

EQUITY RESEARCH

UPDATE

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Emma Villas

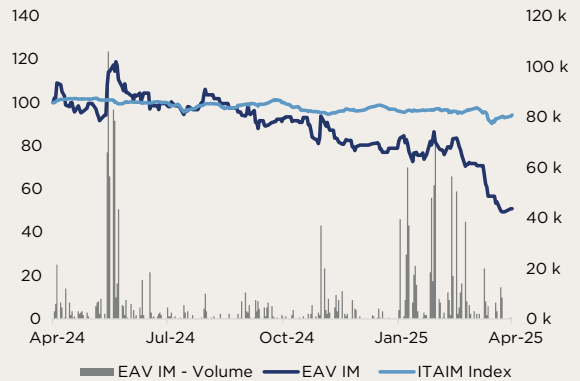
Euronext Growth Milan | Vacation Rental | Italy

<p>Rating</p> <p>BUY</p> <p>unchanged</p>	<p>Target Price</p> <p>€ 3,20</p> <p>prev. € 5,25</p>
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Key Multiples	FY24A	FY25E	FY26E	FY27E
EV/Sales	0,3x	0,3x	0,2x	0,2x
EV/EBITDA	n/a	5,1x	3,4x	2,5x
EV/EBIT	n/a	12,6x	5,9x	3,6x
P/E	n/a	19,4x	8,1x	4,6x
NFP/EBITDA	n/a	0,0x	n/a	n/a

Key Financials (€/mln)	FY24A	FY25E	FY26E	FY27E
Revenues	34,3	39,0	43,0	47,0
Value of Production	34,7	39,7	44,0	48,0
EBITDA	(0,7)	2,1	3,1	4,4
EBIT	(1,9)	0,9	1,8	3,0
Net Income	(1,5)	0,5	1,2	2,1
EBITDA Margin	-2,1%	5,3%	7,1%	9,1%
EBIT Margin	-5,4%	2,1%	4,1%	6,3%
Net Income Margin	-4,3%	1,3%	2,7%	4,4%

Stocks performance relative to FTSE Italia Growth



Stock Data

Risk	Medium
Price	€ 1,39
Target price	€ 3,20
Upside/(Downside) potential	130,6%
Ticker	EAV IM
Market Cap (€/mln)	€ 9,69
EV (€/mln)	€ 10,69
Free Float	13,91%
Share Outstanding	6.969.500
52-week high	€ 3,40
52-week low	€ 0,80
Average Daily Volumes (3 months)	12.135

Stock performance	1M	3M	6M	1Y
Absolute	-29,6%	-38,5%	-45,5%	-49,5%
to FTSE Italia Growth	-27,1%	-36,7%	-39,7%	-43,8%
to Euronext STAR Milan	-24,1%	-30,1%	-36,7%	-40,0%
to FTSE All-Share	-23,2%	-39,3%	-50,5%	-55,4%
to EUROSTOXX	-23,9%	-36,5%	-49,4%	-51,6%
to MSCI World Index	-24,4%	-28,4%	-40,1%	-54,2%

Source: FactSet

Main Ratios	FY24A	FY25E	FY26E	FY27E
Current ratio	0,9x	1,0x	1,2x	1,5x
ROIC	n/a	14,7%	36,5%	81,5%
ROE	n/a	18,0%	30,4%	37,6%
ROA	n/a	4,5%	9,2%	13,9%

Source: Integrae SIM

FY24A Results

The Value of Production for FY24A amounted to €34.66 million, representing a 6.0% increase compared to €32.71 million in FY23A, and broadly in line with the previously estimated figure of €35.85 million. In FY24A, EBITDA amounted to €-0.74 million, compared to €1.91 million in FY23A, while the EBITDA Margin declined to -2.1% from 5.8% in the previous year. EBIT, after depreciation and amortisation of €1.13 million, amounted to €-1.87 million in FY24A, down from €1.26 million in FY23A. Net Income stood at €-1.50 million, compared to €0.94 million in the previous year. From a balance sheet perspective, the Net Financial Position (NFP) amounted to €1.01 million as of 31 December 2024, a deterioration compared to the cash-positive NFP of €3.20 million at year-end 2023.

