

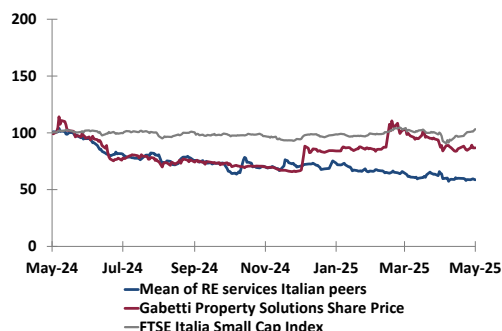


OUTPERFORM

Current Share Price (€): 0.62

Target Price (€): 1.50

Gabetti - 1Y Performance



Source: S&P Capital IQ - Note: 06/05/2024=100

Company data

ISIN number	IT0005023038
Bloomberg code	GAB IM
Reuters code	GAB.MI
Industry	Real Estate
Stock market	Euronext Milan
Share Price (€)	0.62
Date of Price	05/05/2025
Shares Outstanding (m)	60.3
Market Cap (€m)	37.3
Market Float (%)	41.1%
Daily Volume	348,791
Avg Daily Volume YTD	115,390
Target Price (€)	1.50
Upside (%)	143%
Recommendation	OUTPERFORM

Share price performance

	1M	3M	6M	1Y
Gabetti - Absolute (%)	11%	9%	33%	-8%
FTSE Italia Small Cap (%)	11%	4%	7%	2%
1Y Range H/L (€)			0.76	0.44
YTD Change (€)/%			0.06	10%

Source: S&P Capital IQ

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Turning the page towards full-service property management after the end of incentives

Stock trading: Gabetti holds up, as Real Estate peers slip down

Over the past 12 months, Gabetti shares traded overall in line with Italian real estate services peers, maintaining a lively correlation until December. In the last months, the stock has rebounded returning to levels seen 1Y ago, while peers have continued their downward trend, resulting in a 40% LTM decline.

FY24 turning point: New normal after end of tax incentives on building renovations, with rising operating profit and normalized debt, down by €40m

Gabetti reported €147m revenues in FY24, -24% YoY, expected after cut of tax incentives, but over our estimate of €126m. Group EBITDA was €23.3m, 15.8% margin vs 11.6% in FY23, consistent with our 15% estimate. EBIT was €15.3m, €11.5m in FY23. EBT was €(1.5)m, €6.6m in FY23, motivated by one-off €12.3m write-downs due to regulatory reduction of renovation incentives. Group net income was €1.1m, as in FY23. Year-end net financial debt was €23.2m (€15.4m net of IFRS 16 effect), from €60.6m in FY23, nearly €40m cut after the completion of bonus-driven projects and shift in the business mix.

Targeting growth in franchising revenues by 2028

After restructuring of the franchising network in 2022-23 under Gabetti brand, over the past years Gabetti Franchising expanded its network to >740 agencies, generating >€10m revenues and €2.5m in EBITDA in FY24. Management targets 90 new openings, 2,500 consultants and 7% network growth in 2025, then €15m revenues by 2028.

Gabetti Lab: Acquisition of Saemi, adding full-time assistance to GH24 services

In January 2025, Gabetti Lab acquired 100% of Saemi, provider of 24/7 technical assistance to residential buildings through a network of 12,000 operators across Italy (€3m FY24 revenues). The rationale is to enrich GH24 offering of property management with full-time assistance, bringing GH24 revenues to >€5m within three years.

Target Price €1.50 per share and OUTPERFORM rating confirmed

We see 2025 as a year of transition, with Gabetti working on initiatives critical for its long-term positioning. Gabetti has caught momentum opportunities riding the wave of tax incentives, while working on its shape of top tier real estate services provider and enhancing its business model based on multiple networks and synergic services. In our assessment, we consider as value thresholds Gabetti awareness and its extended nationwide franchising networks. Gabetti is currently trading at 2025E EV/Revenues of 0.5x, vs 1.0x of franchisors peers. We confirm the OUTPERFORM rating and €1.50 Target Price per share, corresponding to 0.8x revenues.

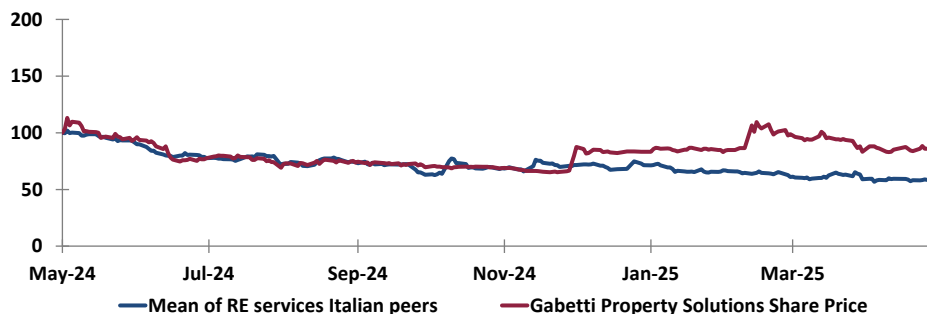
KEY FINANCIALS AND ESTIMATES (€m)	2023	2024	2025E	2026E	2027E
Revenues	193.1	147.2	140.5	148.6	157.0
EBITDA Adjusted	22.5	23.3	14.0	15.9	17.1
Margin	12%	16%	10%	11%	11%
EBIT	11.5	15.3	6.8	11.3	12.1
Net Income (Loss)	3.8	(1.6)	2.7	5.9	6.5
of which Group Net Income	1.0	1.1	-	-	-
Trade Working Capital	61.4	40.1	17.6	18.9	20.3
Net (Debt) Cash	(60.6)	(23.2)	(7.9)	(11.9)	(14.8)
Equity	40.5	41.0	43.7	49.6	56.1
KEY RATIOS AND MULTIPLES	2023	2024	2025E	2026E	2027E
Net Debt/EBITDA	2.7x	1.0x	0.6x	0.7x	0.9x
EV/Revenues	0.3x	0.4x	0.5x	0.4x	0.4x
EV/EBITDA Adj	2.9x	2.8x	4.6x	4.0x	3.8x

Source: Company data 2023-24A, EnVent Research 2025-27E

Market update: performance vs Italian peers and small caps

Gabetti vs Real Estate services Italian peers - 1Y Share price performance

Performance over LTM at -8% for Gabetti, vs -40% average of RE services Italian peer group

