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**EQUITY - SPAIN** Sector: Chemicals

Closing price: EUR 2.85 (7 Nov 2023) Report date: 8 Nov 2023 (14:45h)

9m Results 2023 - Estimates downgrade Independent Equity Research

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9m Results 2023

Opinion (1): Below expectations Impact (1): We lower our estimates

capacity) and among the top 10 at the European level.

Ercros (ECR) is an industrial group manufacturing chemical products that operates through 3 divisions: (i) basic chemicals, (ii) intermediate chemicals and (iii) pharmaceuticals. The core activity is the production of chlorinecaustic soda, ECR being the main producer in Spain (60% of total installed

## 9M23 earnings: weak sector momentum (as expected). Low numbers.

**DEMAND REMAINS WEAK (AS EXPECTED)** ... In 9m23, ECR generated total revenue of EUR 600.7Mn (-26.1% vs 9m22). That sharp topline contraction was caused mainly by a drop in prices, but also lower sales volumes. This set of earnings evidence demand weakness in 9m23 (which we expect to continue during the coming months).

... AND PROFITS CONTRACTED SHARPLY. Recurring EBITDA amounted to EUR 41.7Mn (vs EUR 95.7Mn and EUR 45.2Mn in 9m22 and 1H23, respectively). That shrinkage was mainly driven by the drop in revenue and provision of services, which more than offset the positive impact of lower variable costs. EBITDA was also affected by higher staff and other operating costs. We are lowering our estimates for 2023e-2025e.

LEVERAGE REMAINS CONSERVATIVE. ECR ended September with the same net debt as in June (excluding leases under IFRS 16) of EUR 95.9Mn (vs EUR 62.8Mn at yearend 2022). The increase since year-end is mainly attributable to the dividend (EUR 24.9Mn in 1H23). We think ECR will end 2023e with net debt of c.EUR 91Mn (ND/EBITDA: 1.9x), depicting a solid capital structure (with FCF close to breakeven despite the cyclical weakness), which is key to weathering the period of sluggishness.

WE ARE CUTTING OUR ESTIMATES (EBITDA 2023E: -35%). We think the current weak sector momentum could carry over to the fourth quarter and part of 2024e. As a result, we are revising our revenue and EBITDA estimates for 2023e - 2025e. Our new 2023e estimates call for: total revenue of EUR 740Mn (-7.6% vs our last estimates) and recurring EBITDA of EUR 49.1Mn (-35%). Those estimates imply an EV/EBITDA multiple of 7.2x.

RECOVERY TOWARDS THE END OF 2024E. In short, in the near term the cycle is not the company's friend. The main reason is extremely soft demand. 2023e should mark the "floor" for ERC's earnings. Although we expected sector momentum to remain weak in 1H24e, demand should start to recover in 2H/YE 2024e. Our estimate for recurring EBITDA in 2024e implies an EV/EBITDA multiple of c.6.7x in line with its main comps.

Nov/21

Nov/22

#### **Market Data**

Market Cap (Mn EUR and USD)	260.6	278.4
EV (Mn EUR and USD) (2)	355.7	380.0
Shares Outstanding (Mn)	91.4	
-12m (Max/Med/Mín EUR)	4.62 / 3.3	7 / 2.79
Daily Avg volume (-12m Mn EUR)	0.46	
Rotation <sup>(3)</sup>	45.4	
Factset / Bloomberg	ECR-ES / E	CR SM
Close fiscal year	31-Dec	

#### Shareholders Structure (%)

Joan Casas Galofre	6.0
Víctor Manuel Rodríguez Martín	5.0
Dimensional Fund Advisors, L.P.	5.0
Montserrat Garcia Pruns	3.6
Free Float	80.4

Financials (Mn EUR)	2022	<b>2023</b> e	<b>2024</b> e	<b>2025</b> e
Adj. nº shares (Mn)	94.2	93.8	91.4	91.4
Total Revenues	1,052.5	739.9	759.0	795.8
Rec. EBITDA	142.1	49.1	53.2	77.0
% growth	52.3	-65.4	8.3	44.7
% Rec. EBITDA/Rev.	13.5	6.6	7.0	9.7
% Inc. EBITDA sector (4)	14.6	-17.1	13.3	9.1
Net Profit	63.0	9.2	12.0	30.3
EPS (EUR)	0.67	0.10	0.13	0.33
% growth	52.5	-85.4	34.2	153.0
Ord. EPS (EUR)	0.92	0.11	0.13	0.33
% growth	83.1	-88.2	21.0	153.0
Rec. Free Cash Flow(5)	41.4	-1.9	-4.5	20.6
Pay-out (%)	39.5	22.0	24.0	24.0
DPS (EUR)	0.26	0.02	0.03	0.08
Net financial debt	62.8	90.9	100.2	88.0
ND/Rec. EBITDA (x)	0.4	1.9	1.9	1.1
ROE (%)	18.2	2.6	3.4	8.4
ROCE (%) <sup>(5)</sup>	16.4	3.0	3.4	7.0

#### Ratios & Multiples (x)(6)

P/E	4.3	29.2	21.7	8.6
Ord. P/E	3.1	26.3	21.7	8.6
P/BV	0.7	0.8	0.7	0.7
Dividend Yield (%)	9.3	0.8	1.1	2.8
EV/Sales	0.34	0.48	0.47	0.45
EV/Rec. EBITDA	2.5	7.2	6.7	4.6
EV/EBIT	3.9	19.8	16.8	8.1
FCF Yield (%) <sup>(5)</sup>	15.9	n.a.	n.a.	7.9

The opinion regarding the results is on reported EBITDA with respect to our estimate for the year (12m). The impact reflects whether, due to the results, we envisage a significant revision (>5% - 10%, depending on the sector) of our EBITDA estimate (for any of the estimated years).

- Please refer to Appendix 3.
- Rotation is the % of the capitalisation traded 12m.
- Sector: Stoxx Europe 600 Chemicals.
- Please see Appendix 2 for the theoretical tax rate (ROCE) and rec. FCF calculation.
- Multiples and ratios calculated over prices at the date of this report.

