

LM PAY S.A.

Poland | Financial Services | MCap EUR 28.5m

28 August 2025

UPDATE



LM PAY: Strong Q2 with high margins, positioned to deliver growth. BUY.

BUY (BUY)

Target price	EUR 63.00 (63.00)
Current price	EUR 45.00
Up/downside	40.0%



What's it all about?

LM PAY reported solid Q2 25 results, confirming improved operational stability. Revenues increased by 41% yoy to PLN 7.46m, while EBIT more than doubled to PLN 2.23m versus PLN 0.79m in Q2 24, resulting in a high margin of around 30%, in line with Q1 25. This performance reflects stronger demand in healthcare and beauty financing, an expanded partner network, and improved brand visibility. With H1 revenues at PLN 14.7m, the company has reached 46% of its FY25 revenue guidance (PLN 32–42m). EBIT already accounts for 63% of the lower end of targets. We believe LM PAY will deliver the required growth in H2. Hence, we confirm our price target of EUR 63.00 and the BUY rating.

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Strong Q2 with high margins, positioned to deliver growth. BUY.

Solid Q2 25 results confirm stable margins. LM PAY released its preliminary figures for H1 and Q2 25. In Q2 25, LM PAY generated revenues of PLN 7.46m, representing an increase of 41.3% yoy. EBIT amounted to PLN 2.23m compared to PLN 0.79m in the prior-year quarter, resulting in an EBIT margin of 29.9%. This continues the margin level achieved in Q1 25 (30.6%). Compared to the previous year, operational efficiency improved significantly after considerable volatility in 2024 results, driven by product launches and IPO-related costs. Key drivers in H1 25 were an expanded partner network and robust demand in the healthcare and beauty segments. LM PAY also benefited from higher brand awareness and targeted marketing measures.

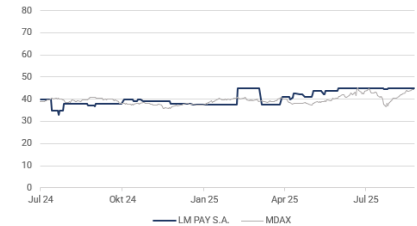
On track to reach FY targets. With revenues of PLN 14.7m achieved in H1 25, the company has so far reached around 46% of its FY25 revenue guidance (PLN 32–42m). Hence, the company appears on track, provided it maintains its current growth pace. EBIT already stands at 63% of the lower end of the guidance (PLN 7–12m), suggesting that profit targets could be reached or even exceeded. Overall, the results indicate ongoing high growth and a successful stabilization of profitability. The consistency of margins is a positive sign of improved cost control.

Outlook H2 25. The key factor for H2 25 will be whether LM PAY can accelerate growth in loan volumes. The recently introduced SecurePay product in insurance financing could generate additional demand. The upcoming implementation of the financing partnership with UniCredit should, in the medium term, significantly reduce refinancing costs and thereby strengthen margins. In the short term, revenue momentum will remain decisive, but with the expansion of the partner network continuing to progress, revenues could reach the upper end of the guidance range.

Conclusion. The released results confirm the stability of LM PAY's business model and demonstrate progress in profitability. Nevertheless, accelerating revenue growth in H2 will be necessary to achieve the revenue guidance. We believe the company will be able to deliver the required growth, supported by an expanded partner network and the gradual ramp-up of new product lines. In the long term, the investment case remains intact, with a focus on embedded finance and further portfolio expansion. We confirm our BUY rating and the price target of EUR 63.00.

LM PAY S.A.	2022	2023	2024	2025E	2026E	2027E
Sales	15.1	17.5	22.8	32.9	48.3	55.0
Growth yoy	15.1%	16.4%	29.9%	44.4%	46.9%	14.0%
EBITDA	3.7	0.4	7.3	10.1	22.3	24.6
EBIT	3.6	0.2	7.0	10.1	22.3	24.6
Net profit	0.1	-2.4	0.1	0.5	11.5	12.7
Net debt (net cash)	65.8	77.7	96.9	109.9	124.2	122.8
Net debt/EBITDA	17.8x	210.2x	13.3x	10.9x	5.6x	5.0x
EPS reported	0.16	-3.87	0.11	0.82	18.06	20.04
DPS	0.00	0.00	0.00	0.00	0.00	0.00
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Gross profit margin	55.6%	95.7%	96.5%	95.0%	95.0%	95.0%
EBITDA margin	24.5%	2.1%	32.1%	30.6%	46.3%	44.7%
EBIT margin	24.2%	1.1%	30.8%	30.6%	46.3%	44.7%
ROCE	3.3%	0.2%	4.9%	6.4%	11.9%	11.7%
EV/Sales	6.4x	6.3x	5.7x	4.4x	3.4x	3.0x
EV/EBITDA	26.2x	296.6x	17.8x	14.4x	7.3x	6.6x
EV/EBIT	26.6x	566.5x	18.6x	14.4x	7.3x	6.6x
PER	284.9x	-11.6x	393.5x	55.0x	2.5x	2.2x

Source: Company data, mwb research; Financials in PLNm



Source: Company data, mwb research

High/low 52 weeks 45.00 / 36.80
Price/Book Ratio 0.7x

Ticker / Symbols

ISIN PLLMPAY00016
WKN A3EWU0
Bloomberg Y00:GR

Changes in estimates

		Sales	EBIT	EPS
2025E	old	32.9	10.1	0.82
	Δ	0.0%	0.0%	0.0%
2026E	old	48.3	22.3	18.06
	Δ	0.0%	0.0%	0.0%
2027E	old	55.0	24.6	20.04
	Δ	0.0%	0.0%	0.0%

Key share data

Number of shares: (in m pcs) 0.63
Book value per share: (in PLN) 63.27
Ø trading vol.: (12 months) 35

Major shareholders

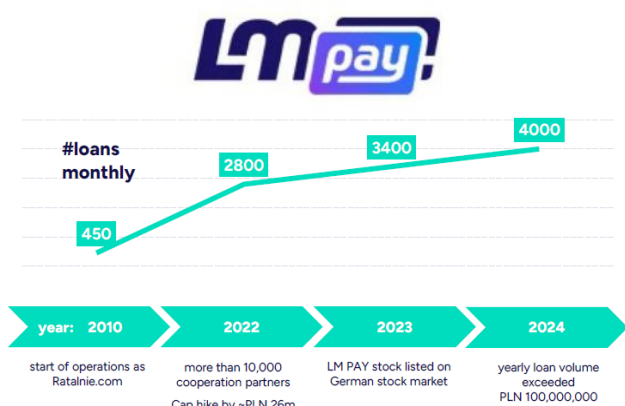
Medical Finance Group S.A. 65.7%
Free Float 34.3%

