## BREAKING NEWS

**EQUITY RESEARCH** 

TSIM NTEGRÆ

February 19th, 2025

# Casta Diva Group

Euronext Growth Milan | Entertainment & ADV | Italy

# **FY24 Preliminary Results**



Target Price € 3,20



CDG IM Price € 1,19

| Stock Data                       |            |
|----------------------------------|------------|
| Price                            | € 1,19     |
| Target price                     | € 3,20     |
| Upside/(Downside) potential      | 169,9%     |
| Ticker                           | CDG IM     |
| Market Cap (€/mln)               | € 23,77    |
| EV (€/mln)                       | € 29,37    |
| Free Float                       | 41,80%     |
| Share Outstanding                | 20.044.719 |
| 52-week high                     | € 1,74     |
| 52-week low                      | € 1,03     |
| Average daily volumes (3 months) | 36.979     |

## Stocks performance relative to FTSE Italia Growth



Mattia Petracca | mattia.petracca@integraesim.it

Alessia Di Florio | alessia.diflorio@integraesim.it

## **FY24 Preliminary Results**

In the press release dated February 18th, 2025, Casta Diva Group SpA, a multinational company listed on Euronext Growth Milan and active in the communication sector for the production of branded content, viral videos, digital content, films, and live music entertainment, announced its preliminary consolidated revenue figures for 2024. These results, which have not yet been subject to statutory audit, indicate a revenue of € 123.40 million, marking a 10.7% increase compared to € 111.50 million recorded at the end of 2023. This growth is attributable to both strong organic expansion and the recent acquisitions of Artificio Italiano Srl and First Class Srl, transactions completed in 2024. The reported figure also exceeds by 2.3% the projections for 2024 outlined in the 2023-2026 Business Plan, presented on December 4th, 2023.

Commenting on the results, Casta Diva Group's Chairman and CEO, Andrea De Micheli, stated: "Our revenue continues to grow at a double-digit pace in 2024, marking the best year ever for Casta Diva. Almost all our operating companies have met or exceeded their targets, and we closed 2024 with €123.4 million in revenue, reflecting a 10.7% growth over 2023. From a qualitative standpoint, we have further strengthened our ability to bid for and win major events and prestigious ceremonies, such as the closing ceremony of the Milan Cortina 2026 Paralympic Games. In this field, the acquisition of Artificio Italiano, which we have rebranded as Casta Diva Art & Show, will enable us to further capitalize on a highly promising market. Additionally, with the acquisition of First Class Srl, we have made a decisive entry into the Pharma events sector, a niche we began exploring in recent months. These quantitative and qualitative indicators, in my view, highlight the strong innovative vitality of our offering and the continuation of our growth, in line with our Industrial Plan and with the name of the market where we are listed: Euronext Growth Milan."

In conclusion, the preliminary results confirm the solid and structured growth trajectory undertaken by Casta Diva Group, which continues to strengthen its position in the entertainment sector through a well-balanced combination of organic expansion and strategic inorganic growth initiatives. The company's outperformance relative to the Business Plan projections and the positive impact of recent acquisitions validate the effectiveness of its strategic approach, further supporting the sustainability of its growth model and the value generated.

Therefore, considering the positive preliminary results and awaiting a meeting with the management for a more detailed assessment of the full-year results, we confirm our recommendation: Target Price €3.20, Rating BUY, and Risk Medium.



