# Libertas 7

EQUITY - SPAIN Sector: Real Estate

## 6m Results 2021

Opinion <sup>(1)</sup>: In line Impact <sup>(1)</sup>: We will maintain our estimates

Libertas 7 (LIB), is a family group with headquarters in Valencia (Spain) structured around three areas: (i) property development and management, (ii) tourism management, with the leasing of 76 apartments and the management of a hotel, and (iii) financial investment, via the management of its own assets through investment in stocks and private equity. It is managed and controlled by the founding family (c. 70% of capital).

#### **Market Data**

Market Cap (Mn EUR and USD)	49.5	58.8	
EV (Mn EUR and USD) <sup>(2)</sup>	40.8	48.4	
Shares Outstanding (Mn)	21.9		
-12m (Max/Med/Mín EUR)	6.99 / 2.12	2 / 0.86	
Daily Avg volume (-12m Mn EUR)	n.m.		
Rotation <sup>(3)</sup>	0.0		
Factset / Bloomberg	LIB-ES / LIE	3 SM	
Close fiscal year	31-Dec		

#### **Shareholders Structure (%)**

Noguera Family and others	80.0	
Treasury stock	4.5	
Free Float	15.5	

Financials (Mn EUR)	2020	2021e	2022e	2023e
Adj. nº shares (Mn)	21.1	21.9	21.9	21.9
Total Revenues	3.9	18.4	16.5	13.1
Rec. EBITDA (4)	-0.7	1.8	2.0	1.9
% growth	-83.0	358.3	9.8	-3.6
% Rec. EBITDA/Rev.	n.a.	9.8	12.0	14.5
% Inc. EBITDA sector <sup>(5)</sup>	-0.6	5.1	8.0	6.4
Net Profit	-3.6	2.3	1.0	0.9
EPS (EUR)	-0.17	0.10	0.04	0.04
% growth	-440.8	161.0	-58.0	-9.0
Ord. EPS (EUR)	-0.17	0.04	0.04	0.04
% growth	-431.7	121.8	20.9	-9.0
Rec. Free Cash Flow <sup>(6)</sup>	-5.4	3.9	0.0	-4.5
Pay-out (%)	0.0	0.0	0.0	0.0
DPS (EUR)	0.00	0.00	0.00	0.00
Net financial debt	34.1	30.2	30.2	34.7
ND/Rec. EBITDA (x)	n.a.	16.8	15.3	18.2
ROE (%)	n.a.	2.6	1.1	1.0
ROCE (%) <sup>(6)</sup>	n.a.	1.4	1.6	1.5

#### Ratios & Multiples (x)<sup>(7)</sup>

P/E	n.a.	21.7	51.7	56.8	
Ord. P/E	n.a.	62.5	51.7	56.8	
P/BV	0.6	0.5	0.5	0.5	
Dividend Yield (%)	0.0	0.0	0.0	0.0	
EV/Sales	10.41	2.21	2.48	3.10	
EV/Rec. EBITDA	n.a.	22.7	20.7	21.4	
EV/EBIT	n.a.	25.6	23.0	24.0	
FCF Yield (%) <sup>(6)</sup>	n.a.	7.9	n.a.	n.a.	

(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.

Rotation is the % of the capitalisation traded - 12m.

(4) Financial projections include IFRS 16 adjustments. FY 19 EBITDA is c. EUR 0.2Mn higher due to IFRS 16.

(5) Sector: Stoxx Europe 600 Real State.

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

(7) 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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# 1H21: headwinds. The step-up in size has materialised

AUTHENTIC STEP-UP IN SIZE IN REVENUES (EUR 12.3Mn VS EUR 1.4Mn 1H20)... mainly due to the execution of title deeds on 61 properties (of the 72 expected for the year as a whole) of the Residencial Cresol and Edificio Alberola developments (EUR 11.1Mn). However, the prolonged impact of Covid-19 in 1H21 has delayed the expected normalisation of the tourism area (with activity still weak; EUR 0.2Mn, still -72% vs 1H19).

...ALLOWING A RETURN TO POSITIVE LEVELS OF REC. EBITDA. The step-up in size in revenues plus a cost structure that offers high operating leverage translates to Rec. EBITDA of EUR 0.7Mn (EBITDA margin 5.3%).

AND REDUCING NET DEBT TO EUR 25.0Mn (-26.8% VS 2020; ND/EQUITY 0.26X). Essentially as a result of the title deeds executed (reducing the value of inventories by EUR 8.4Mn) and the greater liquidity generated by the investment portfolio (net sales: EUR 1.9Mn).

ALL THIS ACCOMPANIED BY AN INCREASE IN THE VALUE OF ITS ASSETS... On the one hand, the market value of the investment portfolio was EUR 49.3Mn (+12.7% YTD), with an equities portfolio (68% of the total) that generated a yield of 16.5% YTD (vs 13.5% for the Stoxx600 and 9.2% for the Ibex 35). And on the other, an increase in the value of the property assets of EUR 0.8Mn. At the 1H21 close, net equity was EUR 97Mn (+11.5% vs 2020; 0.5x P/BV vs c. 1x for the sector that intuitively points to a potential reserve of value).