Company description

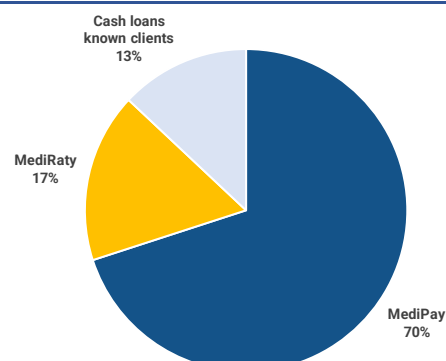
LM PAY is a pioneering technology-driven FinTech delivering embedded finance solutions across the healthcare, beauty, and insurance sectors in Poland. The company instant, binding credit decisions at the point of service, empowering patients and clients with immediate access to essential services and convenient financing. LM PAY specializes in providing consumer loans.

Investment case in six charts

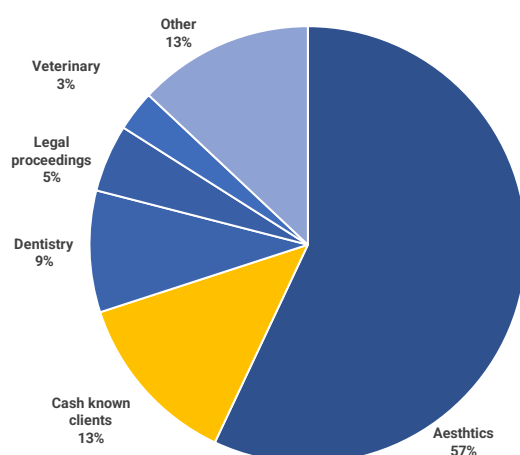
LM PAY's number of monthly loans



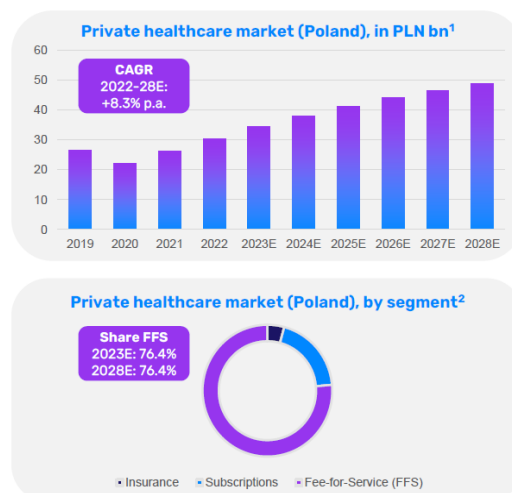
Sales split by product in %



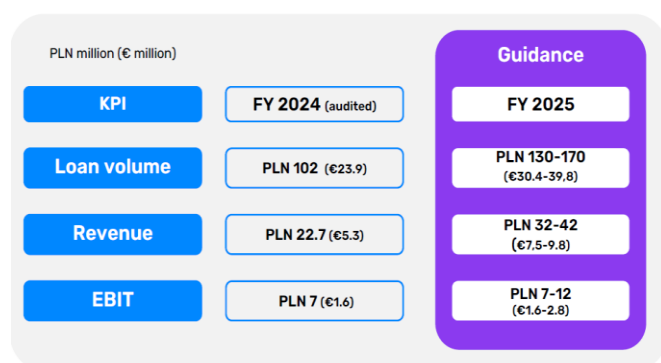
Segmental breakdown in %



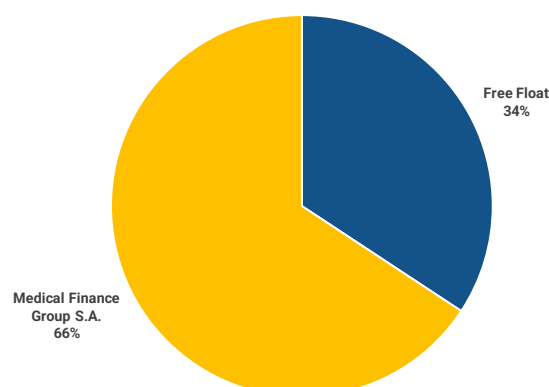
Private healthcare market (Poland), in PLN bn



LM Pay's outlook FY2025



Major Shareholders



Source: Company data, mwb research

Company background

Products & services



LM PAY Spółka Akcyjna (abbreviated name: LM PAY S.A.; LM PAY) specializes in providing consumer loans designed to (pre-) finance beauty, medical and dental procedures, including hospitalization expenses. These loans cover a wide range of medical treatments, such as

- rehabilitation,
- ophthalmology,
- laryngology,
- bariatrics,
- gynecology,
- urology,
- diagnostics (including genetics),
- dental care,
- ophthalmological and optical services,
- plastic surgery,
- aesthetic medicine,
- orthopedics,
- and more.

In 2021, LM PAY acquired its business from its parent company - Medical Finance Group S.A. (MFG), which is still the largest shareholder with 67.2%. This transaction and the subsequent transition of personnel, clients, rights, etc. was carried out in 2021 and 2022. In addition, this transition included third party services and the cost of operating the call center and IT infrastructure, which all together only show the full impact in FY2023. Furthermore, MFG became the largest debtor of LM PAY through this transaction. Currently, the company follows a promising growth story.

The company's business model includes also the financing for veterinary services. Until today, LM PAY is only doing its business in Poland and is headquartered in Warsaw. At present, LM PAY has a workforce of c. 60 individuals: 23 are engaged through civil or cooperation agreements and are therefore on LM PAY's pay-role, while 26 professionals operating as independent businesses under B2B contracts (freelancer). The company was established in 2010 and is headquartered in Warsaw, Poland.

