



## Healthy growth in 1H but acceleration expected in 2H

### Sector: Distribution & Logistics Services

**Double digit top-line growth (+56%)** Longino & Cardenal SpA an Italian leader in the luxury food market and listed on EGM since July 2018, reported solid top-line growth (up 56% YoY) driven by a positive performance across all group companies with the only exception of Hong Kong which continued to be strongly affected by Covid-19 related restrictions (-14% to Euro 0.7 m). The parent company's B2B business grew by +69% to Euro 10.8 m and the Dubai and New York subsidiaries continued to perform well (+45% (Euro 1.4 m) and 136% (Euro 0.5m) respectively). B2C online sales saw a slight contraction after the boost last year driven by restrictions on outdoor activities. Contribution Margin stood at Euro 3.0 m, up by 54% vs 1H21 (Euro 1.9 m) following the higher sales volumes as in percentage terms the margin remained stable at 21% confirming the resilience of the business as inflationary headwinds and increase in transportation costs did not notably dent profitability thanks to Management timely implementation of actions to protect margins. In spite of the higher Contribution Margin EBITDA remain largely stable (Euro -1.0 m in 1H22 vs. Euro -0,9 m in 1H21) following an increase in Opex by 43% as marketing and commercial activities, traditionally concentrated in 1H, went back to normal. Finally Net result was negative of Euro 0.9 m in line with prior year. On the balance sheet Net debt stood at Euro 5.8 m (Euro 3.5 m in FY21) after some WC absorption which Management expect to dispose in 2H.

**Positive outlook based on a solid equity story as leader in a niche market.** Although showing on recovery, 1H22 it did not yet mark a return to pre-pandemic levels (1H19 revenues of Euro 15.7 m) as the international turmoil following the outbreak of the Russia-Ukrainian war has delayed growth expectations. Management, which did not provide guidance for FY22, however expressed confidence for the business environment in 2H especially considering the seasonality of the business in favour of 2H, the investments in marketing and communication sustained in 1H and the positive signs from the Hong Kong market where restrictions for tourism finally have been lifted. Given the above we believe that the Group will be able to continue its growth path and largely recover the gap vs. FY19 already this year in order to consolidate growth and profitability from FY23 with the expected overcoming of Covid restrictions, New York subsidiary break-even, and with cost efficiencies from the new logistics site. We appreciate the equity story of a market leader in a niche market with mid-term growth expectations combined with a growth strategy well-aligned with driving market trends. Obviously, geopolitical developments need to be watched due to their possible impact in the short-term, but we believe medium-term prospects are visible and within the Group's reach. Key growth drivers remain i) growth in the domestic market by leveraging on increased sensitivity to quality, health, and origin of products, ii) consolidation of international subsidiaries and iii) B2C e-commerce.

**Estimate revision and TP review.** Based on the above we made some finetuning to our estimates now assuming FY22 revenues of Euro 32 m (Euro 35 m pr.) while largely confirming our growth expectations for FY23-25. Regarding profitability we slightly increased contribution margin given the positive result achieved in 1H. Over the next four years we forecast revenues to grow at a 16% CAGR (17% pr) to reach Euro 48 m in FY25 with an EBITDA of Euro 3.2 m, or 7% on revenues. We slightly lowered our DCF based target price now at Euro 4.31 p.s. (Euro 4.55 p.s. pr.) following our new estimates and update of market data. Our target price provides for a potential upside vs. current market price of c. 48%.

Target Price **4.31** (4.55 pr.)

Price **2.92**

Market Cap (€ m) **18**

EV (€ m) **24**

As of October 12, 2022

#### Share Data

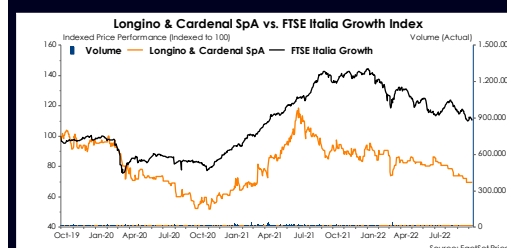
Market	Euronext Growth Milan
Reuters/Bloomberg	LONGI.MI/LON:IM
ISIN	IT0005337073
N. of Shares	6.250.000
Free Float	22%
Main Shareholder	CARM 78%
CEO	Riccardo Uleri