...AND BY VERY GOOD NEWS. On the extraordinary side of the business, on Friday, July 30 LIB and its CEO were acquitted in the Banco de Valencia lawsuit in relation with Banco de Valencia's financing of LIB.

THAT CONFIRMS THE EXPECTED CHANGE IN THE COMPANY AND THE START OF A NEW GROWTH PHASE. For several reasons: (i) the mere expansion of the development business (access to land at attractive prices levering on its specialisation in the Valencia region), (ii) the cyclical exposure of the tourism business (that should exceed pre Covid-19 levels from 2023e) and (iii) income from the management and rotation of the investment portfolio.

#### Relative performance (Base 100)







# **1H21 Results**

## Table 1. 1H21 Results

	6m21		6m21 Real		2021e vs
EUR Mn	Real	6m20	vs 6m20	<b>2021</b> e	2020
	10.0				<b>2</b> 52 22/
Total Revenues	12.3	1.4	n.a.	18.4	369.9%
Property	11.3	0.7	n.a.	16.0	n.a.
Tourism	0.2	0.2	5.8%	0.9	n.a.
Investments	0.8	0.5	49.0%	1.5	n.a.
Recurrent EBITDA	0.7	-0.5	233.7%	1.8	358.3%
Rec. EBITDA/Revenues	5.3%	-34.2%	39.5 p.p.	9.8%	27.5 p.p.
EBITDA	0.7	-0.5	233.7%	1.8	<b>268.7</b> %
EBITDA/Revenues	5.3%	-34.2%	39.5 p.p.	9.8%	36.9 p.p.
EBIT	0.5	-0.6	<b>180.5%</b>	1.6	<b>226.1</b> %
PBT	1.7	-1.4	218.0%	2.9	1 <b>73.7</b> %
NP	1.3	-1.2	209.6%	2.3	<b>163.3</b> %
Ordinary NP <sup>1</sup>	-0.1	-1.3	88.3%	0.8	122.7%
Net Debt	25.0	34.1	-26.8%	30.2	-12%
Book value	97.9	87.9	11.5%	50.2	12/0
Investment Portfolio <sup>2</sup>	49.5	45.5	8.8%		
Pre-sales (Property)	10.8	16.8	-35.7%		
Product for sale	5.8	9.9	-41.2%		
Land bank (m2t)	11,354	11,354	0.0%		

Note 1: Ordinary Net profit adjusted to strip out the extraordinary impact of: (i) the adjustment made to record the Adolfo Domínguez (ADZ) shareholding at market value now it is no longer an associate (EUR 0.8Mn) and (ii) the restatement of the property investments (EUR 0.9Mn). Total impact in 1H21 EUR 1.8Mn.

Note 2: Investment portfolio at market value.

## Table 2. Net assets by business

	Pro	Property		risim	Invest	tments	Consolidated	
Balance Sheet (EUR Mn)	1H21	2020	1H21	2020	1H21	2020	1H21	2020
Assets	49.2	54.2	22.6	22.8	33.4	32.4	105.2	109.4
Goodwill	-	-	-	-	0.6	0.6	0.6	0.6
investments in associates	-		-	-	3.0	6.9	3.0	6.9
Financial Investments	-	-	-	-	47.8	36.2	47.8	36.2
Assets	49.2	54.2	22.6	22.8	84.7	76.0	156.6	153.1
Liabilities	7.7	8.6	5.1	5.2	6.7	7.2	19.6	21.0
Bank debt	16.9	21.9	2.5	2.5	19.7	19.7	39.1	44.1
Liabilities	24.5	30.5	7.6	7.7	26.5	26.9	58.6	65.1
Equity	24.6	23.7	15.0	15.1	58.3	49.2	97.9	88.0

Note on the equity: In the light of these results and of the most recent events, we would underscore:

- 1) LIB has materialised the expected step-up in size and this should mark the start of a new growth phase for the company.
- 2) Equity (crucial for a company like LIB). Based on data at the 1H21 close, the combined net asset value of the investment (EUR 58.3Mn) and tourism (EUR 15.0Mn) areas was EUR 73.3Mn (+14% vs 2020); an amount that exceeds the market cap. at the date of this report by c. 48% (EUR 49.5Mn). Intuitively this would appear to be a potential reserve of value as the market is not assigning an apparent value to the property business (net assets of EUR 24.6Mn at the 1H21 close and with potential for long-term growth).