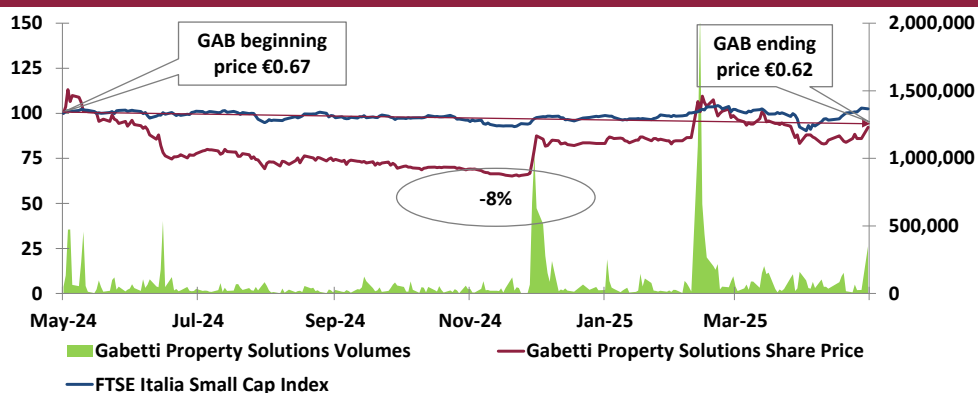


Source: EnVent Research on S&P Capital IQ - Note: 05/05/2024=100

Gabetti vs Italia Small Cap - 1Y Share price performance and trading volumes

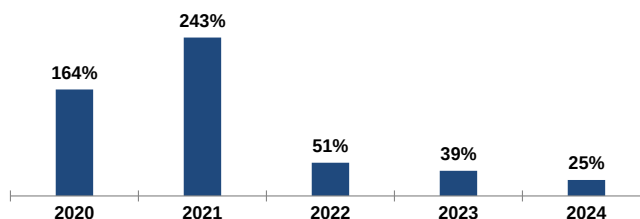
Trading price range €0.44-0.76 per share

-8% for Gabetti, vs +2% of the Italia Small Cap index



Source: EnVent Research on S&P Capital IQ - Note: 05/05/2024=100

Gabetti - Liquidity analysis and velocity turnover



Source: EnVent Research on S&P Capital IQ - Note: Velocity turnover: total traded shares to total ordinary shares

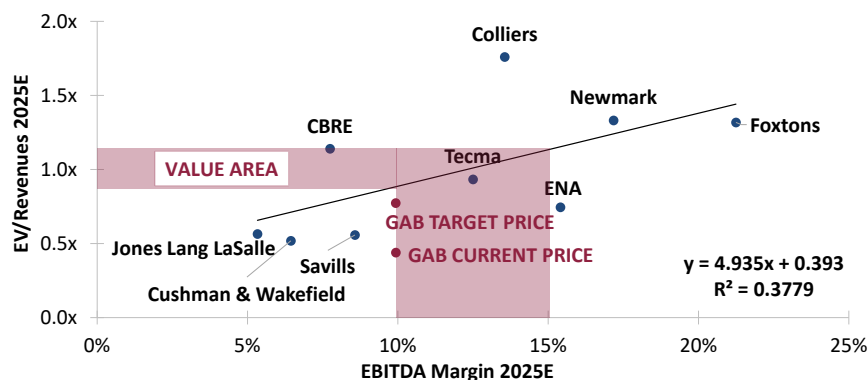
Real Estate services peers - Regression analysis and Gabetti target positioning

Weak correlation within industry

Scale and scope of operations as main differences

Recent profitability over most industry players

Wide discount to peers



Source: EnVent Research on S&P Capital IQ, May 2025

Investment case

Over seven decades of history

**Multi-segment multi-service
property specialist**

**Single-source for the full
spectrum of real estate**

**National network with local
market experts**

Gabetti Property Solutions, listed on Euronext Milan, is an Italian real estate services provider of a full range of brokerage, advisory and technical services, credit and insurance brokerage and renovation services, with decades of track record and expertise across residential, office, production facilities & logistic, retail, hospitality, sporting and specialty properties.

Key figures (FY24):

- Revenues €147m
- EBITDA €23m, 16% margin
- 11 regional corporate offices and 28 franchising corporate agencies in Italy
- 740 Gabetti Franchising agencies
- Workforce of over 470 people

Source: Company data

Industry drivers

- Real estate industry sensitive to economic cycles and macroeconomic factors
- Defensive capital allocation to real estate
- Permanent appeal of the residential market and community buildings
- Office sector amid a major reset: growth in corporate outsourcing
- RE 4.0: technology influences real estate investment decisions
- Sustainability as long-term priority

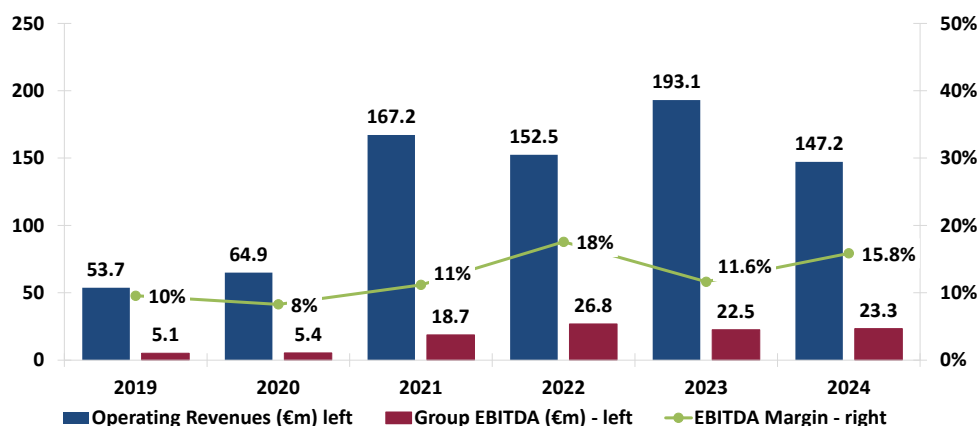
Company drivers

- Multidisciplinary skills and integrated business model built around property
- Value proposition to serve a diversified set of clients
- Recurring client relationships
- National brand and reputation
- Defensive real estate industry player with no direct investments
- Track record in acquisitions of companies and setup of new businesses

Challenges

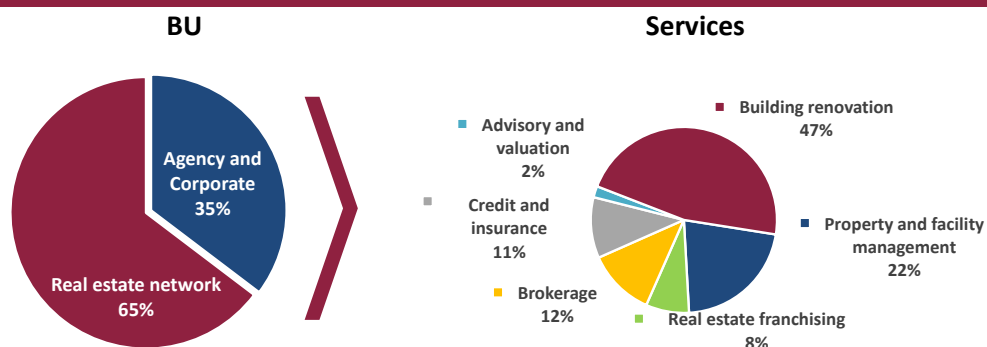
- Ongoing headwinds for geopolitical instability and inflationary pressures
- Low/medium barriers to entry, high rivalry
- Downsizing of tax incentives and regulatory changes
- Managing a multi-service organization

