Dom Maklerski BDM S.A.

ANALYST COMMENT – **ZUE**
Q2'26 RESULTS
2026/08/19, 21:30 CEST

The report was prepared by Dom Maklerski BDM at the request of the WSE as part of the Exchange's Analytical Coverage Support Programme

			2024	2025	2Q'26LTM
Price [PLN]	11,5	P/E	24,6	24,0	34,7
MC [mln PLN]	263,7	EV/EBITDA	8,4	7,9	8,0
		EV/EBIT	15,2	13,9	15,3
		P/BV	1,3	1,2	1,2

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Last recommendation BDM: HOLD with target price 13,0 PLN/share (11.06.2026) LINK

Q2'26 results [million PLN]

	Q2'25	Q2'26	y/y	Q2'26E	dev.	Q2'26F BDM	dev.	H1'25	H1'26	y/y
Sales	222,6	248,6	11,7%	248,6	0,0%	246,6	0,8%	402,8	396,7	-1,5%
Gross profit	21,6	20,2	-6,2%	20,2	0,2%	19,5	3,4%	27,0	24,7	-8,3%
Profit on sales	12,4	9,3	-24,7%	---	---	10,5	-11,4%	8,7	5,3	-39,5%
Other operating activity net	2,1	0,9	-53,8%	---	---	0,0	---	1,2	1,3	11,1%
EBITDA	18,5	14,3	-22,9%	---	---	14,4	-0,8%	18,1	14,6	-19,3%
EBIT	14,5	10,3	-28,9%	10,3	0,0%	10,5	-2,4%	9,9	6,6	-33,4%
Profit before tax	12,3	8,5	-31,0%	8,5	---	8,5	-0,7%	6,2	3,1	-49,8%
Net profit before the excl. of minorities	10,4	6,5	-37,4%	5,6	15,8%	6,4	1,4%	5,6	2,1	-62,5%
Net profit	10,4	6,5	-38,0%	---	---	6,4	0,2%	5,6	2,2	-60,5%
Gross margin	9,7%	8,1%		8,1%		7,9%		6,7%	6,2%	
EBITDA margin	8,3%	5,7%		---		5,8%		4,5%	3,7%	
EBIT margin	6,5%	4,1%		4,1%		4,3%		2,5%	1,7%	
Net margin	4,7%	2,6%		2,3%		2,6%		1,4%	0,5%	

Source: Dom Maklerski BDM S.A., ZUE

- The company presented its full Q2'26 report. In the first half of August, it had already released preliminary consolidated and standalone results. The final results are in line with the company's estimates at the revenue/EBIT levels, while net profit is nearly PLN 1m higher.
- In Q2'26, ZUE generated revenue of PLN 249m (+11% yoy), broadly in line with our expectations. The comparative base was relatively low, while the backlog is at a record high (material sales under the Gdynia–Lębork contract may have already commenced).
- The gross margin in Q2'26 (8.1%) was weaker yoy, but slightly above our assumptions. In Q2'26, the company reduced loss provisions by PLN 1.3m qoq.
- Following a relatively weak Q1'26 (3.7%), the margin stood at 6.2% in H1'26. In our view, the impact of settlements related to legacy contracts is now limited, while margin fluctuations (an increase in Q2/Q4 vs Q1/Q3) may result from positive budget revisions on ongoing contracts (we note, for example, the Katowice–Będzin contract, secured at a favourable point in the market cycle).
- SG&A expenses increased by 19% yoy. The balance of other operating activities amounted to +PLN 0.9m.
- EBIT in Q2'26 ultimately amounted to +PLN 10.3m (vs +PLN 14.5m a year ago).
- The net financial result was negative at -PLN 1.8m.
- Net profit amounted to +PLN 6.5m (vs +PLN 10.4m in Q2'25).
- In its preliminary H1'26 results announcement, the company pointed to a high effective tax rate in Romania (34% in H1'26).
- Revenue from the Romanian market amounted to PLN 25m in Q2'26 (PLN 45m in H1'26 and PLN 431m since the commencement of contracts in that market).
- Net debt after Q2'26 amounted to PLN 6m (vs PLN 83m a year ago). Operating CF was positive at +PLN 25m in Q2'26.
- The current net order backlog amounts to c. PLN 4.09bn, the highest level in the company's history. The company has submitted the most advantageous bids in tenders with a total value of c. PLN 0.78bn.
- Results conference call on Thursday (20 August) at 12:00.