Estimates and Valuation Update

In light of the results published in the FY24A report, we revise our estimates for both the current year and the coming years. In particular, we estimate FY25E value of production at €39.70 million and EBITDA at €2.10 million, corresponding to a margin of 5.3%. For the following years, we expect the value of production to increase to €48.00 million (CAGR 24A-27E: 11.5%) in FY27E, with EBITDA amounting to €4.35 million (corresponding to a margin of 9.1%), up from € - 0.74 million in FY24A (corresponding to an EBITDA margin of -2.1%). From a balance sheet perspective, according to our expectations, the Net Financial Position (NFP) could reach a debt level of €0.04 million in FY25E. We conducted our valuation of the equity value of Emma Villas based on the DCF method and on multiples of a sample of comparable companies. The DCF method (including, for prudential purposes, a specific risk of 2.5% in the calculation of the WACC) returned an equity value of €28.7 million. Using market multiples, the equity value of Emma Villas was calculated as €16.0 million (including a 25.0% discount). The average equity value is approximately €22.3 million. **The target price is € 3.20, with a BUY rating and MEDIUM risk.**

Economics & Financials

TABLE 1 - ECONOMICS & FINANCIALS

CONSOLIDATED INCOME STATEMENT (€/mln)	FY23A	FY24A	FY25E	FY26E	FY27E
Revenues	32,52	34,30	39,00	43,00	47,00
Other revenues	0,19	0,36	0,70	0,95	1,00
Value of Production	32,71	34,66	39,70	43,95	48,00
COGS	17,36	20,42	22,30	24,30	26,15
Services	8,61	10,00	11,10	12,10	12,80
Use of assets owned by others	0,50	0,63	0,70	0,75	0,80
Employees	1,38	2,06	2,25	2,35	2,50
Other operating costs	2,96	2,30	1,25	1,35	1,40
EBITDA	1,91	(0,74)	2,10	3,10	4,35
<i>EBITDA Margin</i>	<i>5,8%</i>	<i>-2,1%</i>	<i>5,3%</i>	<i>7,1%</i>	<i>9,1%</i>
Extraordinary items	(2,00)	(1,33)	0,00	0,00	0,00
EBITDA Adjusted	3,90	0,59	2,10	3,10	4,35
<i>EBITDA Margin Adj.</i>	<i>11,9%</i>	<i>1,7%</i>	<i>5,3%</i>	<i>7,1%</i>	<i>9,1%</i>
D&A	0,64	1,13	1,25	1,30	1,35
EBIT	1,26	(1,87)	0,85	1,80	3,00
<i>EBIT Margin</i>	<i>3,9%</i>	<i>-5,4%</i>	<i>2,1%</i>	<i>4,1%</i>	<i>6,3%</i>
Financial management	0,06	0,07	(0,20)	(0,15)	(0,10)
EBT	1,32	(1,80)	0,65	1,65	2,90
Taxes	0,38	(0,30)	0,15	0,45	0,80
Net Income	0,94	(1,50)	0,50	1,20	2,10
CONSOLIDATED BALANCE SHEET (€/mln)					
	FY23A	FY24A	FY25E	FY26E	FY27E
Fixed Assets	7,26	9,37	8,90	8,10	7,25
Account receivable	2,50	2,07	2,60	2,85	3,10
Inventory	0,07	0,05	0,05	0,05	0,05
Account payable	5,02	1,38	1,50	1,65	1,80
Operating Working Capital	(2,45)	0,74	1,15	1,25	1,35
Other receivable	0,93	1,27	1,35	1,50	1,65
Other payable	1,04	4,11	4,45	4,90	5,30
Net Working Capital	(2,55)	(2,10)	(1,95)	(2,15)	(2,30)
Severance & other provisions	2,15	2,06	2,20	2,25	2,25
NET INVESTED CAPITAL	2,57	5,22	4,75	3,70	2,70
Share capital	0,07	0,07	0,07	0,07	0,07
Reserves	4,76	5,65	4,14	4,64	5,84
Net Income	0,94	(1,50)	0,50	1,20	2,10
Equity	5,77	4,21	4,71	5,91	8,01
Cash & cash equivalents	5,85	5,67	6,16	7,01	9,61
Short term financial debt	1,02	4,27	4,00	3,00	2,50
M/L term financial debt	1,62	2,40	2,20	1,80	1,80
Net Financial Position	(3,20)	1,01	0,04	(2,21)	(5,31)
SOURCES	2,57	5,22	4,75	3,70	2,70