Stock performance (%)	-1m	-3m	-12m	YTD	-3Y
Absolute	-0.2	-8.9	-9.7	-8.5	64.2
vs Ibex 35	-0.2	-7.7	-22.1	-18.5	22.1
vs Ibex Small Cap Index	-0.4	-2.8	-16.4	-12.7	43.8
vs Eurostoxx 50	-0.4	-4.9	-19.3	-16.5	26.6
vs Sector benchmark <sup>(4)</sup>	-1.0	-4.7	-8.9	-9.5	51.5

Nov/20

Nov/23

- ECR vs Ibex

-5Y

-22 9

-23.5

-30.6

-39.8

-41.2

Relative performance (Base 100)

Nov/19

50

Nov/18

<sup>(\*)</sup> Unless otherwise indicated, all the information contained in this report is based on: The Company, Factset and Lighthouse.



## 9m Results 2023 Estimates downgrade

## Table 1. 9m23 Results

	9m23		9m23 Real		2023e vs
EUR Mn	Real	9m22	vs 9m22	<b>2023</b> e	2022
<b>Total Revenues</b>	600.7	813.4	-26.1%	739.9	-29.7%
Chlorine derivatives	365.4	516.9	-29.3%		
Intermediate chemicals	154.8	208.8	-25.9%		
Pharmaceuticals	51.5	48.5	6.2%		
Other revenues	29.0	39.3	-26.0%		
Recurrent EBITDA	41.7	95.7	-56.4%	49.1	-65.4%
Rec. EBITDA/Revenues	6.9%	11.8%	-4.8 p.p.	6.6%	-6.9 p.p.
EBITDA	38.5	93.1	-58.6%	49.1	-59.7%
EBITDA/Revenues	6.4%	11.4%	-5.0 p.p.	6.6%	-4.9 p.p.
EBIT	14.1	70.7	-80.0%	18.0	-80.5%
PBT	8.3	69.6	-88.0%	12.7	-85.6%
NP	5.7	50.5	-88.8%	9.2	-85.5%
Tons sold (thousand)	774	868	-10.8%		
Net Debt	95.9	74.7	28.2%	90.9	44.8%

Note: We have excluded from total income the reversal of provisions and other extraordinary income. Net Debt adjusted to exclude the impact of IFRS 16.

## Table 2. Estimates downgrade

EUR Mn	2023e (New)	Review (%)	2024e (New)	Review (%)	2025e (New)	Review (%)
Total Revenues	739.9	-7.6%	759.0	-10.4%	795.8	-7.8%
Recurrent EBITDA	49.1	-35.4%	53.2	-40.3%	77.0	-17.6%
Recurrent EBITDA growth	-65.4%	-19.0 p.p.	8.3%	-8.9 p.p.	44.7%	39.8 p.p.
Rec. EBITDA/Revenues	6.6%	-2.9 p.p.	7.0%	-3.5 p.p.	9.7%	-1.2 p.p.
EBIT	18.0	-59.9%	21.1	-62.9%	44.0	-27.1%
Net Profit	9.2	-70.5%	12.0	-71.2%	30.3	-32.2%
Recurrent Free Cash Flow	-1.9	-108.6%	-4.5	-118.8%	20.6	-39.4%
ND / EBITDA	1.9 x	0.9 x	1.9 x	1.2 x	1.1 x	0.6 x



### **Valuation inputs**

#### Inputs for the DCF Valuation Approach

	<b>2023</b> e	2024e	<b>2025</b> e	Terminal Value <sup>(1)</sup>		
Free Cash Flow "To the Firm"	3.2	1.3	26.3	358.2		
Market Cap	260.6	At the date of this	report			
Net financial debt	95.9	Debt net of Cash (	Rdos. 9m 2023)			
					Best Case	Worst Case
Cost of Debt	4.5%	Net debt cost			4.3%	4.8%
Tax rate (T)	20.0%	T (Normalised tax	rate)		=	=
Net debt cost	3.6%	Kd = Cost of Net D	ebt * (1-T)		3.4%	3.8%
Risk free rate (rf)	3.7%	Rf (10y Spanish bo	nd yield)		=	=
Equity risk premium	6.0%	R (own estimate)			5.5%	6.5%
Beta (B)	1.2	B (own estimate)			1.1	1.2
Cost of Equity	10.9%	Ke = Rf + (R * B)			9.8%	11.5%
Equity / (Equity + Net Debt)	73.1%	E (Market Cap as e	equity value)		=	=
Net Debt / (Equity + Net Debt)	26.9%	D			=	=
WACC	9.0%	WACC = Kd * D + I	(e * E		8.1%	9.4%
G "Fair"	1.5%				2.0%	1.0%

<sup>(1)</sup> The terminal value reflects the NAV of FCF beyond the period estimated with the WACC and G of the central scenario.

#### Inputs for the Multiples Valuation Approach

. "	Ticker			ВРА	EV/EBITDA	EBITDA	EV/Vtas.	Ingresos	EBITDA/Vtas.	FCF Yield	FCF
Compañía	Factset	Mkt. Cap	PER 23e	23e-25e	23e	23e-25e	23e	23e-25e	23e	23e	23e-25e
BASF SE	BAS-DE	38,860.3	12.3	19.8%	7.6	12.7%	0.8	3.7%	10.9%	7.9%	-15.4%
Solvay	SOLB-BE	10,299.7	7.2	-0.9%	4.5	1.3%	1.1	2.6%	23.4%	9.0%	3.6%
Covestro AG	1COV-DE	9,122.9	n.a.	n.a.	10.2	27.4%	0.8	4.4%	7.7%	1.1%	n.a.
Europa			9.7	9.5%	7.4	13.8%	0.9	3.6%	14.0%	6.0%	-5.9%
DowDuPont	DOW-US	31,856.6	21.6	41.4%	8.6	18.5%	1.1	4.1%	12.2%	7.0%	-0.1%
Olin Corp	OLN-US	4,967.4	11.6	26.4%	6.3	8.3%	1.2	4.2%	19.7%	12.3%	3.2%
Westlake	WLK-US	14,433.1	14.1	10.5%	6.9	4.8%	1.5	2.7%	21.1%	8.0%	-2.2%
USA			15.8	26.1%	7.3	10.6%	1.2	3.7%	17.7%	9.1%	0.3%
ECR	ECR-ES	260.6	29.2	84.3%	7.2	25.2%	0.5	3.7%	6.6%	n.a.	n.a.