Historical financial performance



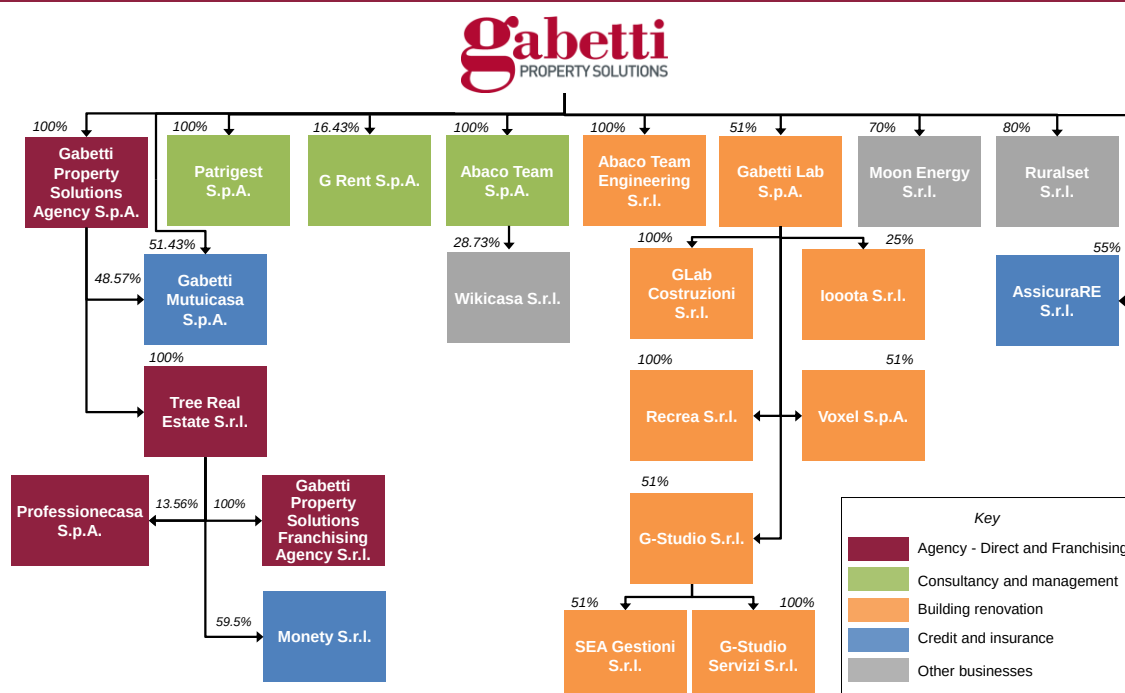
Source: Company data - Note: Consolidated figures

Revenue breakdown, FY24



Source: Company data

Group companies



Source: Company data, update 31/12/2024

2021-23 driven by building renovations boosted by Superbonus tax benefits

Gradually rebalancing the weight between BUs

2024 as last year of building renovation relevance among services

Risk/opportunity assessment

Business risk: medium-high

Competitive forces		
Force	Factors	Materiality of risk map
Competitive rivalry	- High competition - Fragmented market populated by multinational, domestic and local players	Higher risk Lower impact Higher impact Lower risk Overall risk profile MEDIUM-HIGH
Clients	High power, wide choice of brokers/providers	
New entrants	- Business non-capital intensive, wide availability of expertise - Main barriers: network and connections	
Substitutes	- Online-driven businesses - Technology disruptors within Proptech	
Suppliers	- Plenty of properties for sale and rent - Wide offer of renovation/construction and maintenance companies - Wide offer of professional services	

Source: EnVent Research

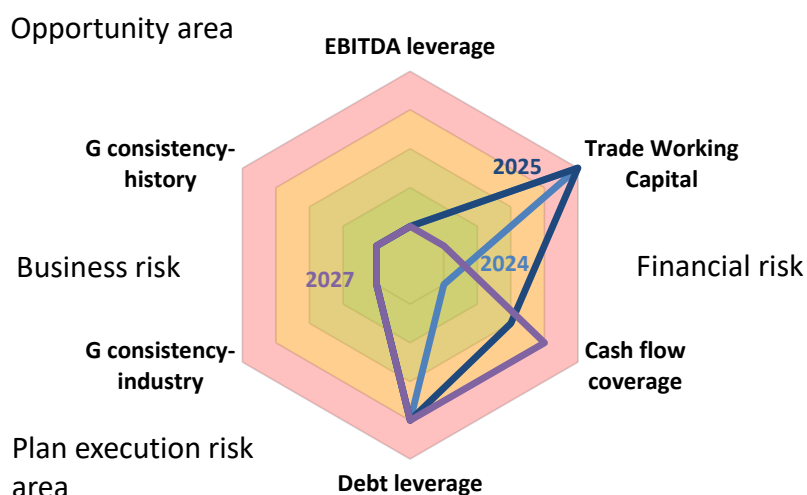
Financial risk: medium

Ratios map

Expected growth consistent with the industry

Financial debt normalization following the end of tax incentives

TWC resizing downward after 2024



Source: EnVent Research

ESG compliance

Following the planned enactment of the EU Corporate Sustainability Reporting Directive - CSRD in Italy, Gabetti will be required to publish its first sustainability report in 2026, on FY25 data.

FY24 turning point: new normal after end of tax incentives on renovations, normalized debt down by €40m

Regulatory changes in tax incentives for building renovations impacted the performance of 2024, causing 30% revenue decline in the Real Estate Network BU. Within this BU, Gabetti Lab revenues coming from the contractor business in 2024 were generated only by completion of works in backlog (construction sites not ended as of year-end 2023 and elderly people housing).

Compared to 9M results, the last quarter showed recovery of Agency and Corporate revenues (€34.8m in 9M vs €51.8m FY) and an improvement in profitability.

Despite decreasing revenues, operating margins were better than prior year, as a consequence of cost control actions, and financial debt went down at 1x EBITDA.

