

Rainbow Tours S.A.



Price target: PLN 200.60

Update

Rating: BUY

Rainbow Tours' Q4/24 results came in 48.5%-110.2% above consensus on EBITDA and net income level, while they were 8.2%-85.8% above our forecasts. We expect that Q1/25 results were 24.2%-28.1% above last year as bookings for the winter season 2024/25 were 18.3% higher y-o-y, USD & EUR and jet fuel prices were cheaper and for Jan-Mar 2025 the company reported 21.7% higher revenues of PLN 878.5m. Due to higher average prices y-o-y for vacations in August in the important destinations Turkey, Bulgaria, Greece, Egypt and Canary Islands we remain optimistic for the important summer season. With slightly higher estimates, lower WACC (10.3% vs. 11.1%) and accounting for the planned share buyback of 2.5m shares by 2028E, we arrive at a new 12-months PT (80% DCF, 20% peer group) of PLN 200.60 (prev. PLN 196.20). RBW, which based on our estimates is trading at an attractive P/E 2025E-27E of 7x-7.5x, plans to pay out a higher DPS than we had previously forecast (PLN 10-12 vs. PLN 9.50) dependent on the capital requirements related to the planned extension of its White Olive Premium Lindos hotel on Rhodos. The lower end of this range would imply a DYield of 6.8%.

For full-year 2024, RBW reported revenues of PLN 4.07bn (+23.5% y-o-y), a gross margin of 18.4% (2023: 16.6%), an EBIT of PLN 353.7m (+64.5%) and net income of PLN 282m (+63.1%). Despite a lower Free Cash Flow y-o-y (PLN 180.6m vs. PLN 237.4m), net cash increased by PLN 9.5m to PLN 194.4m (47.7% of equity excl. minorities). The main reason for lower FCF y-o-y was the extension of the White Olive Premium Laganas (Zakynthos island) and White Olive Elite Rethymno (Crete) hotels as well as the acquisition of Ellas Star Resorts Symmetoches M.A.E., the owner of a hotel on Kos. Rainbow Tours now owns 5 White Olive hotels (three 4-star, two 5-star) with >900 rooms. Management plans further investments in the hotel chain in Greece.

According to rp.pl, the 25 largest Polish touroperators generated revenues of PLN 21.1bn/EUR 4.9bn in 2024, which corresponds to a y-o-y growth of 24.6%. The four largest ones include TUI Poland (it had revenues of PLN 4.87bn), Itaka (PLN 4.64bn), Rainbow Tours and Coral Travel (PLN 2.54bn). For comparison: in 2024, German travel operators – of which TUI is by far the largest - generated total revenues of EUR 39.8bn. Germany has a >2 times larger population than Poland.

In PLNm	2022	2023	2024	2025E	2026E	2027E
Net sales	2,393.31	3,293.39	4,068.06	4,715.76	5,217.62	5,769.76
EBITDA	54.42	236.89	376.13	386.02	346.85	300.78
EBIT	32.83	215.01	353.68	363.11	323.49	276.95
Net income	21.50	172.84	281.98	293.02	260.97	223.30
EPS	1.53	11.94	19.94	21.04	19.62	17.61
DPS	0.50	6.29	10.00	11.00	12.00	13.00
Dividend yield	0.34%	4.25%	6.76%	7.43%	8.11%	8.78%
RoE	17.18%	19.53%	108.41%	91.82%	67.01%	54.62%
Net gearing	25.80%	3.43%	-89.39%	-47.74%	-49.57%	-35.40%
EV/Sales	1.57x	0.84x	0.61x	0.49x	0.42x	0.38x
EV/EBITDA	50.93x	36.81x	8.46x	5.33x	5.19x	5.78x
P/E	124.69x	96.73x	12.40x	7.42x	7.03x	7.54x

Company profile

Rainbow Tours is the third-largest travel operator in Poland.

Date of publication	6 May 2025 / 6:30 am
Website	www.r.pl
Sector	Travel
Country	Poland
ISIN	PLRNBWT00031
Reuters	RBW.WA
Bloomberg	RBW.PW

Share information

Last price	148.00
No of shares (m)	14.55
Market cap. (PLNm)	2153.70
Market cap. (EURm)	504.38
52-week range	PLN 155.60 / PLN 83.50
Average volume	51,288

Performance

4-weeks	9.63%
13-weeks	18.02%
26-weeks	32.51%
52-weeks	68.90%
YTD	10.94%

Shareholder structure

Slawomir Wysmyk*	11.54%
NN Pension Fund	13.36%
Flyoo Sp. z.o.o.*	5.88%
Elephant Rock Family Foundation*	4.81%
Aironi Quattro Family Foundation*	4.81%
Generali Pension Fund	7.51%
Free float	52.09%

* Mr Wysmyk and persons behind the investment vehicles are founders of Rainbow Tours or Members of its Management/Supervisory Board

Financial calendar

Q1/25 report May 29, 2025

Analyst

Adrian Kowollik
a.kowollik@eastvalueresearch.com

2024 results

Revenues and Profitability

In 2024, Rainbow Tours generated revenues of PLN 4.07bn, which were 23.5% higher y-o-y and 1.5% above our estimates. Both the by far largest segment Touristic events (+23.6% y-o-y to PLN 4.03bn, our estimate: PLN 3.96bn) and Others (+27.5% y-o-y to PLN 6.1m, PLN 4.6m) grew faster than the company's total revenues. The Hotels segment (+14.8% to PLN 32m, our estimate: PLN 40.6m) performed weaker than we had expected.

