

EQUITY - SPAIN

Sector: Trading Companies & Distributors

Closing price: EUR 1.50 (30 Jul 2026)

Report date: 31 Jul 2026 (9:00h)

6m Results 2026

Independent Equity Research

6m Results 2026

 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 2025), and Latam is the main destination for the company's exports (c. 14%).

Market Data

Market Cap (Mn EUR and USD)	141.4	163.0
EV (Mn EUR and USD) ⁽²⁾	444.1	512.0
Shares Outstanding (Mn)	94.6	
-12m (Max/Med/Min EUR)	1.69 / 1.51 / 1.32	
Daily Avg volume (-12m Mn EUR)	0.03	
Rotation ⁽³⁾	5.4	
Refinitiv / Bloomberg	GAMQ.MC / GAM SM	
Close fiscal year	31-Dec	

Shareholders Structure (%)

Francisco Riberas & Family	58.2
Indumenta Pueri	10.6
Pedro Luis Fernández	6.2
Banco Santander	4.5
Free Float	20.5

Financials (Mn EUR)	2025	2026e	2027e	2028e
Adj. nº shares (Mn)	95.7	94.6	94.6	94.6
Total Revenues	318.8	332.2	350.2	368.0
Rec. EBITDA	75.0	79.8	85.3	91.1
% growth	13.7	6.4	6.9	6.7
% Rec. EBITDA/Rev.	23.5	24.0	24.4	24.7
% Inc. EBITDA sector ⁽⁴⁾	5.6	11.1	12.1	9.6
Net Profit	6.7	10.6	13.6	17.3
EPS (EUR)	0.07	0.11	0.14	0.18
% growth	51.4	58.6	29.1	27.0
Ord. EPS (EUR)	0.07	0.11	0.14	0.18
% growth	145.0	58.6	29.1	27.0
Rec. Free Cash Flow ⁽⁵⁾	-14.8	-8.3	-4.1	1.3
Pay-out (%)	0.0	0.0	0.0	0.0
DPS (EUR)	0.00	0.00	0.00	0.00
Net financial debt	255.0	263.2	267.4	266.0
ND/Rec. EBITDA (x)	3.4	3.3	3.1	2.9
ROE (%)	6.3	9.1	10.7	12.1
ROCE (%) ⁽⁵⁾	5.1	6.1	6.2	6.7

Ratios & Multiples (x) ⁽⁶⁾

P/E	21.2	13.4	10.4	8.2
Ord. P/E	21.2	13.4	10.4	8.2
P/BV	1.3	1.2	1.1	0.9
Dividend Yield (%)	0.0	0.0	0.0	0.0
EV/Sales	1.39	1.34	1.27	1.21
EV/Rec. EBITDA	5.9	5.6	5.2	4.9
EV/EBIT	15.6	13.3	11.8	10.5
FCF Yield (%) ⁽⁵⁾	n.a.	n.a.	n.a.	0.9

(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.

1H26 Results: Revenue +3% and EBIT +22%. Lower capital intensity begins to be reflected in ROCE.

MODERATE REVENUE GROWTH (+2.7% VS. 1H25). GAM's revenue grew by +2.7% in 1H26 to EUR 156.2 Mn, supported by a similar performance across all business lines: short-term rental (+2.3%), long-term rental (+3.3%), and non-CAPEX businesses (+2.7%).

The strong performance of certain verticals (events, power rental, and modular construction) stands out, with a special contribution from the Spanish market. By geography, LATAM (14.5% of sales) returned to growth (+11% vs. 1H25) following last year's weakness, while Iberia (81.9% of sales) grew by +1%. The objective is to export Spain's diversified revenue model to all geographies.

CONTINUED MARGIN IMPROVEMENT (EBITDA MARGIN +0.3 P.P. VS. 1H25). THE POSITIVE SURPRISE COMES FROM DEPRECIATION AND AMORTIZATION (-6% VS. 1H25). EBITDA (excluding capitalizations) rose +3.9% to EUR 37.5 Mn, bringing the margin to 24.0% (+0.3 p.p. vs. 1H25). The notable jump in EBIT (EUR 17 Mn; +22% vs. 1H25, in line with estimates) was driven by lower depreciation and amortization (-6% vs. 1H25). CAPEX control, the greater weight of less capital-intensive activities, and REVIVER (now operating at stable levels) are beginning to contribute to reduced depreciation and an improved ROCE (6.1% in 2026e vs. 5.1% in 2025). This improvement also flows through to Net Income, which reached EUR 6.4 Mn (+117% vs. 1H25).

NET DEBT OF EUR 268.9 MN (+5.5% VS. 2025) driven primarily by working capital trends and deferred payments for acquisitions (EUR 5.3 Mn; Carretillas Mayor, S.L.).

CONCLUSION: REDUCED CAPITAL INTENSITY BEGINS TO BE REFLECTED IN ROCE. Although we expect higher growth in the second half than recorded in the first half, following these results we are moderating our full-year 2026e revenue expectations. We are reducing 2026e growth from +7.2% to +4.2%, while maintaining EBITDA and EBIT estimates due to higher margins.

Over recent years, GAM has progressed in diversification (sector and business), efficiency (EBITDA margin), and CAPEX control. The 1H26 figures show the initial signs of CAPEX control: lower depreciation, which boosts EBIT and Net Income. We expect this process to continue in coming years, progressively improving ROCE. The stock trades at a 2026e EV/EBIT of 13.3x vs. c. 12x for European peers.

