

EQUITY - SPAIN

Sector: Pharmaceuticals

Closing price: EUR 3.00 (23 Apr 2025)

Report date: 24 Apr 2025 (10:40h)

12m Results 2024

Independent Equity Research

12m Results 2024

 Opinion⁽¹⁾: In line

 Impact⁽¹⁾: We will maintain our estimates

Daniel Gandoy López – lighthouse@institutodeanalistas.com

Alfredo Echevarría Otegui – alfredo.echevarria@institutodeanalistas.com

+34 915 631 972

Business description

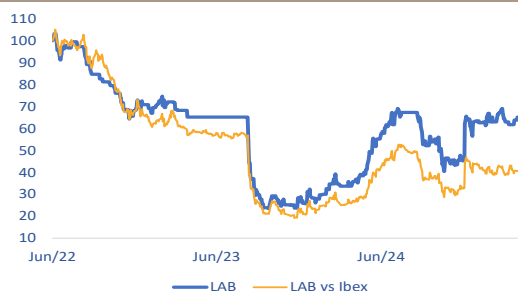
Labiana Health (LAB) LAB is a small pharmaceutical company based in Madrid (Spain), specialised in proprietary and third-party (CDMO) manufacturing and marketing of medicines for animal (veterinary) and human health. It has a strong international footprint (>70% of revenue from outside Spain). Founded in 1958, the company is managed (and controlled) by CEO Manuel Ramos, who holds a 54% stake.

Market Data

Market Cap (Mn EUR and USD)	21.7	24.6
EV (Mn EUR and USD) ⁽²⁾	49.0	55.6
Shares Outstanding (Mn)	7.2	
-12m (Max/Med/Mín EUR)	3.18 / 2.62 / 1.62	
Daily Avg volume (-12m Mn EUR)	0.01	
Rotation ⁽³⁾	16.2	
Factset / Bloomberg	LAB-ES / LAB SM	
Close fiscal year	31-Dec	

Shareholders Structure (%)

Manuel Ramos	53.7
John Williams	13.0
Other executives	10.4
Treasury stock	4.3
Free Float	18.6

Relative performance (Base 100)

Stock performance (%)

	-1m	-3m	-12m	-5Y
Absolute	-3.2	2.7	81.8	n.a.
vs Ibex 35	-2.2	-6.7	52.5	n.a.
vs Ibex Small Cap Index	-0.5	-3.1	64.5	n.a.
vs Eurostoxx 50	2.9	5.1	78.6	n.a.
vs Sector benchmark ⁽⁴⁾	8.7	13.6	104.3	n.a.

(1) The opinion regarding the results is on reported EBITDA with respect to our estimate for the year (12m). The impact reflects whether, due to the results, we envisage a significant revision (>5% - 10%, depending on the sector) of our EBITDA estimate (for any of the estimated years).

(2) Please refer to Appendix 2.

(3) Rotation is the % of the capitalisation traded - 12m.

(4) vs Stoxx Europe 600 Health Care.

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

12m24 Results: in line. Revenue growth c.+20% and margin multiplies by c.2x.

REVENUE GROWS BY 18.4% TO EUR 66.3MN... LAB closes 2024 with revenues of EUR 66.3Mn (+18.4% vs. 2023, adjusted for the deconsolidation of Zavod). Animal health revenues (EUR 31.9Mn) increased by 21.3% (CDMO +25.0% and proprietary product +13.9%). In the CDMO area (68% of revenues), the entry of 6 new projects, 4 in production, stands out. In addition, 7 of the 11 projects from 2023 have entered production. In the proprietary product segment, activity in Spain and the rest of Europe is consolidated, with 25 new market authorizations.

Human health revenues (EUR 34.4Mn) increased by 15.8% (CDMO +23.3% and proprietary product +2.9%). In the CDMO area (67% of revenues), Spain and Europe show growth of 12% and 27% respectively, due to the increase in the number of clients. 6 new market authorizations have been obtained and 23 are in process, of which LAB expects 21 to be approved in 2025. Proprietary products have been affected by delays in the supply of active ingredients and limitations on price increases.

...WITH A RISE IN RECURRING EBITDA MARGIN TO 12.9% VS. 5.8% IN 2023). Recurring EBITDA reached EUR 8.6Mn vs. EUR 3.3Mn in 2023 (adjusted for the deconsolidation of Zavod), in line with our estimate. This improvement is explained by cost optimization measures that resulted in operational efficiencies in production, revenue diversification in segments with higher margins, along with the exclusion of the Serbian subsidiary (Zavod) from the consolidation scope.