#### Financials

	21A	22E	23E	24E	25E
<b>Sales</b>	<b>26.3</b>	<b>32.0</b>	<b>37.3</b>	<b>42.5</b>	<b>47.5</b>
YoY	36%	22%	17%	14%	12%
<b>EBITDA</b>	<b>(0.5)</b>	<b>(0.4)</b>	<b>1.1</b>	<b>2.2</b>	<b>3.2</b>
EBITDA	n.m.	n.m.	3%	5%	7%
<b>EBIT</b>	<b>(1.2)</b>	<b>(1.0)</b>	<b>0.4</b>	<b>1.5</b>	<b>2.4</b>
EBIT	n.m.	n.m.	1%	4%	5%
<b>Net Inc.</b>	<b>(0.9)</b>	<b>(0.7)</b>	<b>0.2</b>	<b>0.9</b>	<b>1.6</b>
<b>Net Debt</b>	<b>3.5</b>	<b>4.3</b>	<b>6.0</b>	<b>7.6</b>	<b>5.9</b>
<b>Net Eq.</b>	<b>5.5</b>	<b>4.8</b>	<b>5.0</b>	<b>5.9</b>	<b>7.5</b>

#### Performance

	1M	3M	6M
Absolute	-6%	-16%	-16%
Relative (FTSE Italia Growth)	-0%	-11%	-0%
52-week High/Low (Eu)	4.50	/	2.82



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## KEY FINANCIALS

<b>Profit&amp;Loss Statement</b>	2017A	2018A	2019A	2020A	2021A	2022E	2023E	2024E	2025E
Revenues (VoP)	28,5	32,0	33,7	19,3	26,3	32,0	37,3	42,5	47,5
EBITDA	1,5	2,0	1,6	(1,3)	(0,5)	(0,4)	1,1	2,2	3,2
EBIT	1,4	1,8	1,3	(1,7)	(1,2)	(1,0)	0,4	1,5	2,4
Financial Income (charges)	(0,3)	(0,1)	(0,1)	(0,2)	0,1	0,2	(0,2)	(0,2)	(0,2)
Extraordinary items	(0,1)	(0,0)	0,1	(0,1)	0,0	0,0	0,0	0,0	0,0
Pre-tax profit (loss)	1,0	1,7	1,3	(2,1)	(1,0)	(0,8)	0,3	1,3	2,2
Taxes	(0,4)	(0,5)	(0,4)	0,3	0,1	0,1	(0,1)	(0,4)	(0,6)
Minorities	0,0	0,0	0,0	0,0	(0,0)	(0,0)	0,0	0,1	0,2
Net profit (loss)	0,6	1,2	0,9	(1,8)	(0,9)	(0,7)	0,2	0,9	1,6

<b>Balance Sheet</b>	2017A	2018A	2019A	2020A	2021A	2022E	2023E	2024E	2025E
Net working capital (NWC)	2,6	3,5	3,8	4,0	4,5	5,3	5,0	5,6	5,9
Net fixed assets	1,4	2,2	2,6	3,4	5,4	5,2	7,2	9,1	8,8
M/L Funds	(0,5)	(0,6)	(0,6)	(0,7)	(0,8)	(0,9)	(0,9)	(0,9)	(0,9)
Net Capital Employed	3,6	5,0	5,8	6,7	9,0	9,6	11,3	13,8	13,7
Net Debt	3,1	(1,2)	(1,4)	0,2	3,5	4,8	6,3	7,9	6,3
Minorities	0,0	(0,0)	(0,1)	(0,3)	(0,4)	(0,4)	(0,4)	(0,3)	(0,2)
Equity	0,5	6,2	7,2	6,5	5,5	4,8	5,0	5,9	7,4