CONSOLIDATED CASH FLOW (€/min)	FY23A	FY24A	FY25E	FY26E	FY27E
EBIT	1,26	(1,87)	0,85	1,80	3,00
Taxes	0,38	(0,30)	0,15	0,45	0,80
NOPAT	0,88	(1,57)	0,70	1,35	2,20
D&A	0,64	1,13	1,25	1,30	1,35
Change in NWC	(2,19)	(0,45)	(0,15)	0,20	0,15
<i>Change in receivable</i>	<i>(1,67)</i>	<i>0,44</i>	<i>(0,53)</i>	<i>(0,25)</i>	<i>(0,25)</i>
<i>Change in inventory</i>	<i>(0,07)</i>	<i>0,01</i>	<i>0,00</i>	<i>0,00</i>	<i>0,00</i>
<i>Change in payable</i>	<i>0,66</i>	<i>(3,64)</i>	<i>0,12</i>	<i>0,15</i>	<i>0,15</i>
<i>Change in others</i>	<i>(1,11)</i>	<i>2,74</i>	<i>0,26</i>	<i>0,30</i>	<i>0,25</i>
Change in provisions	(0,01)	(0,09)	0,14	0,05	0,00
OPERATING CASH FLOW	(0,68)	(0,98)	1,94	2,90	3,70
Capex	(1,11)	(3,24)	(0,78)	(0,50)	(0,50)
FREE CASH FLOW	(1,78)	(4,22)	1,17	2,40	3,20
Financial management	0,06	0,07	(0,20)	(0,15)	(0,10)
Change in Financial debt	(1,01)	4,03	(0,47)	(1,40)	(0,50)
Change in equity	3,12	(0,06)	0,00	0,00	0,00
FREE CASH FLOW TO EQUITY	0,38	(0,17)	0,49	0,85	2,60

Source: Emma Villas and Integrae SIM estimates

Company Overview

Emma Villas SpA, a company established in 2006 by Giammarco Bisogno, a sector expert with over 25 years of experience, is a leading incoming tour operator specialized in weekly tourist rentals of luxury villas and farmhouse style accommodation with private swimming pools. The Company, with a widespread presence in 15 Italian regions, is the leading Italian operator in terms of the number of properties exclusively managed and marketed with representation-free mandates lasting at least two years. Representation-free mandates, in the context of tourist villa rentals, refer to a specific type of mandate contract by which the owner of a villa gives an agent (Emma Villas) the power to manage the tourist rental of the property for a period (in this case, at least two years), without granting that agent legal representation. Emma Villas currently exclusively manages over 650 properties throughout Italy, welcoming over 55,000 international guests every year. The defining elements of the Emma Villas business model include property management, Smart Hospitality, dedicated 7-days-a-week concierge services, and Guest & Property Protection.

FY24A Results

TABLE 2 – ACTUAL VS ESTIMATES FY24A

€/mln	VoP	EBITDA Adj.	EBITDA Adj. %	EBIT	Net Income	NFP
FY24A	34,66	0,59	1,7%	(1,87)	(1,50)	1,01
FY24E	35,85	3,15	8,8%	2,25	1,55	(2,92)
Change	-3,3%	-81,3%	-7,1%	-183,2%	-196,9%	n/a

Source: Integrae SIM

In the annual results press release, Emma Villas CEO, Giammarco Bisogno, stated: *“The year 2024 was a challenging one, during which we made significant investments aimed at consolidating and strengthening our positioning within a market that has now reached maturity. The investment plan was focused on expanding the portfolio, maintaining our medium-to-long-term competitive advantage, and safeguarding long-standing relationships with property owners—solid partnerships that represent the true assets of our company. Investments were directed towards the acquisition of portfolios in strategic domestic and international regions, property management, the expansion of sales channels, and technological development—now an essential driver of our business. These strategic investment areas required both financial and organisational resources and were pursued within a complex macroeconomic environment. The increase in the number of villas managed under exclusive agreements had a positive impact on overall revenue and sales growth, while also leading to a rise in costs. In our sector, such costs tend to be more significant in the first year but are expected to generate improved revenue flows and margins in subsequent years, thereby yielding returns for the company over the medium term. 2024 – Bisogno continues – was dedicated to supporting the growth and development strategies implemented by the Company, including through external lines, the economic benefits of which will become more evident over the coming months.”*

It should be noted that the scope of consolidation for the first time in FY24A includes the Group’s fully owned subsidiaries, namely EMV International Ltd, acquired in November 2023, and Marche Holiday Villas Srl, acquired in April 2024, both held at 100%. By contrast, for Domus Rental Srl, also fully owned but acquired only at the end of July 2024, consolidation has been limited to the balance sheet, by accounting principles governing the inclusion of newly acquired entities during the financial year. Specifically:

- EMV International Ltd operates in the luxury villa rental segment, with a historical portfolio of 27 exclusive properties, primarily located in Sicily. The company is characterised by strong relationships with property owners, efficient property management, and robust visibility across major international distribution channels (OTAs and B2B). It also offers local experiences to enrich the clients’ stay;
- Marche Holiday Villas Srl, operating for over 15 years under the “Marche Holiday” brand, manages 24 premium villas under exclusive agreements in the Marche region. The company has built a solid commercial network both locally and internationally and provides experiential services linked to regional traditions and specialities;
- Domus Rental Srl operates in the Lake Garda area, managing 75 units (25 villas and 50 apartments). It adopts a non-capital-intensive business model based on revenue-sharing agreements with property owners. Contracts are exclusive and

are underpinned by long-standing relationships, supported by effective property management operations.

In the context of the 2024 financial year, the Company reports that the impact of its subsidiaries on the Group's consolidated results was essentially negligible. This is attributable to the fact that the Parent Company, Emma Villas SpA, has progressively assumed responsibility for all economically significant relationships, resulting in a centralisation of the Group's key operational and managerial activities.

As a consequence, the consolidated performance for the reporting period effectively mirrors the economic, financial and asset performance of Emma Villas alone, with only a marginal contribution from the subsidiaries.

During 2024, Emma Villas implemented substantial strategic investments to consolidate its market position in the vacation rental sector, which has now become mature and increasingly competitive, particularly in the luxury villa segment. The strategic focus was on strengthening the company's competitive advantage and enhancing property owner loyalty through two primary initiatives:

- Endogenous acquisition, carried out via the internal network and capital-intensive instruments such as property investment, targeting key areas (Puglia, Sicily, Tuscany, Emilia-Romagna, and Sardinia), which led to an increase in portfolio villas from 542 to 621 units (+14.6%);
- Exogenous acquisition, through targeted M&A transactions, including the acquisitions of Marche Holiday Villas and Domus Rental, aimed at expanding the portfolio in strategically important regions.

The Group's property management platform, which has now reached full maturity, played a key role in this strategy, enabling Emma Villas to deliver a distinctive and integrated service offering within the market.

Thanks to these initiatives, the Group has reaffirmed its position as the leading player in the Italian high-end vacation rental segment, with over 650 exclusive properties, more than 55,000 international guests, and a comprehensive offering that combines accommodation, property management, and experiential services.

The Value of Production for FY24A amounted to €34.66 million, representing a 6.0% increase compared to €32.71 million in FY23A, and broadly in line with the previously estimated figure of €35.85 million. This growth reflects the substantial expansion of the portfolio of exclusive villas under management, which rose from 542 to 660 units (+21.8% year-on-year), further consolidating Emma Villas' leadership in the premium vacation rental segment. The enlarged offering also translated into an increase in weeks booked, which reached 7,836 in 2024 (+2.7%) compared to 7,633 in 2023, this despite a challenging macroeconomic and climatic environment that negatively impacted the summer season more than anticipated. The effectiveness of the commercial strategy is further demonstrated by improved occupancy rates during the low season, supported by the strengthening of OTA (online travel agency) channels and the increasing contribution of B2B sales. Although the growth in the Value of Production was lower than the increase in the number of villas under management, this divergence is to be considered structural, due to the time typically required, one to two financial years, for newly acquired properties to become fully operational and revenue-generating.

In FY24A, EBITDA amounted to €-0.74 million, compared to €1.91 million in FY23A, while the EBITDA Margin declined to -2.1% from 5.8% in the previous year. Adjusted EBITDA stood at €0.59 million, down from €3.90 million in FY23A, with the Adjusted EBITDA Margin decreasing from 11.9% to 1.7%. This performance is primarily attributable to the increased impact of operating costs, following the exceptional and partial assumption of electricity costs normally borne by guests staying at the managed properties. This measure was implemented in response to sales volumes falling short of expectations, with the objective of maintaining the competitiveness of the offering in a particularly challenging market environment. The remaining contraction in profitability is linked to the generalised increase in operating costs incurred to support the expansion of the property portfolio, the strengthening of organisational structures, and the launch of new strategic initiatives, including the development of extended property management services and complementary offerings.

The trend in Adjusted EBITDA should be interpreted from a forward-looking perspective. The increase in the number of villas under management and the expansion of the client base, combined with a significant strengthening of distribution channels, lay the foundations for a gradual recovery in margins starting as early as FY25A. It should also be noted that the capital-intensive nature of recent acquisitions and “guaranteed occupancy” contracts structurally leads to an initially adverse impact on margins. However, this effect is expected to diminish as the portfolio reaches full utilisation, ultimately generating increasing returns over a multi-year horizon.