LM PAY's product portfolio

	
<p>MediPay presents an automated and streamlined credit history assessment process, available at clinics following the completion of procedures. It offers a deferred payment option at no extra cost and an installment plan. This service is primarily tailored for financing aesthetic medical procedures. Currently, MediPay accounts for more than 80% of all loans granted by LM PAY.</p>	<p>MediRaty, involves a conventional creditworthiness and credit history evaluation conducted through a documented phone call with a company representative. It is designed for financing more costly dental and medical procedures.</p>
<p>Monthly number: 3,200</p>	<p>Monthly number: 300</p>
<p>Average volume: PLN 1,900</p>	<p>Average volume: PLN 5,000</p>
<p>Max. volume: PLN 5,000/ dental PLN 10,000</p>	<p>Max. volume: online PLN 20,000: offline PLN 30,000</p>
<p>Distribution: clinic stuff</p>	<p>Distribution: clinic staff</p>
<p>Creditworthiness: without a need to prove income, credited with the bank account.</p>	<p>Creditworthiness: Specific requirements needed:</p> <ul style="list-style-type: none"> • Age between 18 and 75. • Possession of Polish citizenship. • Documented income credited to a bank account
<p>Repayment period: 1, 3, 4, 8 or 12 instalments; avg. 6 months</p>	<p>Repayment period: up to 36 months/ instalments</p>

Source: Company data; mwb research

Management

Mr. Jakub Czarzasty, CEO

Mr. Czarzasty, holds a law degree from the European School of Law and Administration in Warsaw, where he earned his master's degree in 2008. Furthermore, he is a graduate of the Executive MBA program in managerial studies at the Institute of Economic Sciences of the Polish Academy of Sciences and the Vienna Institute for International Economic.

Currently, Mr. Czarzasty serves as the President of the Management Board and a shareholder of Medical Finance Group (CEE) AS, main shareholder of LM PAY. He is also the President of the Management Board of JJCC sp. z o.o., based in Warsaw. Since 2010, he is active as CEO at LM PAY S.A..

Mr. Sławomir Bielec, CFO

Mr. Bielec holds a master's degree in management, which he achieved from the University of Economics in Katowice in 2006. Additionally, he completed postgraduate studies at the Faculty of Applied Mathematics at AGH University in Cracow in 2009. With nearly 15 years of experience, his expertise spans a broad spectrum of finance, investment risk management and financial accounting. Furthermore, Mr. Bielec serves as an advisor to the management boards of companies, offering guidance in areas such as financial modelling, the development of optimal capital structures, and the implementation and execution of value-based management (VBM) processes.

Ms. Olga Gójska, Board Member / Director of Sales and Client Service

Ms. Gójska is a graduate of the Academy of Economics and Humanities in Warsaw, where she completed a bachelor degree in Administration, followed by master studies in Process and Project Management. She joined LM PAY S.A. in 2014 and brings extensive experience in customer service and operations. She began her career at the company in the Call Center department, which she later led, gaining

deep insight into client expectations and behavior. Her strong interpersonal skills and solution-oriented mindset have contributed significantly to customer satisfaction and loyalty. As a member of the Management Board, Ms. Gójska is responsible for sales, marketing, human resources, and back-office operations. She combines leadership and communication skills with a strategic approach to managing teams and processes, ensuring high-quality service delivery and operational efficiency.

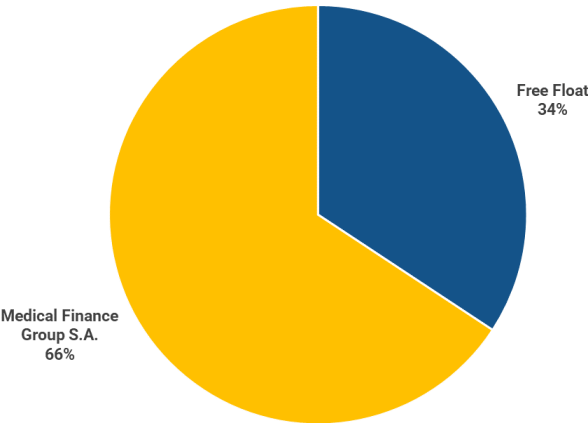
		
Mr. Jakub Czarzasty CEO and founder since 2010	Mr. Sławomir Bielec CFO since 2019	Ms. Olga Gójska CSO since 2025

Source: Company data; mwb research

Shareholders

The shareholder structure is as follows.

Shareholder structure



Source: Company data; mwb research

SWOT analysis

Strengths

- Dynamic and experienced management team.
- Attractive revenue model with c 30% of recurring customers.
- Barriers to entry a rather high due to existing sales network.
- Strong financing agreement with Fortress (granting of flexible financing of up to PLN 135,000,000)
- Low fall out rates due to the personal relationship to medical staff (who are LM PAY's sales force).
- New funding partnership offers margin improvement.

Weaknesses

- Fast growth and developing new loan products involve an increased risk of less-qualitative customers, and higher risk.
- LM PAYs assessment of the scoring process, may turn out to be wrong, which could lead to impairments.
- Growth could overload the small team of employees and the infrastructure, which risks service quality as well as profitability.
- LM PAY granted a c. PLN 40m loan to its largest shareholder MFG: an insolvency of MFG or default may cause a material risk.

Opportunities

- Expansion into further European markets, e.g., Bulgaria and Romania.
- Introduction of insurance financing
- Offering of new products (e.g., VISA cooperation).
- Reduced inflation could lead to higher consumer spendings.

Threats

- Highly competitive market environment.
- Economic downturns or uncertainties can affect consumer spending for 'not needed' treatments.
- Lowered payment morality of borrowers due to economic factors.
- Polish law allows for a wide range of possibilities for a consumer to declare bankruptcy.

Valuation

DCF Model

The DCF model results in a **fair value of PLN 63.96 per share**:

Top-line growth: We expect LM PAY S.A. to grow revenues at a CAGR of 9.9% between 2025E and 2032E. The long-term growth rate is set at 2.0%.

ROCE. Returns on capital are developing from 6.4% in 2025E to 9.3% in 2032E.

WACC. Starting point is a historical equity beta of 1.13. Unlevering and correcting for mean reversion yields an asset beta of 0.77. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.0% this yields cost of equity of 8.0%. With pre-tax cost of borrowing at 15.0%, a tax rate of 25.0% and target debt/equity of 0.4 this results in a long-term WACC of 8.9%.