# **Valuation inputs**

# Inputs for the DCF Valuation Approach

	2021e	2022e	<b>2023</b> e	Terminal Value <sup>(1)</sup>		
Free Cash Flow "To the Firm"	4.9	0.5	(3.9)	n.a.		
Market Cap	49.5	At the date of this	report			
Net financial debt	25.0	Debt net of Cash (	6m Results 2021)			
					Best Case	Worst Case
Cost of Debt	1.6%	Net debt cost		1.4%	1.9%	
Tax rate (T)	20.0%	T (Normalised tax	rate)	=	=	
Net debt cost	1.3%	Kd = Cost of Net D	ebt * (1-T)		1.1%	1.5%
Risk free rate (rf)	0.3%	Rf (10y Spanish bo	ond yield)		=	=
Equity risk premium	9.0%	R (own estimate)			8.5%	9.5%
Beta (B)	1.2	B (own estimate)			1.1	1.3
Cost of Equity	11.1%	Ke = Rf + (R * B)			9.6%	12.6%
Equity / (Equity + Net Debt)	66.5%	E (Market Cap as e	equity value)		=	=
Net Debt / (Equity + Net Debt)	33.5%	D	,		=	=
WACC	7.8%	WACC = Kd * D + H	Ke * E		6.8%	8.9%
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

	Ticker			EPS	EV/EBITDA	EBITDA	EV/Sales	Revenues	EBITDA/Sales	FCF Yield	FCF
Company	Factset	Mkt. Cap	P/E 21e	21e-23e	21e	21e-23e	21e	21e-23e	<b>21</b> e	21e	21e-23e
Metrovacesa	MVC-ES	1,060.1	58.8	57.5%	28.3	35.3%	2.6	19.8%	9.3%	5.6%	83.1%
Aedas Homes	AEDAS-ES	1,133.6	9.1	-2.2%	7.8	-3.7%	1.5	-0.3%	19.6%	7.5%	89.8%
Neinor Homes	HOME-ES	923.7	9.7	0.9%	7.1	1.3%	1.3	-0.7%	17.6%	n.a.	46.6%
Insur	ISUR-ES	134.2	13.6	16.0%	14.3	6.1%	2.8	-2.9%	19.7%	5.2%	0.0%
Real estate			22.8	18.1%	14.4	9.7%	2.1	4.0%	16.5%	6.1%	54.9%
Playa Hotels & Resorts	PLYA-US	950.4	n.a.	48.5%	n.a.	n.a.	5.1	31.0%	8.5%	0.5%	n.a.
PPHE Hotel Group	PPH-GB	773.1	n.a.	57.8%	n.a.	n.a.	8.4	37.2%	14.7%	n.a.	54.9%
Pierre et Vacances	VAC-FR	97.3	n.a.	-25.2%	n.a.	67.0%	3.4	24.0%	n.a.	n.a.	42.6%
Tourism			n.a.	27.0%	n.a.	67.0%	5.6	30.7%	11.6%	0.5%	48.8%
LIB	LIB-ES	49.5	21.7	-38.2%	22.7	2.9%	2.2	-15.5%	9.8%	7.9%	-77.1%

# Free Cash Flow sensitivity analysis (2022e)

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

Scenario	EBITDA/Sales 22e	EBITDA 22e	EV/EBITDA 22e
Max	13.2%	2.2	18.8x
Central	12.0%	2.0	20.7x
Min	10.8%	1.8	23.0x



