

EQUITY - SPAIN

Sector: Trading Companies & Distributors

Closing price: EUR 1.32 (30 Jul 2025)

Report date: 31 Jul 2025 (17:40h)

6m Results 2025

Independent Equity Research

6m Results 2025

 Opinion ⁽¹⁾: In line

 Impact ⁽¹⁾: We will maintain our estimates

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GAM is a company specialising in services associated with machinery hire (it has a fleet of 40,000 pieces of equipment) with a revenue mix diversified by sector and a certain balance between generalist and specialist operator. With c.80 branches in 8 countries, it is leader in the Iberian Peninsula (58 branches), where it obtains the bulk of its revenues (>80% in 2024), and Latam is the main destination for the company's exports (c.16%).

Market Data

Market Cap (Mn EUR and USD)	124.9	143.4
EV (Mn EUR and USD) ⁽²⁾	433.1	497.2
Shares Outstanding (Mn)	94.6	
-12m (Max/Med/Min EUR)	1.35 / 1.27 / 1.08	
Daily Avg volume (-12m Mn EUR)	0.03	
Rotation ⁽³⁾	5.5	
Factset / Bloomberg	GAM-ES / GAM SM	
Close fiscal year	31-Dec	

Shareholders Structure (%)

Francisco Riberas & Family	58.2
Indumenta Pueri	10.6
Pedro Luis Fernández	6.1
Banco Santander	4.5
Free Float	20.7

Financials (Mn EUR)	2024	2025e	2026e	2027e
Adj. nº shares (Mn)	94.2	94.6	94.6	94.6
Total Revenues	304.0	327.8	349.0	369.1
Rec. EBITDA	66.0	72.4	78.5	84.5
% growth	6.5	9.7	8.5	7.6
% Rec. EBITDA/Rev.	21.7	22.1	22.5	22.9
% Inc. EBITDA sector ⁽⁴⁾	5.3	9.7	10.0	8.8
Net Profit	4.4	5.6	11.1	16.3
EPS (EUR)	0.05	0.06	0.12	0.17
% growth	-51.5	27.0	97.7	47.1
Ord. EPS (EUR)	0.03	0.06	0.12	0.17
% growth	-60.9	119.4	85.2	47.1
Rec. Free Cash Flow ⁽⁵⁾	-25.7	-11.1	-4.8	1.8
Pay-out (%)	3.5	3.5	3.5	3.5
DPS (EUR)	0.00	0.00	0.00	0.01
Net financial debt	258.3	271.1	276.3	275.0
ND/Rec. EBITDA (x)	3.9	3.7	3.5	3.3
ROE (%)	4.2	5.2	9.6	12.6
ROCE (%) ⁽⁵⁾	5.9	5.9	6.5	7.0

Ratios & Multiples (x) ⁽⁶⁾

P/E	28.3	22.3	11.3	7.7
Ord. P/E	45.8	20.9	11.3	7.7
P/BV	1.2	1.1	1.0	0.9
Dividend Yield (%)	0.1	0.2	0.3	0.5
EV/Sales	1.42	1.32	1.24	1.17
EV/Rec. EBITDA	6.6	6.0	5.5	5.1
EV/EBIT	17.7	16.9	13.3	11.4
FCF Yield (%) ⁽⁵⁾	n.a.	n.a.	n.a.	1.5

(1) 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).

(2) Please refer to Appendix 3.

(3) Rotation is the % of the capitalisation traded - 12m.

(4) Sector: Stoxx Europe 600 Industrial Goods & Services.

(5) Please see Appendix 2 for the theoretical tax rate (ROCE) and rec. FCF calculation.

(6) Multiples and ratios calculated over prices at the date of this report.

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

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This report has been prepared on the basis of information available to the public. The report includes a financial analysis of the company covered. The report does not propose any personalised investment recommendation. Investors should consider the contents of this report as just another element in their investment decision-making process. The final two pages of this report contain very important legal information regarding its contents.

1H25 Results: growth and margin improvement begin to translate to net profit

REVENUE GROWTH CONTINUES IN 1H25 (+6% VS 1H24). GAM closed 1H25 with revenue of EUR 152.1 Mn (+6% vs 1H24). This growth was driven by long-term businesses (+12%) and non-capex business (+6%). The short-term rental business, which is more exposed to macroeconomic volatility, showed a slowdown (+3% vs 1H24), primarily in Latam (Mexico). By geography, Iberia (+10%) and the Middle East & North Africa (+19%) performed well. Latam contracted by -16% vs 1H24, affected by the short-term business.

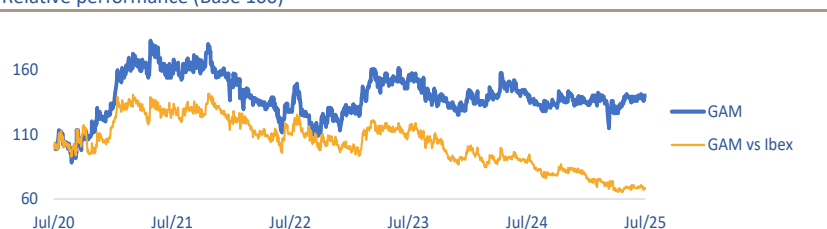
SIGNIFICANT IMPROVEMENT IN RECURRING EBITDA (+16% VS 1H24). This is a result mainly of the strong performance in Iberia. A higher utilization rate improved the margin through operating leverage. This translates to a recurring EBITDA of EUR 36.1 Mn (+16% vs 1H24) and places the EBITDA margin (excluding activations) at 23.7% (+2.0 p.p. vs 1H24).

BEGINNING TO TRANSLATE TO NET PROFIT. The stability of financial expenses allows for the growth and margin increase to be translated into net profit, which rose to EUR 2.9 Mn (c. +31% vs 1H24). The progressive adjustment from interest rate cuts (2% in June 2025 vs 4% in January 2024) is starting to be reflected during 2025e.

NET DEBT IS STABLE (EUR 266.1 MN; +3% VS 2024). This is primarily due to higher cash generation (from better operating margins) and CAPEX control (EUR 29.6 Mn). This will make it possible to slightly reduce its leverage to Net Debt/EBITDA 2025e of 3.7x (vs c. 4x in 2024). Today, debt remains GAM's main challenge.

