

# **Adolfo Domínguez**

**EQUITY - SPAIN** 

Sector: Textiles, Apparel & Luxury Goods

Closing price: EUR 5.00 (18 Jul 2024) Report date: 19 Jul 2024 (14:20h) 3m Results 2024
Independent Equity Research

#### 3m Results 2024

Opinion (1): In line

Impact (1): We will maintain our estimates

Adolfo Domínguez (ADZ) is a small designer fashion textile group, based in Ourense (Spain), specialising (c. 40 years) in the design and sale (both retail and wholesale) of fashion items. With international presence (>40ç% o/revenues), it is managed by the founding family (31% of the capital), which prevails in the Board.

#### **Market Data**

Market Cap (Mn EUR and USD)	46.4	50.6	
EV (Mn EUR and USD) (2)	88.6	96.8	
Shares Outstanding (Mn)	9.3		
-12m (Max/Med/Mín EUR)	6.40 / 5.1	7 / 4.38	
Daily Avg volume (-12m Mn EUR)	0.01		
Rotation <sup>(3)</sup>	6.6		
Factset / Bloomberg	ADZ-ES / A	ADZ SM	
Close fiscal year	28-Feb		

#### Shareholders Structure (%)(7)

Adolfo Domínguez	31.5
Puig, S.A.	14.8
Libertas 7	10.3
Indumenta Pueri	8.6
Free Float	24.0

Financials (Mn EUR)	2023	2024e	<b>2025</b> e	<b>202</b> 6e
Adj. nº shares (Mn)	9.3	9.3	9.3	9.3
Total Revenues	129.6	143.8	158.4	173.7
Rec. EBITDA	17.3	21.5	25.0	27.6
% growth	58.5	23.7	16.6	10.3
% Rec. EBITDA/Rev.	13.4	14.9	15.8	15.9
% Inc. EBITDA sector (4)	-0.5	-0.6	16.3	9.7
Net Profit	0.7	2.2	3.5	4.3
EPS (EUR)	0.08	0.24	0.37	0.47
% growth	357.4	203.9	55.9	25.6
Ord. EPS (EUR)	0.08	0.24	0.37	0.47
% growth	160.0	217.7	55.9	25.6
Rec. Free Cash Flow <sup>(5)</sup>	-1.4	0.6	1.9	2.3
Pay-out (%)	0.0	0.0	0.0	0.0
DPS (EUR)	0.00	0.00	0.00	0.00
Net financial debt	9.8	10.3	9.1	7.5
ND/Rec. EBITDA (x)	0.6	0.5	0.4	0.3
ROE (%)	4.1	11.2	15.3	16.4
ROCE (%) <sup>(5)</sup>	9.9	11.5	13.2	14.1

### Ratios & Multiples (x)<sup>(6)</sup>

P/E	63.5	20.9	13.4	10.7
Ord. P/E	66.4	20.9	13.4	10.7
P/BV	2.5	2.2	1.9	1.6
Dividend Yield (%)	0.0	0.0	0.0	0.0
EV/Sales	0.68	0.62	0.56	0.51
EV/Rec. EBITDA	5.1	4.1	3.5	3.2
EV/EBIT	25.6	17.6	14.2	12.4
FCF Yield (%) <sup>(5)</sup>	n.a.	1.3	4.2	5.0

- (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.
- Sector: Europe Apparel & Footwear.
- (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.
- (7) Others: La Previsión Mallorquina de Seguros 7.6%, Solventis 3.2%
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  (\*) Unless otherwise indicated, all the information contained in this report is based on: The Company, Factset and Lighthouse.

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# 1Q24 earnings: ADZ continues to enjoy strong tailwinds (EV/revenue -50% vs sector)

**DOUBLE-DIGIT TOPLINE GROWTH (+10.5% VS 1Q23)...** ADZ obtained EUR 24.1Mn of revenue in 1Q24 (+10.5% YoY), extending the trend of double-digit growth seen in 2023. Demand is unrelenting in its key market of Europe (+16.7%), especially in Spain and Portugal. ADZ's commitment to value—sustainable designer fashion—helped drive a 9.9% year-on-year increase in same-store sales.

...FUELLED BY HIGHER AVERAGE SALES PER STORE (+5%) AND ONLINE (+55%). ADZ had two net openings in the year's first quarter (+15 TTM). Growth of the online channel (+55% vs 1Q23) makes us more comfortable with our estimate that its share of total revenue will reach 13.5% in 2024 (vs 25% at Inditex). The omnichannel retail network is crucial for the brand repositioning ADZ is carrying out.

STABLE OPERATING COSTS RESULT IN A SHARP INCREASE IN EBITDA (EUR 2.1MN VS EUR 0.4MN IN 1Q23). A steady gross margin (-0.5p.p. vs 1Q23) and control of overhead (-2.2% vs 1Q23) enabled ADZ to turn revenue growth into a sharp increase in EBITDA in 1Q24 (EUR 2.1Mn vs EUR 0.4Mn in 1Q23).

**HOWEVER**, **D&A** "**TEMPORARILY**" **UNDERMINED EBIT**. The large impact of depreciation and amortisation is, essentially, due to the business' seasonality. The year's first quarter always has the smallest impact on ADZ's commercial activity (<20% annual revenue). This will keep it from showing positive EBIT in the first half.

WE STILL SEE STRONG GROWTH FOR ADZ IN 2024. These interim earnings were in line with our estimates. Our baseline scenario for 2024e points to revenue of EUR 143Mn (+10.9% vs 2023) and recurring EBITDA of EUR 21.5Mn (+23.7% vs 2023). The risks of revision are tilted to the upside.

#### HEALTHY BUSINESS MOMENTUM WHICH (APPARENTLY) IS NOT BEING PRICED IN...

As we see it, ADZ's 1Q24 earnings leave the company poised to deliver FY earnings in line with the trend of the last three years (i.e., growth and margin expansion). Despite the current geopolitical uncertainty, interest rates and inflation, 2024 looks set to be a better year for the company than 2023 considering both the upward revision to forecast GDP for Spain (to 2.3% for 2024 vs. 1.9% previously, Banco de España) and ADZ's niche business. In the wake of the flat performance by the share price since the beginning of the year (0.0% YTD), our numbers put ADZ trading at 0.6x EV/revenue for 2024e (vs 1.2x for its comps). The margin gap vs comps is narrowing. In Lighthouse's opinion, ADZ has all the makings of a potential (and worthy) investment idea.

#### Relative performance (Base 100)



Stock performance (%)	-1m	-3m	-12m	YTD	-3Y	-5Y
Absolute	-4.2	11.9	-19.4	0.0	17.4	-35.7
vs Ibex 35	-4.9	8.0	-31.6	-9.4	-10.4	-46.8
vs Ibex Small Cap Index	-4.1	5.7	-23.4	-8.0	14.2	-50.8
vs Eurostoxx 50	-3.3	13.4	-27.6	-7.2	-2.7	-54.0
vs Sector benchmark <sup>(4)</sup>	-3.6	23.5	-8.3	1.7	16.2	-58.8

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.