# Appendix 1. Financial Projections<sup>(1)</sup>

Balance Sheet (EUR Mn)	2016	2017	2018	2019	2020	<b>2021</b> e	2022e	2023e		
Intangible assets	0.1	0.1	0.1	2.0	2.2	2.2	2.2	2.2	-	
Fixed assets	26.0	34.1	36.3	38.6	38.0	39.3	39.6	39.8		
Other Non Current Assets	34.8	34.4	35.4	35.3	36.8	36.8	36.8	36.8		
Financial Investments	65.2	60.8	52.5	53.6	43.3	44.3	44.4	44.5		
Goodwill & Other Intangilbles	5.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6		
Current assets	12.8	13.6	15.4	16.7	22.0	17.1	18.4	23.1		
Total assets	144.4	143.5	140.2	146.7	143.0	140.2	141.9	146.9		
Equity	95.7	96.4	91.9	96.1	87.9	90.1	91.1	92.0		
Minority Interests	-	-	-	-	-	-	-	-		
•								13.4		
Provisions & Other L/T Liabilities	9.3	11.0	11.7	13.4	13.4	13.4	13.4			
Other Non Current Liabilities	-	-	-	2.1	2.2	2.2	2.2	2.2		
Net financial debt	37.8	35.1	34.5	31.3	34.1	30.2	30.2	34.7		
Current Liabilities	1.7	1.1	2.1	3.8	5.4	4.3	5.0	4.7		
Equity & Total Liabilities	144.4	143.5	140.2	146.7	143.0	140.2	141.9	146.9		
									<b>C</b> A	GR
	2010	2017	2010	2010	2020	2021 -	2022-	2022-	-	
P&L (EUR Mn)	2016	2017	2018	2019	2020	2021e	2022e	2023e	16-20	20-23e
Total Revenues	9.1	7.9	5.0	5.6	3.9	18.4	16.5	13.1	- <b>19.0%</b>	<b>49.7%</b>
Total Revenues growth	11.2%	-13.1%	-37.1%	11.4%	-29.4%	369.9%	-10.6%	-20.2%		
COGS	(1.9)	(0.8)	(1.1)	(1.4)	(1.4)	(12.6)	(10.3)	(7.0)		
Gross Margin	7.3	7.2	3.9	4.2	2.5	5.9	6.1	6.1	- <b>23.1%</b>	<b>34.1%</b>
Gross Margin/Revenues	79.5%	90.3%	77.4%	75.4%	64.7%	31.8%	37.2%	46.5%		
Personnel Expenses	(1.5)	(1.5)	(1.7)	(2.2)	(1.7)	(1.9)	(2.0)	(2.0)		
Other Operating Expenses	(0.7)	(1.6)	(2.3)	(2.4)	(1.5)	(2.1)	(2.2)	(2.2)		
Recurrent EBITDA	5.1	4.0	(0.2)	(0.4)	(0.7)	1.8	2.0	1.9	-20.9%	67.9%
Recurrent EBITDA growth	76.3%	-20.3%	-104.1%	-128.5%	-83.0%	358.3%	9.8%	-3.6%	20.370	071070
Rec. EBITDA/Revenues	55.6%	-20.3% 51.0%	-104.170 n.a.	-120.5% n.a.	-85.070 n.a.	9.8%	12.0%	-5.0% 14.5%		
-						9.0%	-	- 14.5%		
Restructuring Expense & Other non-rec.	(0.5)	(0.7)	0.2	0.0	(0.4)				22.24	EE 00/
EBITDA	4.6	3.3	(0.0)	(0.4)	(1.1)	1.8	2.0	1.9	-22.2%	<b>55.9%</b>
Depreciation & Provisions	2.5	0.5	(0.0)	0.1	(0.0)	(0.0)	(0.0)	(0.0)		
Capitalized Expense	-	-	-	-	-	-	-	-		
Rentals (IFRS 16 impact)	-	-	-	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)		
EBIT	7.1	3.8	(0.0)	(0.5)	(1.3)	1.6	1.8	1.7	- <b>21.5%</b>	<b>49.5%</b>
EBIT growth	n.a.	-46.3%	-100.4%	n.a.	-163.9%	226.1%	11.0%	-4.0%		
EBIT/Revenues	77.2%	47.7%	n.a.	n.a.	n.a.	8.7%	10.8%	12.9%		
Impact of Goodwill & Others	-	-	3.3	2.5	(0.1)	-	-	-		
Net Financial Result	(2.1)	(0.7)	(0.6)	(0.6)	(0.9)	(0.7)	(0.6)	(0.7)		
Income by the Equity Method	(0.7)	(1.6)	(1.7)	0.1	(1.7)	0.1	0.1	0.1		
Ordinary Profit	4.3	1.5	1.0	1.5	(3.9)	1.0	1.2	1.1	- <b>30.</b> 6%	31.7%
Ordinary Profit Growth	142.7%	-65.8%	-31.3%	48.7%	-360.3%	125.6%	20.9%	-9.0%	-30.070	31.770
Extraordinary Results	-	-05.870	-51.570	-	-300.370		- 20.970			
						1.9		-	20 69/	24 70/
Profit Before Tax	4.3	1.5	1.0	1.5	(3.9)	2.9	1.2	1.1	-30.6%	31.7%
Tax Expense	(3.3)	(1.0)	(0.9)	(0.4)	0.3	(0.6)	(0.2)	(0.2)		
Effective Tax Rate	78.3%	65.7%	86.2%	28.8%	n.a.	20.0%	20.0%	20.0%		
Minority Interests	-	-	-	-	-	-	-	-		
Discontinued Activities	-	-	-	-	-	-	-	-		
Net Profit	0.9	0.5	0.1	1.1	(3.6)	2.3	1.0	0.9	- <b>55.9%</b>	<b>30.9%</b>
Net Profit growth	-20.7%	-46.0%	-72.5%	669.2%	-440.8%	163.3%	-58.0%	-9.0%		
Ordinary Net Profit	3.3	1.5	0.6	1.1	(3.5)	0.8	1.0	0.9	-32.2%	<b>31.0%</b>
Ordinary Net Profit growth	292.5%	-54.2%	-61.3%	79.4%	-431.8%	122.7%	20.9%	-9.0%		
									CA	GR
Cash Flow (EUR Mn)	2016	2017	2018	2019	2020	2021e	2022e	2023e	<b>16-20</b>	20-23e
Recurrent EBITDA						1.8	2.0	1.9	- <b>20.9%</b>	<b>67.9%</b>
Rentals (IFRS 16 impact)						(0.2)	(0.2)	(0.2)		
Working Capital Increase						3.8	(0.6)	(5.0)		
Recurrent Operating Cash Flow						5.5	1.2	-3.3	-27.0%	<b>10.6%</b>
CAPEX						(0.3)	(0.3)	(0.3)		
Net Financial Result affecting the Cash Flow						(0.3)	(0.5)	(0.3)		
-						. ,		• •		
Tax Expense						(0.6)	(0.2)	(0.2)	A7 50/	C 401
Recurrent Free Cash Flow						3.9	(0.0)	(4.5)	-47.5%	6.1%
Restructuring Expense & Other non-rec.						-	-	-		
- Acquisitions / + Divestures of assets						-	-	-		
Extraordinary Inc./Exp. Affecting Cash Flow						-	-	-		
Free Cash Flow						3.9	(0.0)	(4.5)	-37.7%	-4.4%
Capital Increase						-	-	-		
Dividends						-	-	-		
Net Debt Variation						(3.9)	0.0	4.5		
Note 1: Financial projections include IFRS 16 adjustr	nents. FY 19 FF	BITDA is c. EUF	R 0.2Mn highei	due to IFRS 1	L6.					