in PLNm	2024	2023
Touristic events	4,029.99	3,260.75
<i>Share in total sales</i>	<i>99.1%</i>	<i>99.0%</i>
Gross margin	18.6%	17.0%
Hotel business	31.95	27.84
<i>Share in total sales</i>	<i>0.8%</i>	<i>0.8%</i>
Gross margin	-4.2%	-30.4%
Others (incl. brokerage of flights, bus trips, travel)	6.12	4.80
<i>Share in total sales</i>	<i>0.2%</i>	<i>0.1%</i>
<i>Gross margin</i>	<i>18.9%</i>	<i>4.2%</i>
Total revenues	4,068.06	3,293.39

Source: Company information, East Value Research GmbH

in PLNm	2024	2024E	2023	2024 vs. 2024E	2024 vs. 2023
Net sales	4068.06	4008.24	3293.39	1.5%	23.5%
EBITDA	376.13	368.76	236.89	2.0%	58.8%
<i>EBITDA margin</i>	<i>9.2%</i>	<i>9.2%</i>	<i>7.2%</i>		
EBIT	353.68	346.71	215.01	2.0%	64.5%
<i>EBIT margin</i>	<i>8.7%</i>	<i>8.6%</i>	<i>6.5%</i>		
Net income	281.98	270.65	172.84	4.2%	63.1%
<i>Net margin</i>	<i>6.9%</i>	<i>6.8%</i>	<i>5.2%</i>		

Source: Company information, East Value Research GmbH

As all segments improved their gross margins y-o-y and the share of distribution costs in total revenues declined from 7.8% in 2023 to 7.1%, EBIT went up by 64.5% y-o-y to PLN 353.7m (our estimate: PLN 346.7m). Net income (+63.1% to PLN 282m) was 4.2% above our forecast as we had anticipated a much weaker net financial result (PLN -102k vs. our estimate of PLN -7.8m).

Balance sheet and Cash flow

At the end of 2024, Rainbow Tours' consolidated equity (excl. minorities) equalled PLN 407.3m, which corresponds to an equity ratio of 31.3%. However, the two largest balance sheet positions were Other short-term liabilities of PLN 561m (2023: PLN 471.5m) – mainly deferred income/prepayments from customers of PLN 451.1m (PLN 350m) – and Other current assets of PLN 438.9m (PLN 325.3m, include mainly prepayments of PLN 256.6m (PLN 235.6m) that RBW has to pay to airlines and hotels in advance). Property, plant and equipment, which mainly reflects the company's hotels, equalled PLN 383.1m (PLN 236.6m) following expansion of existing hotels and acquisition of a new one. Short-term and long-term provisions, which are mainly related to costs of hotels and airlines and commissions for external agents, amounted to PLN 44.4m (PLN 72.3m) and PLN 15m (PLN 1.2m) respectively. While interest-bearing debt equalled PLN 93.2m (PLN 90.7m), thereof PLN 61.5m (PLN 29.5m) related to, we believe, usufruct obligations of the new hotel on Kos, Rainbow Tours had net cash of PLN 194.4m (PLN 185m).

Between January and December 2024, Rainbow Tours generated a net operating cash flow of PLN 262.6m, which was 2.5% above the previous year. The main reasons were a higher net income y-o-y and 2.6% higher depreciation and amortization expenses. Following investments in the expansion of existing hotels and the acquisition of 100% in the operator of the 4-star hotel Labranda Marine Aquapark (with 338 rooms) on Kos, Athens-based Ellas Star Resorts Symmetoches M.A.E., by RBW's 71.54% subsidiary White Olive A.E. in November 2024, cash flow from investing increased from PLN -18.7m in 2023 to PLN -82.1m. Cash flow from financing, which equalled PLN -168.9m (2023: PLN -104.2m), was affected especially by the repayment of loans and leasing debt (PLN 28.3m) as well as the dividend (PLN 128.5m). In total, in Jan-Dec 2024 RBW's cash position increased by PLN 12m to PLN 287.6m.

For the financing of the acquisition in Greece, the repayment of the previous owner's debt as well as necessary investments in the hotel, Rainbow Tours' subsidiary White Olive A.E. will conduct a capital increase worth EUR 18.5m/PLN 79.2m. The new hotel, which previously was part of the insolvent German travel group FTI, will operate under the name White Olive Premium Marine Kos from the summer 2025 season.

Our forecasts

Revenues and Profitability

Rainbow Tours continues to perform well – for Q1/25, the company already reported 20.7% higher consolidated revenues y-o-y of PLN 878.5m - as despite a persistently high inflation of 4.2%-4.9% in Jan-Mar and weak economic data in Western Europe Polish customers eagerly spend on vacation. They appear largely unfazed by rising prices in the most popular travel destinations.

Latest information on bookings for the winter (as of 15/11/2024) and the summer season (15/03/2025)

	Latest	Prev. Year	change y-o-y
Pre-bookings for the summer season 2025*	262,618	236,046	11.3%
Pre-bookings for the winter season 2024/25**	121,739	102,873	18.3%
Sum	384,357	338,919	13.4%

* sales related to the summer season appear in RBW's revenues from April to October