3m Results 2024

# 3M24 Results

Any reference to the results of the period to 3M refers to the period between March 1 st and May  $31^{st}$ .

			3m24 vs		2024e vs
EUR Mn	3m24	3m23	3m23	<b>2024</b> e	2023
Total Revenues	24.1	21.8	10.5%	143.8	10.9%
Gross Margin	16.0	14.6	9.6%	86.6	11.6%
Gross Margin/Revenues	66.6%	67.1%	-0.5 p.p.	60.2%	0.4 p.p.
Recurrent EBITDA	2.1	0.4	423.1%	21.5	23.7%
Rec. EBITDA/Revenues	8.7%	1.8%	6.9 p.p.	14.9%	1.5 p.p.
EBITDA	2.1	0.4	423.1%	21.5	23.4%
EBITDA/Revenues	8.7%	1.8%	6.9 p.p.	14.9%	1.5 p.p.
EBIT	-1.7	-2.9	42.4%	5.0	45.6%
EBIT/Revenues	-7.0%	-13.5%	0.5 p.p.	3.5%	0.8 p.p.
PBT	-2.2	-3.5	36.7%	3.0	205.2%
NP	-1.9	-3.5	46.6%	2.2	203.9%
Points of sale (Total)	362	347	4.3%	380	5.6%
Points of sale (International)	51.7%	51.9%	-0.2 p.p.		
		12m23			
Net Debt	11.7	9.8	18.9%	10.3	4.7%



### (ADZ-ES / ADZ SM) Report date: 19 Jul 2024

# The company in 8 charts

#### The sector in which ADZ operates is highly cyclical



The re-sizing of the retail surface area has increased profitability per store (driven by the online business: 12.5% of 23 revenue)...



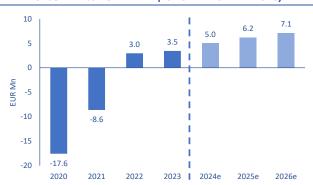
...the main driver on which we base our forecast for revenue growth in 2024e and 2025e (20 openings yoy)



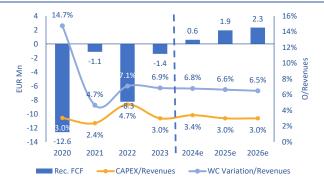
The focus on cost reduction will allow ADZ to lever on its structure



Revenue growth (+3.0% 23-26e CAGR) and cost control will drive 2026e EBIT to EUR 7.1Mn (vs EUR -17.6Mn in 2020)



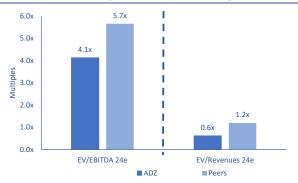
That will make it possible to achieve break-even in FCF 2024e, despite of CAPEX and working capital



Debt will remain under control (ND 2024: EUR 10.3Mn (ND/EBITDA 2025e 0.5x)



Trading at: EV/EBITDA 24e 4.1xx and EV/Revenues 24e 0.6x (vs EV/EBITDA 24e 5.7x y EV/Revenues 24e 1.2x from sector)





(ADZ-ES / ADZ SM) Report date: 19 Jul 2024

# **Valuation inputs**

#### Inputs for the DCF Valuation Approach

	<b>2024</b> e	<b>2025</b> e	<b>2026</b> e	Terminal Value <sup>(1)</sup>		
Free Cash Flow "To the Firm"	1.1	2.3	2.7	n.a.		
Market Cap	46.4	At the date of this	report			
Net financial debt	11.7	Debt net of Cash (	3m Results 2024)			
					Best Case	Worst Case
Cost of Debt	5.5%	Net debt cost			5.3%	5.8%
Tax rate (T)	20.0%	T (Normalised tax	rate)		=	=
Net debt cost	4.4%	Kd = Cost of Net D	ebt * (1-T)		4.2%	4.6%
Risk free rate (rf)	3.2%	Rf (10y Spanish bo	ond yield)		=	=
Equity risk premium	6.0%	R (own estimate)			5.5%	6.5%
Beta (B)	1.1	B (own estimate)			1.0	1.2
Cost of Equity	9.8%	Ke = Rf + (R * B)			8.7%	11.0%
Equity / (Equity + Net Debt)	79.9%	E (Market Cap as e	equity value)		=	=
Net Debt / (Equity + Net Debt)	20.1%	D			=	=
WACC	8.7%	WACC = Kd * D + I	Ke * E		7.8%	9.7%
G "Fair"	2.0%				2.5%	1.5%

<sup>(1)</sup> 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 24e	24e-26e	24e	24e-26e	24e	24e-26e	24e	24e	24e-26e
Burberry Group PLC	BRBY-GB	3,206.2	22.6	38.4%	6.0	9.7%	1.4	4.9%	23.8%	11.9%	4.6%
Hugo Boss AG	BOSS-DE	2,696.3	10.6	18.0%	4.9	11.1%	0.9	5.8%	17.8%	11.6%	9.6%
Salvatore Ferragamo Sp	A SFER-IT	1,428.0	71.3	54.6%	8.0	9.8%	1.8	5.6%	22.0%	6.9%	-14.3%
SMCP SA	SMCP-FR	165.2	6.7	39.7%	3.7	8.7%	0.7	3.2%	18.8%	21.4%	33.6%
Affordable Luxury players			27.8	37.7%	5.7	9.8%	1.2	4.9%	20.6%	13.0%	8.4%
Kering	KER-FR	39,210.8	17.9	15.9%	10.4	10.8%	2.9	6.3%	27.5%	4.9%	28.9%
Tapestry	TPR-US	8,776.2	10.1	7.1%	8.1	5.3%	1.7	3.3%	21.3%	11.7%	2.0%
Capri Holdings	CPRI-US	3,651.8	8.6	n.a.	10.1	n.a.	1.4	n.a.	14.0%	n.a.	n.a.
PVH Corp	PVH-US	5,192.8	9.0	13.5%	7.5	5.9%	1.0	3.0%	13.6%	13.2%	-33.1%
Specialised Retail Holdings 11.4			12.2%	9.0	7.3%	1.8	4.2%	19.1%	10.0%	-0.7%	
ADZ	ADZ-ES	46.4	20.9	39.9%	4.1	13.4%	0.6	9.9%	14.9%	1.3%	n.a.

### Free Cash Flow sensitivity analysis (2025e)

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

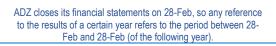
Scenario	EBITDA/Sales 25e	EBITDA 25e	EV/EBITDA 25e
Max	17.4%	27.5	3.2x
Central	15.8%	25.0	3.5x
Min	14.2%	22.5	3.9x

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

Rec. FCF EUR Mn		CAPEX/Sales 25e									
EBITDA 25e	2.7%	3.0%	3.3%								
27.5	4.9	4.5	4.0								
25.0	2.4	1.9	1.5								
22.5	(0.1)	(0.6)	(1.1)								



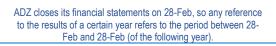
Scenario		Rec. FCF/Yield 25e	
Max	10.7%	9.6%	8.6%
Central	5.2%	4.2%	3.1%
Min	n.a.	n.a.	n.a.