Note 1: Financial projections include IFRS 16 adjustments. FY 19 EBITDA is c. EUR 0.2Mn higher due to IFRS 16.

The final two pages of this report contain very important legal information regarding its contents.



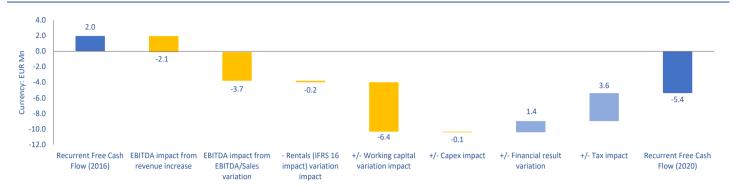
								СА	GR
A) Cash Flow Analysis (EUR Mn)	2017	2018	2019	2020	2021e	2022e	2023e	17-20	20-23e
Recurrent EBITDA	4.0	(0.2)	(0.4)	(0.7)	1.8	2.0	1.9	- <b>29.5%</b>	<b>67.9%</b>
Recurrent EBITDA growth	-20.3%	-104.1%	-128.5%	-83.0%	358.3%	9.8%	-3.6%		
Rec. EBITDA/Revenues	51.0%	n.a.	n.a.	n.a.	9.8%	12.0%	14.5%		
- Rentals (IFRS 16 impact)	-	-	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)		
+/- Working Capital increase	(1.4)	(0.7)	0.5	(3.7)	3.8	(0.6)	(5.0)		
= Recurrent Operating Cash Flow	2.6	(0.9)	(0.1)	(4.6)	5.5	1.2	(3.3)	-55.6%	10.6%
Rec. Operating Cash Flow growth	-66.0%	-134.6%	88.5%	n.a.	218.1%	-78.6%	-382.0%		
Rec. Operating Cash Flow / Sales	33.0%	n.a.	n.a.	n.a.	29.7%	7.1%	n.a.		
- CAPEX	(0.2)	(0.2)	(0.1)	(0.3)	(0.3)	(0.3)	(0.3)		
<ul> <li>Net Financial Result affecting Cash Flow</li> </ul>	(0.7)	(0.7)	(0.7)	(0.7)	(0.7)	(0.6)	(0.7)		
- Taxes	(1.0)	(0.9)	(0.4)	0.3	(0.6)	(0.2)	(0.2)		6.494
= Recurrent Free Cash Flow	0.8	(2.7)	(1.3)	(5.4)	3.9	(0.0)	(4.5)	n.a.	6.1%
Rec. Free Cash Flow growth	-61.6%	-452.6%	52.5%	-324.7%	173.0%	-101.2%	n.a.		
Rec. Free Cash Flow / Revenues	9.6%	n.a.	n.a.	n.a.	21.4%	n.a.	n.a. -		
- Restructuring expenses & others	0.7	(0.2)	(0.0)	0.4	-				
- Acquisitions / + Divestments	-	3.5 -	3.6	1.1	-	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow					2.0		-	67.0%	A A0/
= Free Cash Flow Free Cash Flow growth	1.5	<b>0.6</b>	2.3	(3.9)	<b>3.9</b>	(0.0)	(4.5)	- <b>67.0%</b>	-4.4%
Free Cush Flow growth	-39.9%	-57.9%	279.0%	-267.0%	200.3%	-101.2%	n.a.		
Recurrent Free Cash Flow - Yield (s/Mkt Cap)	1.5%	n.a.	n.a.	n.a.	7.9%	n.a.	n.a.		
Free Cash Flow Yield (s/Mkt Cap)	3.0%	1.3%	4.7%	n.a.	7.9%	n.a.	n.a.		
	5.670	1.370	1.770	ma.	7.570	n.a.			
B) Analytical Review of Annual Recurrent Free Cash									
Flow Performance (Eur Mn)	2017	2018	2019	2020	<b>2021</b> e	2022e	2023e		
Recurrent FCF(FY - 1)	2.0	0.8	(2.7)	(1.3)	(5.4)	3.9	(0.0)		
EBITDA impact from revenue increase	(0.7)	(1.5)	(0.0)	0.1	(2.6)	(0.2)	(0.4)		
EBITDA impact from EBITDA/Sales variation	(0.4)	(2.7)	(0.2)	(0.4)	5.1	0.4	0.3		
= Recurrent EBITDA variation	(1.0)	(4.2)	(0.2)	(0.3)	2.5	0.2	(0.1)		
<ul> <li>Rentals (IFRS 16 impact) variation impact</li> </ul>	-	-	(0.2)	-	-	-	-		
+/- Working capital variation impact	(4.1)	0.7	1.2	(4.2)	7.6	(4.5)	(4.4)		
= Recurrent Operating Cash Flow variation	(5.1)	(3.5)	0.8	(4.5)	10.1	(4.3)	(4.5)		
+/- CAPEX impact	0.0	(0.0)	0.2	(0.3)	0.1	(0.1)	0.1		
+/- Financial result variation	1.4	0.0	(0.0)	(0.0)	0.0	0.0	(0.0)		
+/- Tax impact	2.4	0.1	0.4	0.7	(0.8)	0.3	0.0		
= Recurrent Free Cash Flow variation	(1.2)	(3.4)	1.4	(4.1)	9.3	(4.0)	(4.4)		
		(	6 - A						
Recurrent Free Cash Flow	0.8	(2.7)	(1.3)	(5.4)	3.9	(0.0)	(4.5)		
								СА	GR
C) "FCF to the Firm" (pre debt service) (EUR Mn)	2017	2018	2019	2020	<b>2021</b> e	2022e	2023e	17-20	20-23e
EBIT	3.8	(0.0)	(0.5)	(1.3)	1.6	1.8	1.7	-32.7%	49.5%
* Theoretical Tax rate	30.0%	0.0%	0.0%	0.0%	20.0%	20.0%	20.0%		
= Taxes (pre- Net Financial Result)	(1.1)	-	-	-	(0.3)	(0.4)	(0.3)		
			(a)						
Recurrent EBITDA	4.0	(0.2)	(0.4)	(0.7)	1.8	2.0	1.9	-29.5%	<b>67.9%</b>
- Rentals (IFRS 16 impact)	-	-	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)		
+/- Working Capital increase	(1.4)	(0.7)	0.5	(3.7)	3.8	(0.6)	(5.0)		
= Recurrent Operating Cash Flow	2.6	(0.9)	(0.1)	(4.6)	5.5	1.2	(3.3)	-55.6%	<b>10.6%</b>
- CAPEX	(0.2)	(0.2)	(0.1)	(0.3)	(0.3)	(0.3)	(0.3)		
- Taxes (pre- Financial Result)	(1.1)	-	(0.2)		(0.3)	(0.4)	(0.3)	04 404	7 70/
= Recurrent Free Cash Flow (To the Firm)	1.3	(1.1)	(0.2)	(5.0)	4.9	0.5	(3.9)	-81.1%	7.7%
Rec. Free Cash Flow (To the Firm) growth	-76.3%	-191.0%	84.8%	n.a.	198.0%	-90.0%	-902.5%		
Rec. Free Cash Flow (To the Firm) / Revenues	15.9%	n.a.	n.a.	n.a.	26.4%	3.0%	n.a.		
- Acquisitions / + Divestments	-	3.5	3.6	1.1	-	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow	-	-	-	(2.0)	-	-	(2.0)	71 00/	0.20/
= Free Cash Flow "To the Firm"	<b>1.3</b>	<b>2.3</b>	<b>3.4</b>	(3.9)	<b>4.9</b>	0.5	(3.9)	-71.8%	-0.3%
Free Cash Flow (To the Firm) growth	-76.3%	83.0%	49.5%	-212.3%	225.7%	-90.0%	-902.5%		
Rec. Free Cash Flow To the Firm Yield (o/EV)	3.1%	n.a.	n.a.	n.a.	11.9%	1.2%	n.a.		
Free Cash Flow "To the Firm" - Yield (o/EV)	3.1%	5.7%	8.4%	n.a.	11.9%	1.2%	n.a.		