SHARP FALL IN LEVERAGE: 2024 RECURRING NET DEBT/EBITDA 3.3X. Net Debt has been reduced during 2024 by EUR 10Mn to EUR 28.7m, which entails a significant improvement in leverage. The deconsolidation of Zavod has reduced consolidated Net Debt by EUR 6.7Mn and trade debt by EUR 1.8Mn. In addition, it has released guarantees from the animal health division for EUR 0.9Mn. Therefore, the deconsolidation of Zavod strengthens LAB's capital structure, but without sacrificing the development and manufacturing capabilities of biological products and its commercial link with Eastern Europe, by maintaining a 10% stake. CAPEX reached EUR 4Mn, and working capital improved by EUR 3Mn.

LAB'S EQUITY STORY IS BASED ON SUSTAINING THE GOOD RESULTS MOMENTUM BEYOND 2024. The 12m24 results have proven to be key, as we expected, by highlighting the opportunities and the true potential of LAB's business model (hidden -4y) and suggest a change in cycle: double-digit growth and margin improvement.

Despite the fact that the share price seems to have taken note (-12m +82%; +104% vs. sector), our central scenario (without assuming a possible debt renegotiation) would leave LAB trading at a 2025e EV/EBITDA of 4.6x. In strict business terms, LAB's momentum is very favorable and has been ratified by the 12m24 results. And the multiples remain low. An investment idea that, at a minimum, must be taken into account and analyzed. Now. Insofar as the causes of the "jump" in revenue and margins seen in 2024 remain in effect in 2025, which would imply returning to double-digit revenue growth and continuing to improve margins.

Labiana Health (LAB) is a BME Growth company

BME Growth is the segment of BME MTF Equity aimed at small and medium sized companies, directed and managed by the Spanish stock market and is subject to the CNMV supervision. BME MTF Equity is not a Regulated Market but instead falls within the classification of a Multilateral Trading Facility (MTF) as defined under the Markets in Financial Instruments Directive (MiFID). In July 2020, BME Growth obtained the status of SME Growth Market, a new category of EU regulations, which in Spain is called Mercado de Pymes en Expansión.

BME Growth is the Spanish equity market for companies of reduced capitalization which aim to grow, with a special set of regulations, designed specifically for them, and with costs and process tailored to their particular features. Operations in BME Growth (former MAB) started in July 2009. There are currently c.140 companies listed on it. Companies listed on the MAB can choose to present their financial statements under IFRS or the General Accounting Plan (PGC) and Royal Decree 1159/2010 (NOFCAC).

Appendix 1. Results table

EUR Mn	12m 24	12m 23 Adjusted	12m 24 vs 23 Adjusted	12m23 Real	12m 24 vs 23 Real	2024e	2024 vs 2024e
Total Revenues	66.3	56.0	18.4%	58.5	13.3%	66.4	-0.2%
Recurrent EBITDA	8.6	3.3	162.7%	2.8	210.5%	8.7	-2.1%
<i>Rec. EBITDA/Revenues</i>	<i>12.9%</i>	<i>5.8%</i>	<i>7.1 p.p.</i>	<i>4.7%</i>	<i>8.2 p.p.</i>	<i>13.2%</i>	<i>-0.2 p.p.</i>
EBITDA	8.3	2.8	192.8%	1.9	332.5%	8.7	-4.9%
<i>EBITDA/Revenues</i>	<i>12.6%</i>	<i>5.1%</i>	<i>7.5 p.p.</i>	<i>3.3%</i>	<i>9.3 p.p.</i>	<i>13.2%</i>	<i>-0.6 p.p.</i>
EBIT	4.9	-0.2	n.a.	-1.6	n.a.	5.8	-14.3%
PBT	0.0	-4.9	n.a.	-5.3	n.a.	1.3	-102.3%
NP	0.2	-4.1	n.a.	-4.4	n.a.	1.1	-85.7%
Net Debt	28.7	n.a.	n.a.	38.8	-26.1%	31.8	-10%
ND / Rec. EBITDA	3.3 x	n.a.	n.a.	14.1 x	-10.7 x	3.6 x	-0.3 x

(1) EBITDA and recurring EBITDA do not include capitalized expenses.

(2) The adjusted 2023 includes the impact of the deconsolidation of Zavod to make it comparable with 2024.