FY24 Key financial figures:

- Revenues
 - Group €147.2m, -24% YoY
 - BU Agency and Corporate €51.8m, -5% YoY
 - BU Real Estate Network €95.4m, -32% YoY
- EBITDA
 - Group €23.3m, 15.8% margin, vs 11.6% in FY23
 - BU Agency and Corporate €6m, vs €5m in FY23
 - BU Real Estate Network €17.2m, vs €19m in FY23
- EBIT €15.3m, 10% margin, vs €11.5m in FY23, 6% margin, after €5m revenues write-down
- EBT €(1.5)m, vs €6.6m in FY23, after €12.3m of one-off write-downs, impacted by law 67/2024, and €3.8m interest expense
- Consolidated net loss €(1.6)m; Group net income €1.1m, vs €1m in FY23
- Year-end net financial debt €23.2m (€15.4m, net of €7.8m leases IFRS 16 effect), vs €60.6m as of year-end 2023 (€54.4m net of IFRS 16 effect), thanks to cash flow generated by building renovation portfolio completion

Higher operating margins

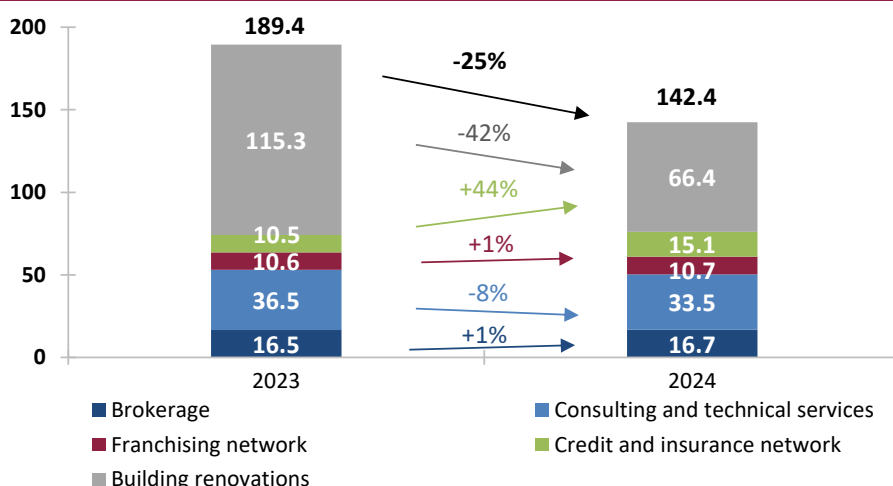
Financial debt substantial reduction after completion of bonus-driven renovation portfolio

End of building renovation revenues

Counterbalancing growth of credit and insurance network

Franchising network up (net of Grimaldi deconsolidation)

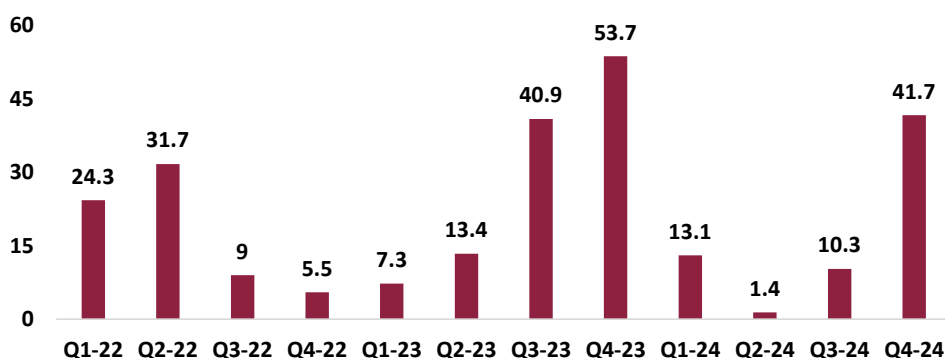
Operating revenue breakdown by service (€m)



Source: Company data; Note: rounded figures, not corrected for intra-group transactions

Quarterly revenue trend pictures rise and fall of incentive boost on renovation and energy efficiency portfolios

Gabetti Lab 2022-24 quarterly revenues (€m)



Source: Company data

Segment performance - Operating revenues

BU		€m	YoY (%)
Agency	Luxury Santandrea	€5.2m	+13%
	Home Value	€4.1m	-17%
	Corporate	€4.9m	-12%
	Portfolio management	€2.5m	+75%
Corporate services	Abaco	€30.1m	-5%
	Patrigest	€2.8m	-41%
	Ruralset	€0.7m	+258%
Agency and Corporate		€50.3m	-5%
	Franchising	€10.7m	1%
	Condo and tec network	€66.4m	-42%
	Financial network	€15.1m	+44%
Real Estate Network		€92.1m	-32%
TOTAL		€142.4m	-25%

Source: Company data; Note: rounded figures, not corrected for intra-group transactions

Corporate period facts and business update

Acquisition of Saemi, provider of technical assistance to residential buildings

In January 2025, Gabetti Lab acquired 100% of Saemi (FY24 revenues €3m), which provides H24 technical assistance to residential buildings, by a network of thousands of operators throughout most municipalities across Italy. The deal rationale is to enrich GH24 offering of property management services with full-time assistance services.

Growth of Gabetti franchising network

Over the past two and a half years, Gabetti Franchising has activated over 200 new contracts, reaching over 740 agencies nationwide and generating over €10m revenues with €2.5m EBITDA in FY24.

Reshaping of Patrigest business

Professional property services, including advisory and valuation under Patrigest subsidiary, will incorporate services offered to date by Ruralset, Group company dedicated to consulting within the rural, agricultural and agro-industrial market. In addition, Patrigest will include the newborn division Market Research & Data Intelligence (previously Ufficio Studi).

Leadership changes

The Group is undergoing several leadership changes: Marco Speretta, Group COO and CFO since 2007, has been appointed Group CEO in January 2025; Luca Dondi Dall'Orologio has been appointed CEO of Patrigest, group company specialized in advisory and valuation, in April 2025.

G Rent delisting

Gabetti non-controlling interest G Rent shareholders' meeting approved a delisting proposal, whose purpose is to reduce operating costs by minimizing the obligations and expenses associated with the status of listed company. According to G Rent management, more financial resources will be allocated to sales activities and the company turnaround plan. G Rent stock has been delisted from March 31st.

Company outlook: strategic refocus in progress for Gabetti Lab

The building renovation market boosted by Superbonus has come to an end, with the completion in 2024 of last 110/70 hybrid construction sites.

The elderly nursing homes segment is still eligible for 110% tax incentives until the end of 2025, as such works are going on.

Leveraging on the experience gained over last years, requalification of the Italian housing stock remains at the core of Gabetti Lab strategy, through a new operating model addressing condos and elderly housing as direct operator, arranger and ESCo.

- **Building renovation:**

- Acquisition, renovation and turn-key sale of properties (buildings and flats) through REcrea, Gabetti Lab subsidiary
- ESCo certification to expand into centralized systems for condos and nursing homes markets

- **Energy communities:** partnership with Edison

- **Advanced facility management:** property and facility management of condos, with full-time assistance services (GH24, plus recently acquired Saemi)

- **Condos administration:** acquisition of stakes in building administration firms (G-Studio)

- **Condominium welfare:** development of sustainable service portfolios aligned with end-user needs

- **Smart building:** use of big data in energy efficiency (Iloota and partner Cedac 102)

New operating model for Gabetti Lab

Emerging and ongoing initiatives

Industry outlook

Real estate market - 2024 marks a breakthrough as investments rebound, amid rate cuts and untapped opportunities

According to CBRE, 2024 has marked a turning point for the Italian real estate market, showing a turnaround in investment volumes following the restrictive monetary policies, with ECB interest rate cuts aimed at reducing inflation. The gap between supply and occupier demand continues to present untapped opportunities, especially in strategic locations. In 2025, further interest rate reductions and a resilient occupier market could attract both core and value-add investors, driving continued growth in both residential and commercial segments.