WE MAINTAIN 2025E ESTIMATES. Given the 1H25 results, which were marked by Iberia's performance and long-term business growth, we expect a greater contribution from the other segments during the year. Our 2025e revenue is EUR 327.8 Mn (+7.8% vs 2024) and recurring EBITDA (excluding activations) is EUR 72.4 Mn (margin of 22.1%; +0.4 p.p. vs 2024).

CONCLUSION: GAM CONTINUES TO ADVANCE IN REDUCING THE BUSINESS'S "HEAVY STRUCTURE". This heavy structure is characterized by high CAPEX, depreciation, and high debt. The improvement in the operating margin, along with the interest rate cuts, should allow for growth in net profit and FCF. Today, the company is trading at multiples in line with its European comparables.

Relative performance (Base 100)


Stock performance (%)	-1m	-3m	-12m	YTD	-3Y	-5Y
Absolute	2.3	10.0	-0.4	4.8	9.1	40.5
vs Ibex 35	-0.4	1.6	-22.4	-15.5	-38.1	-31.7
vs Ibex Small Cap Index	2.7	4.1	-14.2	-14.3	-15.2	-15.0
vs Eurostoxx 50	0.6	5.2	-10.6	-4.9	-25.0	-16.4
vs Sector benchmark ⁽⁴⁾	-0.2	-2.4	-18.4	-11.1	-30.4	-28.7

6m Results 2025
Table 1. 1H25 Results

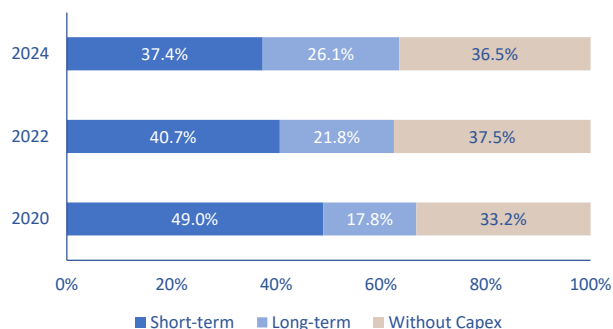
EUR Mn	6m25 Real	6m24	6m25 Real vs 6m24	2025e	2025e vs 2024
Short-term	56.9	55.4	2.7%	116.0	2.0%
Long term	42.8	38.3	11.7%	86.3	9.0%
Without Capex	52.4	49.6	5.6%	125.5	13.0%
Total Revenues	152.1	143.3	6.1%	327.8	7.8%
Recurrent EBITDA¹	36.1	31.2	15.8%	72.4	9.7%
<i>Rec. EBITDA/Revenues</i>	<i>23.7%</i>	<i>21.7%</i>	<i>2.0 p.p.</i>	<i>22.1%</i>	<i>0.4 p.p.</i>
EBITDA¹	36.1	31.2	15.8%	70.9	7.4%
<i>EBITDA/Revenues</i>	<i>23.7%</i>	<i>21.7%</i>	<i>2.0 p.p.</i>	<i>21.6%</i>	<i>-0.1 p.p.</i>
EBIT	14.0	9.6	46.5%	25.6	4.8%
<i>EBIT/Revenues</i>	<i>9.2%</i>	<i>6.7%</i>	<i>2.5 p.p.</i>	<i>7.8%</i>	<i>-0.2 p.p.</i>
PBT	3.8	0.1	n.a.	4.5	67.5%
Net profit	2.9	2.2	30.5%	5.6	27.5%

	6m25 Real	2024	6m25 Real vs 2024	2025e
Net Debt	266.1	258.3	3.0%	271.1

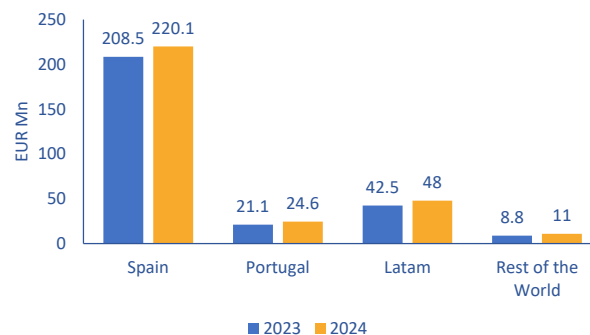
(1) Recurring EBITDA and Adjusted EBITDA to exclude the impact of gains from capitalized costs.

The company in 8 charts

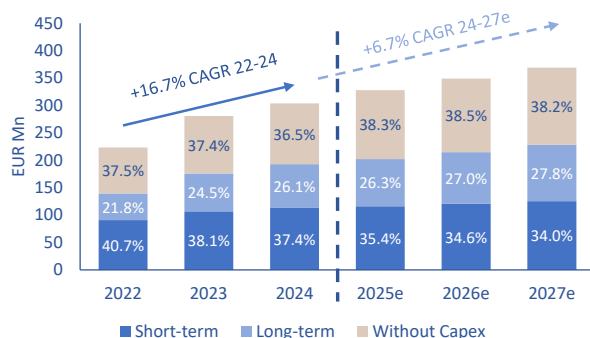
GAM has successfully executed its strategic repositioning: rec. and non-CAPEX business now accounts for 63% of sales



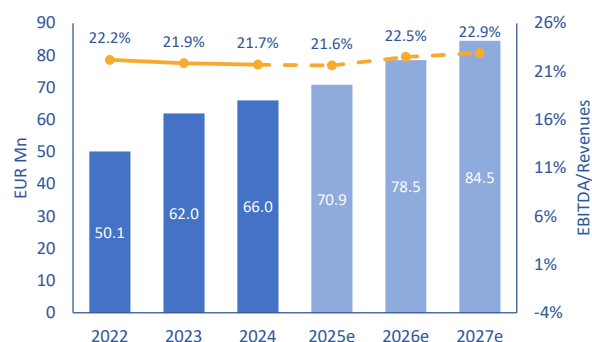
And is applying its model of diversification to the international business (where it is growing in all its geographies)