## **Economics & Financials**

TABLE 1 - ECONOMICS & FINANCIALS

| CONSOLIDATED INCOME STATEMENT (€/mln) | FY22A  | FY23A  | FY24E  | FY25E  | FY26E  |
|---------------------------------------|--------|--------|--------|--------|--------|
| Revenues                              | 83,62  | 110,85 | 120,50 | 135,80 | 153,00 |
| Other revenues                        | 0,35   | 0,66   | 0,60   | 0,60   | 0,60   |
| Value of Production                   | 83,97  | 111,51 | 121,10 | 136,40 | 153,60 |
| COGS                                  | 1,47   | 1,54   | 1,70   | 1,90   | 2,10   |
| Services                              | 66,53  | 87,97  | 93,00  | 104,00 | 115,50 |
| Use of asset owned by others          | 2,90   | 3,50   | 4,00   | 4,40   | 5,30   |
| Employees                             | 6,29   | 8,85   | 9,50   | 10,60  | 11,70  |
| Other operating costs                 | 0,53   | 1,08   | 1,00   | 1,00   | 1,00   |
| EBITDA                                | 6,26   | 8,57   | 11,90  | 14,50  | 18,00  |
| EBITDA Margin                         | 7,5%   | 7,7%   | 9,8%   | 10,6%  | 11,7%  |
| Non recurring items                   | 0,73   | 1,64   | 0,00   | 0,00   | 0,00   |
| EBITDA Adj.                           | 6,99   | 10,21  | 11,90  | 14,50  | 18,00  |
| EBITDA Adj. Margin                    | 8,3%   | 9,2%   | 9,8%   | 10,6%  | 11,7%  |
| D&A                                   | 2,39   | 3,16   | 3,30   | 3,30   | 3,30   |
| EBIT                                  | 3,87   | 5,41   | 8,60   | 11,20  | 14,70  |
| EBIT Margin                           | 4,6%   | 4,9%   | 7,1%   | 8,2%   | 9,6%   |
| EBIT Adj.                             | 4,60   | 7,06   | 8,60   | 11,20  | 14,70  |
| EBIT Margin                           | 5,5%   | 6,3%   | 7,1%   | 8,2%   | 9,6%   |
| Financial management                  | (0,49) | (1,01) | (1,15) | (1,30) | (1,45) |
| ЕВТ                                   | 3,38   | 4,41   | 7,45   | 9,90   | 13,25  |
| Taxes                                 | 1,57   | 2,51   | 3,00   | 4,00   | 5,30   |
| Net Income                            | 1,81   | 1,90   | 4,45   | 5,90   | 7,95   |
| Minorities Income                     | 0,30   | 0,26   | 0,30   | 0,30   | 0,30   |
| CONSOLIDATED BALANCE SHEET (€/mln)    | FY22A  | FY23A  | FY24E  | FY25E  | FY26E  |
| Fixed Assets                          | 13,45  | 21,24  | 22,50  | 21,90  | 21,70  |
| Account receivable                    | 18,49  | 19,78  | 33,10  | 37,40  | 43,30  |
| Inventories                           | 0,04   | 0,04   | 0,05   | 0,05   | 0,05   |
| Account payable                       | 26,58  | 21,02  | 41,50  | 46,40  | 51,00  |
| Operating Working Capital             | (8,05) | (1,20) | (8,35) | (8,95) | (7,65) |
| Other receivable                      | 12,05  | 15,33  | 13,10  | 14,85  | 16,40  |
| Other payable                         | 10,89  | 19,17  | 12,40  | 13,80  | 15,00  |
| Net Working Capital                   | (6,89) | (5,04) | (7,65) | (7,90) | (6,25) |
| Severance & other provisions          | 1,13   | 1,56   | 1,45   | 1,50   | 1,55   |
| NET INVESTED CAPITAL                  | 5,43   | 14,64  | 13,40  | 12,50  | 13,90  |
| Share capital                         | 9,79   | 9,79   | 9,79   | 9,79   | 9,79   |
| Reserves                              | (3,09) | (2,39) | (1,47) | 0,85   | 3,99   |
| Net Income                            | 1,51   | 1,64   | 4,15   | 5,60   | 7,65   |
| Equity                                | 8,21   | 9,04   | 12,46  | 16,24  | 21,42  |
| Cash & cash equivalents               | 18,96  | 11,43  | 18,06  | 21,74  | 24,52  |
| Financial debt                        | 16,18  | 17,03  | 19,00  | 18,00  | 17,00  |
| Net Financial Position                | (2,78) | 5,60   | 0,94   | (3,74) | (7,52) |
| SOURCES                               | 5,43   | 14,64  | 13,40  | 12,50  | 13,90  |