<b>Cash Flow</b>	2017A	2018A	2019A	2020A	2021A	2022E	2023E	2024E	2025E
Net Income	0,6	1,2	0,9	(1,8)	(0,9)	(0,7)	0,2	0,9	1,6
Non-cash items	0,7	0,3	0,4	0,5	0,7	0,7	0,7	0,8	0,9
Change in Working Capital	(2,6)	(0,8)	(0,4)	(0,2)	(0,5)	(0,8)	0,3	(0,6)	(0,3)
Cash Flow from Operations	(1,4)	0,7	1,0	(1,4)	(0,7)	(0,8)	1,2	1,1	2,1
Capex	(1,6)	(1,0)	(0,8)	(1,3)	(2,6)	(0,4)	(2,7)	(2,7)	(0,5)
Other non-current assets	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Extraordinary items	(0,1)	(0,0)	0,1	(0,1)	0,0	0,0	0,0	0,0	0,0
Free Cash Flow	(3,1)	(0,3)	0,3	(2,8)	(3,2)	(1,2)	(1,5)	(1,6)	1,6
Dividend	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Other (equity)	(0,0)	4,5	0,0	1,1	(0,1)	(0,0)	0,0	(0,0)	(0,0)
Change in Net Debt	(3,2)	4,2	0,3	(1,8)	(3,3)	(1,2)	(1,5)	(1,6)	1,6

<b>Per Share Data</b>	2017A	2018A	2019A	2020A	2021A	2022E	2023E	2024E	2025E
<b>Current Price</b>	2,92								
Total shares out (mn)	6,08								
EPS	0,1	0,2	0,2	(0,3)	(0,1)	(0,1)	0,0	0,1	0,3
DPS	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
FCF	(0,5)	0,7	0,0	(0,3)	(0,5)	(0,2)	(0,3)	(0,3)	0,3
Pay out ratio	0%	0%	0%	0%	0%	0%	0%	0%	0%

<b>Ratios</b>	2017A	2018A	2019A	2020A	2021A	2022E	2023E	2024E	2025E
EBITDA margin	5,3%	6,3%	4,8%	n.m.	n.m.	n.m.	3,0%	5,3%	6,8%
EBIT margin	4,8%	5,6%	3,7%	n.m.	n.m.	n.m.	1,1%	3,5%	5,0%
Net Debt/Equity	592,2%	-19,2%	-19,2%	3,7%	63,9%	99,2%	126,2%	134,7%	84,6%
Net Debt/(ND + Equity)	85,6%	-23,7%	-23,8%	3,6%	39,0%	49,8%	55,8%	57,4%	45,8%
Net Debt/EBITDA	2,01	-0,59	-0,85	n.m.	n.m.	n.m.	5,65	3,54	1,95
Interest cover EBIT	4,99	21,36	22,46	n.m.	n.m.	n.m.	2,51	6,92	11,09
ROE	108,9%	19,2%	13,1%	-27,2%	-16,3%	-14,9%	3,6%	15,4%	20,8%
ROCE	49,2%	44,9%	27,8%	-30,2%	-14,3%	-11,6%	4,3%	13,2%	21,6%
Free Cash Flow Yield	n.m.	23,7%	1,6%	n.m.	n.m.	n.m.	n.m.	n.m.	9,2%

<b>Growth Rates</b>	2017A	2018A	2019A	2020A	2021A	2022E	2023E	2024E	2025E
Revenues (VoP)	34%	12%	5%	-43%	36%	22%	17%	14%	12%
EBITDA	n.a.	32%	-19%	-177%	58%	18%	357%	101%	45%
EBIT	n.a.	31%	-30%	-236%	33%	12%	141%	255%	60%
Net Profit	n.a.	113%	-21%	-287%	49%	21%	125%	404%	71%

## REVENUE BREAKDOWN

Euro m	2019	2020	2021	1H20	1H21	1H22
Italy	28,7	15,5	19,8	5,5	6,4	10,8
Hong Kong	3,7	1,8	1,9	0,8	0,8	0,7
Dubai	1,2	1,1	2,3	0,4	1,0	1,4
New York	-	0,1	0,7	0,0	0,2	0,5
E-commerce	-	0,4	1,1	0,5	0,5	0,4
Altro	0,1	0,3	0,5	0,1	0,2	0,5
<b>Total sales</b>	<b>33,7</b>	<b>19,3</b>	<b>26,3</b>	<b>7,3</b>	<b>9,2</b>	<b>14,3</b>
YoY	+5%	-43%	+36%	n.a	+26%	+56%