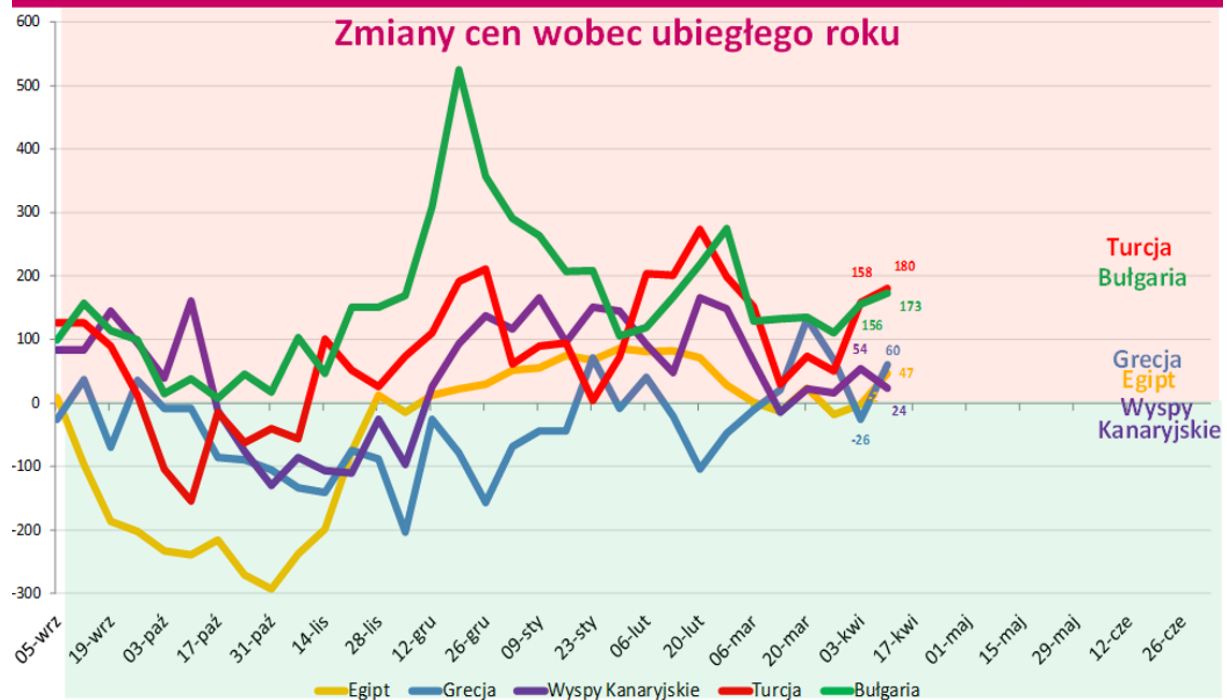
** sales related to the winter season appear in RBW's revenues from November to March

Source: Company information, East Value Research GmbH

Avg. prices of holidays (first week of August 2025) in Turkey, Bulgaria, Greece, Egypt and Canary Islands are between PLN 24 and PLN 180 above September 2024

RYNEK: LATO 2025 sierpień All Inclusive

Średnie ceny wycieczek na głównych kierunkach z wylotami w pierwszym tygodniu sierpnia