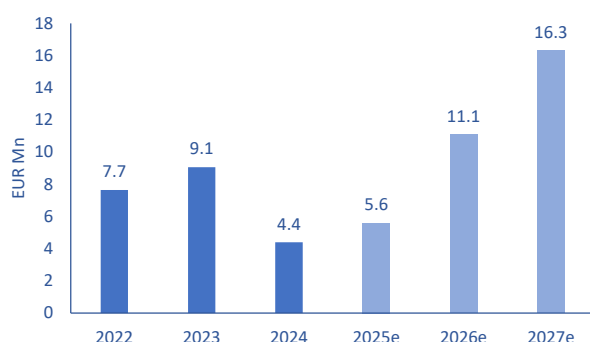
Recurrent (long term) and non-CAPEX business will continue to drive growth in the mid term (+6.7% CAGR 24-27e)



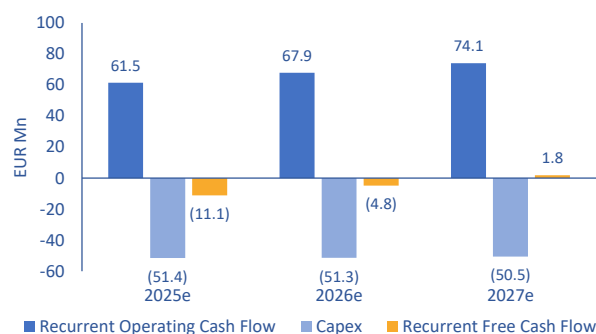
EBITDA 2024-2027e: +9% CAGR (24-27e)



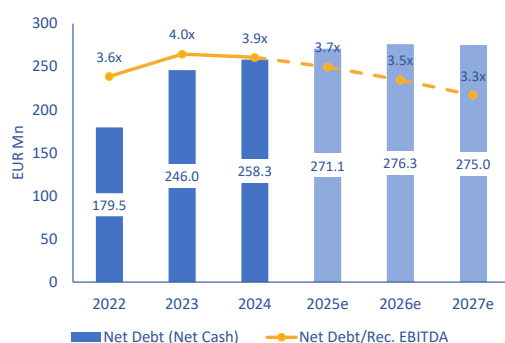
Net Profit about to take off



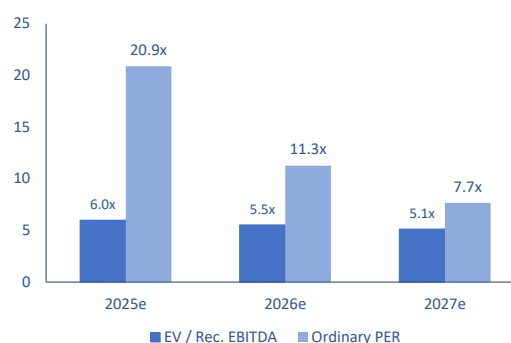
A business that is very intensive in Capex, that will continue to shape FCF generation



And, after the execution of the M&A, we do not estimate gearing levels above 4x ND/EBITDA



Trading at multiple EV/EBITDA 2027e 5.1x and PER 2027e 7.7x



Valuation inputs

Inputs for the DCF Valuation Approach

	2025e	2026e	2027e	Terminal Value ⁽¹⁾		
Free Cash Flow "To the Firm"	10.0	13.4	17.9	353.9		
Market Cap	124.9	At the date of this report				
Net financial debt	266.1	Debt net of Cash (6m Results 2025)				
					Best Case	Worst Case
Cost of Debt	6.0%	Net debt cost			5.8%	6.3%
Tax rate (T)	20.0%	T (Normalised tax rate)			=	=
Net debt cost	4.8%	$K_d = \text{Cost of Net Debt} * (1-T)$			4.6%	5.0%
Risk free rate (rf)	3.2%	Rf (10y Spanish bond yield)			=	=
Equity risk premium	6.0%	R (own estimate)			5.5%	6.5%
Beta (B)	1.2	B (own estimate)			1.1	1.3
Cost of Equity	10.4%	$K_e = R_f + (R * B)$			9.3%	11.7%
Equity / (Equity + Net Debt)	31.9%	E (Market Cap as equity value)			=	=
Net Debt / (Equity + Net Debt)	68.1%	D			=	=
WACC	6.6%	$WACC = K_d * D + K_e * E$			6.1%	7.1%
G "Fair"	2.0%				2.0%	1.5%

(1) 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

Company	Ticker	Mkt. Cap	P/E 25e	EPS 25e-27e	EV/EBITDA 25e	EBITDA 25e-27e	EV/Sales 25e	Revenues 25e-27e	EBITDA/Sales 25e	FCF Yield 25e	FCF 25e-27e
Ashtead Group	AHT-GB	24,998.8	17.9	13.6%	7.6	6.4%	3.5	5.6%	46.3%	8.1%	-11.3%
VP	VP-GB	278.9	8.8	6.8%	3.9	5.0%	1.1	4.5%	28.9%	10.3%	17.6%
Speedy Hire	SDY-GB	166.0	12.2	38.0%	3.5	6.6%	0.8	4.5%	23.2%	9.6%	24.8%
HSS Hire Group	HSS-GB	73.9	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Europe			13.0	19.5%	5.0	6.0%	1.8	4.8%	32.8%	9.3%	10.4%
United Rentals	URI-US	49,344.3	20.3	11.3%	9.6	5.2%	4.4	5.0%	45.8%	4.1%	13.9%
Herc Rentals	HRI-US	3,397.2	11.2	25.5%	7.7	3.0%	3.2	-0.1%	42.0%	6.8%	33.6%
USA			15.7	18.4%	8.7	4.1%	3.8	2.4%	43.9%	5.5%	23.7%
GAM	GAM-ES	124.9	22.3	70.6%	6.0	9.2%	1.3	6.1%	21.6%	n.a.	46.4%

Free Cash Flow sensitivity analysis (2026e)

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

Scenario	EBITDA/Sales 26e	EBITDA 26e	EV/EBITDA 26e
Max	24.7%	86.2	5.0x
Central	22.5%	78.5	5.5x
Min	20.3%	70.8	6.1x

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

Rec. FCF EUR Mn	CAPEX/Sales 26e				Scenario	Rec. FCF/Yield 26e		
EBITDA 26e	13.2%	14.7%	16.2%					
86.2	8.1	2.8	(2.4)	➔	Max	6.5%	2.3%	n.a.
78.5	0.4	(4.8)	(10.1)		Central	0.3%	n.a.	n.a.
70.8	(7.3)	(12.5)	(17.7)		Min	n.a.	n.a.	n.a.