#### Free Cash Flow sensitivity analysis (2024e)

#### A) Rec. EBITDA and EV/EBITDA sensitivity to changes in EBITDA/Sales

Scenario	EBITDA/Sales 24e	EBITDA 24e	EV/EBITDA 24e
Max	7.4%	56.2	6.3x
Central	7.0%	53.2	6.7x
Min	6.6%	50.2	7.1x

#### B) Rec. FCF and Rec. FCF - Yield sensitivity to changes in EBITDA and CAPEX/sales

Rec. FCF EUR Mn		CAPEX/Sales 24e	
EBITDA 24e	4.8%	5.3%	5.8%
56.2	2.4	(1.4)	(5.2)
53.2	(0.7)	(4.5)	(8.3)
50.2	(3.7)	(7.5)	(11.3)



Scenario		Rec. FCF/Yield 24e		
Max	0.9%	n.a.	n.a.	
Central	n.a.	n.a.	n.a.	
Min	n.a.	n.a.	n.a.	



# Appendix 1. Financial Projections

Balance Sheet (EUR Mn)         2018         2019         2020         2021         2022         2023e         2024e           Intangible assets         4.2         19.7         16.1         17.7         31.3         32.1         32.8           Fixed assets         281.7         296.9         311.3         324.5         341.5         358.5         372.5           Other Non Current Assets         31.7         40.3         38.9         35.7         34.4         34.4         34.4           Financial Investments         45.2         42.7         28.8         29.0         39.2         40.1         41.0           Goodwill & Other Intangilbles         - <th>2025e 33.6 380.6 34.4 41.8 - 192.9 683.3 373.8 - 86.6 12.3 88.0 122.6 683.3</th> <th>CA</th> <th></th>	2025e 33.6 380.6 34.4 41.8 - 192.9 683.3 373.8 - 86.6 12.3 88.0 122.6 683.3	CA	
Fixed assets         281.7         296.9         311.3         324.5         341.5         358.5         372.5           Other Non Current Assets         31.7         40.3         38.9         35.7         34.4         34.4         34.4           Financial Investments         45.2         42.7         28.8         29.0         39.2         40.1         41.0           Goodwill & Other Intangilbles         -	380.6 34.4 41.8 - 192.9 <b>683.3</b> 373.8 - 86.6 12.3 88.0 122.6 <b>683.3</b>	CA	
Other Non Current Assets       31.7       40.3       38.9       35.7       34.4       34.4       34.4         Financial Investments       45.2       42.7       28.8       29.0       39.2       40.1       41.0         Goodwill & Other Intangilbles       -       -       -       -       -       -       -       -         Current assets       218.9       184.5       148.6       248.9       239.9       183.5       187.3         Total assets       581.6       584.1       543.6       655.8       686.2       648.5       667.9         Equity       272.7       292.1       284.2       331.6       360.7       344.7       351.8         Minority Interests       -        -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -	34.4 41.8 - 192.9 683.3 373.8 - 86.6 12.3 88.0 122.6 683.3	CA	
Financial Investments	41.8 - 192.9 <b>683.3</b> 373.8 - 86.6 12.3 88.0 122.6 <b>683.3</b>	CA	
Goodwill & Other Intangilbles	192.9 683.3 373.8 - 86.6 12.3 88.0 122.6 683.3	CA	
Current assets       218.9       184.5       148.6       248.9       239.9       183.5       187.3         Total assets       581.6       584.1       543.6       655.8       686.2       648.5       667.9         Equity       272.7       292.1       284.2       331.6       360.7       344.7       351.8         Minority Interests       -	192.9 683.3 373.8 - 86.6 12.3 88.0 122.6 683.3	CA	
Total assets         581.6         584.1         543.6         655.8         686.2         648.5         667.9           Equity         272.7         292.1         284.2         331.6         360.7         344.7         351.8           Minority Interests         -	683.3 373.8 - 86.6 12.3 88.0 122.6 683.3	CA	
Equity 272.7 292.1 284.2 331.6 360.7 344.7 351.8 Minority Interests	373.8 - 86.6 12.3 88.0 122.6 683.3	CA	
Minority Interests         -	86.6 12.3 88.0 122.6 683.3	CA	
Provisions & Other L/T Liabilities         76.5         62.2         55.8         67.6         86.6         86.6         86.6           Other Non Current Liabilities         -         13.4         9.1         6.2         12.3         12.3         12.3           Net financial debt         107.3         96.8         75.7         59.6         62.8         90.9         100.2           Current Liabilities         125.2         119.6         118.8         190.8         163.8         113.9         116.9           Equity & Total Liabilities         581.6         584.1         543.6         655.8         686.2         648.5         667.9           P&L (EUR Mn)         2018         2019         2020         2021         2022         2028e         2024e           Total Revenues         677.1         677.9         579.3         811.8         1,052.5         739.9         759.0           Total Revenues growth         -1.8%         0.1%         -14.6%         40.1%         29.6%         -29.7%         2.6%           COGS         (435.1)         (439.3)         (348.3)         (525.5)         (692.6)         (499.5)         (508.5)           Gross Margin         242.0         238.6         2	86.6 12.3 88.0 122.6 <b>683.3</b>	CA	
Other Non Current Liabilities         -         13.4         9.1         6.2         12.3         12.3         12.3           Net financial debt         107.3         96.8         75.7         59.6         62.8         90.9         100.2           Current Liabilities         125.2         119.6         118.8         190.8         163.8         113.9         116.9           Equity & Total Liabilities         581.6         584.1         543.6         655.8         686.2         648.5         667.9           P&L (EUR Mn)         2018         2019         2020         2021         2022         2028e         2024e           Total Revenues         677.1         677.9         579.3         811.8         1,052.5         739.9         759.0           Total Revenues growth         -1.8%         0.1%         -14.6%         40.1%         29.6%         -29.7%         2.6%           COGS         (435.1)         (439.3)         (348.3)         (525.5)         (692.6)         (499.5)         (508.5)           Gross Margin         242.0         238.6         230.9         286.3         359.9         240.5         250.5	12.3 88.0 122.6 <b>683.3</b> 2025e	CA	
