Revenues	84.2	82.6	
Other Revenues	0.1	0.3	
Sales	100.0	100.0	

Sources: Company data, CFO SIM *Including Enovation Brands and Barbanera as from Jan-22

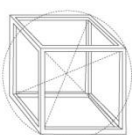
Adjusted EBITDA was € 44.3m, 10.2% margin, compared to € 37.2m, 8.5% margin in 2022 on a pro-forma basis. The figure came in **higher than the upper end of the guidance provided by the company (€ 40-44m) as well as 4.5% better than our estimate of € 42.4m** (+60bps vs 9.6% margin provided in our forecast).

This remarkable result was driven by 1) a more profitable revenue mix, with an **increasing share of premium products**, 2) the **increased price lists** negotiated as of the beginning of 2023 with major customers, 3) a **reduction in purchasing costs** concerning dry goods (i.e. corks, glass, paper, etc.), and 4) **lower energy and logistics costs**, down by € 2.6m and € 1.5m YoY, respectively. All these factors more than counterbalanced the increased sales & marketing expenses and personnel costs, the latter due to greater internal production which led to a decrease in costs for outsourced activities.



Adjusted Net Profit totalled € 18.9m, 4.4% margin, compared to € 15.2m, 3.5% margin in 2022 on a pro-forma basis, and higher than the upper end of the guidance provided to the market (€ 15-18m). The greater operating margin more than compensated for the increased D&A and financial charges.

NFP was € 115.9m debt (2.6x NFP/adj. EBITDA), significantly improved compared to € 146.5m (3.9x NFP/adj. EBITDA on a pro-forma basis) at year-end 2022, thanks to a strong CF generation supported by a huge reduction in NWC, which was partly obtained thanks to the group's new organization following the streamlining process.



Estimates, Valuation & Risks

Despite a declining reference market affected by the reduction in wine consumption due to soaring inflation, IWB confirmed its strength thanks to its geographical diversification and its presence in all distribution channels with an extremely vast product portfolio, consequently increasing its market share. Furthermore, IWB was able to report an EBITDA margin above 10% coupled with a strong cash-flow generation, which allowed the group to significantly deleverage.

In 2023, the production of wine grapes in Italy declined on average by 25% YoY, with a peak of over 30% decrease in a few regions. Nevertheless, the significant amount of bulk wine stock stemming from the generous harvests of the last years helped avoid the increase in prices. **In 2024, more convenient sell-out prices are expected, which should boost sales volumes.**

Finally, from the beginning of 2024, **IWB aggregated all the production and sales activities of the Wholesale segment in a single Italian company**, simplifying the group's structure and, consequently, delivering significant savings. In particular, **IWB expects to take advantage of a few synergies** within the group: 1) commercial synergies, continuing the premiumization process and the expansion in the US, where margins are 50% higher than the group's average; 2) industrial synergies, namely lower utility costs of ca. € 1.0m and savings of ca. € 2.0m concerning the B2C business; 3) financial synergies, namely between € 0.5m and € 1.0m of lower G&A expenses and declining financial charges thanks to € 25-30m lower debt.

Following the FY-23 results release, we **have fine-tuned our model by factoring in:** 1) broadly unchanged sales growth and margins; 2) a lower NWC, on the back of a great improvement achieved in 2023; 3) a dividend per share of € 0.50/s to be paid in 2024 as well as in 2025-26 (previously € 0.20/s and € 0.30/s, respectively). **The combined result is an avg. 2.7% and 2.4% decrease in Sales and adj. EBITDA and an avg. 0.8% increase in adj. Net Profit, in 2024-25.** We have also introduced projections for 2026.