Note 1: Financial projections include IFRS 16 adjustments. FY 19 EBITDA is c. EUR 0.2Mn higher due to IFRS 16.

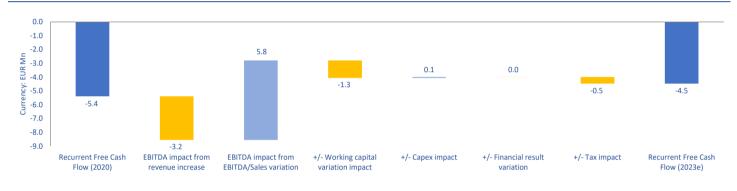
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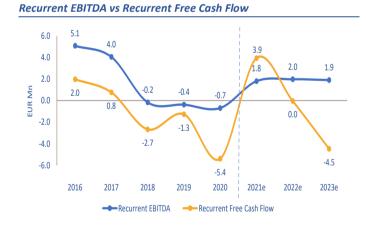


# Recurrent Free Cash Flow accumulated variation analysis (2016 - 2020)



## Recurrent Free Cash Flow accumulated variation analysis (2020 - 2023e)









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

	EUR Mn	Source
Market Cap	49.5	
+ Minority Interests	-	6m Results 2021
+ Provisions & Other L/T Liabilities	-	6m Results 2021
+ Net financial debt	25.0	6m Results 2021
- Financial Investments	4.5	6m Results 2021
+/- Others <sup>(1)</sup>	(29.2)	6m Results 2021
Enterprise Value (EV)	40.8	