Appendix 2. EV breakdown at the date of this report

	EUR Mn	Source
Market Cap	21.7	
+ Minority Interests	1.0	12m Results 2024
+ Provisions & Other L/T Liabilities	0.0	12m Results 2024
+ Net financial debt	28.7	12m Results 2024
- Financial Investments	2.3	12m Results 2024
+/- Others		12m Results 2024
Enterprise Value (EV)	49.0	

Appendix 3. Main peers (2025e)

		Human Health				Animal Health				
		Laboratorio Reig				ECO Animal Health Group				
EUR Mn		Jofre	Enanta	Laboratorios Rovi	Average	Elanco	Veoquinol	Virbac	Health Group	Average
Market data	Ticker (Factset)	RJF-ES	ENTA-US	ROVI-ES		ELAN-US	VETO-FR	VIRP-FR	EAH-GB	
	Country	Spain	USA	Spain		USA	France	France	UK	
	Market cap	228.9	105.3	2,595.1		4,019.8	912.5	2,545.3	42.4	
	Enterprise value (EV)	281.5	108.8	2,699.0		7,522.9	723.5	2,699.0	35.0	
Basic financial information	Total Revenues	370.0	56.0	724.4		3,950.9	557.8	1,484.3	100.8	
	Total Revenues growth	9.2%	-6.1%	-5.2%	-0.7%	1.0%	3.4%	6.2%	4.2%	3.7%
	2y CAGR (2025e - 2027e)	n.a.	-7.9%	15.0%	3.6%	4.2%	4.4%	5.4%	8.0%	5.5%
	EBITDA	42.4	(75.8)	191.7		748.0	109.8	297.2	9.1	
	EBITDA growth	11.3%	27.9%	-7.3%	10.7%	-7.0%	n.a.	8.1%	5.8%	2.3%
	2y CAGR (2025e - 2027e)	n.a.	-20.2%	26.7%	3.3%	9.7%	7.7%	9.9%	16.5%	11.0%
	EBITDA/Revenues	11.5%	n.a.	26.5%	19.0%	18.9%	19.7%	20.0%	9.0%	16.9%
	EBIT	20.8	(90.6)	162.3		627.3	84.5	235.2	5.4	
	EBIT growth	40.8%	15.5%	-9.2%	15.7%	183.6%	n.a.	8.1%	6.5%	66.1%
	2y CAGR (2025e - 2027e)	n.a.	-7.6%	30.0%	11.2%	11.3%	14.2%	10.4%	28.3%	16.1%
	EBIT/Revenues	5.6%	n.a.	22.4%	14.0%	15.9%	15.2%	15.8%	5.4%	13.1%
	Net Profit	13.8	(85.7)	126.3		357.0	68.8	161.1	2.2	
	Net Profit growth	32.9%	16.2%	-7.7%	13.8%	19.9%	17.2%	10.9%	13.6%	15.4%
	2y CAGR (2025e - 2027e)	n.a.	-10.9%	30.8%	9.9%	16.1%	28.1%	12.1%	42.5%	24.7%
	CAPEX/Sales %	5.8%	28.3%	7.6%	13.9%	5.0%	3.1%	7.1%	3.7%	4.7%
	Free Cash Flow	5.8	(61.7)	109.1		226.9	63.4	106.9	3.6	
Net financial debt	44.6	n.a.	34.0		3,519.9	(234.3)	102.3	(22.4)		
ND/EBITDA (x)	1.1	n.a.	0.2	0.6	4.7	n.a.	0.3	n.a.	2.5	
Pay-out	17.4%	n.a.	35.6%	26.5%	0.0%	n.a.	8.5%	0.0%	2.8%	
Multiples and Ratios	P/E (x)	14.5	n.a.	20.9	17.7	11.2	14.6	15.8	27.2	17.2
	P/BV (x)	1.0	0.6	4.0	1.9	0.8	1.5	2.2	0.4	1.2
	EV/Revenues (x)	0.8	1.9	3.7	2.1	1.9	1.3	1.8	0.3	1.3
	EV/EBITDA (x)	6.6	n.a.	14.1	10.4	10.1	6.6	9.1	3.9	7.4
	EV/EBIT (x)	13.6	n.a.	16.6	15.1	12.0	8.6	11.5	6.4	9.6
	ROE	7.0	n.a.	18.9	13.0	6.7	10.0	13.6	1.4	7.9
	FCF Yield (%)	2.5	n.a.	4.2	3.4	5.6	6.9	4.2	8.5	6.3
	DPS	0.03	n.a.	0.88	0.46	0.00	0.93	1.64	0.00	0.64
	Dvd Yield	1.1%	n.a.	1.7%	1.4%	0.0%	1.2%	0.5%	0.0%	0.4%

Note 1: Financial data, multiples and ratios based on market consensus (Factset).