Relative performance (Base 100)


Stock performance (%)	-1m	-3m	-12m	YTD	-3Y	-5Y
Absolute	-1.6	1.0	13.3	-6.0	3.8	1.0
vs Ibex 35	-3.1	-9.1	-17.6	-17.6	-49.1	-55.6
vs Ibex Small Cap Index	-3.6	-3.0	-0.2	-12.6	-25.5	-24.5
vs Eurostoxx 50	-1.9	-6.4	-3.7	-14.2	-26.9	-34.9
vs Sector benchmark ⁽⁴⁾	-3.0	-5.3	-2.3	-16.3	-37.4	-40.7

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

Report issued by IEAF Servicios de Análisis, S.L.U. Lighthouse is a project of IEAF Servicios de Análisis, S.L.U.

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.

6m Results 2026

Table 1. Results 1H26

EUR Mn	6m26 Real	6m25	6m26 Real vs 6m25	2026e	2026e vs 2025
Short-term	58.2	56.9	2.3%	120.8	3.5%
Long term	44.2	42.8	3.3%	92.9	7.0%
Without Capex	53.8	52.4	2.7%	118.5	5.3%
Total Revenues	156.2	152.1	2.7%	332.2	4.2%
Recurrent EBITDA¹	37.5	36.1	3.9%	79.8	6.4%
<i>Rec. EBITDA/Revenues</i>	<i>24.0%</i>	<i>23.7%</i>	<i>0.3 p.p.</i>	<i>24.0%</i>	<i>0.5 p.p.</i>
EBITDA¹	37.5	36.1	3.9%	79.8	6.4%
<i>EBITDA/Revenues</i>	<i>24.0%</i>	<i>23.7%</i>	<i>0.3 p.p.</i>	<i>24.0%</i>	<i>0.5 p.p.</i>
EBIT	17.0	14.0	21.9%	33.3	16.8%
<i>EBIT/Revenues</i>	<i>10.9%</i>	<i>9.2%</i>	<i>1.7 p.p.</i>	<i>10.0%</i>	<i>1.1 p.p.</i>
PBT	7.7	3.8	105.8%	13.2	54.6%
Net profit	6.4	2.9	117.4%	10.6	56.8%

	6m26 Real	2025	6m26 Real vs 2025	2026e	2026e vs 2025
Net Debt	268.9	255.0	5.5%	263.2	3.2%

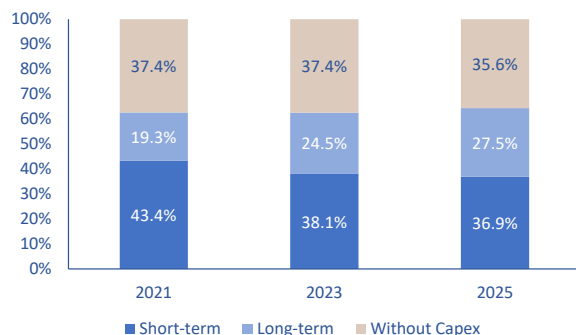
(1) Recurrent EBITDA and adjusted EBITDA exclude the impact of income from capitalized expenses.

Table 2. Revision of estimates

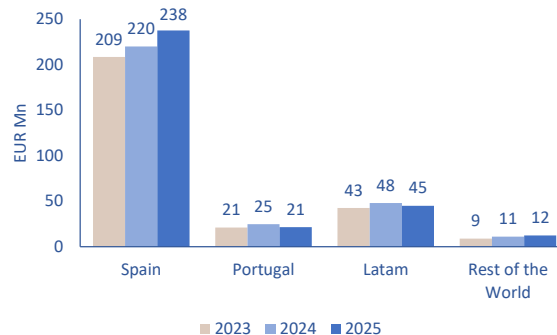
EUR Mn	2026e (New)	Review (%)	2027e (New)	Review (%)	2028e (New)	Review (%)
Total Revenues	332.2	-2.7%	350.2	-3.6%	368.0	-3.9%
Recurrent EBITDA	79.8	-0.7%	85.3	-2.0%	91.1	-2.0%
<i>Recurrent EBITDA growth</i>	<i>6.4%</i>	<i>-0.7 p.p.</i>	<i>6.9%</i>	<i>-1.5 p.p.</i>	<i>6.7%</i>	<i>0.0 p.p.</i>
<i>Rec. EBITDA/Revenues</i>	<i>24.0%</i>	<i>0.5 p.p.</i>	<i>24.4%</i>	<i>0.4 p.p.</i>	<i>24.7%</i>	<i>0.5 p.p.</i>
EBIT	33.3	-0.9%	37.5	-2.7%	42.2	-1.5%
<i>EBIT/Revenues</i>	<i>10.0%</i>	<i>0.2 p.p.</i>	<i>10.7%</i>	<i>0.1 p.p.</i>	<i>11.5%</i>	<i>0.3 p.p.</i>
Net Profit	10.6	5.1%	13.6	-4.2%	17.3	-1.3%
Net Debt	263.2	-1.2%	267.4	-1.6%	266.0	-2.0%
<i>ND / EBITDA</i>	<i>3.3 x</i>	<i>0.0 x</i>	<i>3.1 x</i>	<i>0.0 x</i>	<i>2.9 x</i>	<i>0.0 x</i>

The company in 8 charts

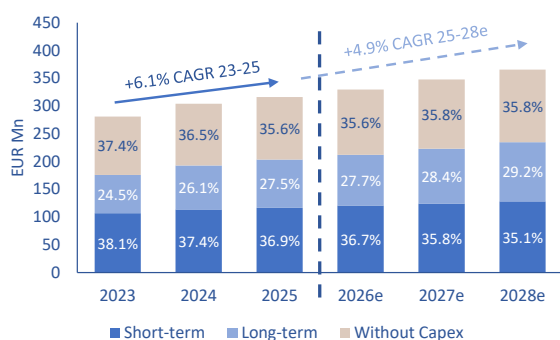
GAM has successfully executed its strategic repositioning: Long Term and Non-CAPEX business now accounts for 63% of sales