Source: CBRE, *Italy Real Estate Market 2025*, February 2025

The luxury real estate market in Italy continued to grow in 2024

According to the report "The Luxury Real Estate Market" by Ufficio Studi Gabetti based on Santandrea Luxury Property & Top Properties, the Italian luxury residential real estate market has shown remarkable growth, despite the challenging macroeconomic environment in recent years. Even in 2024, the sector remained dynamic and continued to expand, attracting interest from both domestic and international buyers.

The analysis highlights that the Italian luxury market has experienced steady growth since 2020, driven by an increasingly strong demand for prestigious properties. Notably, properties in the exclusive price range between €600,000 and €1,000,000 stand out as the most active segment, accounting for the highest volume of transactions in recent years.

Source: Gabetti, *The Luxury Real Estate Market*, 2025

Estimates revision and extension

We have factored in Gabetti 2024 performance, which confirmed our expectations of profitability improvement, through effective cost control, and substantial financial debt reduction following the cutback of building renovation activities.

We continue to see 2025E as a transitional year, where the business of Gabetti Lab has to be rebuilt. As such, in consideration of the time-to-market of new Gabetti Lab initiatives recently launched, we adjust downward 2025E revenues, while leaving broadly unchanged key assumptions about other business units. We acknowledge management operating strategy and guidelines for the development of Gabetti Franchising and GH24 property management network, envisaging respectively €15m and €5m revenue targets by 2028. After refining our 2025E estimates, we have extended projections to 2027, assuming consistent growth and a 3% 2024-27E CAGR in revenues.

After finetuning of operating costs, we confirm our view of profitability and also financial debt normalization in 2025E and following years.

We factor in Saemi acquisition and adjust capital expenditure to encompass the

Persisting gap between supply and occupier demand

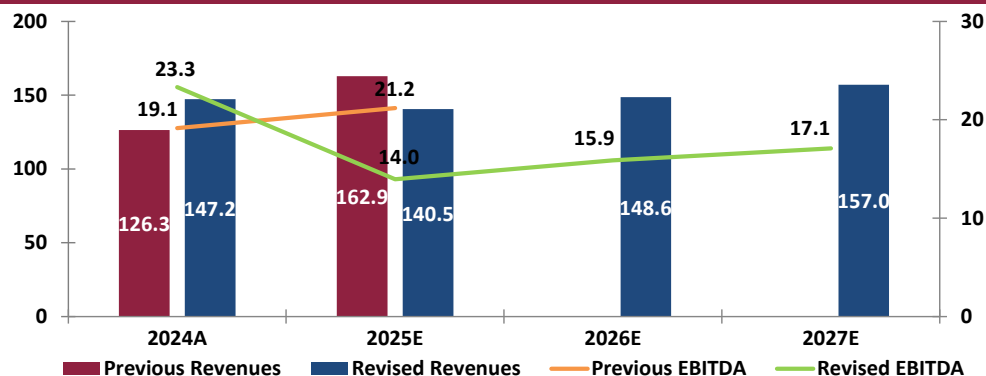
Steady growth since 2020

2025 as a transitional year

acquisition of properties for renovation and turn-key sale (REcrea), plus the acquisition of condos management companies (G-Studio).

Change in estimates and extension to 2027E

Revenues and EBITDA estimates (€m) - Previous vs Revised



Source: EnVent Research - Note: columns left axe, curves right axe

€m	Revised				Previous		Change % (Rev vs Prev)	
	2024A	2025E	2026E	2027E	2024E	2025E	2024A	2025E
Revenues	147.2	140.5	148.6	157.0	126.3	162.9	17%	-14%
EBITDA Adj	23.3	14.0	15.9	17.1	19.1	21.2	22%	-34%
<i>Margin</i>	16%	10%	11%	11%	15%	13%		
EBIT	15.3	6.8	11.3	12.1	3.9	14.8	294%	-54%
<i>Margin</i>	10%	5%	8%	8%	3%	9%		
Net Income (Loss)	(1.6)	2.7	5.9	6.5	(0.0)	8.3	4846%	-68%
Net Debt (Cash)	23.2	7.9	11.9	14.8	28.6	11.7	19%	33%

Source: EnVent Research

Financial projections

		Consolidated Profit and Loss				
€m		2023	2024	2025E	2026E	2027E
2025E as transitional year	Operating revenues	189.4	142.4	138.5	146.6	155.0
	Other income	3.7	4.8	2.0	2.0	2.0
	Total Revenues	193.1	147.2	140.5	148.6	157.0
Consistent growth for 2026-27E	YoY %	27.2%	-23.8%	-4.5%	5.8%	5.6%
	Services	(145.8)	(99.4)	(100.9)	(106.3)	(112.0)
	Personnel	(17.5)	(16.7)	(17.3)	(17.6)	(18.6)
Normalization of profitability after FY24 peak	Other operating expenses	(7.3)	(7.8)	(8.3)	(8.8)	(9.3)
	Operating costs	(170.7)	(123.9)	(126.6)	(132.7)	(139.9)
	EBITDA Adjusted	22.5	23.3	14.0	15.9	17.1
	Margin	11.6%	15.8%	9.9%	10.7%	10.9%
	Write-down of receivables	(7.6)	(5.0)	(3.0)	(2.0)	(2.0)
	Provisions and other costs	(0.7)	(0.2)	(0.2)	(0.2)	(0.2)
	EBITDA	14.2	18.1	10.8	13.7	14.9
	Margin	7.4%	12.3%	7.7%	9.2%	9.5%
	D&A	(2.7)	(2.9)	(4.0)	(4.5)	(5.0)
	EBIT	11.5	15.3	6.8	11.3	12.1
	Margin	5.9%	10.4%	4.8%	7.6%	7.7%
	Interest	(4.7)	(3.8)	(2.9)	(2.9)	(2.9)
	One-off write-downs (law 67/24)	0.0	(12.3)	0.0	0.0	0.0
	Write-down of investments and fin. receivables	(0.2)	(0.6)	0.0	0.0	0.0
	EBT	6.6	(1.4)	3.8	8.4	9.1
	Margin	3.4%	-1.0%	2.7%	5.7%	5.8%
	Income taxes	(2.8)	(0.2)	(1.2)	(2.5)	(2.7)
	Net Income (Loss)	3.8	(1.6)	2.7	5.9	6.5
	Margin	2.0%	-1.1%	1.9%	4.0%	4.1%
	of which Group Net Income	1.0	1.1	-	-	-