# Appendix 1. Financial Projections

The diseases 1 0.2 9.7 7.5 9.3 9.0 12.3 15.5 19.0 Horizonte Montane March 19.1 12.5 19.0 Horizonte Montane March 19.1 12.5 12.3 15.5 19.0 Horizonte Montane March 19.1 12.5 12.3 15.5 19.0 Horizonte March 19.1 12.5 12.3 15.5 19.0 Horizonte March 19.1 12.5 12.3 15.5 19.0 Horizonte March 19.1 12.5 12.5 12.5 12.5 12.5 12.5 12.5 12	Balance Sheet (EUR Mn)	2019	2020	2021	2022	2023	<b>2024</b> e	2025e	2026e		
Other Non-Current Assets	Intangible assets	34.9	28.3	27.8	33.5	41.1	39.6	38.0	36.3	-	
Financel Investments 5 9 4, 7 5,7 5,6 7,0 7,0 7,0 7,0 7,0 7,0 Condroll & Other Intangibles	Fixed assets	10.2	9.7	7.5	9.3	9.0	12.3	15.5	19.0		
Scorbwill & Other Intangibles	Other Non Current Assets										
Current assets									7.0		
Total assets	<u> </u>								-		
Equity   44,2   24,0   15,5   17,2   18,7   20,9   24,4   28,7   28,7   28,7   20,9   24,4   28,7											
Milority Interests	Total assets	83.0	74.5	03.8	80.7	107.1	112.3	117.5	123.1		
Provisions & Other LT Liabilities  34.2 28.2 29.0 32.7 40.2 40.2 40.2 40.2 40.2 Net financial debt  (9.9) (0.8) 1.7 8.1 9.8 10.3 9.1 7.5 Requity & Total Liabilities  89.6 74.5 69.8 86.7 107.1 112.5 117.5 123.1  P&L (EUR Mn)  2019 2020 201 2021 2022 2023 2024e 2025e 2026e  70.7 12.1 112.5 117.5 123.1  20.7 12.1 112.5 112.5 12.5 12.5 12.5 12.5 12	Equity	44.2	24.0	15.5	17.2	18.7	20.9	24.4	28.7		
Other Non-Current Liabilities	Minority Interests				-	-					
Net financial debt (9.9) (0.8) 1.7 8.1 9.8 10.3 9.1 7.5 Equity & Total Liabilities 18.8 20.7 2.2 12.4 2.4 28.4 3.1.1 33.8 36.7 Equity & Total Liabilities 89.6 74.5 69.8 86.7 107.1 112.5 117.5 123.1 CARRELIUM & Total Liabilities 89.6 74.5 69.8 86.7 107.1 112.5 117.5 123.1 CARRELIUM & Total Liabilities 89.6 74.5 69.8 86.7 107.1 112.5 117.5 123.1 CARRELIUM & Total Liabilities 89.6 74.5 69.8 86.7 107.1 112.5 117.5 123.1 CARRELIUM & Total Liabilities 89.6 74.5 69.8 86.7 107.1 112.5 117.5 123.1 CARRELIUM & Total Liabilities 89.6 74.5 69.8 86.7 107.1 112.5 117.5 123.1 CARRELIUM & Total Liabilities 89.6 74.5 69.8 86.7 107.1 112.5 117.5 123.1 CARRELIUM & Total Liabilities 89.6 74.5 69.8 86.7 107.1 112.5 117.5 123.1 CARRELIUM & Total Liabilities 89.6 74.5 89.2 124.8 10.7 10.7 10.7 10.7 10.7 10.7 10.7 10.7	Provisions & Other L/T Liabilities										
Current Liabilities   18.8   20.7   22.1   27.4   28.4   31.1   33.8   36.7    Fall (EUR Mn)   2019   2020   2021   2022   2023   2024   2025   2026   19.23   23-26e    Fall (EUR Mn)   2019   2020   2021   2022   2023   2024   2025   2026   19.23   23-26e    Folial Revenues growth   2.5   42.5   33.5   35.5   23.7   12.4   10.5   10.1   37.7    Folial Revenues growth   2.5   42.5   42.5   33.5   32.7   12.4   10.5   10.1   3.7    Folial Revenues growth   2.5   42.5   42.5   33.5   32.7   12.4   10.5   10.1   3.7    Folial Revenues growth   2.5   42.5   42.5   33.5   33.5   32.7   12.4   10.5   10.1   3.7    Folial Revenues growth   2.5   42.5   42.5   33.5   43.5   12.2   10.2   10.2    Folial Revenues growth   2.5   42.5   42.5   43.5   10.2   43.5   10.2    Folial Revenues growth   2.5   42.5   42.5   43.5   43.5   10.2    Folial Revenues growth   2.5   42.5   42.5   42.5   42.5   42.5    Folial Revenues growth   2.5   42.5   42.5   42.5   42.5    Folial Revenues growth   2.5   42.5   42.5    Folial Revenues growth   2.5   42.5   42.5   42.5    Folial Revenues growth   2.5											
Equity & Total Liabilities											
PAIL (EUR Mn)  2019  2020  2021  2022  2023  2024e  2025e  2026e  19-23  22-20-23  2024e  2025e  19-23  22-20-23											
PABLE (EUR Mn)  2019  2020  2021  2022  2023  2024  2025e  2025e  2025e  19-23  23-23-23-26  19-23  23-23-25-26  19-23  23-23-25-26  19-23  23-23-25-26  10-23  23-23  23-24  10-24  10-24  10-30  10-24  10-24  10-30  10-24  10-24  10-30  10-25  1	Equity & Total Liabilities	65.0	74.5	03.0	00.7	107.1	112.5	117.5	123.1		
Total Revenues growth	P&I (FIIR Mn)	2019	2020	2021	2022	2023	2024e	2025e	2026e		
Total Revenues growth											
COCS GOSS Margin G	Total Revenues growth										
Gross Margin (65.6 31.5 52.7 66.0 77.6 86.0 96.0 105.2 4.3% 10.7% (67658 Margin/Revenues 56.5% 47.2% 56.6% 57.3% 59.9% 60.2% 60.2% 60.6% 6	COGS										
Personnel Expenses   36.7   (22.7)   (28.7)   (33.0)   (34.7)   (37.0)   (40.1)   (43.3)   (43.4)   (43.5)	Gross Margin									4.3%	10.7%
Other Operating Expenses  (18.7) (18.8) (19.5) (22.1) (25.6) (28.1) (30.9) (34.4) Recurrent EBITDA  10.3 (10.0) 4.5 10.9 17.3 21.5 5.0 27.6 14.0% 16.7% Recurrent EBITDA growth  n.a197.0% 145.2% 142.9% 58.5% 23.7% 16.6% 10.3% 15.8% 15.9% Restructuring Expense & Other non-rec.  1.1 3.1 (4.1) 2.4 0.0	Gross Margin/Revenues					59.9%					