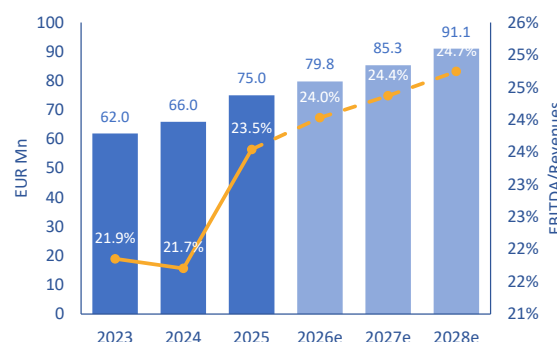
And is applying its model of diversification to the international business (where it is growing in all its geographies)



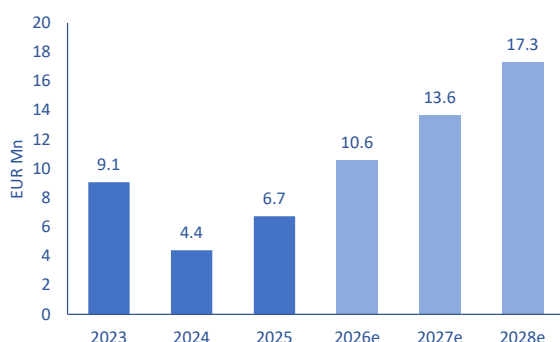
Recurrent (Long Term) and Non-CAPEX business will continue to drive growth in the mid term (+4.9% CAGR 25-28e)



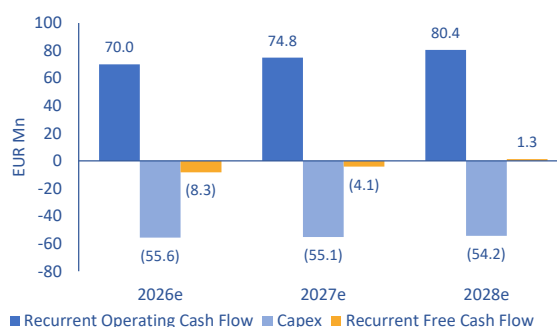
EBITDA 2025-2028e: +7% CAGR (25-28e)



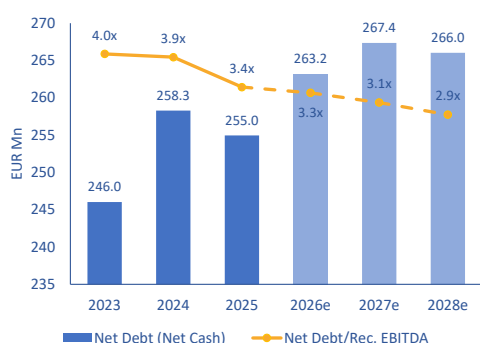
Net Profit about to take off



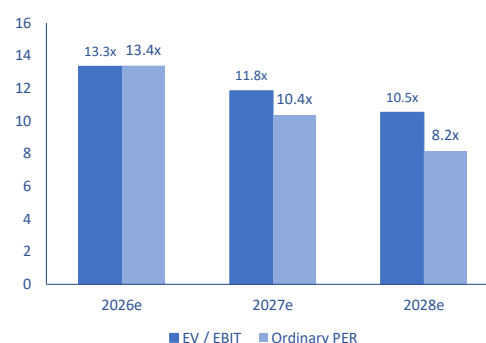
A business that is very intensive in Capex, that will continue to shape FCF generation



And, after the execution of the M&A, we do not estimate gearing levels above 3.3x ND/EBITDA



Trading at multiple EV/EBIT 2028e 10.5x and PER 2028e 8.2x



Valuation inputs

Inputs for the DCF Valuation Approach

	2026e	2027e	2028e	Terminal Value ⁽¹⁾		
Free Cash Flow "To the Firm"	7.8	10.3	15.6	n.a.		
Market Cap	141.4	At the date of this report				
Net financial debt	268.9	Debt net of Cash (6m Results 2026)				
					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)	3.6%	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	11.1%	$K_e = R_f + (R * B)$			9.9%	12.4%
Equity / (Equity + Net Debt)	34.5%	E (Market Cap as equity value)			=	=
Net Debt / (Equity + Net Debt)	65.5%	D			=	=
WACC	7.0%	$WACC = K_d * D + K_e * E$			6.4%	7.5%
G "Fair"	2.0%				2.0%	1.5%

(1) The terminal value calculated beyond the last FCF estimate does not reflect the company's growth potential (positive/negative) at the date of publication of this report.

Inputs for the Multiples Valuation Approach

Company	Ticker Factset	Mkt. Cap	P/E 26e	EPS 26e-28e	EV/EBITDA 26e	EBITDA 26e-28e	EV/Sales 26e	Revenues 26e-28e	EBITDA/Sales 26e	FCF Yield 26e	FCF 26e-28e
Sunbelt Rentals	SUNB.K	25,772.8	18.1	14.4%	7.6	8.3%	3.2	6.7%	41.7%	5.8%	3.0%
VP	VP.L	223.5	8.0	4.7%	3.8	4.7%	1.1	3.1%	30.1%	13.3%	24.7%
Speedy Hire	SDY.L	102.8	6.6	40.1%	3.2	9.8%	0.8	6.4%	24.5%	18.8%	37.4%
Europe			10.9	19.7%	4.9	7.6%	1.7	5.4%	32.1%	12.6%	21.7%
United Rentals	URI	57,703.1	21.9	14.8%	10.1	9.1%	4.6	9.0%	45.3%	3.1%	24.5%
USA			21.9	14.8%	10.1	9.1%	4.6	9.0%	45.3%	3.1%	24.5%
GAM	GAMQ.MC	141.4	13.4	28.0%	5.6	6.8%	1.3	5.3%	24.0%	n.a.	47.0%