| CONSOLIDATED CASH FLOW (€/mln) | FY23A   | FY24E   | FY25E  | FY26E  |
|--------------------------------|---------|---------|--------|--------|
| EBIT                           | 7,06    | 8,60    | 11,20  | 14,70  |
| Taxes                          | 2,51    | 3,00    | 4,00   | 5,30   |
| NOPAT                          | 4,55    | 5,60    | 7,20   | 9,40   |
| D&A                            | 3,16    | 3,30    | 3,30   | 3,30   |
| Change in NWC                  | (1,85)  | 2,61    | 0,25   | (1,65) |
| Change in receivable           | (1,29)  | (13,32) | (4,30) | (5,90) |
| Change in inventories          | (0,01)  | (0,01)  | 0,00   | 0,00   |
| Change in payable              | (5,56)  | 20,48   | 4,90   | 4,60   |
| Change in others               | 5,00    | (4,54)  | (0,35) | (0,35) |
| Change in provisions           | 0,43    | (O,11)  | 0,05   | 0,05   |
| OPERATING CASH FLOW            | 6,28    | 11,40   | 10,80  | 11,10  |
| Capex                          | (10,95) | (4,56)  | (2,70) | (3,10) |
| FREE CASH FLOW                 | (4,67)  | 6,84    | 8,10   | 8,00   |
| Financial Management           | (1,01)  | (1,15)  | (1,30) | (1,45) |
| Change in Financial debt       | 0,84    | 1,97    | (1,00) | (1,00) |
| Change in equity               | (1,07)  | (1,02)  | (2,13) | (2,76) |
| FREE CASH FLOW TO EQUITY       | (5,90)  | 6,64    | 3,67   | 2,79   |

Source: Casta Diva Group and Integrae SIM estimates

Data as of last Equity Research document (Update) as of 14/10/2024

## Disclosure Pursuant to Delegated Regulation UE n. 2016/958

### Analyst/s certification

The analyst(s) which has/have produced the following analyses hereby certifies/certify that the opinions expressed herein reflect their own opinions, and that no direct and/or indirect remuneration has been, nor shall be received by the analyst(s) as a result of the above opinions or shall be correlated to the success of investment banking operations. Neither the analysts nor any of their relatives hold administration, management or advising roles for the Issuer. Mattia Petracca is Integrae SIM's current Head of Research. Giuseppe Riviello, Alessandro Colombo, Edoardo Luigi Pezzella and Alessia Di Florio are the current financial analysts.

#### Disclaimer

This publication was produced by INTEGRAE SIM SpA. INTEGRAE SIM SpA is licensed to provide investment services pursuant to Italian Legislative Decree n. 58/1998, released by Consob, with Resolution n. 17725 of March 29th 2011. INTEGRAE SIM SpA performs the role of corporate broker for the financial instruments issued by the company covered in this report. INTEGRAE SIM SpA is distributing this report in Italian and in English, starting from the date indicated on the document, to approximately 300 qualified institutional investors by post and/or via electronic media, and to non-qualified investors through the Borsa Italiana website and through the leading press agencies.

Unless otherwise indicated, the prices of the financial instruments shown in this report are the prices referring to the day prior to publication of the report. INTEGRAE SIM SpA will continue to cover this share on a continuing basis, according to a schedule which depends on the circumstances considered important (corporate events, changes in recommendations, etc.), or useful to its role as specialist.

The table below, shows INTEGRAE SIM's recommendation, target price and risk issued during the last 12 months:

| Date       | Price | Recommendation | Target Price | Risk   | Comment                |
|------------|-------|----------------|--------------|--------|------------------------|
| 21/05/2024 | 1,48  | Buy            | 3,20         | Medium | Initiation of Coverage |
| 24/06/2024 | 1,42  | Buy            | 3,20         | Medium | Update                 |
| 19/07/2024 | 1,49  | Buy            | 3,20         | Medium | Breaking News          |
| 14/10/2024 | 1,32  | Buy            | 3,20         | Medium | Update                 |
| 23/12/2024 | 1,19  | Buy            | 3,20         | Medium | Breaking News          |
| 13/01/2025 | 1,24  | Buy            | 3,20         | Medium | Breaking News          |

The list of all recommendations on any financial instrument or issuer produced by Integrae SIM Research Department and distributed during the preceding 12-month period is available on the Integrae SIM website.

The information and opinions contained herein are based on sources considered reliable. INTEGRAE SIM SpA also declares that it takes all reasonable steps to ensure the correctness of the sources considered reliable; however, INTEGRAE SIM SpA shall not be directly and/or indirectly held liable for the correctness or completeness of said sources.