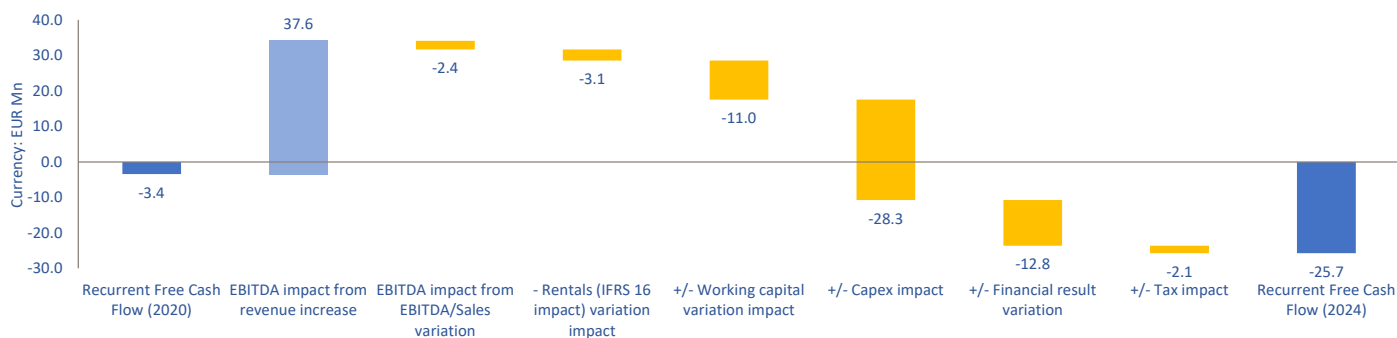
Appendix 1. Financial Projections

Balance Sheet (EUR Mn)	2020	2021	2022	2023	2024	2025e	2026e	2027e		
Intangible assets	21.2	22.3	24.4	22.0	23.9	23.9	23.9	23.9		
Fixed assets	151.7	201.3	237.3	328.5	335.0	349.0	362.3	374.2		
Other Non Current Assets	6.8	6.9	6.9	11.5	15.4	16.5	16.5	16.5		
Financial Investments	3.6	3.8	5.7	2.2	2.8	2.8	2.8	2.8		
Goodwill & Other Intangibles	19.8	20.5	25.4	28.5	29.4	29.4	29.4	29.4		
Current assets	49.9	70.6	92.4	105.3	114.4	123.4	131.3	138.9		
Total assets	253.0	325.3	392.0	498.1	520.9	545.0	566.1	585.6		
Equity	81.9	84.5	93.5	101.9	105.2	110.6	121.3	137.0		
Minority Interests	0.3	0.4	4.0	2.1	2.0	2.0	2.0	2.0		
Provisions & Other L/T Liabilities	13.7	30.7	39.2	52.3	59.1	59.1	59.1	59.1		
Other Non Current Liabilities	18.5	17.2	19.9	18.5	20.7	20.7	20.7	20.7		
Net financial debt	108.6	147.5	179.5	246.0	258.3	271.1	276.3	275.0		
Current Liabilities	30.0	44.9	55.8	77.3	75.5	81.4	86.7	91.7		
Equity & Total Liabilities	253.0	325.3	392.0	498.1	520.9	545.0	566.1	585.6		
P&L (EUR Mn)	2020	2021	2022	2023	2024	2025e	2026e	2027e	CAGR	
Total Revenues	134.1	169.1	225.7	283.6	304.0	327.8	349.0	369.1	22.7%	6.7%
Total Revenues growth	-6.3%	26.1%	33.5%	25.6%	7.2%	7.8%	6.5%	5.7%		
COGS	(42.2)	(60.1)	(80.6)	(105.5)	(110.5)	(122.0)	(129.9)	(136.8)		
Gross Margin	91.9	109.0	145.1	178.0	193.6	205.8	219.2	232.2	20.5%	6.3%
Gross Margin/Revenues	68.5%	64.4%	64.3%	62.8%	63.7%	62.8%	62.8%	62.9%		
Personnel Expenses	(35.8)	(43.1)	(52.7)	(68.0)	(76.5)	(80.4)	(84.8)	(89.1)		
Other Operating Expenses	(25.2)	(29.5)	(42.3)	(48.1)	(51.1)	(53.1)	(55.9)	(58.6)		
Recurrent EBITDA	30.9	36.4	50.1	62.0	66.0	72.4	78.5	84.5	20.9%	8.6%
Recurrent EBITDA growth	-9.0%	18.0%	37.6%	23.6%	6.5%	9.7%	8.5%	7.6%		
Rec. EBITDA/Revenues	23.0%	21.5%	22.2%	21.9%	21.7%	22.1%	22.5%	22.9%		
Restructuring Expense & Other non-rec.	(1.0)	(0.7)	-	-	-	(1.5)	-	-		
EBITDA	29.8	35.7	50.1	62.0	66.0	70.9	78.5	84.5	22.0%	8.6%
Depreciation & Provisions	(20.6)	(20.0)	(26.9)	(33.4)	(32.0)	(34.8)	(35.7)	(36.5)		
Capitalized Expense	6.3	7.2	8.0	10.1	13.4	13.0	13.9	14.7		
Rentals (IFRS 16 impact)	(8.1)	(12.1)	(14.3)	(16.2)	(22.9)	(23.6)	(24.2)	(24.7)		
EBIT	7.5	10.8	16.9	22.4	24.5	25.6	32.6	38.0	34.2%	15.9%
EBIT growth	-30.8%	43.6%	56.2%	32.5%	9.1%	4.8%	27.1%	16.8%		
EBIT/Revenues	5.6%	6.4%	7.5%	7.9%	8.0%	7.8%	9.3%	10.3%		
Impact of Goodwill & Others	-	-	-	0.8	0.8	-	-	-		
Net Financial Result	(7.0)	(7.5)	(9.6)	(16.3)	(22.5)	(21.1)	(20.3)	(18.9)		
Income by the Equity Method	0.3	0.2	(0.3)	0.0	-	-	-	-		
Ordinary Profit	0.8	3.5	7.0	6.9	2.7	4.5	12.3	19.2	33.4%	92.8%
Ordinary Profit Growth	161.2%	316.4%	100.1%	-1.7%	-61.3%	67.5%	174.6%	55.8%		
Extraordinary Results	-	-	-	-	-	-	-	-		
Profit Before Tax	0.8	3.5	7.0	6.9	2.7	4.5	12.3	19.2	33.4%	92.8%
Tax Expense	0.3	(0.8)	0.8	2.1	1.7	1.1	(1.2)	(2.9)		
Effective Tax Rate	n.a.	23.4%	n.a.	n.a.	n.a.	n.a.	10.0%	15.0%		
Minority Interests	(0.0)	(0.1)	(0.2)	0.0	0.0	-	-	-		
Discontinued Activities	-	-	-	-	-	-	-	-		
Net Profit	1.1	2.6	7.7	9.1	4.4	5.6	11.1	16.3	40.1%	54.8%
Net Profit growth	-97.1%	130.4%	190.8%	18.5%	-51.5%	27.5%	97.7%	47.1%		
Ordinary Net Profit	1.9	3.2	6.8	6.9	2.7	6.0	11.1	16.3	10.0%	81.7%
Ordinary Net Profit growth	795.1%	70.3%	116.2%	1.6%	-60.9%	120.2%	85.2%	47.1%		
Cash Flow (EUR Mn)	2020	2021	2022	2023	2024	2025e	2026e	2027e	CAGR	
Recurrent EBITDA						72.4	78.5	84.5	20.9%	8.6%
Rentals (IFRS 16 impact)						(7.9)	(7.9)	(7.9)		
Working Capital Increase						(3.0)	(2.7)	(2.6)		
Recurrent Operating Cash Flow						61.5	67.9	74.1	15.8%	16.1%
CAPEX						(51.4)	(51.3)	(50.5)		
Net Financial Result affecting the Cash Flow						(21.1)	(20.3)	(18.9)		
Tax Expense						-	(1.2)	(2.9)		
Recurrent Free Cash Flow						(11.1)	(4.8)	1.8	-65.5%	27.5%
Restructuring Expense & Other non-rec.						(1.5)	-	-		
- Acquisitions / + Divestures of assets						-	-	-		
Extraordinary Inc./Exp. Affecting Cash Flow						-	-	-		
Free Cash Flow						(12.6)	(4.8)	1.8	0.1%	29.7%
Capital Increase						-	-	-		
Dividends						(0.2)	(0.4)	(0.6)		
Net Debt Variation						12.8	5.2	(1.3)		