Recurrent EBITDA prowth n.a. 1970% 145. 10.9 17.3 21.5 16.6% 10.3% 16.7% Recurrent EBITDA prowth n.a. 1970% 145.2% 182.9% 85.5% 22.7% 16.6% 10.3% Rec LBITDA prowth n.a. 1970% 145.2% 142.9% 85.5% 22.7% 16.6% 10.3% Rec LBITDA prowth n.a. 1970% 145.2% 142.9% 85.5% 22.7% 15.6% 10.3% Rec LBITDA prowth n.a. 1970% 145.2% 12.4% 12.4% 10.0	Personnel Expenses					, ,					
Recurrent EBITDA growth Res. 2FITDA forwarth Res. 2	Other Operating Expenses	٠,	, ,			, ,					4.5 ==
Rec LBITDA/Revenues										14.0%	16.7%
Restructuring Expense & Other non-rec.  1.1 3.1 (4.1) 2.4 0.0 - EBITDA 11.3 (6.8) 0.4 13.4 17.4 21.5 25.0 27.6 11.3% 16.6% Depreciation & Provisions (1.5) (2.1) (1.2) (1.3) (2.8) (3.1) (3.2) (3.3)  Capitalized Expense	_										
EBITDA 11.3 (6.8) 0.4 13.4 17.4 21.5 25.0 27.6 11.3% 16.6% Depreciation & Provisions (1.5) (2.1) (1.2) (1.3) (2.8) (3.1) (3.2) (3.3) (3.3) (3.2) (3.3) (2.8) (2.8) (3.1) (3.2) (3.3) (3.2) (3.3) (2.8) (2.8) (3.1) (3.2) (3.3) (3.2) (3.2) (3.3) (3.2)	•										
Depreciation & Provisions (1.5) (2.1) (1.2) (1.3) (2.8) (3.1) (3.2) (3.3) Capitalized Expense										11 3%	16.6%
Capitalized Expense Rentals (IFRS 16 impact) (8.9) (8.7) (7.8) (9.1) (11.1) (13.3) (15.6) (17.2) Rentals (IFRS 16 impact) (25.9) (8.6) (3.0) 3.5 5.0 6.2 7.1 38.0% 27.3% REBIT growth 25.90, (8.6) 8.6) 3.0 3.5 5.0 6.2 7.1 38.0% 27.3% REBIT growth 25.90, (8.6) 8.6) 3.0 3.5 5.0 6.2 7.1 38.0% 27.3% REBIT growth 25.90, (8.6) 8.6 3.0 3.5 5.0 6.2 7.1 38.0% 27.3% REBIT growth 25.90, (8.6) 8.6 3.0 3.5 5.0 6.2 7.1 38.0% 27.3% REBIT growth 25.90, (8.6) 8.6 3.0 3.5 5.0 6.2 7.1 38.0% 27.3% REBIT growth 25.90, (8.6) 8.6 2.7% 3.5% 3.9% 4.1% Impact of Goodwill & Others										11.370	10.070
Rentals (JRS 16 impact)  (B.9) (8.7) (7.8) (9.1) (11.1) (13.3) (15.6) (17.2)  BBIT 1.0 (17.6) (8.6) 3.0 3.5 5.0 6.2 7.1 38.0% 27.3%	•								-		
EBIT	Rentals (IFRS 16 impact)	(8.9)	(8.7)	(7.8)	(9.1)	(11.1)	(13.3)	(15.6)	(17.2)		
EBIT/Revenues	EBIT		(17.6)	(8.6)		3.5		6.2		38.0%	27.3%
Impact of Goodwill & Others	EBIT growth	259.0%	n.a.	50.9%	134.3%	16.8%	45.6%	23.6%	14.5%		
Net Financial Result  (0.9) (1.7) (1.4) (1.7) (2.5) (2.1) (1.6) (1.3) Income by the Equity Method	EBIT/Revenues	0.8%	n.a.	n.a.	2.6%	2.7%	3.5%	3.9%	4.1%		
Income by the Equity Method Ordinary Profit O.0 (19.3) (10.0) 1.3 1.0 3.0 4.6 5.8 n.a. 81.5% Ordinary Profit Forwth 10.5 % n.a. 47.9% 112.6% -23.6% 205.2% 55.9% 25.6% Extraordinary Results	Impact of Goodwill & Others	-							-		
Ordinary Profit  O.0 (19.3) (10.0) 1.3 1.0 3.0 4.6 5.8 n.a. 81.5% Ordinary Profit Growth 105.5% n.a. 47.9% 112.6% -23.6% 205.2% 55.9% 25.6% Extraordinary Results	Net Financial Result	(0.9)	. ,	. ,	(1.7)	(2.5)		(1.6)	(1.3)		
Ordinary Profit Growth  105.5%		-			-	-		-	-		04 50/
Extraordinary Results	•									n.a.	81.5%
Profit Before Tax  0.0 (19.3) (10.0) 1.3 1.0 3.0 4.6 5.8 n.a. 81.5%   Tax Expense (8.2) (0.0) 0.8 (1.1) (0.2) (0.7) (1.2) (1.4)   Effective Tax Rate n.a. n.a. n.a. n.a. 87.5% 24.7% 25.0% 25.0% 25.0% 25.0%   Minority Interests (0.1) (0.1)	· · · · · · · · · · · · · · · · · · ·	103.3%							23.0%		
Tax Expense (8.2) (0.0) 0.8 (1.1) (0.2) (0.7) (1.2) (1.4)    Effective Tax Rate	·	0.0							5.8	n.a.	81.5%
Effective Tax Rate											02.070
Minority Interests (0.1) (0.1)	Effective Tax Rate										
Net Profit   (8.3)	Minority Interests	(0.1)	(0.1)	-		-	-	-	-		
Net Profit growth	Discontinued Activities	-	-	-	-	-	-	-	-		
Cags	Net Profit									20.2%	81.2%
CAGR   Cash Flow (EUR Mn)   2019   2020   2021   2022   2023   2024e   2025e   2026e   19-23   23-26e   2026e   2026											
Cash Flow (EUR Mn) 2019 2020 2021 2022 2023 2024e 2025e 2026e 19-23 23-26e  Recurrent EBITDA Rentals (IFRS 16 impact) Working Capital Increase Recurrent Operating Cash Flow CAPEX Net Financial Result affecting the Cash Flow Tax Expense Recurrent Free Cash Flow Restructuring Expense & Other non-rec Acquisitions / + Divestures of assets Extraordinary Inc./Exp. Affecting Cash Flow Capital Increase CAGR  21.5 25.0 27.6 14.9% 16.7%  10.8) (0.7) (1.2) (1.7)  CAB. (0.8) (0.7)  CAB. (17.2)  CAGR  CAGN  CAGN  CAGN  CAGN  CAB. (17.2)  CAGN	•									26.9%	83.9%