Table 5 – IWB, 2024e new/old estimates

€ m	New	Old	% Diff.	€ m Diff.
Total Revenues	438.7	450.7	(2.6)	(11.9)
Adj. EBITDA	47.9	48.3	(0.8)	(0.4)
% margin	10.9	10.7		
Adj. EBIT	34.8	35.8	(2.7)	(1.0)
% margin	7.9	7.9		
Adj. Net Profit	22.2	20.8	6.7	1.4
% margin	5.1	4.6		
Y/E net debt (net cash)	94.6	104.3	(9.3)	(9.7)

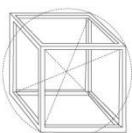
Sources: Company data, CFO SIM

Table 6 – IWB, 2025e new/old estimates

€ m	New	Old	% Diff.	€ m Diff.
Total Revenues	443.3	460.0	(3.6)	(16.7)
Adj. EBITDA	50.8	53.0	(4.0)	(2.1)
% margin	11.5	11.5		
Adj. EBIT	37.9	40.3	(6.0)	(2.4)
% margin	8.5	8.8		
Adj. Net Profit	23.7	25.0	(5.2)	(1.3)
% margin	5.3	5.4		
Y/E net debt (net cash)	71.5	78.3	(8.6)	(6.8)

Sources: Company data, CFO SIM

Moreover, CFO has updated the DCF valuation criteria, bringing the Free Risk Rate up to date and postponed the first valuation projection to 2024. The combined result is a **PT unchanged at € 33.00/s, with an upside of 80.3%** at current prices. **Buy rating is reiterated.**



DCF

In our DCF-based valuation, we assess explicit estimates until 2028 and assume a long-term growth rate of 1.0%. Cash flows are discounted back at a weighted average cost of capital calculated according to the following parameters:

Table 7 – WACC derived from:

Interest costs, pre-tax	3.0%
Tax rate	25.0%
Int. costs, after taxes	2.3%
Risk premium, incl. small size premium	9.0%
Risk-free (10Y Gov. Bond 200d moving average)	4.18%
Beta levered (x)	1.00
Required ROE	13.1%

Source: CFO SIM

The WACC is calculated by using a 60:40 equity/debt balance-sheet structure.

Table 8 – IWB, DCF model

€ m	2024e	2025e	2026e	2027e	2028e	TV
EBIT	34.8	37.9	40.3	42.7	45.0	
Tax rate	19.0%	25.0%	25.0%	25.0%	25.0%	
Operating profit (NOPAT)	28.2	28.4	30.2	32.1	33.8	
Change working capital	(0.4)	(0.2)	(0.2)	(0.1)	(0.1)	
Depreciation	13.0	13.0	12.9	10.2	7.5	
Investments	(7.5)	(7.5)	(7.5)	(7.5)	(7.5)	
Free Cash Flows	33.4	33.7	35.5	34.7	33.7	437.4
Present value	31.2	29.0	28.1	25.2	22.5	292.4
WACC	8.8%	8.8%	8.8%	8.8%	8.8%	
Long-term growth rate	1.0%					

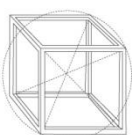
Source: CFO SIM

Table 9 – IWB, DCF per share derived from:

€ m	
Total EV present value	428.4
	<i>thereof terminal value</i>
	68.2%
NFP last reported	(115.9)
Pension provision last reported	(1.7)
Minorities (valued at 7.8x PER)	(1.2)
Equity value € m	309.6
#m shares (excl. treasury shares)	9.39
Equity value €/s	33.00
% upside/(downside)	80.3%

Source: CFO SIM

The outcome of our DCF model generated an equity value of € 309.6m for IWB, which corresponds to **€ 33.00/s, with a potential upside of 80.3%**.



The following tables illustrate that **sensitivity 1)** compared to changes in the **terminal growth rate** produces an equity value per share of **€ 29.20 – 37.90** (perpetuity range between 0.00% and 2.00%), while, 2) if compared to changes in the **free risk rate**, it produces an equity value per share of **€ 30.40 – 35.90** (free risk range of 4.98% and 3.38%) and, 3) if compared to changes in the **risk premium**, including small size premiums, it results in an equity value per share of **€ 27.00 – 41.00** (risk premium range of between 11.00% and 7.00%).