Source: Company data 2023-24A, EnVent Research 2025-27E

Normalizing working capital
since 2025E

Net debt reduction
since FY24

Significant capex in 2025-27E

Consolidated Balance Sheet

€m	2023	2024	2025E	2026E	2027E
Inventory	0.0	2.5	0.0	0.0	0.0
Trade receivables	251.6	144.9	83.3	88.2	93.2
Trade payables	(190.2)	(107.3)	(65.7)	(69.3)	(73.0)
Trade Working Capital	61.4	40.1	17.6	18.9	20.3
Other assets (liabilities)	29.4	9.2	7.0	7.4	7.8
Net Working Capital	90.8	49.2	24.6	26.4	28.1
Intangible assets	1.2	1.5	4.1	3.3	2.4
Goodwill	5.8	5.8	5.8	5.8	5.8
Property, plant and equipment	7.0	8.5	17.8	26.8	35.5
Equity investments and financial assets	1.6	1.8	1.8	1.8	1.8
Non-current assets	15.5	17.5	29.5	37.7	45.5
Provisions	(5.2)	(2.5)	(2.6)	(2.6)	(2.7)
Net Invested Capital	101.0	64.2	51.5	61.5	70.8
Net Debt (Cash)	60.6	23.2	7.9	11.9	14.8
Equity	40.5	41.0	43.7	49.6	56.1
Sources	101.0	64.2	51.5	61.5	70.8

Source: Company data 2023-24A, EnVent Research 2025-27E

Consolidated Cash Flow

€m	2023	2024	2025E	2026E	2027E
EBIT	11.5	15.3	6.8	11.3	12.1
Current taxes	(2.8)	(0.2)	(1.2)	(2.5)	(2.7)
D&A	2.7	2.9	4.0	4.5	5.0
Provisions	0.2	(2.7)	0.1	0.0	0.1
Cash flow from P&L operations	11.6	15.2	9.7	13.4	14.6
Trade Working Capital	(23.6)	21.3	22.4	(1.3)	(1.3)
Other assets and liabilities	(29.2)	20.2	2.1	(0.4)	(0.4)
Capex	(0.7)	(4.6)	(12.0)	(12.7)	(12.8)
Acquisition investment	0.0	0.0	(4.0)	0.0	0.0
Operating cash flow after WC and capex	(41.8)	52.1	18.3	(1.0)	0.0
Interest	(4.7)	(3.8)	(2.9)	(2.9)	(2.9)
One-off write-downs (law 67/24)	0.0	(12.3)	0.0	0.0	0.0
Write-down of investments and fin. receivables	(0.2)	(0.6)	0.0	0.0	0.0
Equity investments and financial assets	(0.5)	(0.3)	0.0	0.0	0.0
Changes in Equity	(1.4)	2.2	0.0	0.0	0.0
Net cash flow	(48.5)	37.3	15.3	(4.0)	(2.9)
Net Debt (Beginning)	(12.0)	(60.6)	(23.2)	(7.9)	(11.9)
Net Debt (End)	(60.6)	(23.2)	(7.9)	(11.9)	(14.8)
Change in Net Debt (Cash)	(48.5)	37.3	15.3	(4.0)	(2.9)

Source: Company data 2023-24A, EnVent Research 2025-27E

Ratio analysis

Key ratios	2023	2024	2025E	2026E	2027E
ROE	9%	-4%	6%	12%	12%
ROS (EBIT/Revenues)	6%	10%	5%	8%	8%
ROIC (NOPAT/Invested Capital)	72%	72%	72%	72%	87%
DSO	397	304	180	180	180
DPO	372	299	180	180	180
TWC/Revenues	32%	27%	13%	13%	13%
NWC/Revenues	47%	33%	18%	18%	18%
Net Debt/EBITDA adj	2.7x	1.0x	0.6x	0.7x	0.9x
Net Debt/Equity	1.5x	0.6x	0.2x	0.2x	0.3x
Net Debt/(Net Debt+Equity)	0.6x	0.4x	0.2x	0.2x	0.2x
Cash flow from P&L operations/EBITDA	52%	65%	69%	85%	85%
FCF/EBITDA	neg	224%	131%	-6%	0%
Basic EPS (€) - Group	0.017	0.018	-	-	-
Book Value per share (€)	0.598	0.618	0.589	0.525	0.454

Source: Company data 2023-24A, EnVent Research 2025-27E

Valuation

Gabetti reputation and comprehensive service offering are the right mix to catch the evolving market opportunities.

Gabetti is in a flip-phase of both transition and expansion, sustained by recent performance and operations, where the value expectation depends on the ability to navigate the challenges of the cyclical real estate market and face exogenous events, with continuity in revenue and normalized profitability.

Value drivers

- Continuity of relationships with clients
- Service portfolio extensive range and capability
- Business mix balanced between a defensive and a more cyclical business
- *Medium risk profile* assessed based on competition analysis and financial risk assessment
- Intangible value of franchising networks
- Revenue model mainly made of variable costs, limited overheads
- Low risk balance sheet, except for working capital dynamics which limit free cash flow

We have updated our valuation of Gabetti through DCF, market multiples and Sum of Parts methods.

The valuation is run in a framework of high volatility, including domestic and international turbulence and a rising inflation perspective: certain value determinants may be subject to judgmental adjustments.

Discounted Cash Flows

Updated assumptions:

- Risk free rate: 3.9% (30 days average. Source: Bloomberg, May 2025)
- Market return: 13.3% (30 days average. Source: Bloomberg, May 2025)
- Market risk premium: 9.4%
- Beta: 1.1, from 1.2 (judgmental as per financial risk assessment)
- Cost of equity: 14.2%
- Cost of debt: 6%
- Tax rate: 24% (IRES)
- 40% debt/(debt + equity) as target capital structure, from 30%
- WACC calculated at 10.4%, from 11.7%, according to above data
- Perpetual growth rate after explicit projections (G): 2.5%, from 2%
- Terminal Value assumes 10% EBITDA margin

Recent rise of market risk records

DCF model

€m	2023	2024	2025E	2026E	2027E	Perpetuity
Revenues	193.1	147.2	140.5	148.6	157.0	160.9
EBITDA	14.2	18.1	10.8	13.7	14.9	16.1
<i>Margin</i>	7.4%	12.3%	7.7%	9.2%	9.5%	10.0%
EBIT	11.5	15.3	6.8	11.3	12.1	14.5
<i>Margin</i>	5.9%	10.4%	4.8%	7.6%	7.7%	9.0%
Taxes	(3.2)	(4.3)	(1.9)	(3.2)	(3.4)	(4.0)
NOPAT	8.3	11.0	4.9	8.2	8.7	10.4
D&A	2.7	2.9	4.0	4.5	5.0	1.6
Provisions	0.2	(2.7)	0.1	0.0	0.1	0.0
Cash flow from operations	11.2	11.1	9.0	12.7	13.8	12.0
Trade Working Capital	(23.6)	21.3	22.4	(1.3)	(1.3)	(0.2)
Other assets and liabilities	(29.2)	20.2	2.1	(0.4)	(0.4)	0.0
Capex	(0.7)	(4.6)	(12.0)	(12.7)	(12.8)	(1.6)
Acquisition investment	0.0	0.0	(4.0)	0.0	0.0	0.0
Free cash Flow to be discounted			17.6	(1.7)	(0.7)	10.3
WACC	10.4%					
Long-term growth (G)	2.5%					
Discounted Cash Flows			15.9	(1.4)	(0.5)	
Sum of Discounted Cash Flows	14.0					
Terminal Value						130.5
Discounted TV	97.1					
Enterprise Value	111.1					
Net debt 31/12/24	(23.2)					
Minorities 31/12/24	(3.7)					
Equity Value	84.2					