Cash Flow (EUR Mn)     2019     2020     2021     2022     2023     2024e     2025e     2026e     19-23     23-26e       Recurrent EBITDA     21.5     25.0     27.6     14.0%     16.7%       Rentals (IFRS 16 impact)     (13.3)     (15.6)     (17.2)       Working Capital Increase     (0.9)     (0.8)     (0.8)       Recurrent Operating Cash Flow     7.2     8.6     9.7     91.1%     20.4%       CAPEX     (4.9)     (4.8)     (5.2)       Net Financial Result affecting the Cash Flow     (1.0)     (0.8)     (0.7)       Tax Expense     (0.7)     (1.2)     (1.4)       Recurrent Free Cash Flow     0.6     1.9     2.3     21.2%     53.8%       Restructuring Expense & Other non-rec.     -     -     -     -       - Acquisitions / + Divestures of assets     -     -     -     -       Extraordinary Inc./Exp. Affecting Cash Flow     -     -     -     -       Free Cash Flow     0.6     1.9     2.3     14.9%     54.4%       Capital Increase     -     -     -     -       Dividends     -     -     -     -	Ordinary Net Profit growth	-106.4%	n.a.	/3./%	80.4%	160.4%	217.7%	55.9%	25.6%		
Recurrent EBITDA       21.5       25.0       27.6       14.0%       16.7%         Rentals (IFRS 16 impact)       (13.3)       (15.6)       (17.2)         Working Capital Increase       (0.9)       (0.8)       (0.8)         Recurrent Operating Cash Flow       7.2       8.6       9.7       91.1%       20.4%         CAPEX       (4.9)       (4.8)       (5.2)         Net Financial Result affecting the Cash Flow       (1.0)       (0.8)       (0.7)         Tax Expense       (0.7)       (1.2)       (1.4)         Recurrent Free Cash Flow       0.6       1.9       2.3       21.2%       53.8%         Restructuring Expense & Other non-rec.       -<	Cach Flow (FUR Ma)	2010	2020	2021	2022	2022	20240	20250	20260		
Rentals (IFRS 16 impact) Working Capital Increase (0.9) (0.8) (0.8) Recurrent Operating Cash Flow CAPEX (4.9) (4.8) (5.2) Net Financial Result affecting the Cash Flow (1.0) (0.8) (0.7) Tax Expense (0.7) (1.2) (1.4) Recurrent Free Cash Flow Restructuring Expense & Other non-rec Acquisitions / + Divestures of assets Extraordinary Inc./Exp. Affecting Cash Flow Capital Increase Dividends (13.3) (15.6) (17.2) (0.8) (0.8) (0.8) (0.8) (1.0) (0.8) (0.7) (1.0) (0.8) (0.7) (1.1) (1.4) (1.4) (1.5) (1.4) (1.5) (1.4) (1.5) (1.5) (1.7.2) (1.6) (1.7.2) (1.7.2) (1.7.2) (1.8) (1.9) (		2019	2020	2021	2022	2023					
Working Capital Increase       (0.9)       (0.8)       (0.8)         Recurrent Operating Cash Flow       7.2       8.6       9.7       91.1%       20.4%         CAPEX       (4.9)       (4.8)       (5.2)         Net Financial Result affecting the Cash Flow       (1.0)       (0.8)       (0.7)         Tax Expense       (0.7)       (1.2)       (1.4)         Recurrent Free Cash Flow       0.6       1.9       2.3       21.2%       53.8%         Restructuring Expense & Other non-rec.       -										2-10/0	20.770
Recurrent Operating Cash Flow   7.2   8.6   9.7   91.1%   20.4%	Working Capital Increase										
Net Financial Result affecting the Cash Flow       (1.0)       (0.8)       (0.7)         Tax Expense       (0.7)       (1.2)       (1.4)         Recurrent Free Cash Flow       0.6       1.9       2.3       21.2%       53.8%         Restructuring Expense & Other non-rec.       - <td>Recurrent Operating Cash Flow</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>91.1%</td> <td>20.4%</td>	Recurrent Operating Cash Flow									91.1%	20.4%
Tax Expense (0.7) (1.2) (1.4)  Recurrent Free Cash Flow 0.6 1.9 2.3 21.2% 53.8%  Restructuring Expense & Other non-rec	CAPEX							(4.8)	(5.2)		
Recurrent Free Cash Flow       0.6       1.9       2.3       21.2%       53.8%         Restructuring Expense & Other non-rec.       -       -       -       -         - Acquisitions / + Divestures of assets       -       -       -       -         Extraordinary Inc./Exp. Affecting Cash Flow       -       -       -       -         Free Cash Flow       0.6       1.9       2.3       14.9%       54.4%         Capital Increase       -       -       -       -         Dividends       -       -       -       -	Net Financial Result affecting the Cash Flow								. ,		
Restructuring Expense & Other non-rec Acquisitions / + Divestures of assets	Tax Expense										
- Acquisitions / + Divestures of assets  Extraordinary Inc./Exp. Affecting Cash Flow  Free Cash Flow  Capital Increase  Dividends	Recurrent Free Cash Flow								2.3	21.2%	53.8%
Extraordinary Inc./Exp. Affecting Cash Flow       -       -       -       -         Free Cash Flow       0.6       1.9       2.3       14.9%       54.4%         Capital Increase       -       -       -       -         Dividends       -       -       -       -	= -								-		
Free Cash Flow         0.6         1.9         2.3         14.9%         54.4%           Capital Increase         -         -         -         -           Dividends         -         -         -         -	· · · · · · · · · · · · · · · · · · ·								-		
Capital Increase Dividends	· · · · · · · · · · · · · · · · · · ·								2 2	1/1 00/	EA 40/
Dividends									2.3 -	14.3%	34.4%
	·								-		
	Net Debt Variation						(0.6)	(1.9)	(2.3)		