Table 10 – IWB, equity value sensitivity to changes in terminal growth rate

€ m	0.00%	0.25%	0.50%	0.75%	1.00%	1.25%	1.50%	1.75%	2.00%
Present value of CF	136.0	136.0	136.0	136.0	136.0	136.0	136.0	136.0	136.0
PV of terminal value	256.6	264.7	273.4	282.6	292.4	302.9	314.0	326.0	338.8
Total value	392.6	400.8	409.4	418.6	428.4	438.9	450.1	462.0	474.9
NFP last reported	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)
Pension provision last reported	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)
Minorities (valued at 7.8x PER)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)
Equity value	273.8	281.9	290.6	299.8	309.6	320.1	331.2	343.2	356.0
Equity value/share €	29.20	30.00	31.00	31.90	33.00	34.10	35.30	36.60	37.90

Source: CFO SIM

Table 11 – IWB, equity value sensitivity to changes in free risk rate

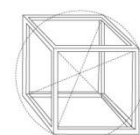
€ m	3.38%	3.58%	3.78%	3.98%	4.18%	4.38%	4.58%	4.78%	4.98%
Present value of CF	137.6	137.2	136.8	136.4	136.0	135.6	135.2	134.9	134.5
PV of terminal value	318.3	311.5	304.9	298.6	292.4	286.5	280.7	275.1	269.7
Total value	455.9	448.7	441.7	435.0	428.4	422.1	415.9	410.0	404.2
NFP last reported	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)
Pension provision last reported	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)
Minorities (valued at 7.8x PER)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)
Equity value	337.1	329.9	322.9	316.2	309.6	303.3	297.1	291.1	285.3
Equity value/share €	35.90	35.10	34.40	33.70	33.00	32.30	31.60	31.00	30.40

Source: CFO SIM

Table 12 – IWB, equity value sensitivity to changes in risk premium

€ m	7.00%	7.50%	8.00%	8.50%	9.00%	9.50%	10.00%	10.50%	11.00%
Present value of CF	140.1	139.0	138.0	137.0	136.0	135.1	134.1	133.1	132.2
PV of terminal value	364.2	343.8	325.2	308.1	292.4	277.9	264.5	252.1	240.6
Total value	504.2	482.8	463.2	445.1	428.4	413.0	398.6	385.3	372.8
NFP last reported	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)	(115.9)
Pension provision last reported	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)
Minorities (valued at 7.8x PER)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)	(1.2)
Equity value	385.4	364.0	344.4	326.3	309.6	294.2	279.8	266.4	254.0
Equity value/share €	41.00	38.80	36.70	34.80	33.00	31.30	29.80	28.40	27.00

Source: CFO SIM



Market multiples

In the sample, we have included 9 peers operating in wine production and distribution. What characterises our sample is that turnover almost entirely stems from wine sales: from 91.2% of Schloss Wachenheim to 100% of Lanson, Laurent Perrier and Masi. It comprises: **Concha y Toro Winery (CL)**, **Lanson (FR)**, **Laurent Perrier (FR)**, **Masi Agricola (IT, listed on Euronext Growth Milan)**, **Schloss Wachenheim (D)**, **Treasury Wine Estates (AU)**, and **Vranken Pommery Monopole (FR)**. In addition, we have included two players involved purely in wine distribution: **Hawesko (D)** and **Naked Wine (UK)**.

As one can see from these figures, market growth is limited, to the tune of 3.6% for producers, and negative for distributors. IWB is broadly in line with the median in terms of market capitalisation and turnover. However, it offers much higher bottom line growth than the peers' median in the 2024-26 period.

Table 13 – IWB, peer group summary table

€ m	Country	Market Cap	Sales FY1	EBITDA FY1	EBITDA % CAGR ₂₃₋₂₆	Sales CAGR ₂₃₋₂₆	EBITDA CAGR ₂₃₋₂₆	EBIT CAGR ₂₃₋₂₆	EPS CAGR ₂₃₋₂₆	NFP FY1	NFP/EBITDA
Concha y Toro Winery Inc	Chile	767	854	132	15.5%	7.6%	21.1%	29.6%	31.9%	383	2.9
Lanson BCC SA	France	296	287	70	24.4%	n.a.	n.a.	n.a.	1.1%	476	6.8
Laurent Perrier SA	France	716	322	95	29.5%	1.7%	3.6%	3.3%	1.1%	184	1.9
Masi Agricola SpA	Italy	162	72	12	16.6%	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Schloss Wachenheim AG	Germany	120	448	48	10.6%	3.6%	2.7%	0.8%	-12.1%	n.a.	n.m.
Treasury Wine Estates Ltd	Australia	6,046	1,660	494	29.7%	9.6%	13.9%	17.4%	31.7%	961	1.9
Vranken Pommery Monopole SA	France	137	332	52	15.5%	2.4%	7.3%	8.5%	13.1%	627	12.2
Wine producers median		296	332	70	16.6%	3.6%	7.3%	8.5%	7.1%	476	2.9
Hawesko Holding SE	Germany	258	662	58	8.8%	1.3%	1.9%	1.8%	-3.3%	77	1.3
Naked Wines PLC	UK	44	338	11	3.1%	-8.0%	-16.0%	-20.1%	n.m.	(3)	n.m.
Wine distributors median		151	500	34	6.0%	-3.3%	-7.1%	-9.2%	-3.3%	37	1.3
Italian Wine Brands SpA	Italy	173	434	48	11.0%	1.1%	6.3%	11.8%	11.0%	95	2.0