Free Cash Flow sensitivity analysis (2027e)

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

Scenario	EBITDA/Sales 27e	EBITDA 27e	EV/EBITDA 27e
Max	26.8%	93.7	4.7x
Central	24.4%	85.3	5.2x
Min	22.0%	76.9	5.8x

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

Rec. FCF EUR Mn	CAPEX/Sales 27e						
EBITDA 27e	14.1%	15.7%	17.3%	Scenario	Rec. FCF/Yield 27e		
93.7	9.9	4.3	(1.3)	Max	6.9%	3.0%	n.a.
85.3	1.5	(4.1)	(9.7)	Central	1.0%	n.a.	n.a.
76.9	(6.9)	(12.5)	(18.2)	Min	n.a.	n.a.	n.a.

Appendix 1. Financial Projections

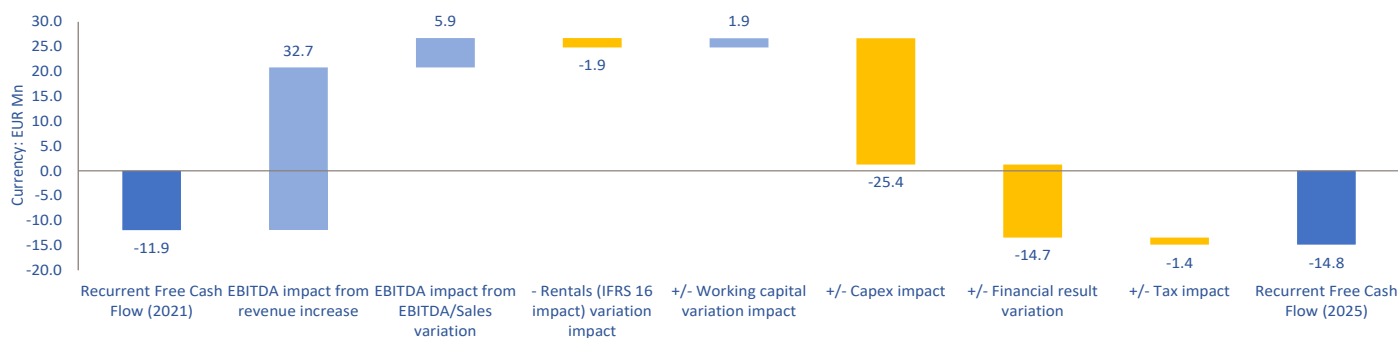
Balance Sheet (EUR Mn)	2021	2022	2023	2024	2025	2026e	2027e	2028e		
Intangible assets	22.3	24.4	22.0	23.9	24.8	24.8	24.8	24.8		
Fixed assets	201.3	237.3	328.5	335.0	339.7	356.8	372.1	385.7		
Other Non Current Assets	6.9	6.9	11.5	15.4	14.1	14.1	14.1	14.1		
Financial Investments	3.8	5.7	2.2	2.8	2.8	2.8	2.8	2.8		
Goodwill & Other Intangibles	20.5	25.4	28.5	29.4	29.4	29.4	29.4	29.4		
Current assets	70.6	92.4	105.3	114.4	118.4	123.4	130.1	136.7		
Total assets	325.3	392.0	498.1	520.9	529.3	551.3	573.3	593.6		
Equity	84.5	93.5	101.9	105.2	110.3	120.8	134.5	151.8		
Minority Interests	0.4	4.0	2.1	2.0	1.2	1.2	1.2	1.2		
Provisions & Other L/T Liabilities	30.7	39.2	52.3	59.1	65.3	65.3	65.3	65.3		
Other Non Current Liabilities	17.2	19.9	18.5	20.7	21.9	21.9	21.9	21.9		
Net financial debt	147.5	179.5	246.0	258.3	255.0	263.2	267.4	266.0		
Current Liabilities	44.9	55.8	77.3	75.5	75.6	78.8	83.1	87.3		
Equity & Total Liabilities	325.3	392.0	498.1	520.9	529.3	551.3	573.3	593.6		
P&L (EUR Mn)	2021	2022	2023	2024	2025	2026e	2027e	2028e	CAGR	
Total Revenues	169.1	225.7	283.6	304.0	318.8	332.2	350.2	368.0	17.2%	4.9%
Total Revenues growth	26.1%	33.5%	25.6%	7.2%	4.8%	4.2%	5.4%	5.1%		
COGS	(60.1)	(80.6)	(105.5)	(110.5)	(108.6)	(111.4)	(117.8)	(123.7)		
Gross Margin	109.0	145.1	178.0	193.6	210.2	220.8	232.4	244.3	17.8%	5.1%
Gross Margin/Revenues	64.4%	64.3%	62.8%	63.7%	65.9%	66.5%	66.4%	66.4%		
Personnel Expenses	(43.1)	(52.7)	(68.0)	(76.5)	(81.6)	(85.0)	(88.7)	(92.5)		
Other Operating Expenses	(29.5)	(42.3)	(48.1)	(51.1)	(53.5)	(56.0)	(58.3)	(60.7)		
Recurrent EBITDA	36.4	50.1	62.0	66.0	75.0	79.8	85.3	91.1	19.8%	6.7%
Recurrent EBITDA growth	18.0%	37.6%	23.6%	6.5%	13.7%	6.4%	6.9%	6.7%		