EBIT, after depreciation and amortisation of €1.13 million, amounted to €-1.87 million in FY24A, down from €1.26 million in FY23A. The EBIT Margin similarly declined to -5.4% from 3.9% in 2023. This performance was affected by the increase in depreciation charges related to investments undertaken over the two years, totalling €1.13 million. These investments were directed towards portfolio expansion (including abroad), strengthening of the management network, technological development, extension of distribution channels, territorial presence, and personnel training. Net Income stood at €-1.50 million, compared to €0.94 million in the previous year.

From a balance sheet perspective, the Net Financial Position (NFP) amounted to €1.01 million as of 31 December 2024, a deterioration compared to the cash-positive NFP of €3.20 million at year-end 2023. The increase in indebtedness primarily reflects the intensive investment activity carried out during the year, particularly in relation to the acquisitions of Marche Holiday and Domus Rental, the development of intangible assets linked to property management, and the establishment of a more extensive commercial network.

The evolution of the NFP is therefore coherent with the Group’s strategy, which involves a period of increased cash absorption aimed at consolidating market presence and strengthening operations to support future growth. Looking ahead, the Group expects a progressive recovery in margins, supported by the full contribution of villas acquired during 2024 and improved performance in terms of both weeks booked and average daily rates (ADR). It is worth noting that at the beginning of 2025, Emma Villas launched a cost optimisation and operational efficiency plan, to reduce the recurring cost base by approximately €1.50 million as early as the current financial year. More broadly, Emma Villas has initiated a development plan aimed at reinforcing its leadership in the premium villa segment, through annual investments of between €1.50 million and €2.00 million. These are dedicated to the acquisition of new properties under more advanced contractual structures (e.g., seasonal instant

buyer or guaranteed occupancy with property management), which also involve direct management and value-enhancing interventions on the properties.

To support this, the Group has reinforced its organisational structure with a dedicated central team, a strengthened local sales force, and a training platform (Emma Villas Academy) to accelerate integration and improve operational efficiency.

Simultaneously, the expansion of sales channels is continuing, with a growing focus on B2B and the digitalisation of internal processes, as well as the development of new revenue streams linked to ancillary services. While these initiatives may be more burdensome in the short term, they are designed to enhance the Group's profitability and cash flow generation capacity starting in 2025.

FY25E - FY27E Estimates

TABLE 3 - ESTIMATES UPDATES FY25E-27E

€/mln	FY25E	FY26E	FY27E
Vaue of Production			
New	39,70	43,95	48,00
Old	44,70	50,45	n/a
<i>Change</i>	-11,2%	-12,9%	n/a
EBITDA			
New	2,10	3,10	4,35
Old	4,45	6,05	n/a
<i>Change</i>	-52,8%	-48,8%	n/a
EBITDA %			
New	5,3%	7,1%	9,1%
Old	10,0%	12,0%	n/a
<i>Change</i>	-4,7%	-4,9%	n/a
EBIT			
New	0,85	1,80	3,00
Old	3,65	5,25	n/a
<i>Change</i>	-76,7%	-65,7%	n/a
Net Income			
New	0,50	1,20	2,10
Old	2,50	3,65	n/a
<i>Change</i>	-80,0%	-67,1%	n/a
NFP			
New	0,04	(2,21)	(5,31)
Old	(6,07)	(10,12)	n/a
<i>Change</i>	n/a	n/a	n/a

