

Lakeland Fire + Safety (LAKE:NASDAQ)

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All figures in USD unless otherwise stated

Lakeland Fire + Safety	LAKE:NASDAQ
Share Price	\$20.10
Average Daily Volume (K)	73.6
Shares Outstanding (M)	9.5
Market Cap (\$M)	\$191.0
Cash (\$M)	\$15.8
Debt (\$M)	\$45.8
Enterprise Value (\$M)	\$221.0

FYE Jan 31	FY23A	FY24A	FY25E
Sales (\$M)	\$112.8	\$124.7	\$167.7
Sales Growth (YoY %)	(5%)	11%	34%
Gross Margin (%)	41%	41%	N/A
EBITDA (\$M)	\$7.6	\$7.4	\$17.4
EBITDA Margin (%)	7%	6%	10%
Net Income (\$M)	\$1.9	\$5.4	N/A

Valuation	FY23A	FY24A	FY25E
EV/EBITDA	29.1x	29.9x	12.7x
P/E	N/A	35.4x	N/A
EV/Sales	2.0x	1.8x	1.3x

Please refer to the applicable disclosures on the back page
Source: Atrium Research, CapitalIQ, Company Documents



Lakeland Industries Inc is a global leader in the manufacturing of protective clothing to help improve the quality of safety for the industrial workforce including electric and gas utilities, petrochemical, hazardous waste sites, chemical handling, cleanrooms, fire services, and road crews.

What you need to know:

- Lakeland Fire + Safety manufactures protective apparel and accessories with international manufacturing and distribution.
- The Company has a large addressable market and strong industry tailwinds from increased global safety standards.
- LAKE is expected to grow revenue 34% in FY25 while EBITDA margins are expected to increase to 10% (vs. 6% in FY24).
- LAKE made changes to management in 2024, leading a strategic turnaround focused on expanding key segments and M&A opportunities.
- Watch clips of the interview [here](#).

Company Overview

Lakeland Fire + Safety is a global leader in manufacturing and selling industrial protective clothing and accessories. The Company's extensive product line includes disposable and limited-use protective garments, chemical protective suits, fire-resistant apparel, high-visibility clothing, and specialty work gloves. These products are designed to meet the safety needs of various industries, including oil and gas, chemical processing, automotive, steel manufacturing, and construction. With a workforce of approximately 2,100 employees, Lakeland has a robust global presence, operating 18 offices and production facilities across 14 countries, enabling shorter lead times and enhanced fulfillment visibility for customers.

Serving a diverse clientele, Lakeland's products are distributed through a network of over 2,000 safety and industrial supply distributors. End-users include integrated oil companies, chemical and petrochemical plants, automotive manufacturers, utilities, and scientific laboratories. The Company's strategic global operations span North America, Latin America, Europe, Asia, and other regions.

Investment Thesis

Robust Brand Portfolio. LAKE's brand portfolio features a wide range of protective apparel for various sectors. The head-to-toe protective apparel brand portfolio establishes LAKE as a one-stop-shop for customers.

Large Market with Strong Tailwinds. The safety apparel market has seen significant growth over recent years due to increased global safety standards. LAKE is positioned to capitalize on this growth thanks to its international manufacturing and distribution network.

Strong Financial Results. LAKE has seen rapid growth over the past few years with revenue growing from \$113M in FY23 to an estimated \$168M in FY25. EBITDA is expected to increase to \$17.4M in FY25, representing a 10% EBITDA margin.

New Management. In June, LAKE appointed James Jenkins as President and CEO. His deep understanding of the Company and business experience has allowed him to lead a successful turnaround of the business.

Valuation. LAKE currently trades at 12.7x FY25E EBITDA and 1.3x FY25E sales.

Conference Takeaways

- Extremely experienced and focused new management team working hard to turn the business around and find growth opportunities for the Company.
- History of strategic acquisitions, growing into a one-stop-shop for protective apparel needs for fire, industrials, and associated industries.
- Potential to expand into related services businesses within the US or acquire protective equipment cleaning and servicing businesses.