Source: EnVent Research

DCF - Implied multiples	2023	2024	2025E	2026E	2027E
EV/Revenues	0.6x	0.8x	0.8x	0.7x	0.7x
EV/EBITDA Adj	7.8x	6.1x	10.3x	8.1x	7.4x
EV/EBIT	9.7x	7.3x	16.4x	9.8x	9.2x
P/E	22.0x	nm	31.7x	14.2x	13.0x
Discount of current market price vs DCF -42%					
Current price - Implied multiples	2023	2024	2025E	2026E	2027E
EV/Revenues	0.3x	0.4x	0.5x	0.4x	0.4x
EV/EBITDA Adj	2.9x	2.8x	4.6x	4.0x	3.8x
EV/EBIT	5.6x	4.2x	9.5x	5.7x	5.3x
P/E	9.7x	nm	14.0x	6.3x	5.8x

Source: EnVent Research

Market multiples

Company	EV/REVENUES			EV/EBITDA			EV/EBIT			P/E		
	2024	2025E	2026E	2024	2025E	2026E	2024	2025E	2026E	2024	2025E	2026E
Gabetti	0.4x	0.5x	0.4x	2.8x	4.6x	4.1x	4.2x	9.5x	5.7x	neg	14.1x	6.3x
Real estate services firms												
CBRE	1.2x	1.1x	1.1x	19.5x	14.7x	13.2x	28.9x	22.8x	18.3x	35.1x	20.8x	17.8x
Jones Lang LaSalle	0.5x	0.6x	0.5x	10.3x	10.6x	9.4x	14.4x	13.7x	12.0x	18.6x	14.3x	12.3x
Cushman & Wakefield	0.5x	0.5x	0.5x	9.1x	8.0x	7.2x	12.0x	10.9x	9.3x	16.2x	9.1x	7.7x
Colliers	1.8x	1.8x	1.7x	14.8x	13.0x	11.7x	23.8x	19.1x	16.6x	34.8x	19.6x	17.5x
Newmark	1.3x	1.3x	1.2x	11.3x	7.8x	6.6x	22.7x	8.9x	9.4x	29.9x	5.5x	4.6x
Savills	0.6x	0.6x	0.5x	10.7x	6.5x	5.7x	13.7x	9.8x	8.5x	23.7x	11.5x	9.9x
Foxtons	1.4x	1.3x	1.3x	9.3x	6.2x	5.6x	11.5x	10.1x	8.6x	12.3x	11.2x	9.4x
Tecma	1.0x	0.9x	0.8x	nm	nm	nm	neg	neg	12.3x	neg	neg	10.7x
ENA	0.6x	0.7x	0.6x	4.8x	4.8x	2.9x	neg	24.1x	6.3x	neg	nm	13.1x
Abitare In	2.7x	1.3x	1.3x	12.1x	5.0x	4.8x	12.7x	5.2x	5.0x	14.6x	3.3x	3.3x
Mean	1.2x	1.0x	0.9x	11.3x	8.5x	7.5x	17.5x	13.8x	10.6x	23.2x	11.9x	10.6x
Median	1.1x	1.0x	0.9x	10.7x	7.8x	6.6x	14.1x	10.9x	9.3x	21.2x	11.3x	10.3x
Franchisors												
Anywhere Real Estate	0.6x	0.6x	0.6x	12.6x	11.9x	8.9x	nm	nm	nm	neg	neg	neg
LSL Property Services	1.5x	1.4x	1.4x	8.5x	7.1x	6.5x	10.0x	8.2x	7.6x	13.8x	12.1x	10.0x
RE/MAX	0.1x	0.2x	0.2x	0.6x	0.5x	0.5x	0.9x	1.0x	0.9x	20.7x	3.7x	3.6x
The Property Franchise	4.2x	3.6x	3.4x	12.2x	9.4x	8.7x	12.6x	9.6x	9.0x	14.7x	11.9x	11.1x
Mean	1.6x	1.4x	1.4x	8.5x	7.2x	6.2x	7.8x	6.3x	5.9x	16.4x	9.2x	8.3x
Median	1.1x	1.0x	1.0x	10.3x	8.2x	7.6x	10.0x	8.2x	7.6x	14.7x	11.9x	10.0x
Facility management and building renovation specialists												
ABM Industries	0.6x	0.6x	0.6x	11.2x	9.3x	9.0x	15.1x	11.7x	10.9x	36.4x	13.0x	11.9x
Mears	0.5x	0.5x	0.6x	4.2x	4.6x	4.8x	8.0x	9.5x	10.9x	7.3x	9.2x	10.6x
City Service	0.6x	na	na	6.9x	na	na	7.7x	na	na	5.4x	na	na
EdiliziAcrobatica	0.5x	0.5x	0.5x	4.8x	5.4x	4.4x	9.8x	13.2x	9.1x	14.5x	31.8x	13.0x
Renovalo	0.7x	0.4x	0.4x	5.1x	2.1x	2.1x	6.1x	2.3x	2.4x	5.5x	3.9x	4.1x
Mean	0.6x	0.5x	0.5x	6.4x	5.4x	5.1x	9.3x	9.2x	8.3x	13.8x	14.5x	9.9x
Median	0.6x	0.5x	0.5x	5.1x	5.0x	4.6x	8.0x	10.6x	10.0x	7.3x	11.1x	11.3x
Combined Mean	1.1x	1.0x	0.9x	9.3x	7.5x	6.6x	13.1x	11.3x	9.2x	19.0x	12.1x	10.0x
Combined Median	0.6x	0.7x	0.6x	9.8x	7.1x	6.5x	12.3x	9.9x	9.1x	15.5x	11.5x	10.6x

Source: S&P Capital IQ, 05/05/2025

We have applied to our 2025-26E estimates the combined median EV/Revenues and EV/EBITDA multiples of the selected peer groups.

Application of multiples

€m						
Gabetti (€m)		Market Multiples	EV	Net debt 31/12/24	Minorities 31/12/24	Equity value
2025E Revenues	140.5	0.7x	95.5	(23.2)	(3.7)	68.6
2026E Revenues	148.6	0.6x	90.1	(23.2)	(3.7)	63.1
Mean			92.8			65.9
2025E EBITDA Adj	14.0	7.1x	99.5	(23.2)	(3.7)	72.5
2026E EBITDA Adj	15.9	6.5x	102.6	(23.2)	(3.7)	75.6
Mean			101.0			74.1

Source: EnVent Research

Sum of the Parts

We performed SoP method by BU applying revenue multiples.