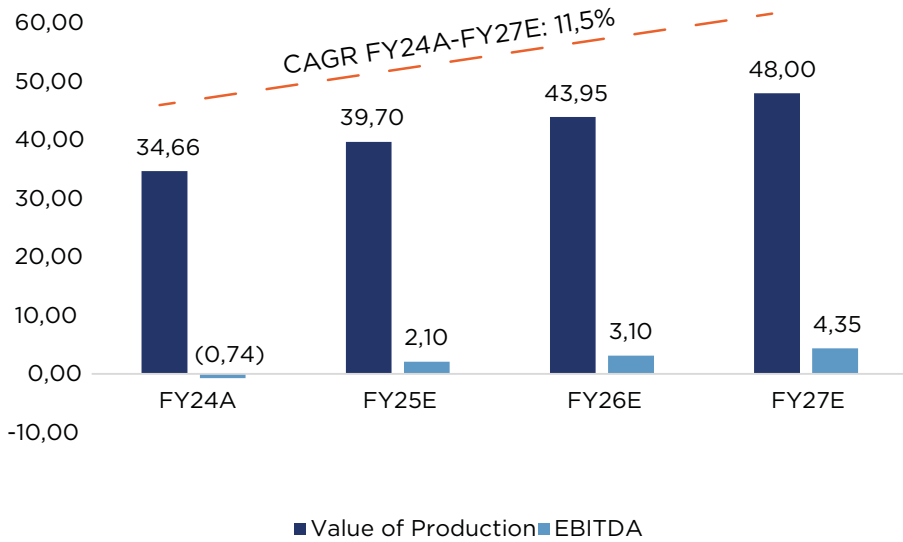
Source: Integrae SIM

In light of the results published in the FY24A report, we revise our estimates for both the current year and the coming years.

In particular, we estimate FY25E value of production at €39.70 million and EBITDA at €2.10 million, corresponding to a margin of 5.3%. For the following years, we expect the value of production to increase to €48.00 million (CAGR 24A-27E: 11.5%) in FY27E, with EBITDA amounting to €4.35 million (corresponding to a margin of 9.1%), up from € - 0.74 million in FY24A (corresponding to an EBITDA margin of -2.1%).

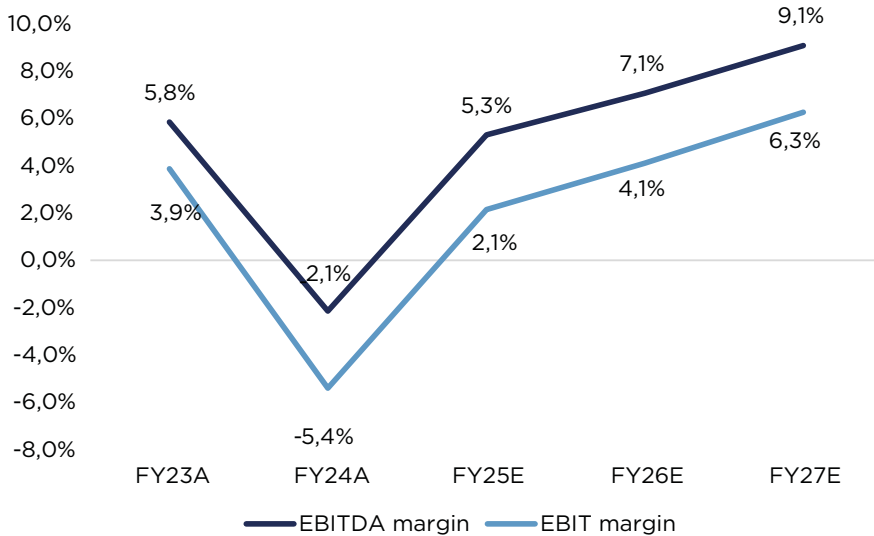
From a balance sheet perspective, we expect an improvement in the Net Financial Position (NFP), which, according to our estimates, is projected to move from a debt of €1.01 million in FY24A to a debt of €0.04 million in FY25E.