DCF (PLNm) (except per share data and beta)	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	Terminal value
NOPAT	8.0	17.9	19.7	21.1	22.1	22.7	23.3	23.7	
Depreciation & amortization	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in working capital	-15.7	-28.9	-12.7	-5.2	-2.7	-2.8	-2.8	-2.3	
Chg. in long-term provisions	2.1	3.2	1.4	0.6	0.3	0.3	0.3	0.3	
Capex	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Cash flow	-5.5	-7.8	8.4	16.5	19.7	20.2	20.7	21.6	318.0
Present value	-5.3	-6.8	6.5	11.4	12.1	11.1	10.1	9.3	169.6
WACC	11.1%	11.4%	11.6%	11.7%	11.8%	11.9%	12.0%	12.2%	8.9%

DCF per share derived from	
Total present value	218.0
Mid-year adj. total present value	230.1
Net debt / cash at start of year	96.9
Financial assets	44.6
Provisions and off b/s debt	4.7
Equity value	173.1
No. of shares outstanding	0.6
Discounted cash flow / share	63.96
upside/(downside)	42.1%

DCF avg. growth and earnings assumptions	
Planning horizon avg. revenue growth (2025E-2032E)	9.9%
Terminal value growth (2032E - infinity)	2.0%
Terminal year ROCE	9.3%
Terminal year WACC	8.9%

Terminal WACC derived from	
Cost of borrowing (before taxes)	15.0%
Long-term tax rate	25.0%
Equity beta	1.13
Unlevered beta (industry or company)	0.77
Target debt / equity	0.4
Relevered beta	1.00
Risk-free rate	2.0%
Equity risk premium	6.0%
Cost of equity	8.0%

Share price	45.00
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Sensitivity analysis DCF							
Change in WACC (%-points)	Long term growth					Share of present value	
		1.0%	1.5%	2.0%	2.5%	3.0%	
	2.0%	36.4	38.8	41.4	44.3	47.6	2025E-2028E
	1.0%	44.7	47.8	51.2	55.2	59.7	2029E-2032E
	0.0%	55.0	59.2	63.9	69.4	75.8	terminal value
	-1.0%	68.5	74.3	81.1	89.1	98.7	
	-2.0%	86.6	95.1	105.2	117.7	133.3	
							2.7%
							19.5%
							77.8%

Source: mwb research

FCF Yield Model

Due to the fact that companies rarely bear sufficient resemblance to peers in terms of geographical exposure, size or competitive strength and in order to adjust for the pitfalls of weak long-term visibility, an Adjusted Free Cash Flow analysis (Adjusted FCF) has been conducted.

The adjusted Free Cash Flow Yield results in a fair value between PLN 109.79 per share based on 2025E and PLN 431.25 per share on 2029E estimates.

The main driver of this model is the level of return available to a controlling investor, influenced by the cost of that investors' capital (opportunity costs) and the purchase price – in this case the enterprise value of the company. Here, the adjusted FCF yield is used as a proxy for the required return and is defined as EBITDA less minority interest, taxes and investments required to maintain existing assets (maintenance capex).

FCF yield in PLNm	2025E	2026E	2027E	2028E	2029E
EBITDA	10.1	22.3	24.6	26.4	27.7
- Maintenance capex	0.0	0.0	0.0	0.0	0.0
- Minorities	0.0	0.0	0.0	0.0	0.0
- tax expenses	0.1	2.9	3.2	3.4	3.7
= Adjusted FCF	9.9	19.5	21.4	23.0	24.0
Actual Market Cap	121.8	121.8	121.8	121.8	121.8
+ Net debt (cash)	109.9	124.2	122.8	113.6	101.3
+ Pension provisions	6.8	10.0	11.4	12.0	12.3
+ Off B/S financing	0.0	0.0	0.0	0.0	0.0
- Financial assets	44.6	44.6	44.6	44.6	44.6
- Acc. dividend payments	0.0	0.0	0.0	0.0	0.0
<i>EV Reconciliations</i>	72.2	89.6	89.6	81.1	69.1
= Actual EV'	193.9	211.4	211.4	202.8	190.8
Adjusted FCF yield	5.1%	9.2%	10.1%	11.3%	12.6%
base hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
ESG adjustment	0.0%	0.0%	0.0%	0.0%	0.0%
adjusted hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
Fair EV	141.8	278.4	306.1	328.3	342.6
- <i>EV Reconciliations</i>	72.2	89.6	89.6	81.1	69.1
Fair Market Cap	69.6	188.7	216.5	247.2	273.6
No. of shares (million)	0.6	0.6	0.6	0.6	0.6
Fair value per share in PLN	109.79	297.52	341.24	389.74	431.25
Premium (-) / discount (+)	144.0%	561.2%	658.3%	766.1%	858.3%

Sensitivity analysis FV						
Adjusted hurdle rate	5.0%	199.2	473.0	534.2	596.8	647.3
	6.0%	147.0	370.7	421.7	476.0	521.3
	7.0%	109.8	297.5	341.2	389.7	431.2
	8.0%	81.8	242.7	280.9	325.0	363.7
	9.0%	60.1	200.0	234.0	274.7	311.2