Rec. EBITDA/Revenues	21.5%	22.2%	21.9%	21.7%	23.5%	24.0%	24.4%	24.7%		
Restructuring Expense & Other non-rec.	(0.7)	-	-	-	-	-	-	-		
EBITDA	35.7	50.1	62.0	66.0	75.0	79.8	85.3	91.1	20.4%	6.7%
Depreciation & Provisions	(20.0)	(26.9)	(33.4)	(32.0)	(37.5)	(37.3)	(38.6)	(39.6)		
Capitalized Expense	7.2	8.0	10.1	13.4	11.0	11.6	12.3	12.9		
Rentals (IFRS 16 impact)	(12.1)	(14.3)	(16.2)	(22.9)	(20.1)	(20.8)	(21.5)	(22.2)		
EBIT	10.8	16.9	22.4	24.5	28.5	33.3	37.5	42.2	27.3%	14.0%
EBIT growth	43.6%	56.2%	32.5%	9.1%	16.5%	16.8%	12.7%	12.5%		
EBIT/Revenues	6.4%	7.5%	7.9%	8.0%	8.9%	10.0%	10.7%	11.5%		
Impact of Goodwill & Others	-	-	0.8	0.8	-	-	-	-		
Net Financial Result	(7.5)	(9.6)	(16.3)	(22.5)	(19.9)	(20.1)	(19.3)	(19.1)		
Income by the Equity Method	0.2	(0.3)	0.0	-	-	-	-	-		
Ordinary Profit	3.5	7.0	6.9	2.7	8.5	13.2	18.2	23.1	24.8%	39.3%
Ordinary Profit Growth	316.4%	100.1%	-1.7%	-61.3%	219.0%	54.6%	37.7%	27.0%		
Extraordinary Results	-	-	-	-	-	-	-	-		
Profit Before Tax	3.5	7.0	6.9	2.7	8.5	13.2	18.2	23.1	24.8%	39.3%
Tax Expense	(0.8)	0.8	2.1	1.7	(2.0)	(2.6)	(4.5)	(5.8)		
Effective Tax Rate	23.4%	n.a.	n.a.	n.a.	23.4%	20.0%	25.0%	25.0%		
Minority Interests	(0.1)	(0.2)	0.0	0.0	0.2	-	-	-		
Discontinued Activities	-	-	-	-	-	-	-	-		
Net Profit	2.6	7.7	9.1	4.4	6.7	10.6	13.6	17.3	26.5%	37.0%
Net Profit growth	130.4%	190.8%	18.5%	-51.5%	53.2%	56.8%	29.1%	27.0%		
Ordinary Net Profit	3.2	6.8	6.9	2.7	6.7	10.6	13.6	17.3	20.8%	37.0%
Ordinary Net Profit growth	70.3%	116.2%	1.6%	-60.9%	147.9%	56.8%	29.1%	27.0%		
Cash Flow (EUR Mn)	2021	2022	2023	2024	2025	2026e	2027e	2028e	CAGR	
Recurrent EBITDA						79.8	85.3	91.1	19.8%	6.7%
Rentals (IFRS 16 impact)						(8.0)	(8.1)	(8.3)		
Working Capital Increase						(1.8)	(2.4)	(2.4)		
Recurrent Operating Cash Flow						70.0	74.8	80.4	26.6%	8.3%
CAPEX						(55.6)	(55.1)	(54.2)		
Net Financial Result affecting the Cash Flow						(20.1)	(19.3)	(19.1)		
Tax Expense						(2.6)	(4.5)	(5.8)		
Recurrent Free Cash Flow						(8.3)	(4.1)	1.3	-5.7%	27.8%
Restructuring Expense & Other non-rec.						-	-	-		
- Acquisitions / + Divestures of assets						-	-	-		
Extraordinary Inc./Exp. Affecting Cash Flow						-	-	-		
Free Cash Flow						(8.3)	(4.1)	1.3	19.4%	26.6%
Capital Increase						-	-	-		
Dividends						-	-	-		
Net Debt Variation						8.3	4.1	(1.3)		