Net financial debt         107.3         96.8         75.7         59.6         62.8         90.9         100.2           Current Liabilities         125.2         119.6         118.8         190.8         163.8         113.9         116.9           Equity & Total Liabilities         581.6         584.1         543.6         655.8         686.2         648.5         667.9           P&L (EUR Mn)         2018         2019         2020         2021         2022         2023e         2024e           Total Revenues         677.1         677.9         579.3         811.8         1,052.5         739.9         759.0           Total Revenues growth         -1.8%         0.1%         -14.6%         40.1%         29.6%         -29.7%         2.6%           COGS         (435.1)         (439.3)         (348.3)         (525.5)         (692.6)         (499.5)         (508.5)           Gross Margin         242.0         238.6         230.9         286.3         359.9         240.5         250.5	88.0 122.6 <b>683.3</b> 2025e	CA	
Current Liabilities       125.2       119.6       118.8       190.8       163.8       113.9       116.9         Equity & Total Liabilities       581.6       584.1       543.6       655.8       686.2       648.5       667.9         P&L (EUR Mn)       2018       2019       2020       2021       2022       2023e       2024e         Total Revenues       677.1       677.9       579.3       811.8       1,052.5       739.9       759.0         Total Revenues growth       -1.8%       0.1%       -14.6%       40.1%       29.6%       -29.7%       2.6%         COGS       (435.1)       (439.3)       (348.3)       (525.5)       (692.6)       (499.5)       (508.5)         Gross Margin       242.0       238.6       230.9       286.3       359.9       240.5       250.5	122.6 683.3 2025e	CA	
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P&L (EUR Mn)         2018         2019         2020         2021         2022         2023e         2024e           Total Revenues         677.1         677.9         579.3         811.8         1,052.5         739.9         759.0           Total Revenues growth         -1.8%         0.1%         -14.6%         40.1%         29.6%         -29.7%         2.6%           COGS         (435.1)         (439.3)         (348.3)         (525.5)         (692.6)         (499.5)         (508.5)           Gross Margin         242.0         238.6         230.9         286.3         359.9         240.5         250.5	2025e	CA	
Total Revenues         677.1         677.9         579.3         811.8         1,052.5         739.9         759.0           Total Revenues growth         -1.8%         0.1%         -14.6%         40.1%         29.6%         -29.7%         2.6%           COGS         (435.1)         (439.3)         (348.3)         (525.5)         (692.6)         (499.5)         (508.5)           Gross Margin         242.0         238.6         230.9         286.3         359.9         240.5         250.5		CA	
Total Revenues         677.1         677.9         579.3         811.8         1,052.5         739.9         759.0           Total Revenues growth         -1.8%         0.1%         -14.6%         40.1%         29.6%         -29.7%         2.6%           COGS         (435.1)         (439.3)         (348.3)         (525.5)         (692.6)         (499.5)         (508.5)           Gross Margin         242.0         238.6         230.9         286.3         359.9         240.5         250.5			GR
Total Revenues growth         -1.8%         0.1%         -14.6%         40.1%         29.6%         -29.7%         2.6%           COGS         (435.1)         (439.3)         (348.3)         (525.5)         (692.6)         (499.5)         (508.5)           Gross Margin         242.0         238.6         230.9         286.3         359.9         240.5         250.5	795.8	18-22	22-25e
COGS       (435.1)       (439.3)       (348.3)       (525.5)       (692.6)       (499.5)       (508.5)         Gross Margin       242.0       238.6       230.9       286.3       359.9       240.5       250.5	4.00/	11.7%	-8.9%
Gross Margin 242.0 238.6 230.9 286.3 359.9 240.5 250.5	4.9% (517.2)		
	(517.3) <b>278.5</b>	10.4%	-8.2%
Gross Margin/Revenues 35.7% 35.2% 39.9% 35.3% 34.2% 32.5% 33.0%	35.0%	10.470	-0.2/0
Personnel Expenses (79.9) (83.1) (84.3) (83.6) (89.6) (90.8) (95.3)	(95.4)		
Other Operating Expenses (97.9) (97.5) (98.4) (109.4) (128.2) (100.5) (102.0)	(106.1)		
Recurrent EBITDA 64.3 58.0 48.2 93.3 142.1 49.1 53.2	77.0	21.9%	-18.5%
Recurrent EBITDA growth -8.5% -9.7% -16.9% 93.4% 52.3% -65.4% 8.3%	44.7%		
Rec. EBITDA/Revenues 9.5% 8.6% 8.3% 11.5% 13.5% 6.6% 7.0%	9.7%		
Restructuring Expense & Other non-rec. 3.0 4.4 (0.9) (0.4) (20.2)	-		
EBITDA 67.3 62.4 47.3 92.9 121.9 49.1 53.2	77.0	<i>16.0%</i>	-14.2%
Depreciation & Provisions (24.2) (25.1) (27.4) (25.2) (23.4) (25.0)	(26.8)		
Capitalized Expense 0.2 0.9 2.3 0.5 0.8 0.8 0.8	0.8		
Rentals (IFRS 16 impact) - (7.1) (7.3) (6.3) (7.1) (6.9) (6.8)	(6.9)	20.00/	24 00/
EBIT 43.2 31.2 14.9 61.8 92.2 18.0 21.1	44.0	20.8%	-21.8%
EBIT growth 25.9% -27.8% -52.1% 314.0% 49.0% -80.5% 17.4%	108.2%		
EBIT/Revenues 6.4% 4.6% 2.6% 7.6% 8.8% 2.4% 2.8% Impact of Goodwill & Others	5.5%		
Impact of Goodwill & Others	(7.0)		
Income by the Equity Method  1.1  0.4  0.5  0.6  0.9  0.9  0.9	0.9		
Ordinary Profit 38.0 25.1 7.0 59.3 88.0 12.7 15.0	37.9	23.3%	-24.5%
Ordinary Profit Growth 32.5% -34.0% -72.2% 749.1% 48.3% -85.6% 18.0%	153.0%		
Extraordinary Results - (2.5)	-		
Profit Before Tax 38.0 22.6 7.0 59.3 88.0 12.7 15.0	37.9	23.3%	-24.5%
Tax Expense 6.9 8.4 (0.7) (9.9) (17.3) (2.5) (3.0)	(7.6)		
Effective Tax Rate n.a. n.a. 10.4% 16.7% 19.7% 20.0% 20.0%	20.0%		
Minority Interests	-		
Discontinued Activities (6.1) (7.7) (1.0) -	-		
Net Profit 44.9 31.0 6.3 43.3 63.0 9.2 12.0	30.3	8.8%	-21.6%
Net Profit growth 0.9% -30.8% -79.8% 592.0% 45.5% -85.5% 30.8%	153.0%	35 50/	20.60/
Ordinary Net Profit 35.0 20.7 7.1 49.7 86.9 10.2 12.0	30.3	25.5%	-29.6%
Ordinary Net Profit growth -30.6% -40.9% -65.8% 603.6% 74.7% -88.3% 18.0%	153.0%		
			GR
Cash Flow (EUR Mn)         2018         2019         2020         2021         2022         2023e         2024e           Recurrent EBITDA         49.1         53.2	2025e 77.0	18-22 21.9%	22-25e -18.5%
Rentals (IFRS 16 impact) (6.9) (6.8)	(6.9)	21.5/0	-10.3/0
Working Capital Increase 6.6 (0.9)	0.1		
Recurrent Operating Cash Flow 48.8 45.5	70.1	25.5%	-15.7%
CAPEX (42.0) (40.0)	(35.0)		
Net Financial Result affecting the Cash Flow (6.2) (7.0)	(7.0)		
Tax Expense (2.5) (3.0)	(7.6)		
Recurrent Free Cash Flow (1.9) (4.5)	20.6	38.7%	-20.8%
Restructuring Expense & Other non-rec. (1.0)	-		
- Acquisitions / + Divestures of assets	-		
Extraordinary Inc./Exp. Affecting Cash Flow	-		
Free Cash Flow (2.9) (4.5)	20.6	n.a.	1.9%
Capital Increase (0.3) (2.8)	(5.5)		
Dividends (24.9) (2.0)	(2.9)		
Net Debt Variation 28.1 9.3	(12.2)		