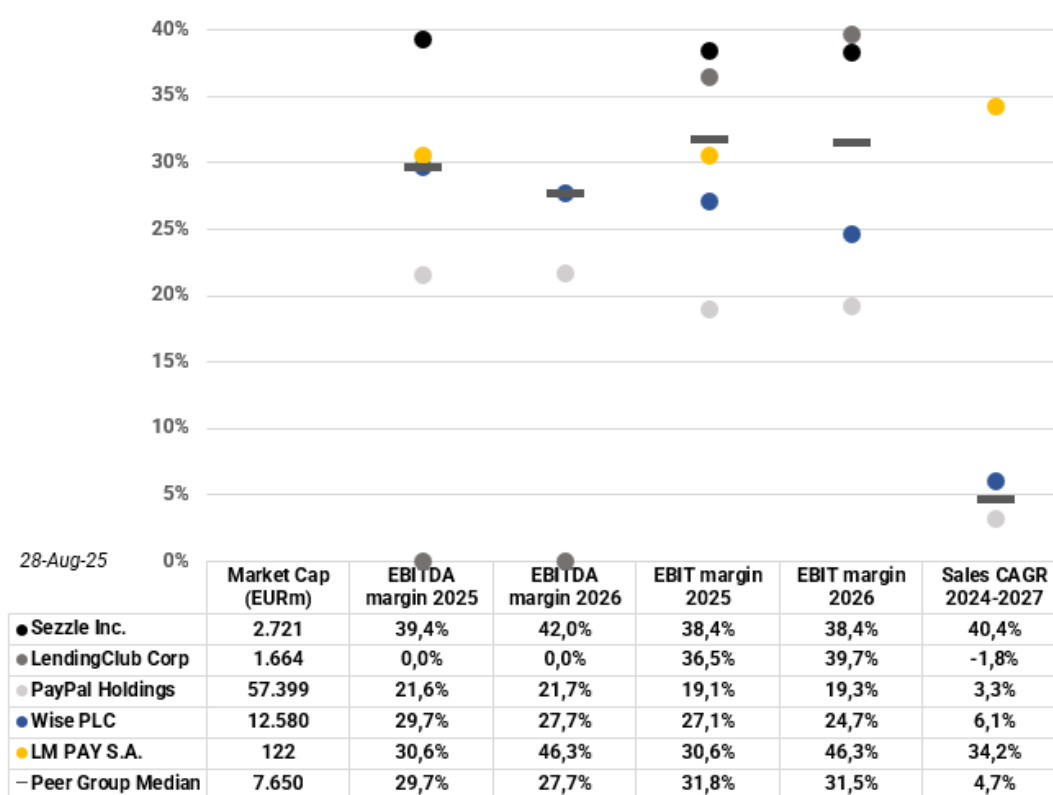
Source: Company data; mwb research

Simply put, the model assumes that investors require companies to generate a minimum return on the investor's purchase price. The required after-tax return equals the model's hurdle rate of 7.0%. Anything less suggests the stock is expensive; anything more suggests the stock is cheap. **ESG adjustments might be applicable. A high score indicates high awareness for environmental, social or governance issues and thus might lower the overall risk an investment in the company might carry. A low score on the contrary might increase the risk of an investment and might therefore trigger a higher required hurdle rate.**

Peer group analysis

A peer group or comparable company (“comps”) analysis is a methodology that calculates a company's relative value – how much it should be worth based on how it compares to other similar companies. Given that **LM PAY S.A.** differs quite significantly in terms of size, focus, financial health and growth trajectory, we regard our peer group analysis merely as a support for other valuation methods. The peer group of LM PAY S.A. consists of the stocks displayed in the chart below. As of 28 August 2025 the median market cap of the peer group was EUR 7,650.1m, compared to EUR 28.5m for LM PAY S.A.. In the period under review, the peer group was less profitable than LM PAY S.A.. The expectations for sales growth are lower for the peer group than for LM PAY S.A..

Peer Group – Key data

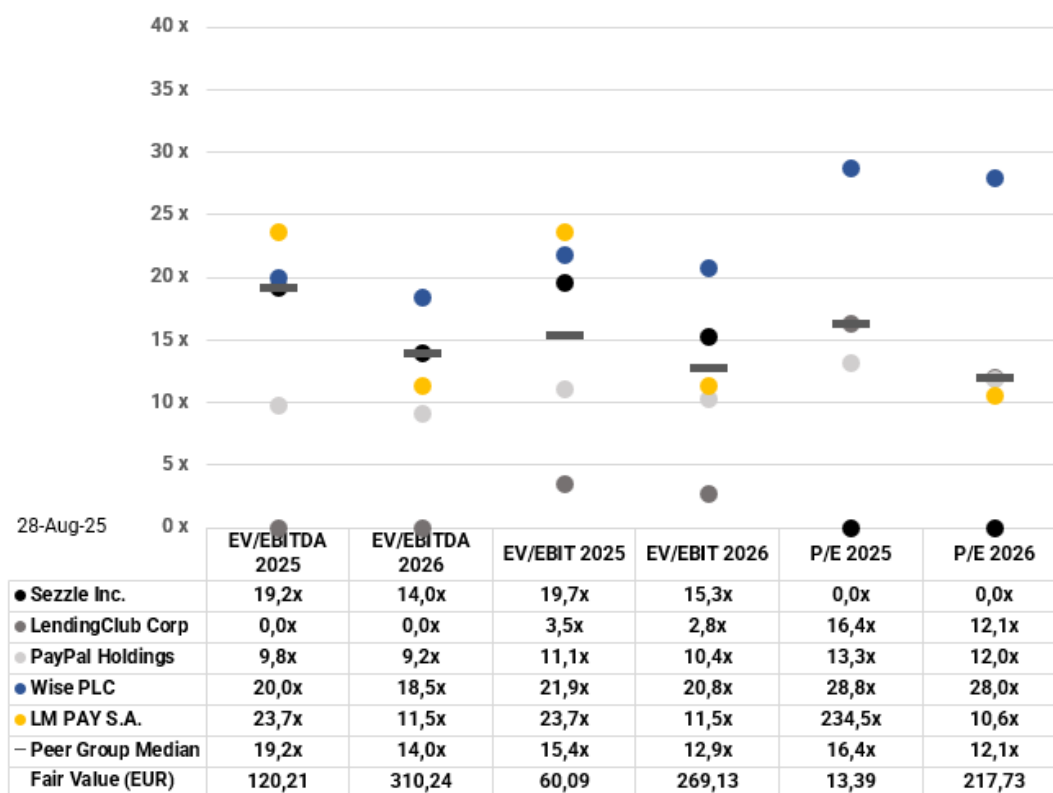


Source: FactSet, mwb research

Comparable company analysis operates under the assumption that similar companies will have similar valuation multiples. We use the following multiples: EV/EBITDA 2025, EV/EBITDA 2026, EV/EBIT 2025, EV/EBIT 2026, P/E 2025 and P/E 2026.

Applying these to LM PAY S.A. results in a range of fair values from EUR 13.39 to EUR 310.24.