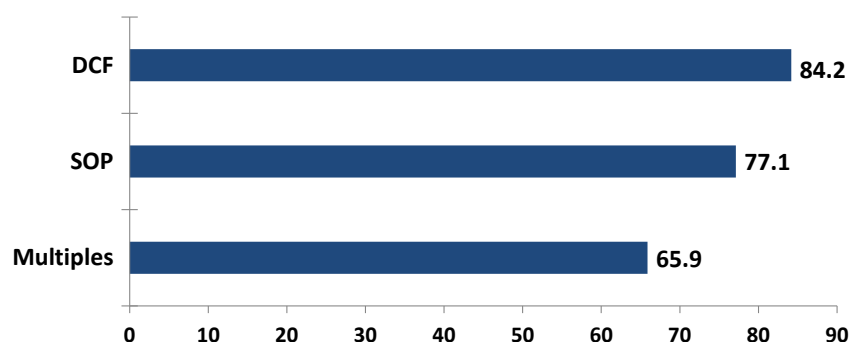
SoP application - Revenues multiples

€m			
Gabetti		2025 Market multiples	
EV Agency and corporate BU			
2025E Revenues	57.0	1.0x	59.0
EV Real estate network BU			
2025E Revenues	81.5	0.6x	45.0
SOP EV Gabetti			104.1
Net debt 31/12/24			(23.2)
Minorities 31/12/24			(3.7)
Equity value Gabetti			77.1

Source: EnVent Research

Target Price

Gabetti Equity value (€m)



Source: EnVent Research

We see 2025 as a year of transition, with Gabetti continuing to work on multiple initiatives critical for its long-term positioning. In our value assessment, we consider as relevant value thresholds Gabetti awareness and multiple franchising networks.

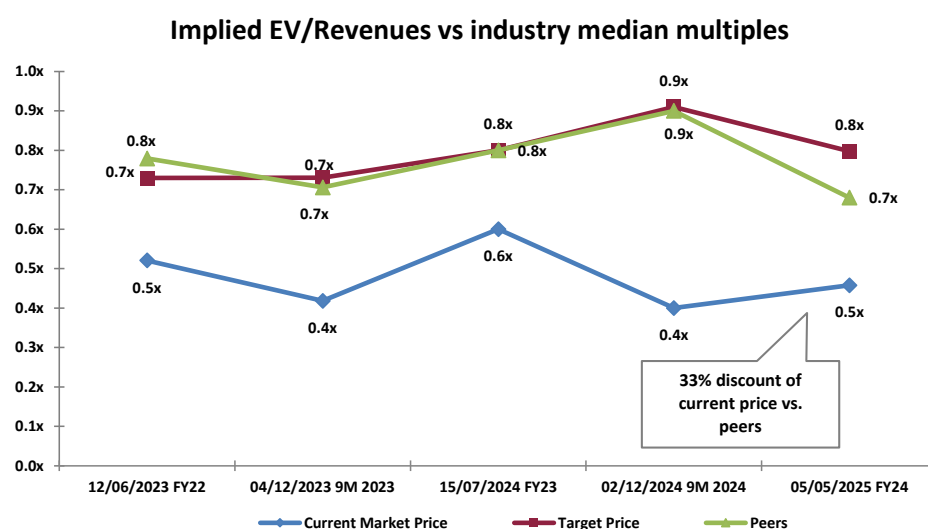
We update our valuation through DCF, and also analyze the outcome of market multiples. The valuation summary shows a narrower range of values than in the past. Gabetti is currently trading at 2025E EV/Revenues of 0.4x, vs. 1.0x franchisors peers median and 0.6x for the lowest valued peer, highlighting its relative undervaluation within the sector, while the DCF points at 0.8x.

We confirm the €1.50 target price per share and OUTPERFORM rating on Gabetti.

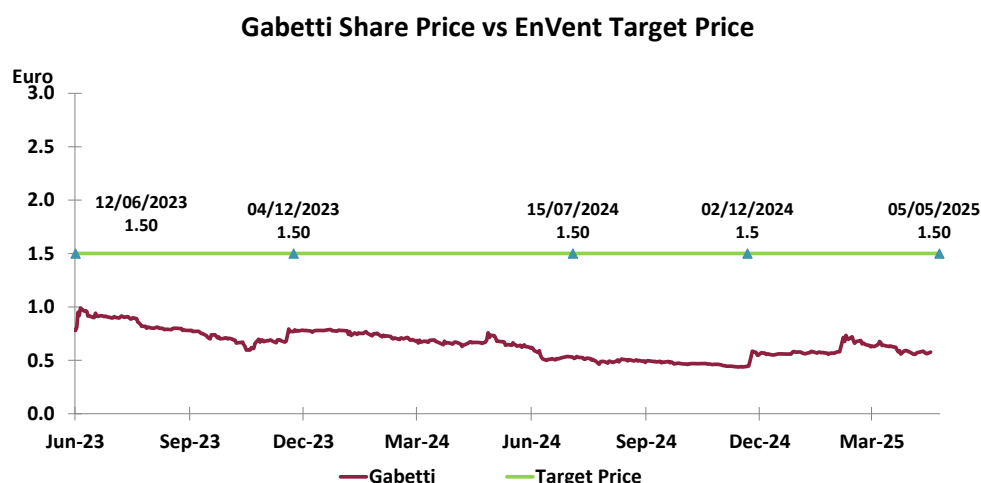
Please refer to important disclosures at the end of this report.

Gabetti Property Solutions Price per Share		€
Target Price		1.50
Current Share Price (05/05/2025)		0.62
Premium (Discount)		143%

Source: EnVent Research



Source: EnVent Research on S&P Capital IQ, 05/05/2025



Source: EnVent Research on S&P Capital IQ, 05/05/2025

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The “OUTPERFORM”, “NEUTRAL”, AND “UNDERPERFORM” recommendations are based on the expectations within a 12-month period from the date of rating indicated in the front page of this publication.

Equity ratings and valuations are issued in absolute terms, not relative to market performance.

Rating system and rationale (12-month time horizon):

OUTPERFORM: stocks are expected to have a total return above 10%;

NEUTRAL: stocks are expected to have a performance between -10% and +10% consistent with market or industry trend and appear less attractive than Outperform rated stocks;

UNDERPERFORM: stocks are among the least attractive in a peer group, with the target price 10% below the current market price;

UNDER REVIEW: target price under review, waiting for updated financial data, or other key information such as material transactions involving share capital or financing;

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NOT RATED: no rating or target price assigned.

Some flexibility on the limits of the total return rating ranges is permitted, especially during high market volatility cycles.

The stock price indicated in the report is the last closing price on the day of Production.

Date and time of Production: 05/05/2025 h. 6.15pm

Date and time of Distribution: 05/05/2025 h. 7.00pm

DETAILS ON STOCK RECOMMENDATION AND TARGET PRICE

Date	Recommendation	Target Price (€)	Share Price (€)
12/06/2023	OUTPERFORM	1.50	0.80
04/12/2023	OUTPERFORM	1.50	0.77
15/07/2024	OUTPERFORM	1.50	0.53
02/12/2024	OUTPERFORM	1.50	0.44
05/05/2025	OUTPERFORM	1.50	0.62

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