The most commonly used sources are the periodic publications of the company (financial statements and consolidated financial statements, interim and quarterly reports, press releases and periodic presentations). INTE-GRAE SIM SpA also makes use of instruments provided by several service companies (Bloomberg, Reuters, JCF), daily newspapers and press in general, both national and international. INTEGRAE SIM SpA generally submits a draft of the analysis to the Investor Relator Department of the company being analyzed, exclusively for the purpose of verifying the correctness of the information contained therein, not the correctness of the assessment. INTEGRAE SIM SpA has adopted internal procedures able to assure the independence of its financial analysts and that establish appropriate rules of conduct for them. Integrae SIM S.p.A. has formalised a set of principles and procedures for dealing with conflicts of interest. The Conflicts Management Policy is clearly explained in the relevant section of Integrae SIM's web site (www.integraesim.it). This document is provided for information purposes only. Therefore, it does not constitute a contractual proposal, offer and/or solicitation to purchase and/or sell financial instruments or, in general, solicitation of investment, nor does it constitute advice regarding financial instruments. INTEGRAE SIM SpA does not provide any guarantee that any of the forecasts and/or estimates contained herein will be reached. The information and/or opinions contained herein may change without any consequent obligation of INTEGRAE SIM SpA to communicate such changes. Therefore, neither INTEGRAE SIM SpA, nor its directors, employees or contractors, may be held liable (due to negligence or other causes) for

damages deriving from the use of this document or the contents thereof. Thus, Integrae SIM does not guarantee any specific result as regards the information contained in the present publication, and accepts no responsibility or liability for the outcome of the transactions recommended therein or for the results produced by such transactions. Each and every investment/divestiture decision is the sole responsibility of the party receiving the advice and recommendations, who is free to decide whether or not to implement them. Therefore, Integrae SIM and/or the author of the present publication cannot in any way be held liable for any losses, damage or lower earnings that the party using the publication might suffer following execution of transactions on the basis of the information and/or recommendations contained therein.

This document is intended for distribution only to professional clients and qualified counterparties as defined in Consob Regulation no. 20307/2018, as subsequently amended and supplemented, either as a printed document and/or in electronic form.

#### Rating system (long term horizon: 12 months)

The BUY, HOLD and SELL ratings are based on the expected total return (ETR – absolute performance in the 12 months following the publication of the analysis, including the ordinary dividend paid by the company), and the risk associated to the share analyzed. The degree of risk is based on the liquidity and volatility of the share, and on the rating provided by the analyst and contained in the report. Due to daily fluctuations in share prices, the expected total return may temporarily fall outside the proposed range

| Equity Total Return (ETR) for different risk categories |   |                 |                |  |  |
|---|---|-----------------|----------------|--|--|
| Rating  | Low Risk                                  | Medium Risk     | High Risk      |  |  |
| BUY   | ETR >= 7.5%                               | ETR >= 10%      | ETR >= 15%     |  |  |
| HOLD  | -5% < ETR < 7.5%                          | -5% < ETR < 10% | 0% < ETR < 15% |  |  |
| SELL  | ETR <= -5%                                | ETR <= -5%      | ETR <= 0%      |  |  |
| U.R.  | U.R. Rating e/o target price Under Review |                 |                |  |  |
| N.R.  | Stock Not Rated                           |                 |                |  |  |
| Valuation methodologies (long term horizon: 12 months)  |   |                 |                |  |  |

The methods that INTEGRAE SIM SpA prefers to use for value the company under analysis are those which are generally used, such as the market multiples method which compares average multiples (P/E, EV/EBITDA, and other) of similar shares and/or sectors, and the traditional financial methods (RIM, DCF, DDM, EVA etc). For financial securities (banks and insurance companies) Integrae SIM SpA tends to use methods based on comparison of the ROE and the cost of capital (embedded value for insurance companies).

The estimates and opinions expressed in the publication may be subject to change without notice. Any copying and/or redistribution, in full or in part, directly or directly, of this document are prohibited, unless expressly authorized.

### **Conflict of interest**

In order to disclose its possible interest conflict Integrae SIM states that:

 Integrae SIM prepared this document on behalf of Banca Finnat Euramerica SpA acting as specialist in accordancewith article 35 of Rules for Euronext Growth Milan Companies.

Production Date: 18/02/2025 h. 18.00

Publication Date: 19/02/2025 h. 8.00