Peer Group – Multiples and valuation

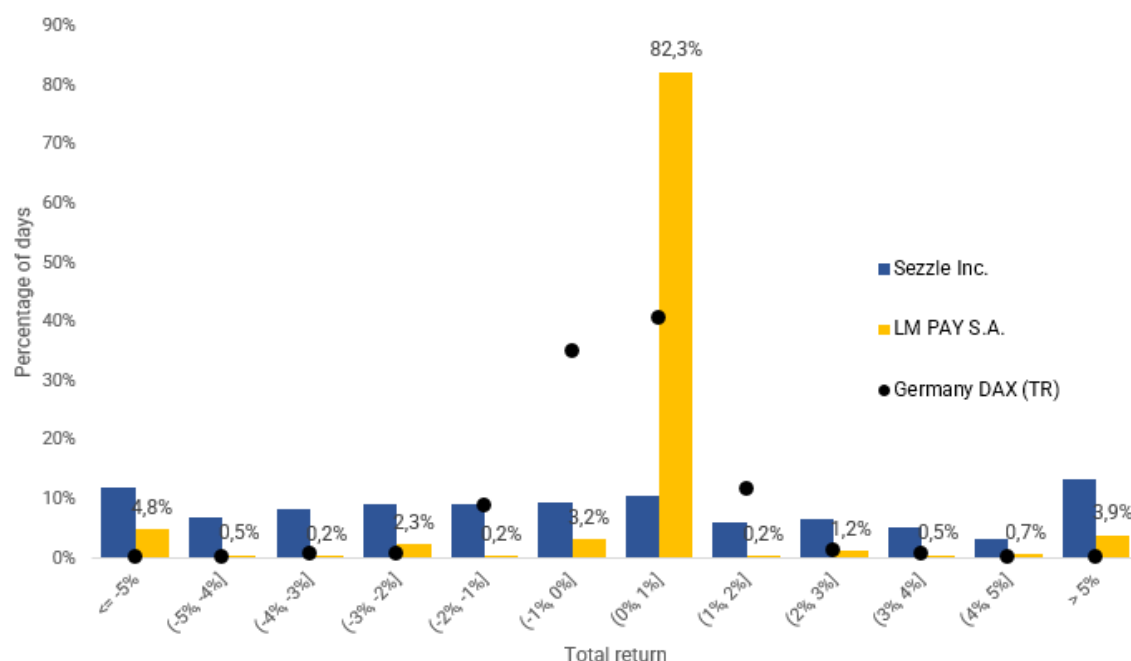


Source: FactSet, mwb research

Risk

The chart displays the **distribution of daily returns of LM PAY S.A.** over the last 3 years, compared to the same distribution for Sezzle Inc. . We have also included the distribution for the index Germany DAX (TR). The distribution gives a better understanding of risk than measures like volatility, which assume that log returns are normally distributed. In reality, they are skewed (down moves are larger) and have fat tails (large moves occur more often than predicted). Also, volatility treats up and down moves the same, while investors are more worried about down moves. For LM PAY S.A., the worst day during the past 3 years was undefined/undefined/#NV with a share price decline of #NV%. The best day was undefined/undefined/#NV when the share price increased by #NV%.

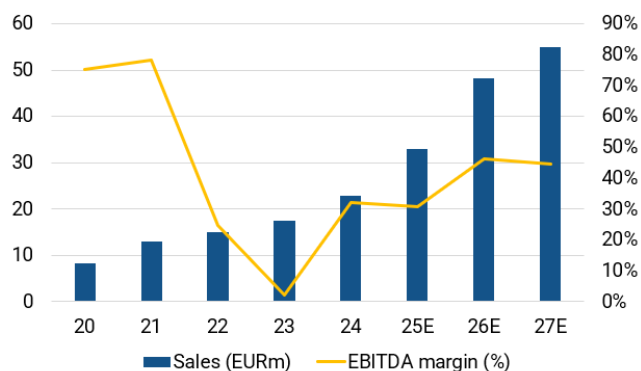
Risk – Daily Returns Distribution (trailing 3 years)



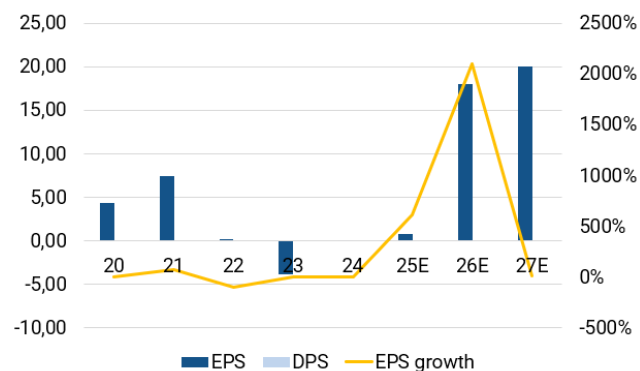
Source: FactSet, mwb research

Financials in six charts

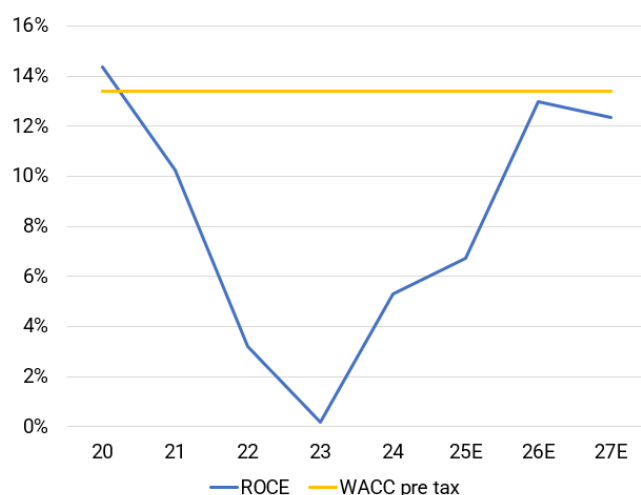
Sales vs. EBITDA margin development



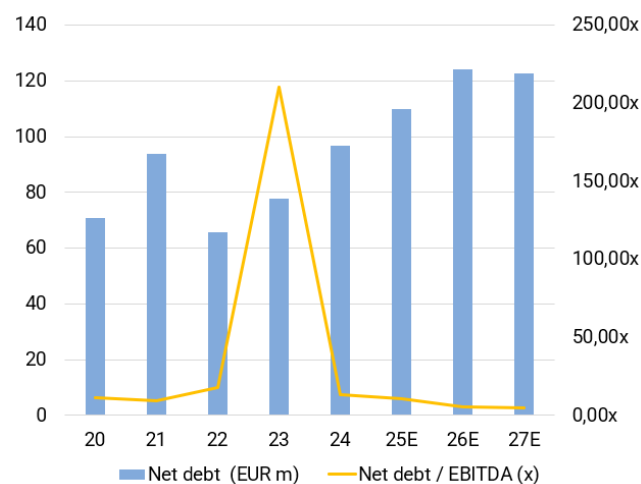
EPS, DPS in EUR & yoy EPS growth



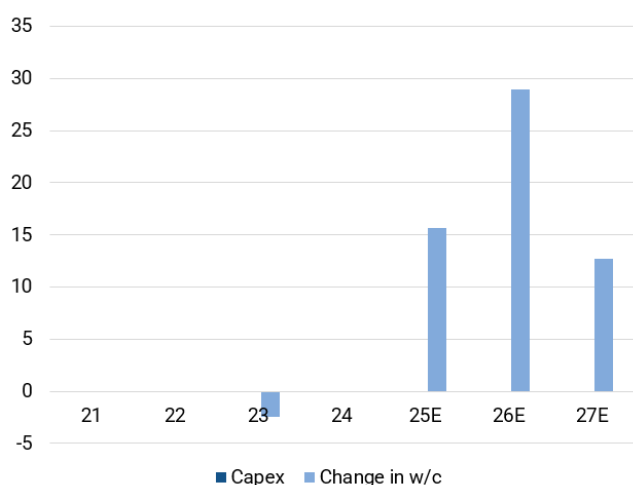
ROCE vs. WACC (pre tax)