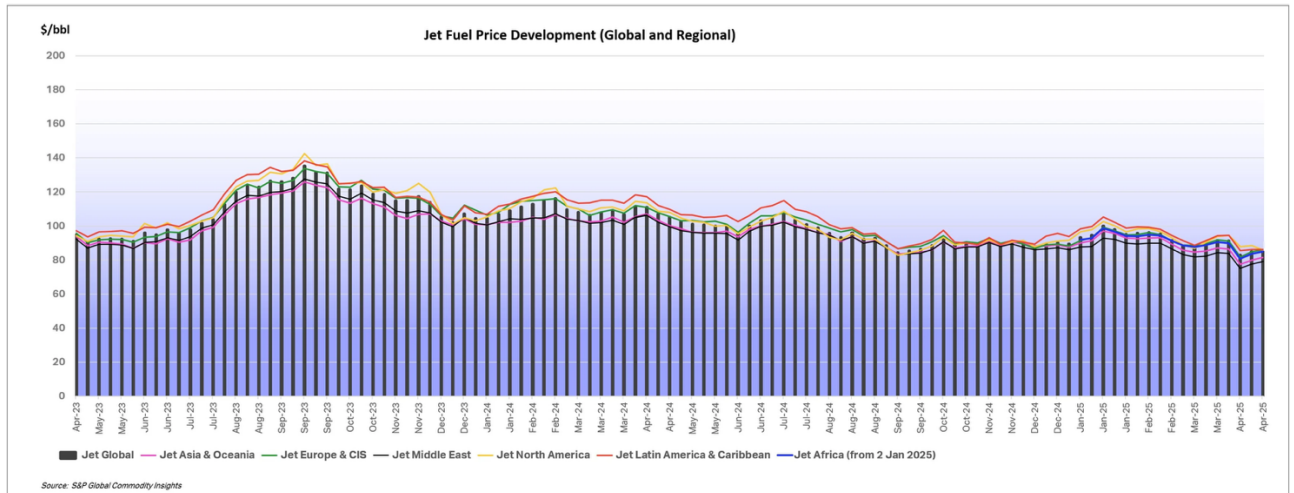
9

TRAVEL
DATA
INSTITUTE

Source: rp.pl, Traveledata.pl, East Value Research GmbH

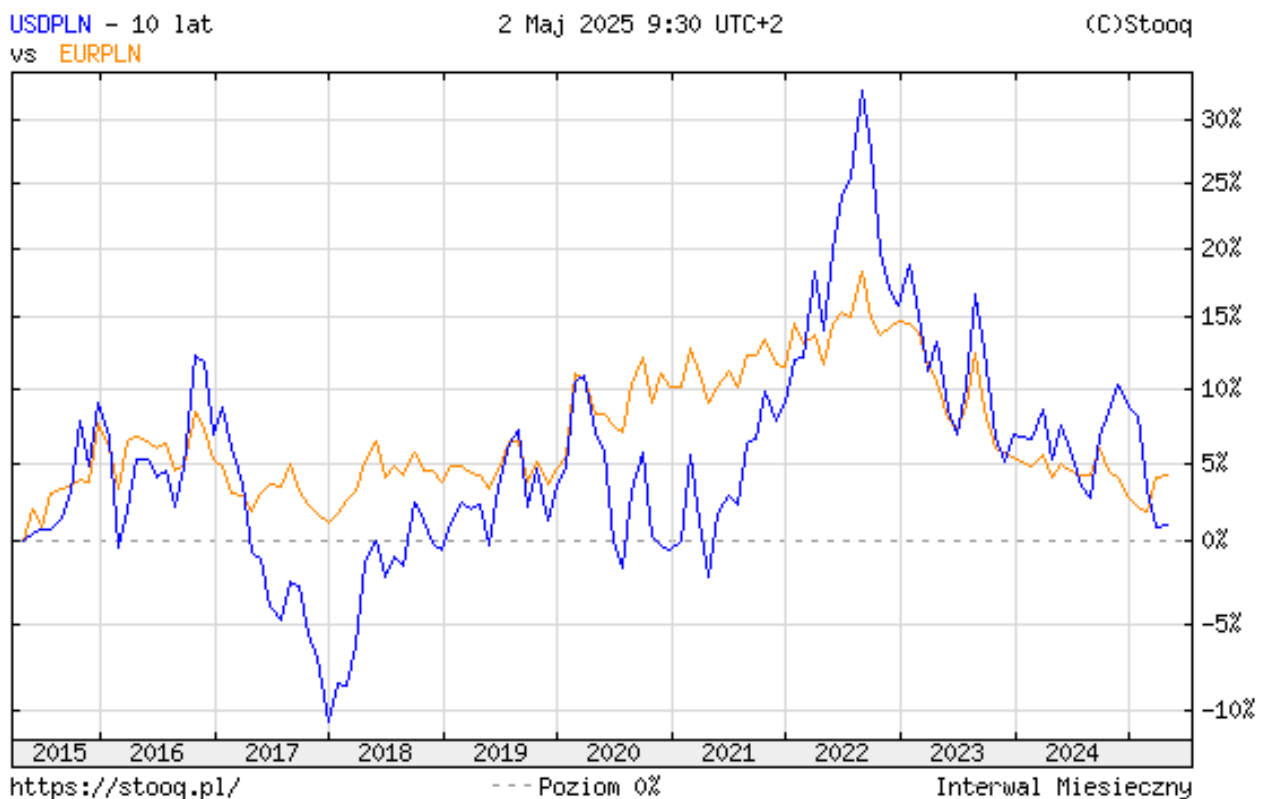
Additionally, we believe Rainbow Tours benefits from declining jet fuel prices, a stronger PLN y-o-y (the company has to pay for hotels and planes in EUR and USD, while its clients pay in PLN) and an increasing share of revenues through own distribution channels (53.3% in 2024 vs. 51.9% in the previous year).

Jet Fuel Prices over the last 24 months



Source: IATA, East Value Research GmbH

USD-PLN vs. EUR-PLN rate – 05/2015 until 05/2025



Source: Stooq, East Value Research GmbH

Consequently, we have increased our estimates for 2025E and beyond once again. For 2025E, we now expect 6.4% higher revenues than before and 9.2% and 13.2% respectively higher EBIT and net income. For 2026E-2027E, we have increased our assumptions by 6.4% (revenues) and 6.4%-10.8% (EBIT and net income).

In our view, the main risks for RBW are 1. an unexpected serious global conflict or pandemic, which would severely hit the global travel industry, and 2. Poland – the only market, in which the company is currently active – will mature in the long run, which necessitates a geographical expansion to maintain the current growth dynamics in the long run.

in PLNm	2025E	2026E	2027E
Touristic events	4,648.99	5,147.60	5,699.68
<i>Share in total sales</i>	98.6%	98.7%	98.8%
Gross margin	18.0%	16.4%	14.9%
Number of bookings	902,166	969,828	1,042,565
Average price per booking	5,153	5,308	5,467
Hotel business	60.58	63.77	63.77
<i>Share in total sales</i>	1.3%	1.2%	1.1%
Gross margin	4.0%	6.0%	8.0%
Number of rooms	950	1,000	1,000
Avg. capacity utilisation	80.0%	80.0%	80.0%
Avg. Room rate	52	52	52
Avg. FX rate	4.20	4.20	4.20
Others (incl. brokerage of flights, bus trips, travel)	6.18	6.25	6.31
<i>Share in total sales</i>	0.1%	0.1%	0.1%
Gross margin	17.9%	16.9%	15.9%
Total net sales	4,715.76	5,217.62	5,769.76
(change y-o-y)	15.9%	10.6%	10.6%

Source: East Value Research GmbH

in PLNm	2025E		2026E		2027E	
	new	old	new	old	new	old
Net sales	4715.76	4432.39	5217.62	4903.06	5769.76	5424.22
EBITDA	386.02	354.92	346.85	326.93	300.78	283.76
<i>EBITDA margin</i>	8.2%	8.0%	6.6%	6.7%	5.2%	5.2%
EBIT	363.11	332.43	323.49	303.99	276.95	260.36
<i>EBIT margin</i>	7.7%	7.5%	6.2%	6.2%	4.8%	4.8%
Net income	293.02	258.85	260.97	235.55	223.30	208.36
<i>Net margin</i>	6.2%	5.8%	5.0%	4.8%	3.9%	3.8%