(1) Related to: (i) deferred tax assets and liabilities amounting to EUR 36.4Mn and EUR 13.3Mn, respectively (the net amounts to EUR 23.1Mn) and (ii) the market value of treasury stock (EUR 2,2Mn)



# Appendix 4. Historical performance (1)(2)

Historical performance															CA	GR
(EUR Mn)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021e	2022e	2023e	10-20	20-236
Total Revenues	20.8	16.2	48.5	12.5	17.0	8.2	9.1	7.9	5.0	5.6	3.9	18.4	16.5	13.1	-15.3%	49.7%
Total Revenues growth	36.8%	-21.8%	199.1%	-74.2%	36.3%	-51.9%	11.2%	-13.1%	-37.1%	11.4%	-29.4%	369.9%	-10.6%	-20.2%		
EBITDA	2.4	0.8	(31.6)	(5.7)	9.6	3.4	4.6	3.3	(0.0)	(0.4)	(1.1)	1.8	2.0	1.9	-9.3%	<b>55.9%</b>
EBITDA growth	779.9%	-68.0%	n.a.	82.1%	268.9%	-64.2%	34.2%	-27.6%	-100.2%	n.a.	-182.9%	268.7%	9.8%	-3.6%		
EBITDA/Sales	11.8%	4.8%	n.a.	n.a.	56.1%	41.8%	50.4%	42.0%	n.a.	n.a.	n.a.	9.8%	12.0%	14.5%		
Net Profit	0.2	(77.8)	(29.5)	(48.5)	0.7	1.2	0.9	0.5	0.1	1.1	(3.6)	2.3	1.0	0.9	-35.3%	<b>30.9%</b>
Net Profit growth	-97.4%	n.a.	62.1%	-64.1%	101.4%	68.2%	-20.7%	-46.0%	-72.5%	669.2%	-440.8%	163.3%	-58.0%	-9.0%		
Adjusted number shares (Mn)	20.9	20.9	20.9	20.9	21.1	21.1	21.1	21.1	21.1	21.1	21.1	21.9	21.9	21.9		
EPS (EUR)	0.01	-3.73	-1.41	-2.32	0.03	0.06	0.04	0.02	0.01	0.05	-0.17	0.10	0.04	0.04	-35.1%	30.7%
EPS growth	-97.4%	n.a.	62.0%	-64.2%	n.a.	68.3%	-20.7%	-46.0%	-72.5%	n.a.	n.a.	n.a.	-58.0%	-9.0%		
Ord. EPS (EUR)	0.01	-3.73	-1.41	-2.33	0.03	0.04	0.16	0.07	0.03	0.05	-0.17	0.04	0.04	0.04	-34.8%	30.8%
Ord. EPS growth	-97.4%	n.a.	62.0%	-64.7%	n.a.	19.0%	n.a.	-54.2%	-61.4%	79.3%	n.a.	n.a.	20.9%	-9.0%		
CAPEX	0.0	0.0	0.1	0.0	0.0	(0.1)	(0.3)	(0.2)	(0.2)	(0.1)	(0.3)	(0.3)	(0.3)	(0.3)		
CAPEX/Sales %)	n.a.	n.a.	n.a.	n.a.	n.a.	1.8%	2.9%	2.8%	4.8%	1.3%	8.7%	1.5%	2.0%	2.0%		
Free Cash Flow	(5.3)	(11.4)	47.0	10.3	17.8	3.9	2.5	1.5	0.6	2.3	(3.9)	3.9	(0.0)	(4.5)	2.9%	-4.4%
ND/EBITDA (x) (3)	n.a.	n.a.	n.a.	n.a.	4.8x	11.9x	8.2x	10.5x	n.a.	n.a.	n.a.	16.8x	15.3x	18.2x		
P/E (x)	n.a.	n.a.	n.a.	n.a.	70.3x	39.1x	49.3x	90.9x	n.a.	31.6x	n.a.	21.7x	51.7x	56.8x		
EV/Sales (x)	18.39x	13.71x	1.83x	1.79x	2.78x	7.87x	6.63x	7.53x	8.86x	8.02x	10.56x	2.21x	2.48x	3.10x		
EV/EBITDA (x) (3)	n.a.	n.a.	n.a.	n.a.	5.0x	18.9x	13.2x	17.9x	n.a.	n.a.	n.a.	22.7x	20.7x	21.4x		
Absolute performance	-10.2%	-60.0%	-46.3%	-64.9%	135.0%	-6.4%	0.0%	-0.5%	-30.0%	5.3%	-12.5%	62.9%				
Relative performance vs Ibex 35	8.8%	-54.0%	-43.7%	-71.1%	126.7%	0.8%	2.1%	-7.3%	-17.7%	-5.9%	3.5%	51.6%				

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 Factset.

Note 2: Financial projections include IFRS 16 adjustments. FY 19 EBITDA is c. EUR 0.2Mn higher due to IFRS 16.

Note 3: All ratios and multiples on EBITDA refer to total EBITDA (not to recurrent EBITDA).