Source: Company Data

## KEY FINANCIALS 1H

Income Statement	1H19	1H20	1H21	1H22	FY19	FY20	FY21
<b>Revenues</b>	15,7	7,3	9,2	14,3	33,7	19,3	26,3
YoY %	+6%	-53%	26%	56%	0,1	-0,4	0,4
<b>Gross Margin</b>	3,7	1,3	1,9	3,0	7,8	3,7	5,7
Gross Margin %	23%	18%	21%	21%	0,2	0,2	0,2
<b>Overhead costs</b>	(3,0)	(2,6)	(2,8)	(3,9)	(6,1)	(5,0)	(6,2)
% on sales	19%	35%	30%	27%	0,2	0,2	0,2
<b>EBITDA</b>	0,6	(1,3)	(0,8)	(1,0)	1,6	(1,3)	(0,5)
EBITDA %	4%	-17%	-9%	-7%	0,1	-0,1	0,0
<b>EBIT</b>	0,5	(1,5)	(1,1)	(1,3)	1,3	(1,7)	(1,2)
EBIT %	3%	-20%	-12%	-9%	0,0	-0,1	0,0
<b>Net Income / (loss)</b>	0,3	(1,4)	(0,9)	(0,9)	0,9	(1,8)	(0,9)

Source: Company Data

Balance Sheet	1H19	1H20	1H21	1H22	FY19	FY20	FY21
<b>Fixed Assets</b>	<b>2,4</b>	<b>3,4</b>	<b>3,5</b>	<b>5,4</b>	<b>2,6</b>	<b>3,4</b>	<b>5,4</b>
Receivables	7,9	5,2	5,9	7,2	8,4	5,2	7,9
Inventory	1,7	1,5	1,8	2,7	1,6	1,5	2,6
Payables	-5,4	-2,9	-4,1	-4,5	(5,6)	(2,9)	(6,0)
<b>Operating Working Capital</b>	<b>4,2</b>	<b>3,8</b>	<b>3,6</b>	<b>5,4</b>	<b>4,4</b>	<b>3,8</b>	<b>4,4</b>
% on sales	27%	52%	39%	37%	13%	20%	17%
<b>Net Working Capital</b>	<b>3,6</b>	<b>4,0</b>	<b>4,1</b>	<b>5,8</b>	<b>3,8</b>	<b>4</b>	<b>4,5</b>
<b>Funds</b>	<b>(0,6)</b>	<b>(0,7)</b>	<b>(0,7)</b>	<b>(0,9)</b>	<b>(0,6)</b>	<b>(0,7)</b>	<b>(0,8)</b>
<b>NET INVESTED CAPITAL</b>	<b>5,3</b>	<b>6,7</b>	<b>6,9</b>	<b>10,3</b>	<b>5,8</b>	<b>6,7</b>	<b>9,0</b>
<b>Net Debt/(Cash)</b>	(1,3)	(0,2)	1,3	5,8	(1,4)	0,2	3,5
<b>Net Equity</b>	6,6	6,5	5,6	4,5	7,2	6,5	5,5
<b>TOTAL SOURCES</b>	<b>5,3</b>	<b>6,7</b>	<b>6,9</b>	<b>10,3</b>	<b>5,8</b>	<b>6,7</b>	<b>9,0</b>

Source: Company Data

## ESTIMATE REVISION

	FY21 A	FY22E		FY23E		FY24E		FY25E	
		Old	New	Old	New	Old	New	Old	New
<b>Profit&amp;Loss Statement</b>									
Revenues (VoP)	26,3	34,7	32,0	39,3	37,3	44,5	42,5	49,9	47,5
EBITDA	(0,5)	0,7	(0,4)	2,0	1,1	3,1	2,2	3,9	3,2
EBIT	(1,2)	0,1	(1,0)	1,1	0,4	2,2	1,5	3,0	2,4
Financial Income (charges)	0,1	(0,1)	0,2	(0,2)	(0,2)	(0,2)	(0,2)	(0,1)	(0,2)
Extraordinary items	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Pre-tax profit (loss)	(1,0)	(0,1)	(0,8)	0,9	0,3	2,0	1,3	2,9	2,2
Taxes	0,1	0,0	0,1	(0,3)	(0,1)	(0,6)	(0,4)	(0,8)	(0,6)
Minorities	(0,0)	(0,0)	(0,0)	0,1	0,0	0,1	0,1	0,2	0,2
Net profit (loss)	(0,9)	(0,0)	(0,7)	0,7	0,2	1,5	0,9	2,1	1,6
<b>Balance Sheet</b>									
Net working capital (NWC)	4,5	4,1	5,3	4,4	5,0	4,9	5,6	5,4	5,9
Net fixed assets	5,4	7,4	5,2	9,2	7,2	8,7	9,1	8,3	8,8
M/L Funds	(0,8)	(0,8)	(0,9)	(0,8)	(0,9)	(0,9)	(0,9)	(0,9)	(0,9)
Net Capital Employed	9,0	10,7	9,6	12,8	11,3	12,8	13,8	12,8	13,7
Net Debt	3,5	5,2	4,8	6,6	6,3	5,2	7,9	3,1	6,3
Minorities	(0,4)	(0,4)	(0,4)	(0,3)	(0,4)	(0,2)	(0,3)	0,0	(0,2)
Equity	5,5	5,5	4,8	6,1	5,0	7,6	5,9	9,7	7,4