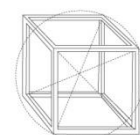
Sources: CFO SIM, Refinitiv Eikon

Table 14 – IWB, peer group multiples table

Price & EV multiples x	PER FY1	PER FY2	PER FY3	EBITDA FY1	EBITDA FY2	EBITDA FY3	EBIT FY1	EBIT FY2	EBIT FY3
Concha y Toro Winery Inc	11.1	9.7	7.4	8.7	7.9	6.0	11.7	10.4	7.7
Lanson BCC SA	8.3	7.8	7.8	11.0	10.7	n.a.	12.3	12.2	n.a.
Laurent Perrier SA	12.5	12.6	11.7	9.5	9.1	8.5	10.2	9.8	9.2
Masi Agricola SpA	46.4	32.5	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Schloss Wachenheim AG	10.6	9.0	9.3	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Treasury Wine Estates Ltd	24.2	19.2	17.0	14.2	11.7	10.7	17.6	14.2	12.7
Vranken Pommery Monopole	12.4	10.5	9.1	14.8	14.2	13.7	20.6	19.6	18.7
Wine producers median	12.4	10.5	9.2	11.0	10.7	9.6	12.3	12.2	10.9
Hawesko Holding AG	24.8	12.0	10.9	5.8	5.3	4.9	12.0	8.7	7.8
Naked Wines PLC	14.9	8.7	5.4	3.9	1.1	n.m.	10.3	1.8	n.m.
Wine distributors median	19.8	10.3	8.1	4.8	3.2	4.9	11.2	5.3	7.8
IWB	7.8	7.3	6.7	5.6	4.8	4.1	8.2	6.8	5.7
% prem.(disc.) to prod.	-37.3%	-30.4%	-27.2%	-49.2%	-55.0%	-57.1%	-33.9%	-44.0%	-47.6%
% prem.(disc.) to distr.	-60.7%	-29.1%	-17.8%	16.1%	49.6%	-15.6%	-27.0%	29.6%	-26.4%

Sources: CFO SIM, Refinitiv Eikon

IWB trades at discount vs. wine producers' median considering the EV/EBITDA and EV/EBIT multiples in 2024-26 period. This can be partially explained by its smaller size, its trading volumes and its listing on Euronext Growth Milan. However, we believe this is not justified and the stock has to somehow fill the valuation gap with its peers.



Stock performance

IWB was listed on **Euronext Growth Milan on 29-Jan-15** at € 10.00/share, corresponding to a post-money market capitalisation of € 65.7m, through the innovative pre-booking company **IPO Challenger**, whose investors/ex-bondholders were reimbursed in kind with IWB's listed shares and warrants, thus becoming direct shareholders (i.e. the company's free float). The stock reached a 1Y maximum level of € 25.30/s on 5-Apr-23 and a minimum price of € 16.60/s on 30-Oct-23.