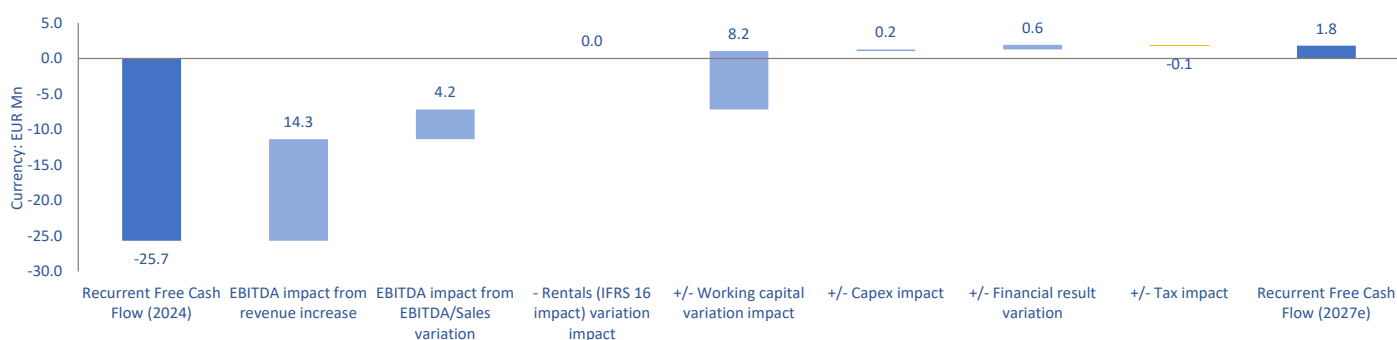
Appendix 2. Free Cash Flow

								CAGR	
A) Cash Flow Analysis (EUR Mn)	2021	2022	2023	2024	2025e	2026e	2027e	21-24	24-27e
Recurrent EBITDA	36.4	50.1	62.0	66.0	72.4	78.5	84.5	21.9%	8.6%
Recurrent EBITDA growth	18.0%	37.6%	23.6%	6.5%	9.7%	8.5%	7.6%		
Rec. EBITDA/Revenues	21.5%	22.2%	21.9%	21.7%	22.1%	22.5%	22.9%		
- Rentals (IFRS 16 impact)	(6.0)	(6.5)	(6.7)	(7.9)	(7.9)	(7.9)	(7.9)		
+/- Working Capital increase	(5.8)	(10.9)	8.5	(10.8)	(3.0)	(2.7)	(2.6)		
= Recurrent Operating Cash Flow	24.6	32.7	63.7	47.3	61.5	67.9	74.1	24.3%	16.1%
Rec. Operating Cash Flow growth	-6.5%	32.8%	94.8%	-25.8%	29.9%	10.5%	9.1%		
Rec. Operating Cash Flow / Sales	14.6%	14.5%	22.5%	15.6%	18.8%	19.5%	20.1%		
- CAPEX	(31.1)	(50.8)	(92.4)	(50.7)	(51.4)	(51.3)	(50.5)		
- Net Financial Result affecting Cash Flow	(4.5)	(9.6)	(15.5)	(19.5)	(21.1)	(20.3)	(18.9)		
- Taxes	(0.9)	0.8	(1.9)	(2.8)	-	(1.2)	(2.9)		
= Recurrent Free Cash Flow	(11.9)	(26.9)	(46.0)	(25.7)	(11.1)	(4.8)	1.8	-29.3%	27.5%
Rec. Free Cash Flow growth	-247.8%	-125.9%	-71.2%	44.2%	56.8%	56.4%	137.7%		
Rec. Free Cash Flow / Revenues	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0.5%		
- Restructuring expenses & others	(0.7)	-	-	15.6	(1.5)	-	-		
- Acquisitions / + Divestments	(8.7)	(6.2)	(19.9)	-	-	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow	-	-	-	-	-	-	-		
= Free Cash Flow	(21.3)	(33.0)	(66.0)	(10.1)	(12.6)	(4.8)	1.8	22.1%	29.7%
Free Cash Flow growth	-110.9%	-55.1%	-99.7%	84.7%	-25.0%	61.6%	137.7%		
Recurrent Free Cash Flow - Yield (s/Mkt Cap)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	1.5%		
Free Cash Flow Yield (s/Mkt Cap)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	1.5%		
B) Analytical Review of Annual Recurrent Free Cash Flow									
Performance (Eur Mn)	2021	2022	2023	2024	2025e	2026e	2027e		
Recurrent FCF(FY - 1)	(3.4)	(11.9)	(26.9)	(46.0)	(25.7)	(11.1)	(4.8)		
EBITDA impact from revenue increase	8.1	12.2	12.8	4.5	5.2	4.7	4.5		
EBITDA impact from EBITDA/Sales variation	(2.5)	1.5	(1.0)	(0.5)	1.2	1.4	1.5		
= Recurrent EBITDA variation	5.6	13.7	11.8	4.0	6.4	6.1	6.0		