## VALUATION

We set a target price on L&C of Euro 4.31 p.s. largely confirming our previous one (Euro 4.55 p.s.) and providing for a potential upside of 48%. Our valuation is based on the Discounted Cash Flow (DCF) analysis as we for now have excluded a multiple based analysis as a longer timeframe is needed to reflect the fair value of the Company as on the one hand the industry is still recovering from the devastating effects of the Covid pandemic and on the other, to capture the upside of the more recently founded subsidiaries, the online business, and the new logistics plant.

Our DCF model is based on a three-stage model with explicit estimates for 2022-25E, 5 years to 2030 with growth normalizing at 5%, an 7.6-8.2% EBITDA margin, capex at c. 1% of sales, and terminal value discounted at 7.81% WACC and 1% growth. Our model yields a fair equity value of Euro 26.2 m or Euro 4.31 p.s..

### DCF Model (Euro m)

Discounted free cash flows FY22-30E	5.7
NPV of Terminal Value	24.7
EV	30.5
Net Debt FY22E	4.8
Minorities FY22E	(0.5)
Fair Value of Equity	26.2
No of shares (m)	6.1
<b>Fair Value per share (Eu)</b>	<b>4.31</b>

## INDUSTRY COMPARISON

**Longino & Cardenal Spa:** PMI Capital Research estimates and Factset Data

**EGM Sector:** average data for Distribution&Logistic Services Peers listed on Euronext Growth Milan: ALA Spa, Alfonsino Spa, Compagnia dei Caraibi SpA, HQF (HQF-IT), Italian Wine Brands SpA.

**Industry Peers:** average data for a selected group of international Food Distribution & Logistics peers: Innovative Food Holdings (US), United Natural Foods Inc (US), SpartanNash Company (US), US Foods Holding Corp (US), Sysco Corporation (US), MARR Spa (ITA), METRO AG (DE), Bid Corporation Limited JSE (ZA), and Premium Brands Holdings Corp (CA).

**EGM All:** average financial and market data for all the companies listed on EGM, reported price performance data are related to the FTSE Italia Index.

	LON-IT	Distribution & Logistics		
	Longino & Cardenal	EGM Sector	Peers Avg	FTSE Italia Growth
<b>Key Financials FY21</b>				
Revenues	26,3	101,2	13.338	31,2
EBITDA	-0,5	9,7	533	4,8
EBITDA %	-1,9%	10,7%	4,0%	15,3%
EBIT	-1,2	7,3	259	1,7
EBIT %	-4,6%	8,3%	1,9%	5,3%
Earnings	-0,9	4,3	122	1,1
Earnings %	-3,4%	5,0%	0,9%	3,4%
Net Debt	3,5	22,9	1.879	2,0
Net Debt/EBITDA	n.m	2,4	3,5	0,4
FY18-20 Revenues CAGR	-22%	n.m	14%	-3%
FY21-23 Revenues CAGR	19%	17%	15%	25%
FY18-20 Earnings CAGR	n.m.	n.m	n.m	-8%
FY21-23 Earnings CAGR	n.m.	33%	48%	84%
<b>Market Data</b>				
Market Cap	18,3	75,9	6.519	50,3
EV	19,7	98,8	9.730	52,3
Free Float	22,0%	29,77%	82,34%	33,79%
ADTT YTD (Eu k)	7.009	118.658	50.213.227	35.048
<b>Market Multiples</b>				
EV/Sales 2022	0,7	0,8	0,5	1,7
EV/Sales 2023	0,6	0,6	0,4	1,2
EV/EBITDA 2022	n.m.	7,5	8,7	11,5
EV/EBITDA 2023	17,9	5,5	7,6	8,3
EV/EBIT 2022	n.m.	9,7	13,6	13,7
EV/EBIT 2023	49,1	6,8	11,7	10,5
P/E 2022	n.m.	16,6	13,6	21,6
P/E 2023	91,3	10,9	12,2	16,7
Earnings Yield	n.m	5,7%	7,3%	4,6%
<b>Stock Performance</b>				
1D	0%	0%	1%	-1%
1W	0%	0%	0%	0%
1M	-6%	-12%	-13%	-6%
3M	-16%	-13%	-15%	-5%
6M	-16%	-12%	-21%	-16%
YTD	-23%	-24%	-25%	13%
1Y	-29%	-20%	-28%	-18%