Source: East Value Research GmbH

in PLNm	Q1/22	Q2/22	Q3/22	Q4/22	2022
Net sales	315.76	504.72	1133.06	439.77	2393.31
<i>y-o-y change</i>	<i>318.7%</i>	<i>106.7%</i>	<i>64.8%</i>	<i>61.5%</i>	<i>87.1%</i>
EBITDA	-1.29	1.44	68.79	-14.52	54.42
<i>EBITDA margin</i>	<i>-0.4%</i>	<i>0.3%</i>	<i>6.1%</i>	<i>-3.3%</i>	<i>2.3%</i>
EBIT	-7.85	-5.23	62.02	-16.12	32.83
<i>EBIT margin</i>	<i>-2.5%</i>	<i>-1.0%</i>	<i>5.5%</i>	<i>-3.7%</i>	<i>1.4%</i>
Net income	-6.37	-5.31	49.50	-16.32	21.50
<i>Net margin</i>	<i>-2.0%</i>	<i>-1.1%</i>	<i>4.4%</i>	<i>-3.7%</i>	<i>0.9%</i>

in PLNm	Q1/23	Q2/23	Q3/23	Q4/23	2023	Q1/24	Q2/24	Q3/24	Q4/24	2024	Q1/25E
Net sales	556.03	709.05	1434.04	594.26	3293.39	727.90	885.77	1736.75	717.65	4068.06	878.50
<i>y-o-y change</i>	<i>76.1%</i>	<i>40.5%</i>	<i>26.6%</i>	<i>35.1%</i>	<i>37.6%</i>	<i>30.9%</i>	<i>24.9%</i>	<i>21.1%</i>	<i>20.8%</i>	<i>23.5%</i>	<i>20.7%</i>
EBITDA	30.58	49.62	146.40	10.28	236.89	51.15	77.09	215.69	32.21	376.13	63.50
<i>EBITDA margin</i>	<i>5.5%</i>	<i>7.0%</i>	<i>10.2%</i>	<i>1.7%</i>	<i>7.2%</i>	<i>7.0%</i>	<i>8.7%</i>	<i>12.4%</i>	<i>4.5%</i>	<i>9.2%</i>	<i>7.2%</i>
EBIT	24.27	43.24	142.62	4.89	215.01	46.00	71.59	209.78	26.31	353.68	58.00
<i>EBIT margin</i>	<i>4.4%</i>	<i>6.1%</i>	<i>9.9%</i>	<i>0.8%</i>	<i>6.5%</i>	<i>6.3%</i>	<i>8.1%</i>	<i>12.1%</i>	<i>3.7%</i>	<i>8.7%</i>	<i>6.6%</i>
Net income	19.82	34.71	110.83	7.48	172.84	39.03	58.10	159.80	25.04	281.98	50.00
<i>Net margin</i>	<i>3.6%</i>	<i>4.9%</i>	<i>7.7%</i>	<i>1.3%</i>	<i>5.2%</i>	<i>5.4%</i>	<i>6.6%</i>	<i>9.2%</i>	<i>3.5%</i>	<i>6.9%</i>	<i>5.7%</i>

Source: Company information, East Value Research GmbH

CAPEX and Working capital

Compared to the last update, we have increased our assumptions for CAPEX on hotels and software. For full-year 2025E, we now assume gross CAPEX of PLN 73.6m (previously: PLN 32.9m), while from 2026E we now expect it to reach 0.3%-1.6% (0.3%-0.7%) of yearly sales.

When it comes to working capital, we continue to believe that its share in total sales will increase from -5% in 2024 to >1% in the long run.

Peer Group Analysis

Our peer group analysis includes tour operators e.g. TUI, Voyageurs du Monde and companies that provide online travel services such as Booking Holdings and Expedia.

In Poland, Rainbow's main competitors are Itaka Holdings and TUI Poland. Itaka, which is based in Opole, is privately owned by four Polish investors, including its founders. In contrast to Rainbow Tours, it generates c. 12% of its revenues abroad, through its activity in the Czech Republic, Slovakia, the Baltics and Hungary. TUI Poland is a subsidiary of the listed TUI Group designated to operate in the Polish market. With c. 1.1m clients served, it has the largest customer base in Poland. According to RBW, it uses aggressive pricing (in contrast to RBW, which focuses on profitability) and targets a younger age group (RBW's target group are the 40-60 year olds, who are more affluent and often book highly profitable round trips and exotic destinations).

- (1) *TUI AG*: TUI, which is headquartered in Hanover/Germany, is the world's largest tour operator company. TUI offers a broad suite of travel products, including boat cruises, airline tickets, hotel rentals, travel packages. The TUI Group operates and owns >130 aircraft, c. 400 own hotels and 18 cruise ships. The German company serves >21m clients annually and has over 65k employees. The TUI AG comprises 266 direct and indirect subsidiaries as well as 20 affiliated companies and 27 joint ventures. In its latest financial year ending in 09/2024, TUI generated revenues of EUR 23.2bn and an EBITDA margin of 5%. Its ROCE equalled 8.3%. Currently, TUI has a market cap of EUR 3.6bn.
- (2) *Booking Holdings Inc.*: Booking Holdings, which is based in Norwalk/USA, is the world's leading online travel company, offering comprehensive platforms that facilitate travel purchases between travel service suppliers and travellers. With over 21k employees, it provides services to international customers through six recognisable brands. Booking was ranked 340th on the 2022 Fortune 500 list. In 2024, Booking generated revenues of USD 23.7bn, an EBITDA margin of 34.5% and ROCE of 49.7%. The company currently has a market cap of USD 169.1bn.
- (3) *Voyageurs du Monde SA*: Voyageurs du Monde, which is based in Paris/France, is a leading French tour operator that specializes in tailor-made individual and adventure travel and cycling holidays. The French company has 18 sales outlets in various countries (mostly Europe) and >1,700 employees. In 2024, Voyageurs generated revenues of EUR 735.3m, an EBITDA margin of 9.2% and ROCE of 20.2%. Its current market cap equals EUR 472.6m.
- (4) *Despegar.com Corp.*: Despegar, which is based in Buenos Aires/Argentina, is a leading online travel company in Latin America. In its offer it has airline tickets, travel packages, hotels/rental houses, car rentals and destination services rentals offered in both a pre-pay (merchant) and pay at destination (agency) model. With over 4.5k employees, it serves almost 4m customers annually across 20 countries. In 2024, Despegar generated revenues of USD 774.1m, an EBITDA margin of 21.1% and a ROCE of 45.3%. Currently, the company has a market cap of USD 1.6bn.