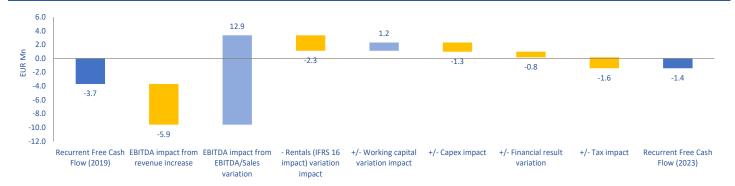


# Appendix 2. Free Cash Flow

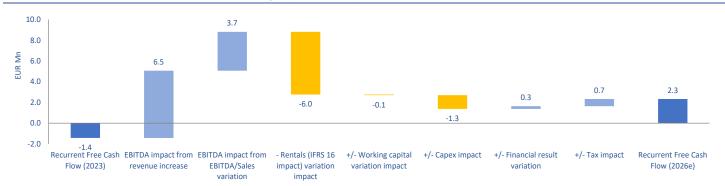
								CA	GR
A) Cash Flow Analysis (EUR Mn)	2020	2021	2022	2023	<b>2024</b> e	2025e	<b>2026</b> e	20-23	23-266
Recurrent EBITDA	(10.0)	4.5	10.9	17.3	21.5	25.0	27.6	<i>55.2%</i>	16.7%
Recurrent EBITDA growth	-197.0%	145.2%	142.9%	58.5%	23.7%	16.6%	10.3%		
Rec. EBITDA/Revenues	n.a.	4.8%	9.5%	13.4%	14.9%	15.8%	15.9%		
- Rentals (IFRS 16 impact)	(8.7)	(7.8)	(9.1)	(11.1)	(13.3)	(15.6)	(17.2)		
+/- Working Capital increase	9.4	5.5	(3.8)	(0.7)	(0.9)	(0.8)	(0.8)		
= Recurrent Operating Cash Flow	(9.2)	2.3	(2.0)	5.5	7.2	8.6	9.7	<i>37.5%</i>	20.4%
Rec. Operating Cash Flow growth	n.a.	124.4%	-188.9%	375.8%	31.0%	19.3%	11.7%		
Rec. Operating Cash Flow / Sales	n.a.	2.4%	n.a.	4.3%	5.0%	5.5%	5.6%		
- CAPEX	(2.0)	(2.2)	(5.5)	(3.9)	(4.9)	(4.8)	(5.2)		
- Net Financial Result affecting Cash Flow	(1.3)	(0.7)	(0.5)	(0.9)	(1.0)	(0.8)	(0.7)		
- Taxes	(0.0)	(0.4)	(0.2)	(2.1)	(0.7)	(1.2)	(1.4)		
= Recurrent Free Cash Flow	(12.6)	(1.1)	(8.3)	(1.4)	0.6	1.9	2.3	51.6%	53.8%
Rec. Free Cash Flow growth	-239.5%	91.0%	-628.3%	82.7%	140.8%	232.7%	20.5%		
Rec. Free Cash Flow / Revenues	n.a.	n.a.	n.a.	n.a.	0.4%	1.2%	1.3%		
- Restructuring expenses & others	3.1	(4.1)	2.4	0.0	-	-	-		
- Acquisitions / + Divestments	-	-		-	_	_	_		
+/- Extraordinary Inc./Exp. affecting Cash Flow	_	_	_	_	_	_	_		
= Free Cash Flow	(9.4)	(5.3)	(5.8)	(1.4)	0.6	1.9	2.3	47.3%	54.4%
Free Cash Flow growth	-258.3%	44.3%	-10.8%	76.3%	142.0%	232.7%	20.5%	77.3/0	34.47
ree cash flow growth	-230.3/0	44.3%	-10.070	70.570	142.0%	232.170	20.570		
Recurrent Free Cash Flow - Yield (s/Mkt Cap)	n ~	n a	na	n a	1.3%	4.2%	5.0%		
ree Cash Flow Yield (s/Mkt Cap)	n.a. n.a.	n.a. n.a.	n.a. n.a.	n.a. n.a.	1.3%	4.2%	5.0% 5.0%		
ree cush riow field (sylvikt cup)	n.u.	n.u.	n.u.	n.u.	1.5%	4.270	3.0%		
Analytical Review of Annual Recurrent Free Cash Flow									
erformance (Eur Mn)	v 2020	2021	2022	2023	2024e	2025e	2026e		
								-	
Recurrent FCF(FY - 1)	(3.7)	(12.6)	(1.1)	(8.3)	(1.4)	0.6	1.9		
BITDA impact from revenue increase	(4.4)	(3.9)	1.1	1.4	1.9	2.2	2.4		
BITDA impact from EBITDA/Sales variation	(15.9)	18.4	5.4	5.0	2.2	1.4	0.2		
Recurrent EBITDA variation	(20.2)	14.5	6.4	6.4	4.1	3.6	2.6		
Rentals (IFRS 16 impact) variation impact	0.2	0.9	(1.4)	(2.0)	(2.2)	(2.3)	(1.6)		
/- Working capital variation impact	11.3	(3.9)	(9.3)	3.1	(0.2)	0.1	0.0		
Recurrent Operating Cash Flow variation	(8.8)	11.5	(4.3)	7.5	1.7	1.4	1.0		
-/- CAPEX impact	0.5	(0.2)	(3.2)	1.6	(1.0)	0.1	(0.5)		
-/- Financial result variation	(1.2)	0.6	0.2	(0.4)	(0.1)	0.2	0.1		
-/- Tax impact	0.5	(0.4)	0.2	(1.9)	1.4	(0.4)	(0.3)		
Recurrent Free Cash Flow variation	(8.9)	11.5	(7.1)	6.8	2.0	1.4	0.4		
Recurrent Free Cash Flow	(12.6)	(1.1)	(8.3)	(1.4)	0.6	1.9	2.3		
									GR
) "FCF to the Firm" (pre debt service) (EUR Mn)	2020	2021	2022	2023	<b>2024</b> e	2025e	<b>2026</b> e	20-23	23-26
BIT	(17.6)	(8.6)	3.0	3.5	5.0	6.2	7.1	30.0%	27.3%
Theoretical Tax rate	0.0%	0.0%	0.0%	24.7%	25.0%	25.0%	25.0%		
= Taxes (pre- Net Financial Result)	-	-	-	(0.9)	(1.3)	(1.6)	(1.8)		
Recurrent EBITDA	(10.0)	4.5	10.9	17.3	21.5	25.0	27.6	<i>55.2%</i>	16.7%
- Rentals (IFRS 16 impact)	(8.7)	(7.8)	(9.1)	(11.1)	(13.3)	(15.6)	(17.2)		
+/- Working Capital increase	9.4	5.5	(3.8)	(0.7)	(0.9)	(0.8)	(8.0)		
= Recurrent Operating Cash Flow	(9.2)	2.3	(2.0)	5.5	7.2	8.6	9.7	<i>37.5%</i>	20.49
- CAPEX	(2.0)	(2.2)	(5.5)	(3.9)	(4.9)	(4.8)	(5.2)		
Taxes (pre- Financial Result)	-	-	-	(0.9)	(1.3)	(1.6)	(1.8)		
Recurrent Free Cash Flow (To the Firm)	(11.3)	0.0	(7.5)	0.8	1.1	2.3	2.7	27.4%	50.3%
Pec. Free Cash Flow (To the Firm) growth	-270.2%	100.2%	n.a.	110.5%	40.1%	112.4%	14.0%	•	
ec. Free Cash Flow (To the Firm) / Revenues	n.a.	0.0%	n.a.	0.6%	0.8%	1.5%	1.5%		
- Acquisitions / + Divestments	-	-	-	-	-	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow	-	-	_	_	_	_	_		
= Free Cash Flow "To the Firm"	(11.3)	0.0	(7.5)	0.8	1.1	2.3	2.7	27.4%	50.3%
Free Cash Flow (To the Firm) growth							14.0%	21.470	30.3%
ree cush riow (10 the rithi) growth	-270.2%	100.2%	n.a.	110.5%	40.1%	112.4%	14.0%		
Pac Free Cash Flow To the Firm Viold (a/EV)		0.0%	n ~	0.00/	1 20/	2 60/	2 00/		
Rec. Free Cash Flow To the Firm Yield (o/EV)	n.a.	0.0%	n.a.	0.9%	1.2%	2.6%	3.0%		
Free Cash Flow "To the Firm" - Yield (o/EV)	n.a.	0.0%	n.a.	0.9%	1.2%	2.6%	3.0%		