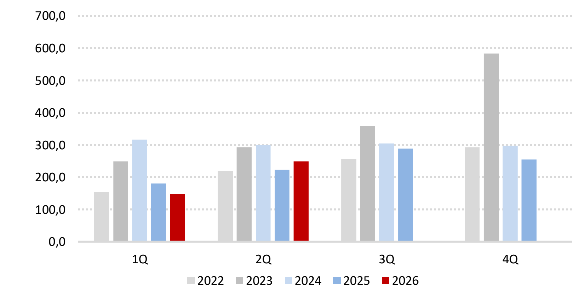
BDM Comment: *The final results are in line with the previously published estimates at the revenue/EBIT levels, while net profit is slightly higher. The Q2'26 results are close to our latest forecasts. The gross margin is even slightly above expectations. When comparing the results yoy, the very high Q2'25 gross margin base should be taken into account. The company's backlog is currently at a record level (the contract for the Gdynia Chylonia–Lębork section should provide the company with a stable "base" for the next 4–5 years).*

Results in previous quarters [PLN m]

	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25	Q1'26	Q2'26
Sales	**249,3**	**292,4**	**359,0**	**583,5**	**316,2**	**301,0**	**304,3**	**297,9**	**180,1**	**222,6**	**288,1**	**255,0**	**148,1**	**248,6**
Construction	223,8	273,2	340,6	567,6	305,4	282,0	286,4	277,9	166,5	209,1	265,6	232,9	136,6	223,4
Trade	23,5	17,2	18,0	15,8	10,8	19,0	17,9	20,0	13,6	13,5	22,5	22,0	11,6	25,2
Design	1,7	2,2	0,4	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Exclusion	0,3	-0,1	0,0	0,1	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Gross profit	**8,5**	**10,3**	**11,4**	**25,8**	**12,6**	**14,9**	**7,0**	**16,0**	**5,4**	**21,6**	**10,4**	**23,5**	**4,5**	**20,2**
Construction	6,4	8,6	10,0	24,9	11,7	13,7	5,8	14,8	4,8	20,7	9,0	22,0	4,0	18,7
Trade	1,8	0,9	1,1	0,8	0,8	1,3	1,3	1,2	0,8	0,9	1,4	1,5	0,6	1,4
Design	0,3	0,7	0,1	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Exclusion	-0,1	0,1	0,2	0,1	0,0	-0,1	0,0	0,0	-0,2	0,0	0,1	0,0	0,0	0,1
SG&A	6,8	7,5	8,0	8,1	7,9	8,1	8,0	9,9	9,1	9,1	10,2	11,4	8,6	10,9
Profit on sales	**1,7**	**2,8**	**3,4**	**17,6**	**4,7**	**6,8**	**-1,0**	**6,1**	**-3,7**	**12,4**	**0,3**	**12,1**	**-4,1**	**9,3**
Other operat. activity net	0,2	1,3	3,9	-0,5	1,0	-0,2	2,2	-0,5	-0,9	2,1	-0,2	-1,1	0,4	0,9
EBITDA	**5,5**	**7,8**	**11,0**	**20,9**	**9,5**	**10,3**	**5,2**	**9,7**	**-0,5**	**18,5**	**3,9**	**15,0**	**0,3**	**14,3**
EBIT	1,9	4,1	7,2	17,2	5,7	6,6	1,2	5,6	-4,6	14,5	0,0	11,0	-3,7	10,3
Profit before tax	2,0	3,7	7,8	15,4	3,0	6,3	-1,3	4,1	-6,1	12,3	-0,4	8,1	-5,4	8,5
Net profit	**1,1**	**3,0**	**5,9**	**10,9**	**1,0**	**6,2**	**-0,2**	**3,8**	**-4,8**	**10,4**	**-0,4**	**5,8**	**-4,2**	**6,5**
Gross margin	**3,4%**	**3,5%**	**3,2%**	**4,4%**	**4,0%**	**5,0%**	**2,3%**	**5,4%**	**3,0%**	**9,7%**	**3,6%**	**9,2%**	**3,1%**	**8,1%**
Construction	2,9%	3,1%	2,9%	4,4%	3,8%	4,9%	2,0%	5,3%	2,9%	9,9%	3,4%	9,4%	2,9%	8,4%
Trade	7,7%	5,0%	5,9%	5,1%	7,5%	6,9%	7,1%	5,9%	6,2%	6,8%	6,1%	6,9%	5,2%	5,7%
Design	19,8%	32,0%	---	---	---	---	---	---	---	---	---	---	---	---
EBITDA margin	2,2%	2,7%	3,1%	3,6%	3,0%	3,4%	1,7%	3,3%	-0,3%	8,3%	1,4%	5,9%	0,2%	5,7%
EBIT margin	0,8%	1,4%	2,0%	2,9%	1,8%	2,2%	0,4%	1,9%	-2,5%	6,5%	0,0%	4,3%	-2,5%	4,1%
Net margin	0,4%	1,0%	1,7%	1,9%	0,3%	2,0%	-0,1%	1,3%	-2,7%	4,7%	-0,2%	2,3%	-2,9%	2,6%
CFO	**-29,6**	**4,2**	**-34,1**	**196,9**	**-180,6**	**9,0**	**6,7**	**49,3**	**-10,6**	**-23,6**	**29,1**	**11,9**	**8,3**	**25,3**
Net debt	**17,3**	**20,1**	**50,5**	**-134,2**	**50,2**	**75,8**	**73,0**	**26,3**	**39,9**	**83,4**	**37,9**	**26,8**	**23,3**	**5,7**
Backlog	**1 666**	**1 458**	**2 053**	**1 731**	**1 647**	**1 467**	**1 227**	**1 079**	**1 316**	**1 188**	**1 139**	**3 643**	**3 749**	**4 089**