Table 15 – IWB, peer group absolute performance

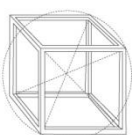
	1D	1W	1M	3M	6M	YTD	1Y
Concha y Toro Winery Inc	0.9	3.6	3.6	4.1	2.8	3.1	13.2
Lanson BCC SA	0.7	10.1	9.2	7.4	14.7	6.8	25.1
Laurent Perrier SA	1.3	(1.2)	(1.6)	1.3	(4.4)	(0.4)	4.3
Masi Agricola SpA	(1.2)	(3.1)	(8.0)	5.9	9.6	0.8	6.3
Schloss Wachenheim AG	(1.3)	(2.6)	(2.6)	(6.8)	(9.6)	(7.9)	0.0
Treasury Wine Estates Ltd	(0.3)	0.6	5.2	16.3	8.3	14.6	(1.2)
Vranken Pommery Monopole SA	(0.3)	2.0	(3.8)	(3.8)	(7.3)	(4.4)	(9.7)
Wine producers median	(0.3)	0.6	(1.6)	4.1	2.8	0.8	4.3
Hawesko Holding SE	(1.0)	0.3	(3.7)	(4.3)	(19.2)	(9.5)	(35.5)
Naked Wines PLC	(11.0)	(20.5)	(30.5)	(4.5)	(18.2)	(7.5)	(42.8)
Wine distributors median	(6.0)	(10.1)	(17.1)	(4.4)	(18.7)	(8.5)	(39.2)
Italian Wine Brands SpA	5.3	5.8	4.9	1.0	(3.7)	(3.6)	(19.2)

Source: Refinitiv Eikon

Table 16 – IWB, reference sector index and Italian Market performances

	1D	1W	1M	3M	6M	YTD	1Y
FTSE Italia Growth	0.2	0.2	(1.0)	(0.6)	(6.5)	(2.9)	(12.2)
Refinitiv Food & Beverage EU	(0.7)	(0.9)	(2.8)	(2.5)	(4.2)	(4.3)	(7.4)
Italian Wine Brands SpA	5.3	5.8	4.9	1.0	(3.7)	(3.6)	(19.2)

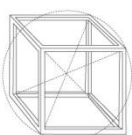
Source: Refinitiv Eikon



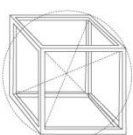
Risks

The principal investment **risks** associated with IWB may include:

- impact on the profit and loss account and balance sheet profiles triggered by a **deep decline in local and global economic growth**,
- **competition** by similar initiatives,
- slower than anticipated **integration with recent acquisitions**,
- **changing consumers habits**, slowing demand.



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ANALYST CERTIFICATION

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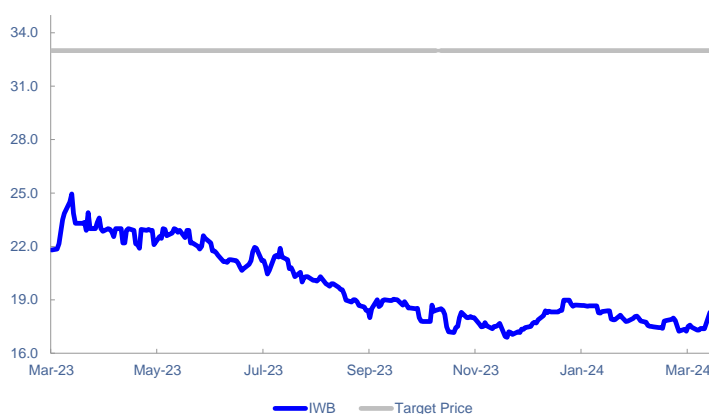
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DATE	TARGET PRICE	RATING
20/03/2024	€33.00	BUY
31/01/2024	€33.00	BUY
19/09/2023	€33.00	BUY
30/05/2023	€33.00	BUY
29/03/2023	€33.00	BUY

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RATING SYSTEM

- a **BUY** rating is assigned if the target price is at least 15% higher than the market price;
- a **SELL** rating is assigned if the target price is at least 15% lower than the market price;
- a **NEUTRAL** rating is assigned if the difference between the current price and target price lies within the +/- 15% range identified using the preceding criteria.

The rating is determined on the basis of the **expected absolute return over a 12-month period** and not on the basis of the estimated outperformance or underperformance relative to a market index. Thus, the rating can be directly linked to the estimated percentage difference between current and target prices. The prices of the financial securities mentioned in the report (also used for the calculation of market capitalisation and market multiples) are the reference prices of the stock market trading day preceding the publication date of the report, otherwise stated.