CHART 1 - REVENUES AND EBITDA FY24A-27E



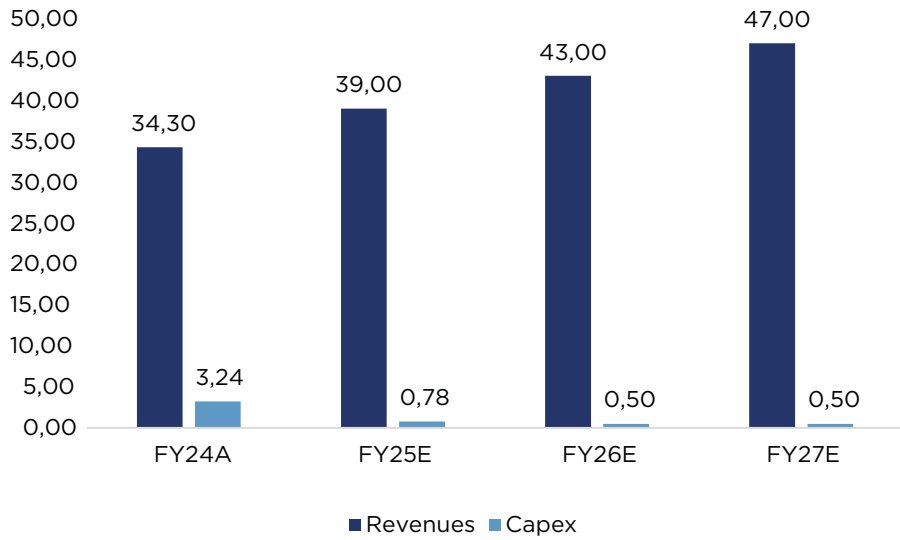
Source: Integrae SIM

CHART 2 - MARGIN FY24A-27E



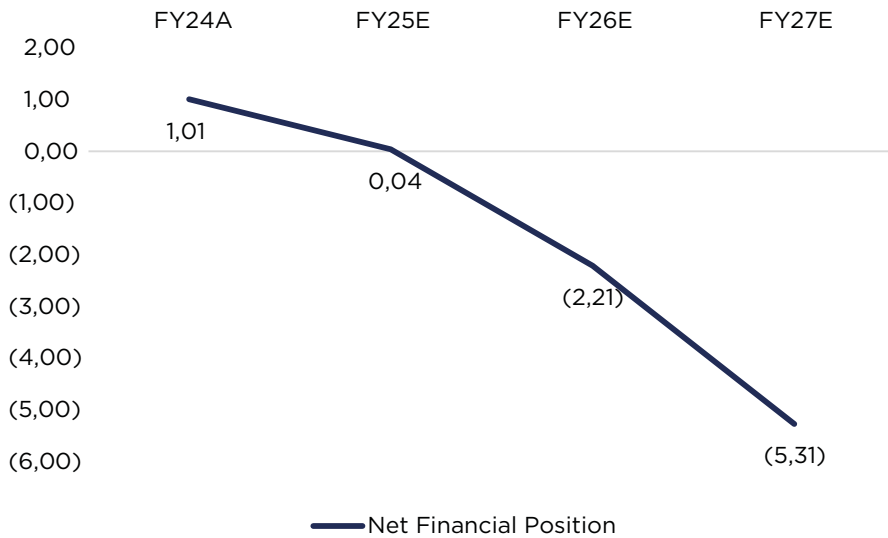
Source: Integrae SIM

CHART 3 - CAPEX FY24A-27E



Source: Integrae SIM

CHART 4 - NFP FY24A-27E



Source: Integrae SIM

Valuation

We conducted our valuation of the equity value of Emma Villas based on the DCF method and on multiples of a sample of comparable companies.

DCF Method

TABLE 4 - WACC

WACC			8,78%
D/E 100,00%	Risk Free Rate 2,81%	β Adjusted 1,3	α (specific risk) 2,50%
Kd 3,50%	Market premium 7,26%	β Relevered 1,5	Ke 15,04%

Source: Integrae SIM

For prudential purposes, we included a specific risk of 2.5%. The result is therefore a WACC of 8.78%.

TABLE 5 - DCF VALUATION

DCF	% of EV	
FCFO actualized	5,6	19%
TV actualized DCF	24,1	81%
Enterprise Value	29,7	100%
NFP (FY24A)	1,0	
Equity Value	28,7	

Source: Integrae SIM

With the above data and taking our estimates and assumptions as a reference, the result is an **equity value of € 28,7 million**.

TABLE 6 - EQUITY VALUE SENSITIVITY ANALYSIS

€/mln	WACC							
	7,3%	7,8%	8,3%	8,8%	9,3%	9,8%	10,3%	
Growth Rate (g)	3,0%	47,3	42,3	38,3	34,9	32,1	29,7	27,7
	2,5%	42,8	38,7	35,4	32,5	30,1	28,0	26,2
	2,0%	39,2	35,8	32,9	30,5	28,3	26,5	24,9
	1,5%	36,2	33,3	30,8	28,7	26,8	25,2	23,7
	1,0%	33,7	31,2	29,0	27,1	25,5	24,0	22,7
	0,5%	31,6	29,4	27,5	25,8	24,3	22,9	21,7
	0,0%	29,7	27,8	26,1	24,6	23,2	22,0	20,9

Source: Integrae SIM

Market Multiples

Our panels are made up by companies in the same sector as Emma Villas. These companies are the same used to calculate Beta for the DCF method. The panels are made up by:

TABLE 7 – MARKET MULTIPLES (SHORT TERM RENT)