#### Recurrent Free Cash Flow accumulated variation analysis (2019 - 2023)



### Recurrent Free Cash Flow accumulated variation analysis (2023 - 2026e)



#### Recurrent EBITDA vs Recurrent Free Cash Flow

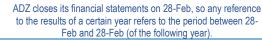


### Stock performance vs EBITDA 12m forward



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

	EUR Mn	Source
Market Cap	46.4	
+ Minority Interests	-	12m Results 2023
+ Provisions & Other L/T Liabilities	37.7	12m Results 2023
+ Net financial debt	11.7	3m Results 2024
- Financial Investments	7.0	12m Results 2023
+/- Others		
Enterprise Value (EV)	88.6	





# Appendix 4. Historical performance (1)

Historical performance															CA	GR
(EUR Mn)	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e	13-23	23-26e
Total Revenues	134.9	124.3	108.4	113.2	117.0	113.4	116.2	66.8	93.2	115.3	129.6	143.8	158.4	173.7	-0.4%	10.3%
Total Revenues growth	-11.3%	-7.9%	-12.8%	4.4%	3.3%	-3.0%	2.5%	-42.5%	39.5%	23.7%	12.4%	10.9%	10.1%	9.7%		
EBITDA	(2.7)	(1.1)	(17.7)	(9.0)	(2.2)	1.2	11.3	(6.8)	0.4	13.4	17.4	21.5	25.0	27.6	23.9%	16.6%
EBITDA growth	64.6%	58.6%	n.a.	49.0%	75.6%	153.3%	868.1%	-160.1%	105.5%	n.a.	30.1%	23.4%	16.6%	10.3%		
EBITDA/Sales	n.a.	n.a.	n.a.	n.a.	n.a.	1.0%	9.8%	n.a.	0.4%	11.6%	13.4%	14.9%	15.8%	15.9%		
Net Profit	(10.3)	(11.0)	8.0	(22.7)	(6.9)	(0.5)	(8.3)	(19.3)	(9.3)	0.2	0.7	2.2	3.5	4.3	7.6%	81.2%
Net Profit growth	57.1%	-7.5%	172.2%	-384.8%	69.8%	92.7%	n.a.	-132.5%	52.1%	101.7%	360.2%	203.9%	55.9%	25.6%		
Adjusted number shares (Mn)	9.1	9.1	9.1	9.1	9.1	9.1	9.0	9.2	9.2	9.2	9.3	9.3	9.3	9.3		
EPS (EUR)	-1.12	-1.21	0.87	-2.48	-0.75	-0.05	-0.92	-2.10	-1.01	0.02	0.08	0.24	0.37	0.47	7.5%	81.2%
EPS growth	57.1%	-7.5%	n.a.	n.a.	69.8%	92.7%	n.a.	n.a.	52.1%	n.a.	n.a.	n.a.	55.9%	25.6%		
Ord. EPS (EUR)	-1.15	-1.28	-2.14	-2.48	-0.80	0.00	-0.13	-2.44	-0.64	-0.13	0.08	0.24	0.37	0.47	7.5%	83.9%
Ord. EPS growth	55.0%	-11.9%	-66.7%	-16.3%	67.8%	n.a.	n.a.	n.a.	73.7%	80.4%	n.a.	n.a.	55.9%	25.6%		
CAPEX	(1.6)	(2.0)	(2.4)	(2.0)	(0.9)	(8.0)	(2.6)	(2.0)	(2.2)	(5.5)	(3.9)	(4.9)	(4.8)	(5.2)		
CAPEX/Sales %)	1.2%	1.6%	2.2%	1.8%	0.8%	0.7%	2.2%	3.0%	2.4%	4.7%	3.0%	3.4%	3.0%	3.0%		
Free Cash Flow	5.3	(3.6)	20.4	(12.7)	4.3	0.1	(2.6)	(9.4)	(5.3)	(5.8)	(1.4)	0.6	1.9	2.3	-8.5%	54.4%
ND/EBITDA (x) (2)	n.a.	n.a.	n.a.	n.a.	n.a.	-10.2x	-0.9x	n.a.	4.6x	0.6x	0.6x	0.5x	0.4x	0.3x		
P/E (x)	n.a.	n.a.	4.0x	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	63.5x	20.9x	13.4x	10.7x		
EV/Sales (x)	0.45x	0.40x	0.06x	0.27x	0.26x	0.46x	0.63x	0.93x	0.63x	0.83x	0.58x	0.62x	0.56x	0.51x		
EV/EBITDA (x) (2)	n.a.	n.a.	n.a.	n.a.	n.a.	44.5x	6.4x	n.a.	n.a.	7.2x	4.3x	4.1x	3.5x	3.2x		
Absolute performance	44.8%	-12.4%	-30.4%	-4.9%	62.2%	29.7%	2.6%	-35.9%	-16.3%	6.1%	24.1%	0.0%				
Relative performance vs Ibex 35	19.2%	-15.5%	-25.1%	-3.0%	51.0%	52.5%	-8.2%	-24.2%	-22.4%	12.3%	1.1%	-9.4%				

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.