Appendix 2. Free Cash Flow

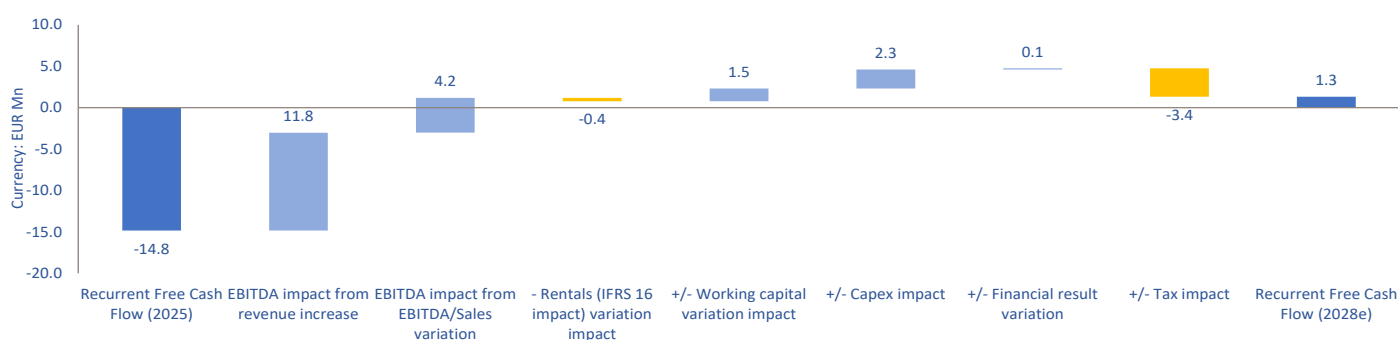
								CAGR	
A) Cash Flow Analysis (EUR Mn)	2022	2023	2024	2025	2026e	2027e	2028e	22-25	25-28e
Recurrent EBITDA	50.1	62.0	66.0	75.0	79.8	85.3	91.1	14.4%	6.7%
Recurrent EBITDA growth	37.6%	23.6%	6.5%	13.7%	6.4%	6.9%	6.7%		
Rec. EBITDA/Revenues	22.2%	21.9%	21.7%	23.5%	24.0%	24.4%	24.7%		
- Rentals (IFRS 16 impact)	(6.5)	(6.7)	(7.9)	(7.9)	(8.0)	(8.1)	(8.3)		
+/- Working Capital increase	(10.9)	8.5	(10.8)	(3.9)	(1.8)	(2.4)	(2.4)		
= Recurrent Operating Cash Flow	32.7	63.7	47.3	63.2	70.0	74.8	80.4	24.6%	8.3%
Rec. Operating Cash Flow growth	32.8%	94.8%	-25.8%	33.7%	10.7%	6.8%	7.5%		
Rec. Operating Cash Flow / Sales	14.5%	22.5%	15.6%	19.8%	21.1%	21.4%	21.8%		
- CAPEX	(50.8)	(92.4)	(50.7)	(56.5)	(55.6)	(55.1)	(54.2)		
- Net Financial Result affecting Cash Flow	(9.6)	(15.5)	(19.5)	(19.2)	(20.1)	(19.3)	(19.1)		
- Taxes	0.8	(1.9)	(2.8)	(2.3)	(2.6)	(4.5)	(5.8)		
= Recurrent Free Cash Flow	(26.9)	(46.0)	(25.7)	(14.8)	(8.3)	(4.1)	1.3	18.0%	27.8%
Rec. Free Cash Flow growth	-125.9%	-71.2%	44.2%	42.2%	44.4%	49.8%	131.8%		
Rec. Free Cash Flow / Revenues	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0.4%		
- Restructuring expenses & others	-	-	15.6	15.5	-	-	-		
- Acquisitions / + Divestments	(6.2)	(19.9)	-	-	-	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow	-	-	-	-	-	-	-		
= Free Cash Flow	(33.0)	(66.0)	(10.1)	0.6	(8.3)	(4.1)	1.3	26.4%	26.6%
Free Cash Flow growth	-55.1%	-99.7%	84.7%	106.4%	n.a.	49.8%	131.8%		
Recurrent Free Cash Flow - Yield (s/Mkt Cap)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0.9%		
Free Cash Flow Yield (s/Mkt Cap)	n.a.	n.a.	n.a.	0.5%	n.a.	n.a.	0.9%		
B) Analytical Review of Annual Recurrent Free Cash Flow									
Performance (Eur Mn)	2022	2023	2024	2025	2026e	2027e	2028e		
Recurrent FCF(FY - 1)	(11.9)	(26.9)	(46.0)	(25.7)	(14.8)	(8.3)	(4.1)		
EBITDA impact from revenue increase	12.2	12.8	4.5	3.2	3.2	4.3	4.3		
EBITDA impact from EBITDA/Sales variation	1.5	(1.0)	(0.5)	5.9	1.6	1.2	1.4		
= Recurrent EBITDA variation	13.7	11.8	4.0	9.1	4.8	5.5	5.7		
- Rentals (IFRS 16 impact) variation impact	(0.5)	(0.2)	(1.2)	0.0	(0.1)	(0.1)	(0.1)		
+/- Working capital variation impact	(5.1)	19.4	(19.3)	6.9	2.1	(0.6)	0.0		
= Recurrent Operating Cash Flow variation	8.1	31.0	(16.4)	15.9	6.8	4.8	5.6		
+/- CAPEX impact	(19.7)	(41.5)	41.6	(5.8)	0.9	0.5	0.9		
+/- Financial result variation	(5.1)	(5.9)	(4.0)	0.3	(0.8)	0.8	0.2		
+/- Tax impact	1.7	(2.7)	(0.9)	0.4	(0.3)	(1.9)	(1.2)		
= Recurrent Free Cash Flow variation	(15.0)	(19.2)	20.3	10.9	6.6	4.1	5.5		
Recurrent Free Cash Flow	(26.9)	(46.0)	(25.7)	(14.8)	(8.3)	(4.1)	1.3		
C) "FCF to the Firm" (pre debt service) (EUR Mn)									
	2022	2023	2024	2025	2026e	2027e	2028e	CAGR	
EBIT	16.9	22.4	24.5	28.5	33.3	37.5	42.2	19.0%	14.0%
* Theoretical Tax rate	0.0%	0.0%	0.0%	23.4%	20.0%	25.0%	25.0%		
= Taxes (pre- Net Financial Result)	-	-	-	(6.7)	(6.7)	(9.4)	(10.5)		
Recurrent EBITDA	50.1	62.0	66.0	75.0	79.8	85.3	91.1	14.4%	6.7%
- Rentals (IFRS 16 impact)	(6.5)	(6.7)	(7.9)	(7.9)	(8.0)	(8.1)	(8.3)		
+/- Working Capital increase	(10.9)	8.5	(10.8)	(3.9)	(1.8)	(2.4)	(2.4)		
= Recurrent Operating Cash Flow	32.7	63.7	47.3	63.2	70.0	74.8	80.4	24.6%	8.3%
- CAPEX	(50.8)	(92.4)	(50.7)	(56.5)	(55.6)	(55.1)	(54.2)		
- Taxes (pre- Financial Result)	-	-	-	(6.7)	(6.7)	(9.4)	(10.5)		
= Recurrent Free Cash Flow (To the Firm)	(18.1)	(28.6)	(3.4)	0.1	7.8	10.3	15.6	26.1%	n.a.
Rec. Free Cash Flow (To the Firm) growth	-101.5%	-58.1%	88.0%	101.8%	n.a.	32.5%	51.4%		
Rec. Free Cash Flow (To the Firm) / Revenues	n.a.	n.a.	n.a.	0.0%	2.3%	3.0%	4.2%		
- Restructuring expenses & others	-	-	15.6	15.5	-	-	-		
- Acquisitions / + Divestments	(6.2)	(19.9)	-	-	-	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow	-	-	-	-	-	-	-		
= Free Cash Flow "To the Firm"	(24.3)	(48.6)	12.2	15.6	7.8	10.3	15.6	38.2%	0.2%
Free Cash Flow (To the Firm) growth	-32.0%	-100.2%	125.1%	27.4%	-49.9%	32.5%	51.4%		
Rec. Free Cash Flow To the Firm Yield (o/EV)	n.a.	n.a.	n.a.	0.0%	1.8%	2.3%	3.5%		
Free Cash Flow "To the Firm" - Yield (o/EV)	n.a.	n.a.	2.7%	3.5%	1.8%	2.3%	3.5%		