Company Name	EV/EBITDA			EV/EBIT			P/E		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Booking Holdings Inc.	18,0 x	16,1 x	14,1 x	19,5 x	17,4 x	15,2 x	22,6 x	19,4 x	16,4 x
eDreams ODIGEO	7,5 x	6,9 x	5,9 x	11,2 x	9,8 x	8,8 x	11,2 x	9,3 x	7,5 x
Expedia Group, Inc.	7,5 x	6,8 x	6,1 x	12,9 x	11,3 x	9,9 x	11,1 x	9,3 x	7,7 x
Airbnb, Inc.	16,1 x	14,2 x	12,3 x	25,7 x	21,9 x	17,9 x	27,5 x	23,9 x	20,2 x
lastminute.com N.V.	3,7 x	3,3 x	3,0 x	6,4 x	5,7 x	5,0 x	8,0 x	7,1 x	6,2 x
Peer median	7,5 x	6,9 x	6,1 x	12,9 x	11,3 x	9,9 x	11,2 x	9,3 x	7,7 x

Source: FactSet

TABLE 8 – MARKET MULTIPLES (LUXURY TOURISM)

Company Name	EV/EBITDA			EV/EBIT			P/E		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Wyndham Hotels & Resorts, Inc.	6,0 x	5,4 x	5,0 x	8,4 x	7,4 x	6,7 x	12,2 x	10,7 x	9,6 x
Melia Hotels International, S.A.	10,3 x	9,6 x	9,0 x	13,3 x	12,3 x	11,6 x	19,9 x	17,7 x	16,2 x
InterContinental Hotels Group PLC	12,3 x	11,6 x	11,2 x	14,6 x	13,7 x	13,1 x	19,5 x	18,1 x	17,2 x
Marriott Vacations Worldwide Corporation	12,3 x	11,6 x	11,2 x	14,6 x	13,7 x	13,1 x	19,5 x	18,1 x	17,2 x
Hilton Grand Vacations, Inc.	7,0 x	6,1 x	6,9 x	16,9 x	9,5 x	6,9 x	21,5 x	17,4 x	14,2 x
Peer median	9,4 x	8,8 x	8,9 x	13,0 x	12,3 x	11,8 x	9,6 x	8,7 x	8,0 x

Source: FactSet

TABLE 9 - MARKET MULTIPLES VALUATION

€/mln	FY25E	FY26E	FY27E
Enterprise Value (EV)			
EV/EBITDA	17,8	24,3	32,6
EV/EBIT	11,0	21,3	32,6
P/E	5,2	10,8	16,5
Enterprise Value post 25% discount			
EV/EBITDA	13,3	18,2	24,5
EV/EBIT	8,2	15,9	24,4
P/E	3,9	8,1	12,4
Equity Value			
EV/EBITDA	13,3	20,4	29,8
EV/EBIT	8,2	18,2	29,7
P/E	3,9	8,1	12,4
Average	8,5	15,6	24,0

Source: Integrae SIM

The equity value of Emma Villas was calculated using EV/EBITDA, EV/EBIT and P/E market multiples. After applying a 25.0% discount, the result is an **equity value of € 16.0 million.**

Equity Value

TABLE 10 - EQUITY VALUE

Average Equity Value (€/mln)	22,3
Equity Value DCF (€/mln)	28,7
Equity Value Multiples (€/mln)	16,0
Target Price (€)	3,20

Source: Integrae SIM

The average equity value is approximately € 22.3 million.

The target price is therefore € 3.20 (prev. € 5.25). We confirm a BUY rating and MEDIUM risk.

TABLE 11 - TARGET PRICE IMPLIED VALUATION MULTIPLES

Multiples	FY24A	FY25E	FY26E	FY27E
EV/EBITDA	n/a	11,1 x	7,5 x	5,4 x
EV/EBIT	n/a	27,5 x	13,0 x	7,8 x
P/E	n/a	44,7 x	18,6 x	10,6 x

Source: Integrae SIM

TABLE 12 - CURRENT PRICE IMPLIED VALUATION MULTIPLES

Multiples	FY24A	FY25E	FY26E	FY27E
EV/EBITDA	n/a	5,1 x	3,4 x	2,5 x
EV/EBIT	n/a	12,6 x	5,9 x	3,6 x
P/E	n/a	19,4 x	8,1 x	4,6 x

Source: Integrae SIM

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Upside Potential (for different risk categories)

Rating	Low Risk	Medium Risk	High Risk
BUY	Upside \geq 7.5%	Upside \geq 10%	Upside \geq 15%
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SELL	Upside \leq -5%	Upside \leq -5%	Upside \leq 0%
U.R.	Under Review		
N.R.	Not Rated		

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