FactSet and PMI Capital data as of October 12<sup>th</sup>, 2022, Group data and PMI Capital Research estimates for L&C

## LONGINO & CARDENAL ON EURONXT GROWTH MILAN

### IPO

Trading Market: Euronext Growth Milan

Date: July 4<sup>th</sup>, 2018

Price: Euro 3,60

Capital raised: Euro 4,95 m

Capitalisation: Euro 22.5 m

### SHARES (as of October 12<sup>th</sup>, 2022)

Code: LON

Bloomberg: LON:IM

Reuters: LONGI.MI

ISIN: IT0005337073

Shares: 6.250.000

Price: Euro 2.92

Performance from IPO: - 19%

Capitalisation: Euro 18.3 m

Free Float: 22%

EGA and Specialist: Integrae SIM

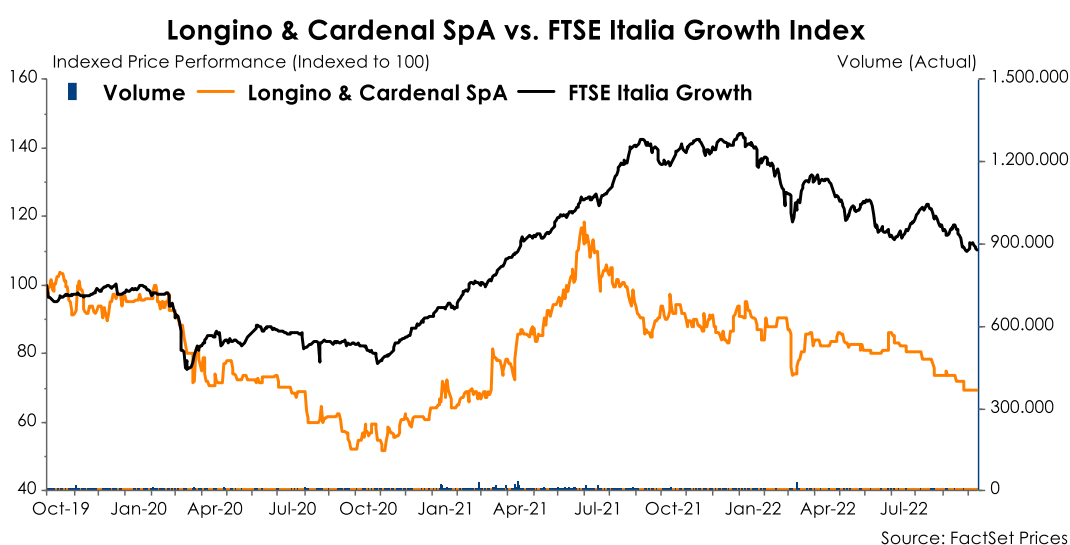
Auditing firm: E&Y

### SHAREHOLDERS

Longino&Cardenal's share capital is of Euro 1,000,000 made up of 6,250,000 ordinary shares without nominal value. The majority shareholder CARM holds a 78% stake and is owned by the Uleri Family (Founder and CEO).

Shareholder	No Shares	%
CARM Srl	4,875,000	78.0%
Mercato	1,375,000	22.0%
<b>Total</b>	<b>6,250,000</b>	<b>100.00%</b>

### STOCK PERFORMANCE



## LONGINO&CARDENAL SNAPSHOT

### Company description

Longino & Cardenal SpA is an Italian leader in the luxury food market active in the research, selection, and distribution of rare and precious foods. With over, 30 years of experience in the industry, the Group serves c. 4,500 B2B customers including 80% of the Michelin-starred restaurants and five-star hotels in Italy. In May 2020 the Company launched an e-commerce website to directly serve the B2C segment, and in March 2022 a B2B e-commerce website was launched as an efficient tool to further improve customer experience. Approximately 80% of total revenues are realized in Italy followed by Hong Kong, Dubai and New York where the Company is present directly with its subsidiaries.