- (5) *Lastminute.com NV*: Lastminute, which is headquartered in Amsterdam/the Netherlands, is an European online travel and leisure retailer. Lastminute sells a variety of travel related products and services, including holiday packages, transportation tickets, hotel and vacation rentals, adventure experiences, and ancillaries. With over 1,700 employees, the company focuses on holiday packages in five core markets, located in Western Europe. In 2024, Lastminute Group reported revenues of CHF 292.6m, an EBITDA margin of 8.7% and ROCE of 20.4%. Currently, the company is worth CHF 135.9m.
- (6) *Expedia Group Inc.*: Expedia, which is based in Seattle/USA, is a global online travel provider. It operates and owns various online travel websites and travel metasearch engines, including Trivago, Hotels.com and Orbitz. It creates travel products and services, including airplane tickets, boat cruises, travel packages, cars rentals, accommodations, and adventure experiences. With >200 travel sites in >70 countries, it offers over 3m bookable properties and >220 unique activities. In 2024, Expedia generated revenues of USD 13.7bn, an EBITDA margin of 13.4% and a ROCE of 15%. Currently, the company is worth USD 20.6bn.
- (7) *Jet2 PLC*: Jet2, which is based in Leeds/UK, engages in the leisure travel business primarily in the United Kingdom. The company operates scheduled holiday flights to leisure destinations in the Mediterranean, the Canary Islands, and European Leisure Cities. It is also involved in the package holiday and non-ticket retail activities, as well as passenger and charter aircraft operations. In addition, it engages in the aircraft leasing and financing services. In 2023/24, Jet2 generated revenues of GBP 6.3bn, an EBITDA margin of 9% and a ROCE of 11.2%. Currently, it is valued at GBP 3.6bn.

Company	EV/Sales			EV/EBITDA			P/E		P/BVPS	EBITDA margin	Net gearing	
	2025E	2026E	2027E	2025E	2026E	2027E	2025E	2026E	Latest	Last FY	Latest	
TUI AG (EUR)	0.34x	0.33x	0.32x	3.74x	3.54x	3.40x	5.81x	5.09x	4.56x	2.90x	5.04%	333.19%
Booking Holdings Inc. (USD)	6.62x	6.13x	5.62x	18.41x	16.55x	14.66x	24.21x	21.15x	18.06x	neg	34.46%	n.a
Voyageurs du Monde SA (EUR)	0.48x	0.46x	0.44x	5.30x	5.03x	4.89x	12.92x	12.17x	13.60x	3.84x	9.25%	-92.76%
Despegar.com Corp. (USD)	1.96x	1.74x	1.54x	8.53x	7.32x	6.30x	19.41x	11.62x	10.06x	neg	21.08%	n.a
Lastminute.com NV (CHF)	0.41x	0.38x	0.35x	2.95x	2.65x	2.40x	7.89x	7.02x	6.20x	2.86x	8.75%	1.18%
Expedia Group Inc. (USD)	1.61x	1.51x	1.40x	7.40x	6.75x	6.11x	11.55x	9.82x	8.17x	13.26x	13.37%	78.10%
Jet2 PLC (GBP)	0.18x	0.16x	0.15x	1.74x	1.60x	1.44x	8.86x	8.21x	7.61x	2.00x	9.02%	-126.64%
Median	0.48x	0.46x	0.44x	5.30x	5.03x	4.89x	11.55x	9.82x	8.17x	2.90x	9.25%	1.18%
Rainbow Tours S.A. (PLN)	0.35x	0.31x	0.28x	4.23x	4.71x	5.43x	7.03x	7.54x	8.40x	4.38x	9.25%	-47.74%
Premium/Discount	-28.1%	-32.5%	-36.3%	-20.1%	-6.4%	11.1%	-39.1%	-23.2%	2.9%			
Fair value per share Rainbow Tours (PLN)	188.10											

Source: CapitalIQ, marketscreener.com, bankier.pl, East Value Research GmbH

As the table below shows, Rainbow Tours continues to perform well in comparison to its direct local peers when it comes to web site traffic and app ratings.

	Mar-25		App ratings	
	Total visits	Country rank	iOS	Android
r.pl	2.92m	343	5/5	4.8/5
itaka.pl	3.66m	315	4.4/5	4.8/5
tui.pl	3.27m	357	4.9/5	3.9/5
coraltravel.pl	2.11m	585	4.8/5	4.5/5

Source: Similarweb.com, Google search, East Value Research GmbH

Price target calculation

Valuation method	Fair value	Weight
DCF model	180.30	80%
Peer-group-based fair value	188.10	20%
Weighted average (present value)	181.86	
In 12-months (PV * (1+WACC))	200.60	