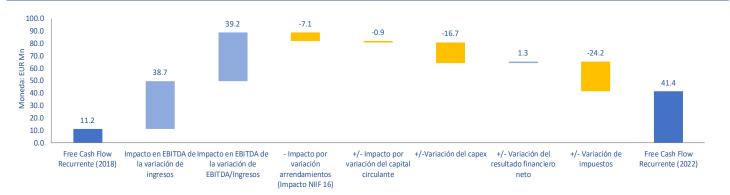


# Appendix 2. Free Cash Flow

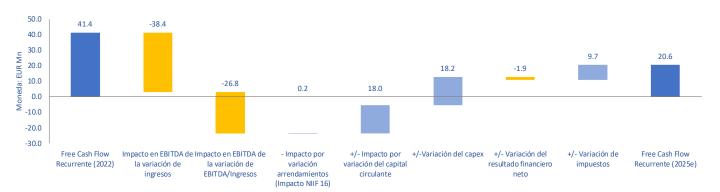
								CA	AGR
A) Cash Flow Analysis (EUR Mn)	2019	2020	2021	2022	<b>2023</b> e	2024e	2025e	19-22	22-25
Recurrent EBITDA	58.0	48.2	93.3	142.1	49.1	53.2	77.0	34.8%	-18.5%
Recurrent EBITDA growth	-9.7%	-16.9%	93.4%	52.3%	-65.4%	8.3%	44.7%		
Rec. EBITDA/Revenues	8.6%	8.3%	11.5%	13.5%	6.6%	7.0%	9.7%		
- Rentals (IFRS 16 impact)	(7.1)	(7.3)	(6.3)	(7.1)	(6.9)	(6.8)	(6.9)		
+/- Working Capital increase	28.8	35.0	(28.3)	(18.0)	6.6	(0.9)	0.1		
= Recurrent Operating Cash Flow	79.8	76.0	58.7	117.0	48.8	45.5	70.1	13.6%	-15.7%
Rec. Operating Cash Flow growth	69.1%	-4.8%	-22.7%	99.4%	-58.3%	-6.6%	53.9%		
Rec. Operating Cash Flow / Sales	11.8%	13.1%	7.2%	11.1%	6.6%	6.0%	8.8%		
- CAPEX	(54.9)	(35.8)	(39.6)	(53.2)	(42.0)	(40.0)	(35.0)		
- Net Financial Result affecting Cash Flow	(6.5)	(8.5)	(3.1)	(5.1)	(6.2)	(7.0)	(7.0)		
- Taxes	8.4	(0.7)	(9.9)	(17.3)	(2.5)	(3.0)	(7.6)		
= Recurrent Free Cash Flow	26.8	31.0	6.0	41.4	(1.9)	(4.5)	20.6	15.7%	-20.89
Rec. Free Cash Flow growth	138.9%	15.8%	-80.5%	585.0%	-104.7%	-131.0%	560.1%		
Rec. Free Cash Flow / Revenues	3.9%	5.4%	0.7%	3.9%	n.a.	n.a.	2.6%		
- Restructuring expenses & others	-	-	-	-	(1.0)	-	-		
- Acquisitions / + Divestments	-	_	-	_	-	_	_		
+/- Extraordinary Inc./Exp. affecting Cash Flow	(5.0)	4.2	16.5	(22.0)	_	_	_		
= Free Cash Flow	(3.0) <b>21.7</b>	35.2	22.6	19.4	(2.9)	(4.5)	20.6	-3.7%	1.9%
Free Cash Flow Free Cash Flow growth	n.a.	62.1%	-35.9%	-14.0%	-115.1%	-52.3%	560.1%	-3.7%	1.5%
riee cash riow growth	n.u.	02.1%	-33.9%	-14.0%	-115.1%	-32.3%	300.1%		
Processor Francisco Control Flores Violet (a / Malet Control	10.20/	11.00/	2.20/	15.00/			7.00/		
Recurrent Free Cash Flow - Yield (s/Mkt Cap)	10.3%	11.9%	2.3%	15.9%	n.a.	n.a.	7.9%		
ree Cash Flow Yield (s/Mkt Cap)	8.3%	13.5%	8.7%	7.5%	n.a.	n.a.	7.9%		
NAME AND ASSESSED TO A CORP. THE STATE OF TH									
B) Analytical Review of Annual Recurrent Free Cash Flo		2020	2024	2022	2022	2024	2025		
Performance (Eur Mn)	2019	2020	2021	2022	2023e	2024e	2025e		
Recurrent FCF(FY - 1)	11.2	26.8	31.0	6.0	41.4	(1.9)	(4.5)		
BITDA impact from revenue increase	0.1	(8.4)	19.4	27.7	(42.2)	1.3	2.6		
BITDA impact from EBITDA/Sales variation	(6.3)	(1.4)	25.7	21.1	(50.8)	2.8	21.2		
Recurrent EBITDA variation	(6.2)	(9.8)	45.1	48.8	(93.0)	4.1	23.8		
Rentals (IFRS 16 impact) variation impact	(7.1)	(0.2)	1.0	(0.8)	0.2	0.1	(0.1)		