# Appendix 5. Main peers 2021e

			Real	estate		_		Tourism		_	
	EUR Mn	Metrovacesa	Aedas Homes	Neinor Homes	Insur	Average	Playa Hotels & Resorts	PPHE Hotel Group	Pierre et Vacances	Average	LIB
Market data	Ticker (Factset)	MVC-ES	AEDAS-ES	HOME-ES	ISUR-ES		PLYA-US	PPH-GB	VAC-FR		LIB-ES
	Country	Spain	Spain	Spain	Spain		Netherlands	Netherlands	France		Spain
Marke data	Market cap	1,060.1	1,133.6	923.7	134.2		950.4	773.1	97.3		49.5
-	Enterprise value (EV)	1,158.5	1,460.5	1,011.7	344.2		1,745.9	1,931.3	3,603.5		40.8
	Total Revenues	440.2	955.2	803.8	122.0		342.7	230.5	1,054.3		18.4
	Total Revenues growth	197.7%	25.0%	40.1%	37.4%	75.1%	48.7%	93.1%	-10.0%	44.0%	369.9%
	2y CAGR (2021e - 2023e)	19.8%	-0.3%	-0.7%	-2.9%	4.0%	31.0%	37.2%	24.0%	30.7%	-15.5%
	EBITDA	40.9	187.0	141.5	24.0		29.2	34.0	(207.7)		1.8
	EBITDA growth	131.2%	27.4%	38.9%	292.5%	122.5%	180.5%	184.8%	-211.9%	51.1%	268.7%
E	2y CAGR (2021e - 2023e)	35.3%	-3.7%	1.3%	6.1%	9.7%	n.a.	n.a.	67.0%	67.0%	2.9%
atic	EBITDA/Revenues	9.3%	19.6%	17.6%	19.7%	16.5%	8.5%	14.7%	n.a.	11.6%	9.8%
Ë	EBIT	35.3	185.1	136.3	21.0		(65.5)	(19.6)	(264.9)		1.6
Basic financial information	EBIT growth	126.8%	27.5%	39.3%	684.2%	219.4%	42.7%	77. <i>9</i> %	-132.4%	-3.9%	226.1%
	2y CAGR (2021e - 2023e)	39.0%	-3.6%	5.0%	6.9%	11.8%	84.2%	n.a.	54.8%	69.5%	3.2%
	EBIT/Revenues	8.0%	19.4%	17.0%	17.2%	15.4%	n.a.	n.a.	n.a.	n.a.	8.7%
	Net Profit	18.5	126.1	97.9	10.0		(129.5)	(57.8)	(329.3)		2.3
	Net Profit growth	111.3%	28.4%	39.6%	-52.6%	31.7%	41.5%	39.7%	22.6%	34.6%	163.3%
Ba	2y CAGR (2021e - 2023e)	55.5%	0.0%	5.5%	14.0%	18.7%	48.0%	57.0%	43.9%	49.6%	-38.2%
	CAPEX/Sales %	16.7%	0.2%	8.2%	17.2%	10.6%	3.8%	39.2%	7.0%	16.7%	1.5%
	Free Cash Flow	59.7	84.5	(58.4)	7.0		5.1	(76.9)	(387.6)		3.9
	Net financial debt	208.0	337.7	330.1	198.0		827.2	821.0	1,364.3		30.2
	ND/EBITDA (x)	5.1	1.8	2.3	8.3	4.4	28.3	24.2	n.a.	26.2	16.8
	Pay-out	470.4%	64.2%	49.3%	n.a.	194.6%	0.0%	0.0%	-0.1%	0.0%	0.0%
	P/E (x)	58.8	9.1	9.7	13.6	22.8	n.a.	n.a.	n.a.	n.a.	21.7
S	P/BV (x)	0.5	1.0	1.0	1.0	0.9	2.3	2.4	n.a.	2.3	0.5
Multiples and Ratios	EV/Revenues (x)	2.6	1.5	1.3	2.8	2.1	5.1	8.4	3.4	5.6	2.2
	EV/EBITDA (x)	28.3	7.8	7.1	14.3	14.4	n.a.	n.a.	n.a.	n.a.	22.7
s ar	EV/EBIT (x)	32.9	7.9	7.4	16.4	16.1	n.a.	n.a.	n.a.	n.a.	25.6
ple	ROE	0.9	11.2	10.4	7.6	7.5	n.a.	n.a.	n.a.	n.a.	2.6
ulti	FCF Yield (%)	5.6	7.5	n.a.	5.2	6.1	0.5	n.a.	n.a.	0.5	7.9
Σ	DPS	0.57	1.81	0.65	0.30	0.84	0.00	0.00	0.04	0.01	0.00
	Dvd Yield	8.2%	7.1%	5.3%	4.2%	6.2%	0.0%	0.0%	0.4%	0.1%	0.0%

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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#### Notes and Reports History

		Price	Target price	Period of		
Date of report	Recommendation	(EUR)	(EUR)	validity	Reason for report	Analyst
02-Aug-2021	n.a.	2.26	n.a.	n.a.	6m Results 2021	David López Sánchez
07-Jul-2021	n.a.	2.60	n.a.	n.a.	Initiation of Coverage	David López Sánchez