# Appendix 5. Main peers 2024e

			Affordable L	uxury players				Specialised I				
						=					•	
		Burberry		Salvatore								
	EUR Mn	<b>Group PLC</b>	Hugo Boss AG	Ferragamo SpA	SMCP SA	Average	Kering	Tapestry	Capri Holdings	PVH Corp	Average	ADZ
	Ticker (Factset)	BRBY-GB	BOSS-DE	SFER-IT	SMCP-FR		KER-FR	TPR-US	CPRI-US	PVH-US		ADZ-ES
Market data	Country	UK	Germany	Italy	France		France	USA	UK	USA		Spain
Ma d <sub>o</sub>	Market cap	3,206.2	2,696.3	1,428.0	165.2		39,210.8	8,776.2	3,651.8	5,192.8		46.4
_	Enterprise value (EV)	4,535.2	3,744.3	1,886.7	859.1		53,907.6	10,472.8	6,740.2	8,112.4		88.6
	Total Revenues	3,156.0	4,316.3	1,072.5	1,230.8		18,850.2	6,106.5	4,784.7	7,936.8		143.8
	Total Revenues growth	-10.6%	2.8%	-7.2%	0.0%	-3.7%	-3.7%	0.1%	2.5%	-6.0%	-1.8%	10.9%
	2y CAGR (2024e - 2026e)	4.9%	5.8%	5.6%	3.2%	4.9%	6.3%	3.3%	n.a.	3.0%	4.2%	9.9%
	EBITDA	752.4	768.7	235.7	231.0		5,188.9	1,299.6	670.2	1,080.8		21.5
	EBITDA growth	-23.2%	0.1%	-0.2%	-1.6%	-6.2%	-21.0%	4.2%	3.3%	-5.3%	-4.7%	23.4%
<u>_</u>	2y CAGR (2024e - 2026e)	9.7%	11.1%	9.8%	8.7%	9.8%	10.8%	5.3%	n.a.	5.9%	7.3%	13.4%
aţic	EBITDA/Revenues	23.8%	17.8%	22.0%	18.8%	20.6%	27.5%	21.3%	14.0%	13.6%	19.1%	14.9%
٤	EBIT	245.1	400.9	53.0	70.4		3,532.9	1,143.2	520.1	808.1		5.0
of e	EBIT growth	-53.7%	-5.1%	-16.5%	-9.7%	-21.2%	-25.6%	5.9%	9.4%	-6.9%	-4.3%	45.6%
<u></u>	2y CAGR (2024e - 2026e)	30.4%	14.8%	31.2%	22.2%	24.6%	13.8%	6.3%	n.a.	8.8%	9.7%	19.0%
Basic financial information	EBIT/Revenues	7.8%	9.3%	4.9%	5.7%	6.9%	18.7%	18.7%	10.9%	10.2%	14.6%	3.5%
ij	Net Profit	147.6	252.2	19.3	21.4		2,158.4	903.1	430.5	591.5		2.2
Sic.	Net Profit growth	-54.0%	-2.4%	-25.9%	90.8%	2.1%	-27.6%	5.3%	9.3%	-2.7%	-3.9%	203.9%
Ba	2y CAGR (2024e - 2026e)	35.2%	16.8%	55.3%	50.0%	39.3%	16.1%	7.8%	n.a.	8.0%	10.6%	39.9%
	CAPEX/Sales %	6.5%	7.2%	8.2%	4.5%	6.6%	9.8%	2.2%	4.0%	3.1%	4.8%	3.4%
	Free Cash Flow	380.2	312.2	99.0	35.4		1,925.8	1,029.3	447.0	686.5		0.6
	Net financial debt	(99.8)	801.0	408.9	537.8		10,606.5	681.2	527.9	1,343.3		10.3
	ND/EBITDA (x)	n.a.	1.0	1.7	2.3	1.7	2.0	0.5	0.8	1.2	1.1	0.5
	Pay-out	89.1%	36.4%	48.9%	0.0%	43.6%	58.4%	33.2%	0.0%	1.5%	23.3%	0.0%
	P/E (x)	22.6	10.6	71.3	6.7	27.8	17.9	10.1	8.6	9.0	11.4	20.9
SC	P/BV (x)	2.4	1.8	1.9	0.1	1.6	2.5	3.3	1.5	1.1	2.1	2.2
aţi	EV/Revenues (x)	1.4	0.9	1.8	0.7	1.2	2.9	1.7	1.4	1.0	1.8	0.6
<u> </u>	EV/EBITDA (x)	6.0	4.9	8.0	3.7	5.7	10.4	8.1	10.1	7.5	9.0	4.1
Multiples and Ratios	EV/EBIT (x)	18.5	9.3	35.6	12.2	18.9	15.3	9.2	13.0	10.0	11.9	17.6
Sec	ROE	10.8	17.1	2.7	2.0	8.1	13.7	32.8	17.2	12.6	19.1	11.2
鼍	FCF Yield (%)	11.9	11.6	6.9	21.4	13.0	4.9	11.7	12.2	13.2	10.5	1.3
Ē	DPS	0.36	1.33	0.06	0.00	0.44	10.30	1.27	0.00	0.14	2.93	0.00
	Dvd Yield	4.0%	3.5%	0.7%	0.0%	2.0%	3.2%	3.3%	0.0%	0.2%	1.7%	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).

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





LIGHTHOUSE

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# ADZ closes its financial statements on 28-Feb, so any reference to the results of a certain year refers to the period between 28-Feb and 28-Feb (of the following year).

Adolfo Domínguez

(ADZ-ES / ADZ SM) Report date: 19 Jul 2024

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#### Notes and Reports History

		Price	Target price	Period of		
Date of report	Recommendation	(EUR)	(EUR)	validity	Reason for <b>report</b>	Analyst
19-Jul-2024	n.a.	5.00	n.a.	n.a.	3m Results 2024	Luis Esteban Arribas, CESGA
27-May-2024	n.a.	5.40	n.a.	n.a.	Small & Micro Caps (Spain)	Alfredo Echevarría Otegui
29-Apr-2024	n.a.	4.78	n.a.	n.a.	12m Results 2023 - Estimates upgrade	Luis Esteban Arribas, CESGA
18-Jan-2024	n.a.	4.92	n.a.	n.a.	9m Results 2023	Luis Esteban Arribas, CESGA
10-Nov-2023	n.a.	5.00	n.a.	n.a.	6m Results 2023	Luis Esteban Arribas, CESGA
14-Jul-2023	n.a.	6.35	n.a.	n.a.	3m Results 2023	Luis Esteban Arribas, CESGA
12-Jun-2023	n.a.	5.40	n.a.	n.a.	Small & Micro Caps (Spain)	David López Sánchez
28-Apr-2023	n.a.	6.00	n.a.	n.a.	12m Results 2022	Luis Esteban Arribas, CESGA
23-Jan-2023	n.a.	4.15	n.a.	n.a.	9m Results 2022	Luis Esteban Arribas, CESGA
28-Nov-2022	n.a.	4.03	n.a.	n.a.	6m Results 2022 - Estimates upgrade	Luis Esteban Arribas, CESGA
15-Jul-2022	n.a.	3.92	n.a.	n.a.	3m Results 2022	Alfredo Echevarría Otegui
28-Apr-2022	n.a.	3.80	n.a.	n.a.	12m Results 2021	Alfredo Echevarría Otegui
24-Jan-2022	n.a.	3.62	n.a.	n.a.	9m Results 2021	Alfredo Echevarría Otegui
02-Dec-2021	n.a.	3.77	n.a.	n.a.	6m Results 2021	Alfredo Echevarría Otegui
01-Sep-2021	n.a.	4.49	n.a.	n.a.	Estimates downgrade	Ana Isabel González García, CIIA
28-Jul-2021	n.a.	4.34	n.a.	n.a.	3m Results 2021	Ana Isabel González García, CIIA
14-Jun-2021	n.a.	4.28	n.a.	n.a.	Estimates upgrade	Ana Isabel González García, CIIA
29-Apr-2021	n.a.	4.50	n.a.	n.a.	12m Results 2020	Ana Isabel González García, CIIA
29-Mar-2021	n.a.	4.20	n.a.	n.a.	Important news	Ana Isabel González García, CIIA
18-Jan-2021	n.a.	4.78	n.a.	n.a.	9m Results 2020 - Estimates downgrade	Ana Isabel González García, CIIA
02-Dec-2020	n.a.	4.60	n.a.	n.a.	6m Results 2020 - Estimates downgrade	Ana Isabel González García, CIIA
17-Sep-2020	n.a.	3.90	n.a.	n.a.	3m Results 2020	Ana Isabel González García, CIIA
25-Jun-2020	n.a.	5.10	n.a.	n.a.	Estimates downgrade	Ana Isabel González García, CIIA
13-Jan-2020	n.a.	6.90	n.a.	n.a.	9m Results 2019	Ana Isabel González García, CIIA
03-Dec-2019	n.a.	7.36	n.a.	n.a.	Initiation of Coverage	Ana Isabel González García, CIIA