- Rentals (IFRS 16 impact) variation impact	(1.3)	(0.5)	(0.2)	(1.2)	-	-	-		
+/- Working capital variation impact	(6.0)	(5.1)	19.4	(19.3)	7.7	0.3	0.2		
= Recurrent Operating Cash Flow variation	(1.7)	8.1	31.0	(16.4)	14.2	6.5	6.2		
+/- CAPEX impact	(8.7)	(19.7)	(41.5)	41.6	(0.7)	0.2	0.8		
+/- Financial result variation	2.1	(5.1)	(5.9)	(4.0)	(1.6)	0.9	1.4		
+/- Tax impact	(0.2)	1.7	(2.7)	(0.9)	2.8	(1.2)	(1.6)		
= Recurrent Free Cash Flow variation	(8.5)	(15.0)	(19.2)	20.3	14.6	6.3	6.7		
Recurrent Free Cash Flow	(11.9)	(26.9)	(46.0)	(25.7)	(11.1)	(4.8)	1.8		
C) "FCF to the Firm" (pre debt service) (EUR Mn)									
	2021	2022	2023	2024	2025e	2026e	2027e	CAGR	
EBIT	10.8	16.9	22.4	24.5	25.6	32.6	38.0	31.2%	15.9%
* Theoretical Tax rate	23.4%	0.0%	0.0%	0.0%	0.0%	10.0%	15.0%		
= Taxes (pre- Net Financial Result)	(2.5)	-	-	-	-	(3.3)	(5.7)		
Recurrent EBITDA	36.4	50.1	62.0	66.0	72.4	78.5	84.5	21.9%	8.6%
- Rentals (IFRS 16 impact)	(6.0)	(6.5)	(6.7)	(7.9)	(7.9)	(7.9)	(7.9)		
+/- Working Capital increase	(5.8)	(10.9)	8.5	(10.8)	(3.0)	(2.7)	(2.6)		
= Recurrent Operating Cash Flow	24.6	32.7	63.7	47.3	61.5	67.9	74.1	24.3%	16.1%
- CAPEX	(31.1)	(50.8)	(92.4)	(50.7)	(51.4)	(51.3)	(50.5)		
- Taxes (pre- Financial Result)	(2.5)	-	-	-	-	(3.3)	(5.7)		
= Recurrent Free Cash Flow (To the Firm)	(9.0)	(18.1)	(28.6)	(3.4)	10.0	13.4	17.9	27.5%	93.2%
Rec. Free Cash Flow (To the Firm) growth	-329.8%	-101.5%	-58.1%	88.0%	393.3%	33.5%	33.2%		
Rec. Free Cash Flow (To the Firm) / Revenues	n.a.	n.a.	n.a.	n.a.	3.1%	3.8%	4.8%		
- Acquisitions / + Divestments	(8.7)	(6.2)	(19.9)	-	-	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow	-	-	-	-	-	-	-		
= Free Cash Flow "To the Firm"	(17.7)	(24.3)	(48.6)	(3.4)	10.0	13.4	17.9	42.2%	93.2%
Free Cash Flow (To the Firm) growth	-918.6%	-37.1%	-100.2%	93.0%	393.3%	33.5%	33.2%		
Rec. Free Cash Flow To the Firm Yield (o/EV)	n.a.	n.a.	n.a.	n.a.	2.3%	3.1%	4.1%		
Free Cash Flow "To the Firm" - Yield (o/EV)	n.a.	n.a.	n.a.	n.a.	2.3%	3.1%	4.1%		

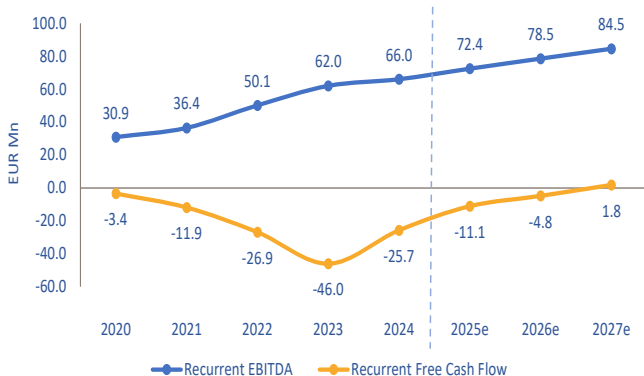
Recurrent Free Cash Flow accumulated variation analysis (2020 - 2024)



