



14/11/2015 **Caleido seeks buys among traditional and online tour operators**

Caleido Group [BIT:CLG], an Italian company specialising in custom-made tourism services, seeks acquisitions among traditional and online tour operators, CEO Cristiano Uva said.

Management is receptive to advisory approaches introducing potential buys, and it could grant mandates for suitable targets.

The scouting process currently is done internally -- through industry bankers and advisers -- he said. Caleido is working with Mario Morazzoni and Carlo Callori of **BDO**, which does not have an exclusive mandate.

In March, Caleido was listed on the AIM segment of Borsa Italiana, raising EUR 1.5m. The company aims to complete either one or more transactions by 1H16, the executive said, adding that initial plans after its IPO were to finalize an acquisition by 3Q15. However, soon afterwards the possible target range broadened and Caleido decided to take extra time to evaluate more dossiers.

Last year, Caleido generated EUR 8.2m in revenue, with EBITDA of EUR 950,000 and net profit of EUR 500,000. For this year and the next, the company forecasts double digit growth, Uva said without elaborating.

Desirable targets would be similar-sized, traditional or online tour operators, he said, adding the former will be sought within Italy, and the latter in Spain, France and the UK. Management would look at firms that do not have leadership positions in the markets concerned or also firms with financial issues aiming to be taken over.

It would also evaluate bigger-sized brands that can offer luxury holiday packages with long-range destinations. They would allow Caleido to enter new travel agencies networks and bring in new clients, Uva pointed out.

In order to finance multiple or bigger transactions, the company will need to raise fresh capital, either through bank loans, mini-bonds or a capital increase. A smaller acquisition could be financed through funds raised from its IPO, he said.

Sector multiples are included in a 3x-8x EBITDA range, the executive said, adding Caleido was valued 6x EBITDA at the time of the initial public offering. It currently has a EUR 6.2m market cap.

In the future Caleido could evaluate buys in the premium segment, which includes **Alpitour's Francorosso** and **Viaggidea** divisions, Uva said, noting that in his opinion some of Alpitour's assets could be sold in the future. On 4 November, *Mergermarket* reported that **Wise SGR** and **J. Hirsch & Co**, the two private equity funds that together hold 54% of Alpitour, could exit its shareholder base by 2017 and evaluate stake sales, among other options.

Caleido is 80% owned by **Oltremare Group**, a EUR 20m turnover company controlled by the Uva family. Aside from a tour operator division for mid- to long-range destinations and an online B2B service called Travellab, the family group owns the Dreambox travel box brand.

Uva named Viaggidea, Francorosso, Idee per Viaggiare and Alidays among its competitors.