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

LIGHTHOUSE

Calle Núñez de Balboa, 108 1ª Planta
28006 Madrid
T: +34 91 563 19 72
institutodeanalistas.com/lighthouse

Head of research

Alfredo Echevarría Otegui

alfredo.echevarria@institutodeanalistas.com

Analysts who contributed to this report:

Pablo Victoria Rivera, CESGA

Equity research

pablo.victoria@institutodeanalistas.com

Daniel Gandoy López

Equity research

lighthouse@institutodeanalistas.com

Miguel Medina Sivilotti

Equity research

lighthouse@institutodeanalistas.com

Jesús López Gómez, CESGA

ESG Analyst & Data analytics

jesus.lopez@institutodeanalistas.com

All Lighthouse research documents are available simultaneously on the Lighthouse website (institutodeanalistas.com/lighthouse) and via third-party aggregators such as Bloomberg, Factset, Capital IQ and Refinitiv.

IMPORTANT LEGAL INFORMATION REGARDING THIS REPORT

LIGHTHOUSE

Lighthouse is a project of IEAF Servicios de Análisis S.L.U. Lighthouse is a research project funded by Bolsas y Mercados Españoles S.A. Lighthouse aims to improve the research coverage of the "orphan stocks" of the Spanish market: those which lack real and continuous research coverage. Lighthouse reports will not include valuation and target price. Lighthouse does not seek to provide investment advice to any natural or legal person. For this reason, Lighthouse will not provide a valuation, target price or investment recommendation for any of the securities analysed.

IEAF Servicios de Análisis S.L.U. is a Spanish company whose corporate purpose is:

1º) To provide information and financial analysis regarding securities issued by any class of legal person traded or not on official secondary markets, and especially (but not exclusively) those securities which are not the object of the recurrent provision of information and analysis by financial analysts who participate in the markets.

2º) To publicise and update the aforementioned financial reports and analysis, in addition to the monitoring and following of the securities on which the information and analysis is provided.

3º) To prepare studies and projects aimed at proposing and implementing measures to improve the information and financial analysis of securities traded on official secondary markets.

IEAF Servicios de Análisis S.L.U. is a company whose sole shareholder is the Instituto Español de Analistas Financieros, a professional, not for profit association.

DISCLAIMER

The Instituto Español de Analistas Financieros hereby certifies that the analyst of IEAF Servicios de Análisis S.L.U. whose name figures as the author of this report, expresses views that reflect their personal and independent opinion of the company analysed without these implying, either directly or indirectly, a personalised recommendation of the company analysed for purposes of providing investment advice. This report is based on the preparation of detailed financial projections from information available to the public and following traditional fundamental research methodology (i.e. it is not a technical or quantitative analysis report). For the analysis methodology used in the preparation of this report, please contact the analyst directly; contact details are included on the front page of this report.

The report includes basic information regarding the main parameters to be used by an investor when making their own valuation (whether by discounted cash flows or multiples). These parameters are the personal opinion or estimate of the analyst. The person receiving this report should use their own judgement when using these parameters and should consider them as another element in their decision-making process in respect of investment. These parameters do not represent a personalised investment recommendation.

Rules governing confidentiality and conflicts of interest

None of the following rules governing confidentiality and conflicts of interest (12) is applicable to this report:

1. This report is non-independent research as it has been commissioned by the company analysed (issuer).
2. In the last 12 months, the Instituto Español de Analistas Financieros or its subsidiary, IEAF Servicios de Análisis S.L.U., has had Investment Banking mandates or has managed or co-managed a public offering of the securities of the issuer, or has received compensation from said issuer for Investment Banking services, that exclude brokerage services for prepaid fees.
3. In the next 6 months, the Instituto Español de Analistas Financieros or its subsidiary, IEAF Servicios de Análisis S.L.U., expects to receive or intends to obtain compensation for Investment Banking services provided to this company that exclude brokerage services for prepaid fees.
4. The Investment Analyst or a member of the Research Department or a member of their household has a long position in the shares or derivatives of the corresponding issuer.
5. The Investment Analyst or a member of the Research Department or a member of their household has a short position in the shares or derivatives of the corresponding issuer.
6. At the date of publication, the Instituto Español de Analistas Financieros or its subsidiary, IEAF Servicios de Análisis S.L.U. held a long position of over 0.5% of the issuer's capital.
7. At the date of publication, the Instituto Español de Analistas Financieros or its subsidiary, IEAF Servicios de Análisis S.L.U. held a short position of over 0.5% of the issuer's capital.
8. At the end of the month immediately prior to the publication of this report, or of the previous month if the report is published in the ten days following the end of the month, the company analysed (the issuer) or any of its subsidiaries held 5% or more of any class of equity security of the Instituto Español de Analistas Financieros or its subsidiary, IEAF Servicios de Análisis S.L.U.
9. A senior director or officer of the Instituto Español de Analistas Financieros or its subsidiary, IEAF Servicios de Análisis S.L.U., or a member of their department is a director, officer, advisor or member of the Board of Directors of the issuer and/or one of its subsidiaries.
10. The Instituto Español de Analistas Financieros or its subsidiary, IEAF Servicios de Análisis S.L.U., acts as broker for the Issuer for the corresponding prepaid fees.
11. The contents of this report related to the financial analysis, financial projections, valuation, investment summary and opinion of the analyst have been reviewed by the issuer prior to its publication.
12. The issuer has made changes to the contents of this report prior to its distribution.