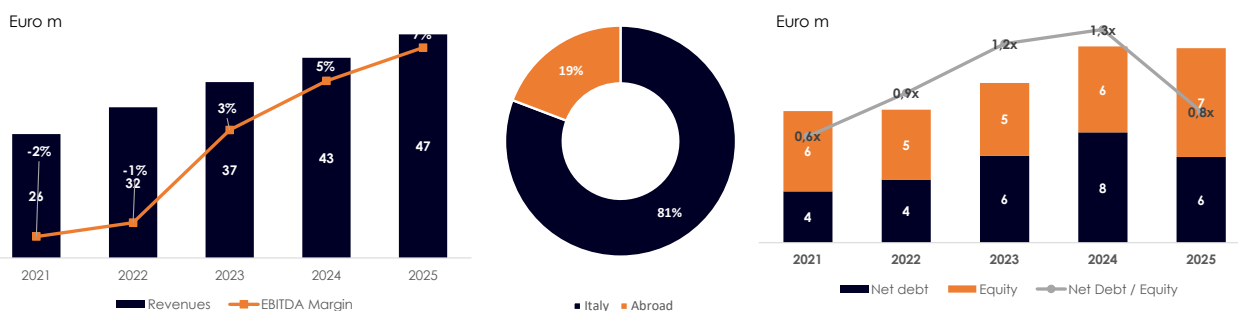
### Board of Directors

**Riccardo Uleri** - Chairman  
**Cristina Sambuchi** – Executive  
**Valerio De Molli** – Independent

### Key Shareholders

CARM 78%  
Market 22%

## LONGINO & CARDENAL IN CHARTS



## INVESTMENT CASE

**Experienced Management team.** With over 30 years of industry experience, L&C's Management team proved able to take advantage of the business slowdown caused by the Covid-19 pandemic, exploiting the restrictions period to strengthening the business model by entering the B2C segment as well as strengthen the Company's structure by investments in production capacity (new logistics/warehouse facility) and digital (ERP, business intelligence, Performance Management customer services). In 2021 L&C was awarded one of the 74 best-managed Italian companies by Deloitte Private, also thanks to its ability to react to the pandemic crisis.

**Growth strategy well aligned with driving market trends.** Over the next years the Group intends to reassume growth by consolidating its position in the Italian market by targeting new customers also outside the high-end luxury segment thanks to an increased sensitivity to quality, health, and origin of products, focus on international key markets for luxury and gourmet consumption and grow the digital business. We find this strategy well aligned with driving market trends and in particular with the growing demand for quality and traceability in the food industry, growth in demand of luxury products driven by China, Middle East and the Americas, and e-commerce as a driving force in B2C markets.

**International Network of Suppliers and well-established brand.** Thanks to a proven selection process the Company boasts a prestigious portfolio with over 1,800 rare and precious first-class products from more than 200 suppliers spread in over 20 countries worldwide. The high-quality products and Management's industry know-how has helped establish L&C as a guarantee for quality and culinary innovation ahead of haut cuisine trends.

**Integrated logistics to satisfy high-profile Italian and international food players.** L&C can rely on a well-oiled logistics system able to guarantee quality and quick delivery times (worldwide "time-to-kitchen" "delivery witing 72 hours) thanks to efficient order workflow and a distribution and logistics network with food hubs in Spain (Barcelona), France (Paris) and Milan, Italy and local subsidiaries in New York, Hong Kong and Dubai.

**Local presence through subsidiaries in key markets.** The geographical footprint with subsidiaries in the global capitals for luxury and gastronomy (Hong Kong, Dubai and New York) represents Management's strategy to capture market opportunities, thus choosing locations with high penetration and expected growth in the luxury market.



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Date	Target Price	Market Price	Validity Time
October 13 <sup>th</sup> 2022	4.46	2.92	12 months
May 17 <sup>th</sup> 2022	4.55	3.48	12 months

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Luisa Primi, (Senior Analyst, AIAF Associated)

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