Source: East Value Research GmbH

Profit and loss statement

in PLNm	2022	2023	2024	2025E	2026E	2027E
Revenues	2,393.31	3,293.39	4,068.06	4,715.76	5,217.62	5,769.76
Cost of goods sold	-2,116.88	-2,724.09	-3,298.10	-3,875.41	-4,368.52	-4,914.40
Gross profit	276.43	569.31	769.97	840.35	849.09	855.36
Other operating income	6.01	10.90	2.95	2.80	2.66	2.53
Distribution costs	-172.39	-255.62	-287.06	-330.10	-365.23	-403.88
Administration costs	-48.52	-76.82	-96.70	-112.10	-124.03	-137.15
Other operating expenses	-7.10	-10.88	-13.02	-14.94	-15.64	-16.08
EBITDA	54.42	236.89	376.13	386.02	346.85	300.78
Depreciation	-21.59	-21.88	-22.45	-22.90	-23.36	-23.83
Operating income	32.83	215.01	353.68	363.11	323.49	276.95
Net financial result	-4.08	0.44	-0.10	0.10	0.30	0.50
Gain/Loss from at-equity investments	0.00	0.00	0.00	0.00	0.00	0.00
EBT	28.75	215.45	353.57	363.21	323.79	277.45
Income taxes	-6.42	-41.69	-70.52	-69.01	-61.52	-52.71
Minorities	-0.83	-0.92	-1.07	-1.18	-1.30	-1.43
Net income / loss	21.50	172.84	281.98	293.02	260.97	223.30
EPS	1.53	11.94	19.94	21.04	19.62	17.61
DPS	0.50	6.29	10.00	11.00	12.00	13.00
Share in total sales						
Revenues	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Cost of goods sold	-88.45 %	-82.71 %	-81.07 %	-82.18 %	-83.73 %	-85.18 %
Gross profit	11.55 %	17.29 %	18.93 %	17.82 %	16.27 %	14.82 %
Other operating income	0.25 %	0.33 %	0.07 %	0.06 %	0.05 %	0.04 %
Distribution costs	-7.20 %	-7.76 %	-7.06 %	-7.00 %	-7.00 %	-7.00 %
Administration costs	-2.03 %	-2.33 %	-2.38 %	-2.38 %	-2.38 %	-2.38 %
Other operating expenses	-0.30 %	-0.33 %	-0.32 %	-0.32 %	-0.30 %	-0.28 %
EBITDA	2.27 %	7.19 %	9.25 %	8.19 %	6.65 %	5.21 %
Depreciation	-0.90 %	-0.66 %	-0.55 %	-0.49 %	-0.45 %	-0.41 %
Operating income	1.37 %	6.53 %	8.69 %	7.70 %	6.20 %	4.80 %
Net financial result	-0.17 %	0.01 %	0.00 %	0.00 %	0.01 %	0.01 %
Gain/Loss from at-equity investments	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
EBT	1.20 %	6.54 %	8.69 %	7.70 %	6.21 %	4.81 %
Income taxes	-0.27 %	-1.27 %	-1.73 %	-1.46 %	-1.18 %	-0.91 %
Minorities	-0.03 %	-0.03 %	-0.03 %	-0.03 %	-0.02 %	-0.02 %
Net income / loss	0.90 %	5.25 %	6.93 %	6.21 %	5.00 %	3.87 %

Balance sheet

in PLNm	2022	2023	2024	2025E	2026E	2027E
Cash and equivalents	142.42	275.63	287.63	309.84	236.00	177.92
Short-term financial assets	0.16	2.02	6.29	6.41	6.54	6.67
Inventories	0.18	0.19	0.24	0.28	0.32	0.36
Trade accounts and notes receivables	27.91	39.27	53.68	94.53	140.32	194.69
Other current assets	267.86	325.27	438.90	452.07	465.63	479.60
Current assets, total	438.52	642.38	786.74	863.13	848.81	859.23
Property, plant and equipment	243.79	236.62	383.10	433.10	453.10	453.10
Other intangible assets	4.69	4.34	4.61	5.35	5.91	6.54
Goodwill	4.54	4.54	4.54	4.54	4.54	4.54
Other long-term assets	22.24	72.58	112.36	114.61	116.90	119.24
Deferred tax assets	12.21	22.97	7.89	0.00	0.00	0.00
Non-current assets, total	287.47	341.05	512.51	557.60	580.46	583.42
Total assets	725.99	983.43	1299.24	1420.72	1429.27	1442.66
Trade payables	73.22	74.81	117.93	108.60	145.04	186.35
Other short-term liabilities	274.86	471.47	560.98	560.98	560.98	560.98
Short-term financial debt	44.23	40.20	27.09	22.09	17.09	12.09
Provisions	46.26	72.35	44.45	141.47	104.35	57.70
Current liabilities, total	438.57	658.82	750.45	833.15	827.46	817.12
Long-term financial debt	102.02	50.49	66.10	56.10	46.10	36.10
Other long-term liabilities	30.98	23.18	16.44	19.05	21.08	23.31
Other provisions	0.52	1.17	15.02	0.00	0.00	0.00
Long-term liabilities, total	133.52	74.84	97.55	75.16	67.18	59.41
Total liabilities	572.09	733.65	848.00	908.30	894.65	876.54
Shareholders equity, total	111.96	206.91	407.30	467.30	488.20	518.27
Minority interests	41.94	42.87	43.94	45.12	46.42	47.85
Total equity and debt	725.99	983.43	1299.24	1420.72	1429.27	1442.66

Cash Flow Statement

in PLNm	2022	2023	2024	2025E	2026E	2027E
Net income / loss	21.50	172.84	281.98	293.02	260.97	223.30
Depreciation	21.59	21.88	22.45	22.90	23.36	23.83
Change of working capital	3.80	-5.09	-65.77	-60.77	-20.93	-24.83
Others	35.64	66.48	23.95	-89.90	37.12	46.65
Net operating cash flow	82.52	256.10	262.61	165.25	300.52	268.95
Cash flow from investing	-20.17	-18.74	-82.06	-73.64	-43.93	-24.46
Free cash flow	62.35	237.36	180.55	91.61	256.59	244.50
Cash flow from financing	-3.87	-104.15	-168.93	-69.41	-330.43	-302.58
Change of cash	58.48	133.21	12.00	22.21	-73.84	-58.08
Cash at the beginning of the period	83.93	142.42	275.63	287.63	309.84	236.00
Cash at the end of the period	142.42	275.63	287.63	309.84	236.00	177.92