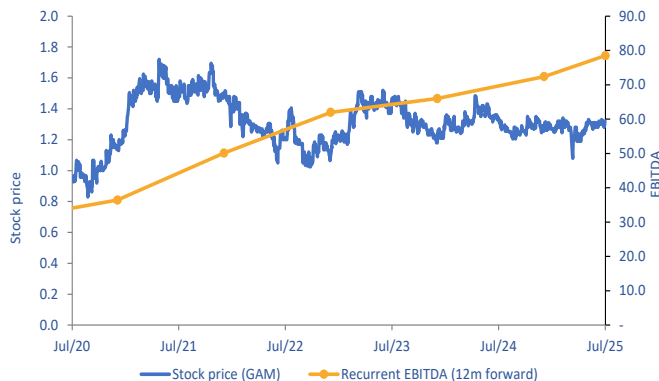
Recurrent Free Cash Flow accumulated variation analysis (2024 - 2027e)



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
Market Cap	124.9	
+ Minority Interests	1.3	6m Results 2025
+ Provisions & Other L/T Liabilities	43.5	6m Results 2025
+ Net financial debt	266.1	6m Results 2025
- Financial Investments	2.7	6m Results 2025
+/- Others		
Enterprise Value (EV)	433.1	

Appendix 4. Historical performance ⁽¹⁾

Historical performance (EUR Mn)	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e	CAGR	
Total Revenues	103.9	105.1	105.2	116.4	132.0	142.7	134.1	169.1	225.7	283.6	304.0	327.8	349.0	369.1	11.3%	6.7%
Total Revenues growth	-14.0%	1.2%	0.0%	10.7%	13.4%	8.1%	-6.0%	26.1%	33.5%	25.6%	7.2%	7.8%	6.5%	5.7%		
EBITDA	4.8	6.1	14.1	22.4	31.9	35.2	29.8	35.7	50.1	62.0	66.0	70.9	78.5	84.5	30.1%	8.6%
EBITDA growth	-4.1%	27.6%	133.2%	58.7%	42.1%	10.2%	-15.2%	19.8%	40.3%	23.6%	6.5%	7.4%	10.7%	7.6%		
EBITDA/Sales	4.6%	5.8%	13.4%	19.3%	24.2%	24.6%	22.2%	21.1%	22.2%	21.9%	21.7%	21.6%	22.5%	22.9%		
Net Profit	(28.3)	(5.8)	(11.1)	(7.7)	(4.0)	40.0	1.1	2.6	7.7	9.1	4.4	5.6	11.1	16.3	8.0%	54.8%
Net Profit growth	-65.7%	79.4%	-91.5%	30.5%	47.9%	n.a.	-97.1%	130.4%	190.8%	18.5%	-51.5%	27.5%	97.7%	47.1%		
Adjusted number shares (Mn)	6.5	24.4	43.4	43.5	43.5	36.0	66.2	94.6	94.6	94.2	94.2	94.6	94.6	94.6		
EPS (EUR)	-4.38	-0.24	-0.26	-0.18	-0.09	1.11	0.02	0.03	0.08	0.10	0.05	0.06	0.12	0.17	7.2%	54.6%
EPS growth	-50.5%	94.6%	-7.9%	30.7%	47.9%	n.a.	-98.4%	61.2%	n.a.	18.9%	-51.5%	27.0%	97.7%	47.1%		
Ord. EPS (EUR)	-4.38	-0.24	-0.26	-0.18	-0.09	1.11	0.03	0.03	0.07	0.07	0.03	0.06	0.12	0.17	7.2%	81.5%
Ord. EPS growth	-50.5%	94.6%	-7.9%	30.7%	47.9%	n.a.	-97.5%	19.1%	n.a.	2.0%	-60.9%	n.a.	85.2%	47.1%		
CAPEX	(0.3)	(23.7)	(31.3)	(22.9)	(24.8)	(21.8)	(22.4)	(31.1)	(50.8)	(92.4)	(50.7)	(51.4)	(51.3)	(50.5)		
CAPEX/Sales %	0.2%	22.6%	29.8%	19.7%	18.8%	15.3%	16.7%	18.4%	22.5%	32.6%	16.7%	15.7%	14.7%	13.7%		
Free Cash Flow	16.5	(2.6)	(14.2)	11.4	9.2	7.9	(10.1)	(21.3)	(33.0)	(66.0)	(10.1)	(12.6)	(4.8)	1.8	-10.1%	29.7%
ND/EBITDA (x) ⁽²⁾	n.a.	27.1x	12.3x	7.8x	5.9x	4.1x	3.6x	4.1x	3.6x	4.0x	3.9x	3.8x	3.5x	3.3x		
P/E (x)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	66.1x	53.8x	13.2x	12.3x	27.0x	22.3x	11.3x	7.7x		
EV/Sales (x)	2.64x	2.32x	2.54x	1.98x	1.74x	1.71x	1.69x	1.87x	1.41x	1.45x	1.43x	1.32x	1.24x	1.17x		
EV/EBITDA (x) ⁽²⁾	n.a.	40.2x	18.9x	10.3x	7.2x	6.9x	7.6x	8.9x	6.3x	6.6x	6.6x	6.1x	5.5x	5.1x		
Absolute performance	-70.8%	14.3%	16.7%	-41.1%	-22.4%	56.3%	-25.5%	31.1%	-28.8%	10.8%	6.8%	4.8%				
Relative performance vs Ibx 35	-71.9%	23.1%	19.1%	-45.1%	-8.8%	39.8%	-11.9%	21.5%	-24.6%	-9.7%	-7.0%	-15.5%				