-/- Working capital variation impact	45.9	6.2	(63.3)	10.3	24.5	(7.4)	0.9		
Recurrent Operating Cash Flow variation	32.6	(3.8)	(17.3)	58.3	(68.2)	(3.2)	24.6		
-/- CAPEX impact	(18.4)	19.2	(3.8)	(13.6)	11.2	2.0	5.0		
-/- Financial result variation	(0.2)	(2.0)	5.3	(1.9)	(1.1)	(0.8)	0.1		
-/- Tax impact	1.5	(9.1)	(9.2)	(7.4)	14.8	(0.5)	(4.6)		
Recurrent Free Cash Flow variation	15.6	4.2	(24.9)	35.4	(43.4)	(2.5)	25.0		
Recurrent Free Cash Flow	26.8	31.0	6.0	41.4	(1.9)	(4.5)	20.6		
						, ,		CA	AGR
c) "FCF to the Firm" (pre debt service) (EUR Mn)	2019	2020	2021	2022	2023e	2024e	2025e	19-22	22-25
BIT	31.2	14.9	61.8	92.2	18.0	21.1	44.0	43.5%	-21.8
Theoretical Tax rate	0.0%	10.4%	16.7%	19.7%	20.0%	20.0%	20.0%	73.3/0	-21.0
	0.0%								
= Taxes (pre- Net Financial Result)	-	(1.6)	(10.3)	(18.1)	(3.6)	(4.2)	(8.8)		
ecurrent EBITDA	58.0	48.2	93.3	142.1	49.1	53.2	77.0	34.8%	-18.5
- Rentals (IFRS 16 impact)	(7.1)	(7.3)	(6.3)	(7.1)	(6.9)	(6.8)	(6.9)	3-1.070	10.5
+/- Working Capital increase	28.8	35.0	(28.3)	(18.0)	6.6	(0.8)	0.1		
= Recurrent Operating Cash Flow	79.8	76.0	58.7	117.0	48.8	45.5	70.1	13.6%	-15.7
- Kecurrent Operating Cash Flow								13.0%	-13.7
	(54.9)	(35.8)	(39.6)	(53.2)	(42.0)	(40.0)	(35.0)		
- Taxes (pre- Financial Result)	-	(1.6)	(10.3)	(18.1)	(3.6)	(4.2)	(8.8)		
= Recurrent Free Cash Flow (To the Firm)	24.9	38.6	8.8	45.7	3.2	1.3	26.3	22.5%	-16.8
Rec. Free Cash Flow (To the Firm) growth	132.8%	55.4%	-77.3%	421.5%	-93.0%	-58.6%	n.a.		
Rec. Free Cash Flow (To the Firm) / Revenues	3.7%	6.7%	1.1%	4.3%	0.4%	0.2%	3.3%		
- Acquisitions / + Divestments	-	-	-	-	-	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow	(5.0)	4.2	16.5	(22.0)	-	-	-		
	10.0	42.9	25.3	23.7	3.2	1.3	26.3	6.1%	3.6%
= Free Cash Flow "To the Firm"	19.8								
= Free Cash Flow "To the Firm" Free Cash Flow (To the Firm) growth	72.2%	116.3%	-41.0%	-6.5%	-86.6%	-58.6%	n.a.		
				-6.5% 12.8%	-86.6% 0.9%	-58.6% 0.4%	n.a. 7.4%		



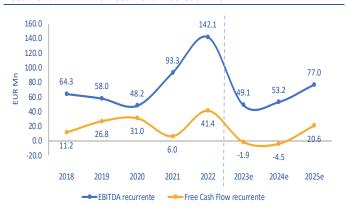
#### Recurrent Free Cash Flow accumulated variation analysis (2018 - 2022)



#### Recurrent Free Cash Flow accumulated variation analysis (2022 - 2025e)



#### Recurrent EBITDA vs Recurrent Free Cash Flow



#### Stock performance vs EBITDA 12m forward



## Appendix 3. EV breakdown at the date of this report

EUR Mn	Source
260.6	
-	Rdos. 6m 2023
39.0	Rdos. 6m 2023
95.9	Rdos. 9m 2023
39.8	Rdos. 6m 2023
355.7	
	260.6 - 39.0 95.9 39.8