Note: Free Cash Flow Yield (s/Market Cap) estimated adjusted for minority interests.

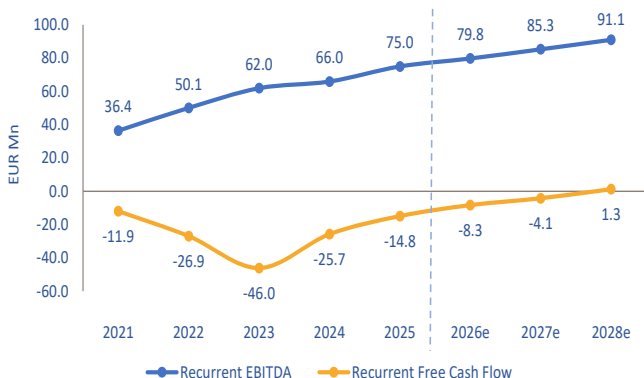
Recurrent Free Cash Flow accumulated variation analysis (2021 - 2025)



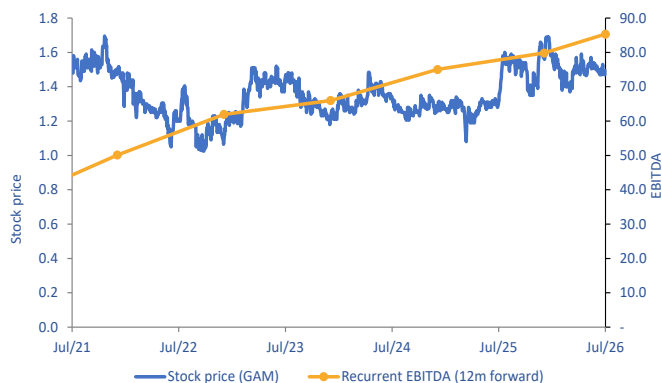
Recurrent Free Cash Flow accumulated variation analysis (2025 - 2028e)



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	141.4	
+ Minority Interests	1.3	6m Results 2026
+ Provisions & Other L/T Liabilities	36.2	6m Results 2026
+ Net financial debt	268.9	6m Results 2026
- Financial Investments	3.6	6m Results 2026
+/- Others		
Enterprise Value (EV)	444.1	

Appendix 4. Historical performance ⁽¹⁾

Historical performance (EUR Mn)	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026e	2027e	2028e	CAGR	
Total Revenues	107.0	105.3	117.2	132.2	143.1	134.1	169.1	225.7	283.6	304.0	318.8	332.2	350.2	368.0	11.5%	4.9%
Total Revenues growth	3.0%	-1.6%	11.4%	12.8%	8.2%	-6.3%	26.1%	33.5%	25.6%	7.2%	4.8%	4.2%	5.4%	5.1%		
EBITDA	7.9	14.2	23.3	24.3	32.8	29.8	35.7	50.1	62.0	66.0	75.0	79.8	85.3	91.1	25.2%	6.7%
EBITDA growth	65.6%	79.3%	63.6%	4.7%	34.5%	-8.9%	19.8%	40.3%	23.6%	6.5%	13.7%	6.4%	6.9%	6.7%		
EBITDA/Sales	7.4%	13.5%	19.8%	18.4%	22.9%	22.2%	21.1%	22.2%	21.9%	21.7%	23.5%	24.0%	24.4%	24.7%		
Net Profit	(5.8)	(11.1)	(7.7)	(4.0)	40.0	1.1	2.6	7.7	9.1	4.4	6.7	10.6	13.6	17.3	12.2%	37.0%
Net Profit growth	79.4%	-91.5%	30.5%	47.9%	n.a.	-97.1%	130.4%	190.8%	18.5%	-51.5%	53.2%	56.8%	29.1%	27.0%		
Adjusted number shares (Mn)	24.4	43.4	43.5	43.5	36.0	66.2	94.6	94.6	94.6	94.6	95.7	94.6	94.6	94.6		
EPS (EUR)	-0.24	-0.26	-0.18	-0.09	1.11	0.02	0.03	0.08	0.10	0.05	0.07	0.11	0.14	0.18	8.7%	37.5%
EPS growth	94.6%	-7.9%	30.7%	47.9%	n.a.	-98.4%	61.2%	n.a.	18.5%	-51.5%	51.4%	58.6%	29.1%	27.0%		
Ord. EPS (EUR)	-0.98	-0.13	-0.14	0.06	-0.01	0.04	0.03	0.07	0.07	0.03	0.07	0.11	0.14	0.18	7.6%	37.5%
Ord. EPS growth	74.9%	86.9%	-8.5%	n.a.	n.a.	n.a.	-13.6%	n.a.	1.6%	-60.9%	n.a.	58.6%	29.1%	27.0%		
CAPEX	(23.7)	(31.3)	(22.9)	(24.8)	(21.8)	(22.4)	(31.1)	(50.8)	(92.4)	(50.7)	(56.5)	(55.6)	(55.1)	(54.2)		
CAPEX/Sales %	22.2%	29.7%	19.5%	18.8%	15.2%	16.7%	18.4%	22.5%	32.6%	16.7%	17.7%	16.7%	15.7%	14.7%		
Free Cash Flow	18.4	(7.8)	3.4	2.9	51.0	(10.1)	(21.3)	(33.0)	(66.0)	(10.1)	0.6	(8.3)	(4.1)	1.3	-28.4%	26.6%
ND/EBITDA (x) ⁽²⁾	21.5x	12.8x	7.7x	7.7x	3.7x	3.6x	4.1x	3.6x	4.0x	3.9x	3.4x	3.3x	3.1x	2.9x		
P/E (x)	n.a.	n.a.	n.a.	n.a.	n.a.	66.1x	53.8x	13.2x	12.3x	27.1x	22.6x	13.4x	10.4x	8.2x		
EV/Sales (x)	2.36x	2.64x	1.99x	1.74x	1.57x	1.66x	1.82x	1.34x	1.39x	1.37x	1.39x	1.34x	1.27x	1.21x		
EV/EBITDA (x) ⁽²⁾	31.9x	19.5x	10.1x	9.5x	6.9x	7.5x	8.6x	6.0x	6.3x	6.3x	5.9x	5.6x	5.2x	4.9x		
Absolute performance	n.a.	16.7%	-41.1%	-22.4%	56.3%	-25.5%	31.1%	-28.8%	10.8%	6.8%	26.2%	-6.0%				
Relative performance vs Ibx 35	n.a.	19.1%	-45.1%	-8.8%	39.8%	-11.9%	21.5%	-24.6%	-9.7%	-7.0%	-15.5%	-17.6%				