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 2025e

		Europe				USA			GAM
		Ashtead Group	VP	Speedy Hire	Average	United Rentals	Herc Rentals	Average	
Market data	EUR Mn								
	Ticker (Factset)	AHT-GB	VP-GB	SDY-GB		URI-US	HRI-US		GAM-ES
	Country	UK	UK	UK		USA	USA		Spain
	Market cap	24,998.8	278.9	166.0		49,344.3	3,397.2		124.9
Basic financial information	Enterprise value (EV)	33,929.0	510.5	419.1		61,458.4	11,962.5		433.1
	Total Revenues	9,626.6	447.9	517.0		13,953.7	3,701.9		327.8
	Total Revenues growth	-1.3%	1.8%	7.2%	2.6%	4.4%	19.1%	11.7%	7.8%
	2y CAGR (2025e - 2027e)	5.6%	4.5%	4.5%	4.8%	5.0%	-0.1%	2.4%	6.1%
	EBITDA	4,453.1	129.5	119.9		6,386.0	1,553.8		70.9
	EBITDA growth	-1.6%	5.9%	8.0%	4.1%	5.2%	15.2%	10.2%	7.4%
	2y CAGR (2025e - 2027e)	6.4%	5.0%	6.6%	6.0%	5.2%	3.0%	4.1%	9.2%
	EBITDA/Revenues	46.3%	28.9%	23.2%	32.8%	45.8%	42.0%	43.9%	21.6%
	EBIT	2,328.8	55.0	35.4		3,585.7	659.5		25.6
	EBIT growth	0.8%	32.5%	24.7%	19.3%	1.2%	1.9%	1.5%	4.8%
	2y CAGR (2025e - 2027e)	8.0%	8.0%	18.1%	11.4%	7.2%	21.1%	14.2%	21.9%
	EBIT/Revenues	24.2%	12.3%	6.8%	14.4%	25.7%	17.8%	21.8%	7.8%
	Net Profit	1,395.6	26.9	9.1		2,260.8	192.8		5.6
	Net Profit growth	2.2%	61.0%	813.6%	292.3%	0.8%	4.9%	2.8%	27.5%
	2y CAGR (2025e - 2027e)	12.6%	15.7%	67.3%	31.9%	8.2%	56.3%	32.3%	70.6%
	CAPEX/Sales %	12.5%	14.7%	7.7%	11.6%	20.9%	23.2%	22.0%	15.7%
Multiples and Ratios	Free Cash Flow	2,030.2	28.6	16.0		2,031.3	232.4		(12.6)
	Net financial debt	7,988.2	190.3	251.5		11,392.2	6,549.4		271.1
	ND/EBITDA (x)	1.8	1.5	2.1	1.8	1.8	4.2	3.0	3.7
	Pay-out	28.8%	68.1%	152.5%	83.1%	17.9%	33.4%	25.6%	3.5%
	P/E (x)	17.9	8.8	12.2	13.0	20.3	11.2	15.7	22.3
	P/BV (x)	3.8	1.5	0.9	2.1	6.3	1.8	4.0	1.1
	EV/Revenues (x)	3.5	1.1	0.8	1.8	4.4	3.2	3.8	1.3
	EV/EBITDA (x)	7.6	3.9	3.5	5.0	9.6	7.7	8.7	6.0
	EV/EBIT (x)	14.6	9.3	11.8	11.9	17.1	18.1	17.6	16.9
	ROE	21.4	17.2	7.7	15.4	30.9	15.7	23.3	5.2
	FCF Yield (%)	8.1	10.3	9.6	9.3	4.1	6.8	5.5	n.a.
	DPS	0.92	0.46	0.03	0.47	6.09	2.27	4.18	0.00
	Dvd Yield	1.6%	6.7%	8.4%	5.5%	0.8%	2.2%	1.5%	0.2%

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).

LIGHTHOUSE

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Notes and Reports History

Date of report	Recommendation	Price (EUR)	Target price (EUR)	Period of validity	Reason for report	Analyst
31-Jul-2025	n.a.	1.32	n.a.	n.a.	6m Results 2025	Pablo Victoria Rivera, CESGA
17-Jun-2025	n.a.	1.27	n.a.	n.a.	Small & Micro Caps (Spain)	Alfredo Echevarría Otegui
28-May-2025	n.a.	1.30	n.a.	n.a.	3m Results 2025	Pablo Victoria Rivera, CESGA
03-Mar-2025	n.a.	1.28	n.a.	n.a.	12m Results 2024	Pablo Victoria Rivera, CESGA
25-Nov-2024	n.a.	1.30	n.a.	n.a.	9m Results 2024	Luis Esteban Arribas, CESGA
26-Jul-2024	n.a.	1.35	n.a.	n.a.	6m Results 2024	Luis Esteban Arribas, CESGA
27-May-2024	n.a.	1.40	n.a.	n.a.	Small & Micro Caps (Spain)	Alfredo Echevarría Otegui
01-Mar-2024	n.a.	1.27	n.a.	n.a.	12m Results 2023	Luis Esteban Arribas, CESGA
10-Nov-2023	n.a.	1.29	n.a.	n.a.	9m Results 2023	Luis Esteban Arribas, CESGA
01-Aug-2023	n.a.	1.47	n.a.	n.a.	6m Results 2023	Luis Esteban Arribas, CESGA
12-Jun-2023	n.a.	1.40	n.a.	n.a.	Small & Micro Caps (Spain)	David López Sánchez
02-May-2023	n.a.	1.45	n.a.	n.a.	3m Results 2023	David López Sánchez
30-Mar-2023	n.a.	1.38	n.a.	n.a.	Important news - Estimates upgrade	David López Sánchez
01-Mar-2023	n.a.	1.22	n.a.	n.a.	12m Results 2022	David López Sánchez
02-Nov-2022	n.a.	1.06	n.a.	n.a.	9m Results 2022	David López Sánchez
05-Aug-2022	n.a.	1.20	n.a.	n.a.	6m Results 2022	David López Sánchez
29-Apr-2022	n.a.	1.27	n.a.	n.a.	3m Results 2022 - Estimates upgrade	David López Sánchez
28-Feb-2022	n.a.	1.31	n.a.	n.a.	12m Results 2021	David López Sánchez
11-Nov-2021	n.a.	1.58	n.a.	n.a.	9m Results 2021	David López Sánchez
02-Aug-2021	n.a.	1.48	n.a.	n.a.	6m Results 2021	David López Sánchez
31-May-2021	n.a.	1.67	n.a.	n.a.	3m Results 2021	David López Sánchez
25-Feb-2021	n.a.	1.46	n.a.	n.a.	12m Results 2020	David López Sánchez
23-Dec-2020	n.a.	1.16	n.a.	n.a.	Estimates upgrade	David López Sánchez
10-Nov-2020	n.a.	1.01	n.a.	n.a.	9m Results 2020	David López Sánchez
21-Oct-2020	n.a.	0.96	n.a.	n.a.	6m Results 2020	David López Sánchez
13-May-2020	n.a.	1.07	n.a.	n.a.	3m Results 2020	David López Sánchez
08-Apr-2020	n.a.	1.21	n.a.	n.a.	Initiation of Coverage	David López Sánchez