Financial ratios

	2022	2023	2024	2025E	2026E	2027E
Profitability and balance sheet quality						
Gross margin	11.55%	17.29%	18.93%	17.82%	16.27%	14.82%
EBITDA margin	2.27%	7.19%	9.25%	8.19%	6.65%	5.21%
EBIT margin	1.37%	6.53%	8.69%	7.70%	6.20%	4.80%
Net margin	0.90%	5.25%	6.93%	6.21%	5.00%	3.87%
Return on equity (ROE)	19.53%	108.41%	91.82%	67.01%	54.62%	44.37%
Return on assets (ROA)	3.52%	17.53%	21.71%	20.62%	18.24%	15.44%
Return on capital employed (ROCE)	8.87%	53.42%	51.59%	50.06%	43.54%	35.86%
Economic Value Added (in PLNm)	-4.12	139.96	226.58	233.57	200.01	159.86
Net debt (in PLNm)	3.84	-184.95	-194.43	-231.64	-172.80	-129.72
Net gearing	3.43%	-89.39%	-47.74%	-49.57%	-35.40%	-25.03%
Equity ratio	15.42%	21.04%	31.35%	32.89%	34.16%	35.92%
Current ratio	1.00	0.98	1.05	1.04	1.03	1.05
Quick ratio	0.39	0.48	0.46	0.49	0.46	0.46
Net interest cover	-8.05	488.67	-3467.40	3705.24	1085.54	556.12
Net debt/EBITDA	0.07	-0.78	-0.52	-0.60	-0.50	-0.43
Tangible BVPS	7.65	13.98	28.48	33.23	36.36	40.52
Capex/Sales	1.20%	0.44%	4.16%	1.56%	0.84%	0.42%
Working capital/Sales	-3.47%	-6.22%	-4.98%	-3.01%	-2.32%	-1.66%
Cash Conversion Cycle (in days)	-8	-6	-8	-7	-6	-5
Trading multiples						
EV/Sales	0.84	0.61	0.49	0.42	0.38	0.35
EV/EBITDA	36.81	8.46	5.33	5.19	5.78	6.66
EV/EBIT	61.02	9.32	5.66	5.52	6.19	7.23
P/Tangible BVPS	19.36	10.59	5.20	4.45	4.07	3.65
P/E	96.73	12.40	7.42	7.03	7.54	8.40
P/FCF	34.54	9.07	11.93	23.51	8.39	8.81

Disclaimer

This document (prepared on 5 May 2025) does neither constitute an offer nor a request to buy or sell any securities. It only serves informational purposes. This document only contains a non-binding opinion on the mentioned securities and market conditions at the time of its publication. Due to the general character of its content this document does not replace investment advice. Moreover, in contrast to especially approved prospectuses, it does not provide information, which is necessary for taking investment decisions.

All information, which have been used in this document, and the statements that have been made, are based on Sources, which we think are reliable. However, we do not guarantee their correctness or completeness. The expressions of opinion, which it contains, show the author's personal view at a given moment. These opinions can be changed at any time and without further notice.

A liability of the analyst or of the institution, which has mandated him, should be excluded from both direct and indirect damages.

This confidential study has only been made available to a limited number of recipients. A disclosure or distribution to third-parties is only allowed with East Value Research' approval. All valid capital market rules, which relate to the preparation, content as well as distribution of research in different countries, should be applied and respected by both the supplier and recipient.

Distribution in the United Kingdom: In the UK this document shall only be distributed to persons who are described in Section 11 (3) of the Financial Services Act 1986 (Investment Advertisements) (Exemptions) Order 1996 (as amended). This research may not be distributed and forwarded directly or indirectly to any other group of individuals. The distribution of this document in other international jurisdictions may be restricted by law and individuals who possess this study should inform themselves about any existing restrictions and comply with them.

Neither this document nor any copy of it may be taken or sent to the United States of America, Canada, Japan or Australia or distributed, directly or indirectly, in the United States of America, Canada, Japan or Australia or to any resident thereof. Any failure to comply with these restrictions may constitute a violation of United States, Canadian, Japanese or Australian securities laws or the law of any other jurisdiction.

Declaration according to § 34b WpHG and FinAnV on potential conflicts of interest (As of July 24, 2013): East Value Research has been commissioned to prepare this report by Rainbow Tours S.A.

Declaration according to § 34b WpHG and FinAnV on additional disclosures (As of July 24, 2013):

It is the sole decision of East Value Research GmbH whether and when a potential update of this research will be made.

Relevant basis and measures of the valuations, which are included in this document:

The valuations, which are the basis for East Value Research` investment recommendations, are based on generally-accepted and widely-used methods of fundamental analysis such as the Discounted-Cash-Flow method, Peer Group comparison, or Sum-of-the-Parts models.

The meaning of investment ratings:

Buy: Based on our analysis, we expect the stock to appreciate and generate a total return of more than 10% over the next twelve months

Add: Based on our analysis, we expect the stock to appreciate and generate a total return between 0% and 10% over the next twelve months

Reduce: Based on our analysis, we expect the stock to cause a negative return between 0% and -10% over the next twelve months

Sell: Based on our analysis, we expect the stock to cause a negative return exceeding -10% over the next twelve months

The respective supervisory authority is:

Bundesanstalt für Finanzdienstleistungsaufsicht
Marie-Curie-Straße 24-28
60439 Frankfurt am Main