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 Refinitiv.

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

Appendix 5. Main peers 2026e

	EUR Mn	Europe				USA	
		Sunbelt Rentals	VP	Speedy Hire	Average	United Rentals	GAM
Market data	Ticker (Factset)	SUNB.K	VP.L	SDY.L		URI	GAMQ.MC
	Country	USA	UK	UK		USA	Spain
	Market cap	25,772.8	223.5	102.8		57,703.1	141.4
	Enterprise value (EV)	32,474.5	473.4	422.9		69,950.8	444.1
Basic financial information	Total Revenues	10,287.8	415.8	538.9		15,361.3	332.2
	Total Revenues growth	6.3%	-0.6%	10.9%	5.5%	10.0%	4.2%
	2y CAGR (2026e - 2028e)	6.7%	3.1%	6.4%	5.4%	9.0%	5.3%
	EBITDA	4,292.3	125.1	132.1		6,956.9	79.8
	EBITDA growth	9.1%	18.5%	37.4%	21.7%	24.1%	6.4%
	2y CAGR (2026e - 2028e)	8.3%	4.7%	9.8%	7.6%	9.1%	6.8%
	EBITDA/Revenues	41.7%	30.1%	24.5%	32.1%	45.3%	24.0%
	EBIT	2,251.3	48.0	40.5		3,929.3	33.3
	EBIT growth	16.6%	72.4%	497.6%	195.6%	35.1%	16.8%
	2y CAGR (2026e - 2028e)	9.6%	6.1%	24.1%	13.3%	11.9%	12.6%
	EBIT/Revenues	21.9%	11.5%	7.5%	13.6%	25.6%	10.0%
	Net Profit	1,387.7	27.9	10.6		2,640.8	10.6
	Net Profit growth	20.7%	539.1%	134.2%	231.4%	22.1%	56.8%
	2y CAGR (2026e - 2028e)	15.2%	6.7%	59.3%	27.1%	12.5%	28.0%
	CAPEX/Sales %	22.7%	17.2%	7.7%	15.9%	24.5%	16.7%
Multiples and Ratios	Free Cash Flow	1,482.8	29.8	19.3		1,761.8	(8.3)
	Net financial debt	7,182.3	60.5	95.5		12,330.6	263.2
	ND/EBITDA (x)	1.7	0.5	0.7	1.0	1.8	3.3
	Pay-out	31.1%	65.4%	53.7%	50.1%	16.6%	0.0%
	P/E (x)	18.1	8.0	6.6	10.9	21.9	13.4
	P/BV (x)	3.6	1.5	0.7	1.9	6.8	1.2
	EV/Revenues (x)	3.2	1.1	0.8	1.7	4.6	1.3
	EV/EBITDA (x)	7.6	3.8	3.2	4.9	10.1	5.6
	EV/EBIT (x)	14.4	9.9	10.4	11.6	17.8	13.3
	ROE	21.7	n.a.	n.a.	21.7	33.4	9.1
	FCF Yield (%)	5.8	13.3	18.8	12.6	3.1	n.a.
	DPS	1.03	0.46	0.01	0.50	6.82	0.00
	Dvd Yield	1.6%	0.1%	0.1%	0.6%	0.7%	0.0%

Note 1: Financial data, multiples and ratios based on market consensus (Refinitiv). 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-2026	n.a.	1.50	n.a.	n.a.	6m Results 2026	Pablo Victoria Rivera, CESGA
26-May-2026	n.a.	1.46	n.a.	n.a.	Small & Micro Caps (Spain)	Alfredo Echevarría Otegui
27-Feb-2026	n.a.	1.50	n.a.	n.a.	12m Results 2025	Pablo Victoria Rivera, CESGA
26-Nov-2025	n.a.	1.48	n.a.	n.a.	9m Results 2025	Pablo Victoria Rivera, CESGA
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.	1.30	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