## Appendix 4. Historical performance (1)

Historical performance															CA	GR
(EUR Mn)	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e	12-22	22-25e
Total Revenues	677.5	625.0	603.7	618.3	602.5	686.0	677.1	677.9	579.3	811.8	1,052.5	739.9	759.0	795.8	4.5%	-8.9%
Total Revenues growth	-1.2%	-7.8%	-3.4%	2.4%	-2.5%	13.8%	-1.3%	0.1%	-14.6%	40.1%	29.6%	-29.7%	2.6%	4.9%		
EBITDA	8.4	24.5	16.9	32.9	61.5	61.0	67.3	62.4	47.3	92.9	121.9	49.1	53.2	77.0	30.6%	-14.2%
EBITDA growth	-48.2%	190.5%	-31.1%	95.3%	87.0%	-0.9%	10.3%	-7.2%	-24.2%	96.3%	31.2%	-59.7%	8.3%	44.7%		
EBITDA/Sales	1.2%	3.9%	2.8%	5.3%	10.2%	8.9%	9.9%	9.2%	8.2%	11.4%	11.6%	6.6%	7.0%	9.7%		
Net Profit	(12.1)	(0.3)	(7.1)	7.2	45.2	44.6	44.9	31.0	6.3	43.3	63.0	9.2	12.0	30.3	21.8%	-21.6%
Net Profit growth	n.a.	97.4%	n.a.	202.0%	523.8%	-1.3%	0.7%	-30.8%	-79.8%	592.0%	45.5%	-85.5%	30.8%	153.0%		
Adjusted number shares (Mn)	100.8	103.5	111.5	114.0	114.1	112.3	109.2	106.2	102.6	98.8	94.2	93.8	91.4	91.4		
EPS (EUR)	-0.12	0.00	-0.06	0.06	0.40	0.40	0.41	0.29	0.06	0.44	0.67	0.10	0.13	0.33	22.4%	-20.8%
EPS growth	n.a.	97.4%	n.a.	n.a.	n.a.	0.3%	3.5%	-28.9%	-79.1%	n.a.	52.5%	-85.4%	34.2%	n.a.		
Ord. EPS (EUR)	-0.12	0.00	-0.06	0.06	0.40	0.40	0.32	0.19	0.07	0.50	0.92	0.11	0.13	0.33	25.5%	-28.9%
Ord. EPS growth	n.a.	97.4%	n.a.	n.a.	n.a.	0.3%	-19.3%	-39.2%	-64.7%	n.a.	83.1%	-88.2%	21.0%	n.a.		
CAPEX	(16.1)	(4.4)	(6.2)	(9.2)	(18.7)	(42.8)	(36.5)	(54.9)	(35.8)	(39.6)	(53.2)	(42.0)	(40.0)	(35.0)		
CAPEX/Sales %)	2.4%	0.7%	1.0%	1.5%	3.1%	6.2%	5.4%	8.1%	6.2%	4.9%	5.1%	5.7%	5.3%	4.4%		
Free Cash Flow	3.4	19.6	23.4	6.6	20.5	1.1	(1.4)	21.7	35.2	22.6	19.4	(2.9)	(4.5)	20.6	19.1%	1.9%
ND/EBITDA (x) (2)	17.3x	5.2x	6.1x	2.8x	1.3x	1.6x	1.6x	1.6x	1.6x	0.6x	0.5x	1.9x	1.9x	1.1x		
P/E (x)	n.a.	n.a.	n.a.	8.6x	4.1x	6.4x	6.8x	8.1x	33.3x	6.4x	4.7x	29.2x	21.7x	8.6x		
EV/Sales (x)	0.27x	0.28x	0.24x	0.26x	0.48x	0.60x	0.69x	0.57x	0.53x	0.45x	0.36x	0.48x	0.47x	0.45x		
EV/EBITDA (x) (2)	22.1x	7.3x	8.7x	5.0x	4.7x	6.8x	6.9x	6.2x	6.5x	3.9x	3.1x	7.2x	6.7x	4.6x		
Absolute performance	-41.2%	18.7%	-17.3%	56.7%	198.7%	57.0%	9.9%	-15.8%	-14.0%	37.8%	11.3%	-8.5%				
Relative performance vs Ibex 35	-38.3%	-2.2%	-20.2%	68.8%	204.8%	46.2%	29.2%	-24.7%	1.7%	27.7%	17.9%	-18.5%				

Note 1: The multiples are historical, calculated based on the price and EV at the end of each year, except (if applicable) in the current year, when multiples would be given at current prices. The absolute and relative behavior corresponds to each exercise (1/1 to 31/12). The source, both historical multiples and the evolution of the price, is Factset.

Note 2: All ratios and multiples on EBITDA refer to total EBITDA (not to recurrent EBITDA).