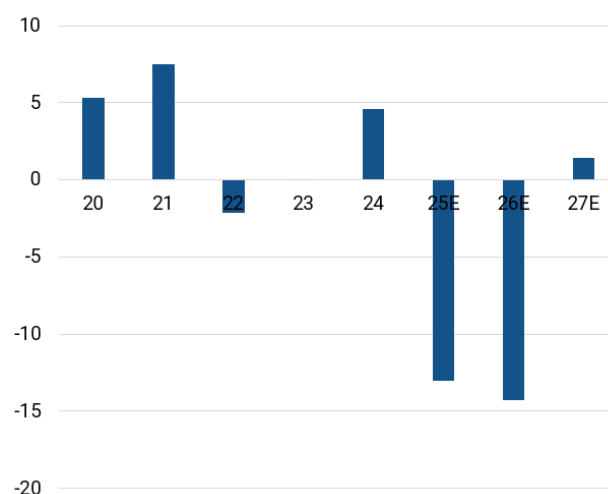
Net debt and net debt/EBITDA



Capex & chgn in w/c requirements in EURm



Free Cash Flow in EURm



Source: Company data; mwb research

Financials

Profit and loss (PLNm)	2022	2023	2024	2025E	2026E	2027E
Net sales	15.1	17.5	22.8	32.9	48.3	55.0
Sales growth	15.1%	16.4%	29.9%	44.4%	46.9%	14.0%
Change in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	15.1	17.5	22.8	32.9	48.3	55.0
Material expenses	6.7	0.8	0.8	1.6	2.4	2.8
Gross profit	8.4	16.8	22.0	31.2	45.9	52.3
Other operating income	1.6	0.9	0.5	0.5	1.4	1.5
Personnel expenses	1.4	2.1	3.2	4.9	6.5	8.3
Other operating expenses	4.9	15.2	11.9	16.8	18.3	20.9
EBITDA	3.7	0.4	7.3	10.1	22.3	24.6
Depreciation	0.1	0.2	0.3	0.0	0.0	0.0
EBITA	3.6	0.2	7.0	10.1	22.3	24.6
Amortisation of goodwill and intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	3.6	0.2	7.0	10.1	22.3	24.6
Financial result	-3.4	-3.1	-7.6	-9.4	-8.0	-8.7
Recurring pretax income from continuing operations	0.2	-2.9	-0.6	0.6	14.3	15.9
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	0.2	-2.9	-0.6	0.6	14.3	15.9
Taxes	0.1	-0.5	-0.6	0.1	2.9	3.2
Net income from continuing operations	0.1	-2.4	0.1	0.5	11.5	12.7
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	0.1	-2.4	0.1	0.5	11.5	12.7
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	0.1	-2.4	0.1	0.5	11.5	12.7
Average number of shares	0.62	0.62	0.62	0.63	0.63	0.63
EPS reported	0.16	-3.87	0.11	0.82	18.06	20.04

Profit and loss (common size)	2022	2023	2024	2025E	2026E	2027E
Net sales	100%	100%	100%	100%	100%	100%
Change in finished goods and work-in-process	0%	0%	0%	0%	0%	0%
Total sales	100%	100%	100%	100%	100%	100%
Material expenses	44%	4%	3%	5%	5%	5%
Gross profit	56%	96%	97%	95%	95%	95%
Other operating income	10%	5%	2%	2%	3%	3%
Personnel expenses	9%	12%	14%	15%	14%	15%
Other operating expenses	32%	87%	52%	51%	38%	38%
EBITDA	25%	2%	32%	31%	46%	45%
Depreciation	0%	1%	1%	0%	0%	0%
EBITA	24%	1%	31%	31%	46%	45%
Amortisation of goodwill and intangible assets	0%	0%	0%	0%	0%	0%
EBIT	24%	1%	31%	31%	46%	45%
Financial result	-23%	-18%	-33%	-29%	-17%	-16%
Recurring pretax income from continuing operations	1%	-17%	-2%	2%	30%	29%
Extraordinary income/loss	0%	0%	0%	0%	0%	0%
Earnings before taxes	1%	-17%	-2%	2%	30%	29%
Taxes	1%	-3%	-3%	0%	6%	6%
Net income from continuing operations	1%	-14%	0%	2%	24%	23%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	1%	-14%	0%	2%	24%	23%
Minority interest	0%	0%	0%	0%	0%	0%
Net profit (reported)	1%	-14%	0%	2%	24%	23%

Source: Company data; mwb research

Balance sheet (PLNm)	2022	2023	2024	2025E	2026E	2027E
Intangible assets (exl. Goodwill)	0.5	0.6	0.6	0.6	0.6	0.6
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	0.0	0.0	0.0	0.0	0.0	0.0
Financial assets	64.8	46.3	44.6	44.6	44.6	44.6
FIXED ASSETS	65.3	46.9	45.2	45.2	45.2	45.2
Inventories	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	17.5	30.3	46.0	61.7	90.6	103.3
Other current assets	25.9	41.9	45.8	45.8	45.8	45.8
Liquid assets	0.1	0.1	1.1	0.2	2.4	12.4
Deferred taxes	3.0	3.0	3.9	3.9	3.9	3.9
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	46.5	75.3	96.8	111.5	142.7	165.4
TOTAL ASSETS	111.8	122.2	141.9	156.7	187.8	210.6
SHAREHOLDERS EQUITY	43.4	41.0	39.3	39.8	51.3	64.0
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	57.0	68.0	61.1	69.6	80.8	84.8
Provisions for pensions and similar obligations	2.5	3.4	4.7	6.8	10.0	11.4
Other provisions	0.0	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	59.6	71.4	65.8	76.4	90.8	96.3
short-term liabilities to banks	8.9	9.9	36.8	40.5	45.8	50.4
Accounts payable	0.0	0.0	0.0	0.0	0.0	0.0
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	0.0	0.0	0.0	0.0	0.0	0.0
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	8.9	9.9	36.8	40.5	45.8	50.4
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	111.8	122.2	141.9	156.7	187.8	210.6