The Investment Analysts who have prepared this Investment Analysis are employees of IEAF Servicios de Análisis S.L.U. These analysts have received (or will receive) compensation according to the general earnings of IEAF Servicios de Análisis S.L.U. To obtain a copy of the Code of Conduct of IEAF Servicios de Análisis S.L.U. (in respect of the Management of Conflicts of Interest in the research department), please use the e-mail address secretaria@institutodeanalistas.com or consult the contents of this Code at <https://institutodeanalistas.com>.

IEAF Servicios de Análisis S.L.U. is compensated by Bolsas y Mercados Españoles, S.A. for the preparation of this report. This report should be considered as just another element in the taking of investment decisions.

A report issued by IEAF servicios de análisis S.L.U.

All rights reserved. The unauthorised use or distribution of this report is prohibited. This document has been prepared and distributed, according to the provisions of the MiFID II by IEAF Servicios de Análisis S.L.U. Its corporate activity is regulated by the CNMV (the Spanish Securities Exchange Commission). The information and opinions expressed in this document do not represent nor are they intended to represent an offer or a solicitation to buy or sell the securities (in other words, the securities mentioned in this report and related warrants, options, rights or interests). The information and opinions contained in this document are based upon information available to the public and have been obtained from sources believed to be reliable by IEAF Servicios de Análisis S.L.U., but no guarantee is given regarding their accuracy or completeness. All comments and estimates reflect solely the opinion of IEAF Servicios de Análisis S.L.U. and do not offer any implicit or explicit guarantee. All the opinions expressed are subject to change without prior warning. This document does not take into account the specific investment objectives, financial position, risk profile or other specific aspects of the person who receives this document, and accordingly they should exercise their own judgement in this respect. Neither the Instituto Español de Analistas Financieros nor its subsidiary, IEAF Servicios de Análisis S.L.U., assumes any responsibility for direct or indirect losses arising from the use of the published research, except in the event of negligent conduct by IEAF Servicios de Análisis S.L.U. The information contained in this report is approved for distribution to professional clients, eligible counterparties and professional advisers, but not for distribution to private individuals or retail clients. Its reproduction, distribution or

publication for any purpose without the written authorisation of IEAF Servicios de Análisis S.L.U. is prohibited. The Instituto Español de Analistas Financieros and/or its subsidiary IEAF Servicios de Análisis S.L.U., their employees and directors, may hold a position (long or short) in an investment knowing that this issuer will be the object of analysis and that this analysis will be distributed to institutional investors. Any further information regarding the contents of this report will be provided upon request. IEAF Servicios de Análisis S.L.U. intends to publish (at least) one quarterly report or note updating the information on the company analysed.

United States. IEAF Servicios de Análisis S.L.U. is not registered in the United States and, consequently, is not subject to the regulations of that country governing the preparation of research and the independence of analysts. This report is distributed solely to major US institutional investors, in reliance on the exemption from registration provided by Rule 15a-6 of the US Securities Exchange Act of 1934, as amended (the "Exchange Act"), and interpretations of this made by the US Securities Exchange Commission.

Major US Institutional Investors. This report will be distributed to "major US institutional investors", as defined by Rule 15a-6 of the US Securities Exchange Commission and of the US Securities Exchange Act of 1934.

Notes and Reports History

Date of report	Recommendation	Price (EUR)	Target price (EUR)	Period of validity	Reason for report	Analyst
24-Apr-2025	n.a.	3.00	n.a.	n.a.	12m Results 2024	Alfredo Echevarría Otegui
18-Nov-2024	n.a.	2.14	n.a.	n.a.	Initiation of Coverage	Luis Esteban Arribas, CESGA