## Appendix 5. Main peers 2023e

			Europa				USA			
	EUR Mn	BASF SE	Solvay	Covestro AG	Average	DowDuPont	Olin Corp	Westlake	Average	ECR
0	Ticker (Factset)	BAS-DE	SOLB-BE	1COV-DE		DOW-US	OLN-US	WLK-US		ECR-ES
Datos Iercado	País	Germany	Belgium	Germany		USA	USA	USA		Spain
Datos Mercado	Market cap	38,860.3	10,299.7	9,122.9		31,856.6	4,967.4	14,433.1		260.6
	Enterprise value (EV)	59,079.4	13,103.6	11,523.3		43,807.0	7,784.9	17,139.7		355.7
	Total Ingresos	71,341.2	12,426.6	14,763.5		41,672.7	6,276.0	11,807.5		739.9
	Cto.Total Ingresos	-18.3%	-22.7%	-17.8%	-19.6%	-21.7%	-28.5%	-20.1%	-23.4%	-29.7%
	2y TACC (2023e - 2025e)	3.7%	2.6%	4.4%	3.6%	4.1%	4.2%	2.7%	3.7%	3.7%
	EBITDA	7,799.9	2,905.5	1,134.5		5,086.6	1,238.3	2,487.0		49.1
	Cto. EBITDA	-26.8%	-5.3%	0.7%	-10.5%	-32.8%	-44.5%	-35.8%	-37.7%	-59.7%
Sic.	2y TACC (2023e - 2025e)	12.7%	1.3%	27.4%	13.8%	18.5%	8.3%	4.8%	10.6%	25.2%
bá	EBITDA/Ingresos	10.9%	23.4%	7.7%	14.0%	12.2%	19.7%	21.1%	17.7%	6.6%
era	EBIT	3,969.4	1,926.4	212.9		2,629.1	731.0	1,425.8		18.0
Información financiera básica	Cto. EBIT	-41.3%	-9.2%	-10.9%	-20.5%	-47.3%	-55.7%	-50.6%	-51.2%	-80.5%
ij	2y TACC (2023e - 2025e)	21.0%	3.4%	n.a.	12.2%	31.3%	12.0%	10.0%	17.7%	56.3%
ón	EBIT/Ingresos	5.6%	15.5%	1.4%	7.5%	6.3%	11.6%	12.1%	10.0%	2.4%
aci	Beneficio Neto	2,617.8	1,040.5	(77.6)		1,459.3	448.3	1,026.9		9.2
Ē	Cto. Beneficio Neto	517.5%	-45.4%	71.5%	181.2%	-65.8%	-63.9%	-50.9%	-60.2%	-85.5%
ī,	2y TACC (2023e - 2025e)	24.8%	13.9%	n.a.	19.4%	40.9%	17.1%	8.5%	22.1%	81.9%
	CAPEX/Ventas	7.7%	9.0%	5.4%	7.4%	4.9%	3.5%	8.0%	5.4%	5.7%
	Free Cash Flow	3,058.7	924.8	99.4		2,237.4	611.2	1,153.4		(2.9)
	Deuda financiera Neta	16,751.4	2,359.4	2,634.2		11,400.6	2,447.0	1,706.3		90.9
	DN/EBITDA (x)	2.1	0.8	2.3	1.8	2.2	2.0	0.7	1.6	1.9
	Pay-out	116.8%	41.2%	-9.5%	49.5%	130.3%	25.2%	16.7%	57.4%	22.0%
	P/E (x)	12.3	7.2	n.a.	9.7	21.6	11.6	14.1	15.8	29.2
S	P/BV (x)	1.0	0.9	1.3	1.1	1.8	2.6	1.4	1.9	0.8
엹	EV/Ingresos (x)	0.8	1.1	0.8	0.9	1.1	1.2	1.5	1.2	0.5
Z.	EV/EBITDA (x)	7.6	4.5	10.2	7.4	8.6	6.3	6.9	7.3	7.2
Múltiplos y Ratios	EV/EBIT (x)	14.9	6.8	n.a.	10.8	16.7	10.7	12.0	13.1	19.8
育	ROE	7.9	12.9	n.a.	10.4	8.2	22.4	9.9	13.5	2.6
ΛúΙ	FCF Yield (%)	7.9	9.0	1.1	6.0	7.0	12.3	8.0	9.1	n.a.
~	DPA	3.39	4.13	0.04	2.52	2.64	0.78	1.34	1.58	0.02
	Dvd Yield	7.8%	4.2%	0.1%	4.0%	5.8%	1.9%	1.2%	3.0%	0.8%

Note 1: Financial data, multiples and ratios based on market consensus (Factset). In the case of the company analyzed, own estimates (Lighthouse).

Note 2: All ratios and multiples on EBITDA refer to total EBITDA (not to recurrent EBITDA).



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		Price	Target price	Period of		
Date of report	Recommendation	(EUR)	(EUR)	validity	Reason for report	Analyst
08-Nov-2023	n.a.	2.85	n.a.	n.a.	9m Results 2023 - Estimates downgrade	Enrique Andres Abad
27-Jul-2023	n.a.	3.22	n.a.	n.a.	6m Results 2023	Enrique Andres Abad
14-Jun-2023	n.a.	3.22	n.a.	n.a.	Important news - Estimates downgrade	David López Sánchez
12-Jun-2023	n.a.	3.19	n.a.	n.a.	Small & Micro Caps (Spain)	David López Sánchez
03-May-2023	n.a.	4.03	n.a.	n.a.	3m Results 2023	David López Sánchez
11-Apr-2023	n.a.	4.31	n.a.	n.a.	Review of estimates	David López Sánchez
22-Feb-2023	n.a.	3.81	n.a.	n.a.	12m Results 2022	David López Sánchez
09-Nov-2022	n.a.	3.18	n.a.	n.a.	9m Results 2022	David López Sánchez
03-Aug-2022	n.a.	3.32	n.a.	n.a.	6m Results 2022	David López Sánchez
15-Jun-2022	n.a.	3.18	n.a.	n.a.	Estimates upgrade	David López Sánchez
04-May-2022	n.a.	3.19	n.a.	n.a.	3m Results 2022	David López Sánchez
25-Feb-2022	n.a.	2.85	n.a.	n.a.	12m Results 2021	David López Sánchez
10-Nov-2021	n.a.	3.32	n.a.	n.a.	9m Results 2021	David López Sánchez
29-Jul-2021	n.a.	3.16	n.a.	n.a.	6m Results 2021 - Estimates upgrade	David López Sánchez
12-May-2021	n.a.	2.98	n.a.	n.a.	3m Results 2021 - Estimates upgrade	David López Sánchez
26-Feb-2021	n.a.	2.27	n.a.	n.a.	12m Results 2020	David López Sánchez
16-Nov-2020	n.a.	1.89	n.a.	n.a.	9m Results 2020	David López Sánchez
03-Aug-2020	n.a.	1.63	n.a.	n.a.	6m Results 2020 - Estimates upgrade	David López Sánchez
15-May-2020	n.a.	1.80	n.a.	n.a.	3m Results 2020	David López Sánchez
30-Apr-2020	n.a.	2.45	n.a.	n.a.	Estimates downgrade	David López Sánchez
02-Mar-2020	n.a.	2.10	n.a.	n.a.	12m Results 2019	David López Sánchez
06-Nov-2019	n.a.	2.23	n.a.	n.a.	9m Results 2019 - Estimates upgrade	David López Sánchez
29-Jul-2019	n.a.	1.77	n.a.	n.a.	6m Results 2019	David López Sánchez
03-Jun-2019	n.a.	2.00	n.a.	n.a.	Initiation of Coverage	David López Sánchez