Balance sheet (common size)	2022	2023	2024	2025E	2026E	2027E
Intangible assets (excl. Goodwill)	0%	0%	0%	0%	0%	0%
Goodwill	0%	0%	0%	0%	0%	0%
Property, plant and equipment	0%	0%	0%	0%	0%	0%
Financial assets	58%	38%	31%	28%	24%	21%
FIXED ASSETS	58%	38%	32%	29%	24%	21%
Inventories	0%	0%	0%	0%	0%	0%
Accounts receivable	16%	25%	32%	39%	48%	49%
Other current assets	23%	34%	32%	29%	24%	22%
Liquid assets	0%	0%	1%	0%	1%	6%
Deferred taxes	3%	2%	3%	2%	2%	2%
Deferred charges and prepaid expenses	0%	0%	0%	0%	0%	0%
CURRENT ASSETS	42%	62%	68%	71%	76%	79%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	39%	34%	28%	25%	27%	30%
MINORITY INTEREST	0%	0%	0%	0%	0%	0%
Long-term debt	51%	56%	43%	44%	43%	40%
Provisions for pensions and similar obligations	2%	3%	3%	4%	5%	5%
Other provisions	0%	0%	0%	0%	0%	0%
Non-current liabilities	53%	58%	46%	49%	48%	46%
short-term liabilities to banks	8%	8%	26%	26%	24%	24%
Accounts payable	0%	0%	0%	0%	0%	0%
Advance payments received on orders	0%	0%	0%	0%	0%	0%
Other liabilities (incl. from lease and rental contracts)	0%	0%	0%	0%	0%	0%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred income	0%	0%	0%	0%	0%	0%
Current liabilities	8%	8%	26%	26%	24%	24%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Cash flow statement (PLNm)	2022	2023	2024	2025E	2026E	2027E
Net profit/loss	0.1	-2.4	0.1	0.5	11.5	12.7
Depreciation of fixed assets (incl. leases)	0.0	0.0	0.3	0.0	0.0	0.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	2.1	3.2	1.4
Cash flow from operations before changes in w/c	-2.2	-2.4	4.6	2.6	14.7	14.1
Increase/decrease in inventory	0.0	0.0	0.0	-0.0	-0.0	-0.0
Increase/decrease in accounts receivable	0.0	0.0	0.0	-15.7	-28.9	-12.7
Increase/decrease in accounts payable	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in other w/c positions	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	0.0	2.4	0.0	-15.7	-28.9	-12.7
Cash flow from operating activities	-2.2	0.0	4.6	-13.0	-14.3	1.4
CAPEX	0.0	0.0	0.0	0.0	0.0	0.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from investing activities	16.0	-15.6	-2.2	0.0	0.0	0.0
Cash flow before financing	13.9	13.9	2.4	-13.0	-14.3	1.4
Increase/decrease in debt position	0.0	0.0	0.0	12.1	16.5	8.6
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	-13.9	0.1	0.7	12.1	16.5	8.6
Increase/decrease in liquid assets	-0.0	-0.0	0.1	-0.9	2.2	10.0
Liquid assets at end of period	0.1	0.1	0.8	-0.1	2.1	12.2

Source: Company data; mwb research

Regional sales split (PLNm)	2022	2023	2024	2025E	2026E	2027E
Domestic	0.0	0.0	0.0	0.0	0.0	0.0
Europe (ex domestic)	0.0	0.0	0.0	0.0	0.0	0.0
The Americas	0.0	0.0	0.0	0.0	0.0	0.0
Asia	0.0	0.0	0.0	0.0	0.0	0.0
Rest of World	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	15.1	17.5	22.8	32.9	48.3	55.0

Regional sales split (common size)	2022	2023	2024	2025E	2026E	2027E
Domestic	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Europe (ex domestic)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
The Americas	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Asia	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Rest of World	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Ratios	2022	2023	2024	2025E	2026E	2027E
Per share data						
Earnings per share reported	0.16	-3.87	0.11	0.82	18.06	20.04
Cash flow per share	-3.57	-0.23	6.94	-20.55	-22.49	2.22
Book value per share	69.85	65.98	63.27	62.73	80.79	100.83
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Valuation						
P/E	284.9x	-11.6x	393.5x	55.0x	2.5x	2.2x
P/CF	-12.6x	-197.9x	6.5x	-2.2x	-2.0x	20.3x
P/BV	0.6x	0.7x	0.7x	0.7x	0.6x	0.4x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	-7.9%	-0.5%	15.4%	-45.7%	-50.0%	4.9%
EV/Sales	6.4x	6.3x	5.7x	4.4x	3.4x	3.0x
EV/EBITDA	26.2x	296.6x	17.8x	14.4x	7.3x	6.6x
EV/EBIT	26.6x	566.5x	18.6x	14.4x	7.3x	6.6x
Income statement (PLNm)						
Sales	15.1	17.5	22.8	32.9	48.3	55.0
yoy chg in %	15.1%	16.4%	29.9%	44.4%	46.9%	14.0%
Gross profit	8.4	16.8	22.0	31.2	45.9	52.3
Gross margin in %	55.6%	95.7%	96.5%	95.0%	95.0%	95.0%
EBITDA	3.7	0.4	7.3	10.1	22.3	24.6
EBITDA margin in %	24.5%	2.1%	32.1%	30.6%	46.3%	44.7%
EBIT	3.6	0.2	7.0	10.1	22.3	24.6
EBIT margin in %	24.2%	1.1%	30.8%	30.6%	46.3%	44.7%
Net profit	0.1	-2.4	0.1	0.5	11.5	12.7
Cash flow statement (PLNm)						
CF from operations	-2.2	0.0	4.6	-13.0	-14.3	1.4
Capex	0.0	0.0	0.0	0.0	0.0	0.0
Maintenance Capex	0.1	0.2	0.3	0.0	0.0	0.0
Free cash flow	-2.2	0.0	4.6	-13.0	-14.3	1.4
Balance sheet (PLNm)						
Intangible assets	0.5	0.6	0.6	0.6	0.6	0.6
Tangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Shareholders' equity	43.4	41.0	39.3	39.8	51.3	64.0
Pension provisions	2.5	3.4	4.7	6.8	10.0	11.4
Liabilities and provisions	68.4	81.3	102.7	116.9	136.6	146.6
Net financial debt	65.8	77.7	96.9	109.9	124.2	122.8
w/c requirements	17.5	30.3	46.0	61.7	90.6	103.3
Ratios						
ROE	0.2%	-5.9%	0.2%	1.3%	22.4%	19.9%
ROCE	3.3%	0.2%	4.9%	6.4%	11.9%	11.7%
Net gearing	151.8%	189.8%	246.7%	276.2%	242.3%	192.0%
Net debt / EBITDA	17.8x	210.2x	13.3x	10.9x	5.6x	5.0x

Source: Company data; mwb research

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