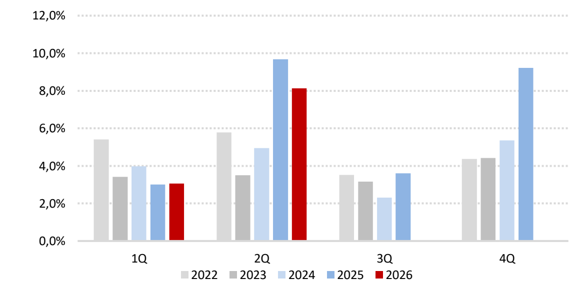
Source: Dom Maklerski BDM S.A., company

Sales [PLN m]



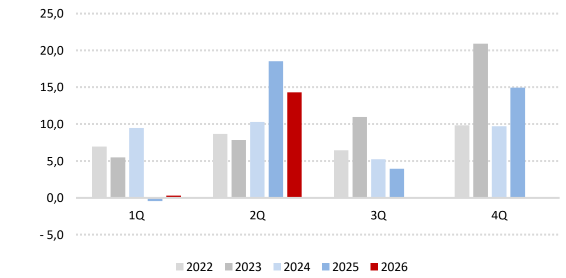
Źródło: BDM S.A., spółka

Gross margin



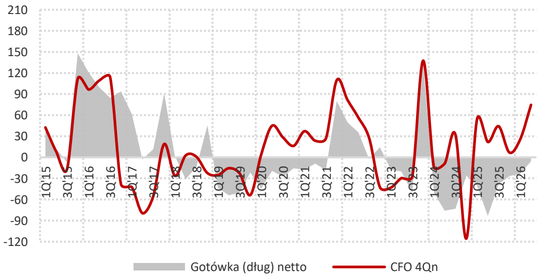
Źródło: BDM S.A., spółka

EBITDA [PLN m]



Źródło: BDM S.A., spółka

Net cash (debt) and OCF [PLN m]



Źródło: DM BDM S.A., spółka

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Explanations of terminology:

EBIT - earnings before interest and tax
EBITDA — earnings before interest, taxes, depreciation, and amortization
Net debt – interest bearing debt minus cash and equivalents
WACC - weighted average cost of capital
CAGR - cumulative average annual growth
EPS - earnings per share
DPS - dividend per share
CEPS - net profit plus depreciation per share
EV – market capitalization plus interest bearing debt minus cash and equivalents
EV/S – market capitalization / sales
EV/EBITDA – EV / sales
P/EBIT – market capitalization / EBIT
MC/S — market capitalization / sales
P/E — market capitalization / net profit
P/BV — market capitalization / book value
P/CE - market capitalization / net profit plus depreciation
ROE – net profit / equity
ROA - net income / assets
Gross margin - gross profit on sales / sales
EBITDA margin – EBITDA / sales
EBIT margin – EBIT / sales
Net margin – net profit / sales

Explanation of ratings:

Buy – we believe that the security will reach the target price in the recommended period, which significantly exceeds the current market price (at least + 15%);

Accumulate – we believe that the security will reach the target price in the recommended period, which exceeds the current market price (in the range of +5 to + 14.99%);

Hold – we believe that a security in the recommended period will fluctuate around the target price, which is close to the current market price (in the range from -4.99% to + 4.99%);

Reduce – we believe that the security will reach the target price in the recommended period, which is lower than the market price (range of decline from 5% to 14.99%);

Sell – we believe that a security in the recommended period will reach the target price, which is significantly lower than the market price (suggested erosion of the value exceeds 15%).

Target price – the theoretical price which, in our opinion, should reach a security in the recommended period; This price is the result of the company's value (eg based on DCF, comparative and other valuations), market conditions and the industry as well as other factors subjectively considered by the analyst.

Recommendations made by BDM are binding for 12 months from the issue date or until the target level is reached, unless they are updated during this period of time.

Ratings and price targets history:

rating	price target	previous rating	previous target price	report date	report date (hour)	price	WIG
Hold	**13,0**	**Hold**	**13,2**	**11.06.2025***	**16:37 CEST**	**12,70**	**135 420**
Hold	13,2	Buy	12,4	07.04.2025*	11:45 CEST	13,35	127 394
Buy	12,4	Accumulate	10,9	09.12.2025*	08:55 CET	10,30	110 095
Accumulate	10,9	Hold	8,70	22.08.2025*	13:00 CEST	10,05	108594
Hold	8,70	Hold	11,0	19.05.2025*	07:30 CEST	8,90	103 150
Hold	11,0	Hold	11,0	19.02.2025*	08:48 CEST	11,20	94 651
Hold	11,0	Hold	11,1	22.08.2024*	11:55 CEST	10,60	84 528
Hold	11,1	Accumulate	8,43	22.04.2024*	14:28 CEST	11,10	84 109
Accumulate	8,43	Buy	7,76	04.01.2024*	09:55 CEST	7,86	77 054
Buy	7,76	relaunch	---	12.09.2023*	13:45 CEST	5,62	66 241
Buy	11,8	---	---	17.02.2017	14:39 CEST	9,94	58 348

** The report was prepared by Dom Maklerski BDM at the request of the WSE as part of the Exchange's Analytical Support Programme.*

	Distribution of BDM's recommendations in Q2'26*:		**, distribution of BDM's recommendations for the companies which BDM has supplied with investment banking services within the last 12 months**	
	number	**%**	**number**	**%**
Buy	0	0%	0	0%
Accumulate	0	0%	0	0%
Hold	0	0%	0	0%
Reduce	0	0%	0	0%
Sell	0	0%	0	0%

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The report constitutes an investment research within the meaning of art. 36 §1 of Commission Delegated Regulation (EU) 2017/565.
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For the first time this report has been made available to the public on 19.08.2026 (21:30 CEST/CET). Date of preparing the report is the date of making it accessible. Before the recommendation was made accessible, information included in it had been confidential.
The prices of the financial instruments listed in the document have been taken from the real-time pricing as provided by Bloomberg. Data concerning financial instrument prices used in the report could be loaded to 24 hours before the moment of completing the report.
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