

# **ENTER AIR**

### **ANALYTICAL REPORT - SUMMARY**

We issue Buy recommendation for Enter Air with a target price of 52,2 PLN per share. The results of Q2-3'19, which were above our expectations, induced us to raise our estimates in coming periods and we expect further growth of financial results in '20 (EBITDA MSSF 16 should amount 440 mln PLN). The company informed about agreements with key clients and their value is c.a. 9% higher than in previous season. We point out significant discount towards peers, favourable business environment and stable dividend payments.

### Company profile

Enter Air is the biggest charter airline in Poland, with a market share of nearly 25% (in whole market 4,3%). It cooperates with the biggest domestic (TUI, Rainbow, Itaka) and foreign tour-operators. The company's fleet currently consists of 23 airplanes – 21 Boeings B737-800 and 2 Boeings B737-8 MAX.

#### Valuation summary

We base our valuation on two methods: discounted cash flows model (70% contribution in the final valuation), which implies share price 46,6 PLN and peer valuation (30% share in the final valuation), which indicates target price 65,2 PLN. We set the target price 52,2 PLN.

#### Forecasts and multiples

We expect that in Q4'19 the company will reach 312 mln PLN of sales ( $\pm$ 34% y/y), c.a. 42 mln PLN EBITDA MSSF 16 and -5 mln PLN of net loss. In '19 we forecast c.a 1,65 bln PLN of sales, 419 mln PLN EBITDA (EBITDA MSR 17 = 283 mln PLN) and 99 mln PLN of adjusted net income. In 2020 we estimate 1,80 bln PLN of sales, 440 mln PLN EBITDA and 147 mln PLN of net income. Currently, Enter Air trades at EV/EBITDA'20 MSSF 16 = 4,7x and P/E'20 = 5,3x.

**Risk factors:** I) Macro environment. II) High consumer concentration. III) Market competition. IV) Aircraft disasters. V) Terrorist attacks and military conflicts. VI) Natural disasters and epidemics. VII) Fluctuations of fuel price. VIII) Seasonality of financial results.

	2015	2016	2017	2018	2019P	2020P	2021P	2022P
Revenues [mln PLN]	757	810	955	1 296	1 655	1 801	1 896	1 971
EBITDA MSSF 16 [mln PLN]	-	-	-	-	419	440	455	465
EBITDA MSR 17 [mln PLN]	76	97	90	159	283	298	311	322
EBIT MSSF 16 [mln PLN]	-	-	-	-	224	235	237	229
EBIT MSR 17 [mln PLN]	56	61	64	119	213	223	223	219
Net income [mln PLN]	34	46	58	66	99	147	142	130
Net debt MSSF 16 [mln PLN]	-	-	-	908	971	1 294	1 441	1 590
Net debt MSR 17 [mln PLN]	14	176	303	472	525	837	969	1 109
P/BV	4,6	3,6	3,0	2,4	2,0	1,5	1,3	1,1
P/E	23,1	16,9	13,3	11,8	7,8	5,3	5,5	6,0
EV/EBITDA MSSF 16	-	-	-	-	4,2	4,7	4,9	5,1
EV/EBITDA MSR 17	10,4	9,8	12,0	7,9	4,6	5,4	5,6	5,9
EV/EBIT MSSF 16	-	-	-	-	7,8	8,8	9,4	10,3
	Q1'19	Q2'19	Q3'19	Q4'19P	Q1'20P	Q2'20P	Q3'20P	Q4'20P
Revenues [mln PLN]	185	448	711	312	202	487	783	329
EBITDA MSSF 16 [mln PLN]	66	111	200	42	61	118	216	43
EBITDA MSR 17 [mln PLN]	42	73	157	12	36	79	171	13
EBIT MSSF 16 [mln PLN]	20	62	149	-7	14	69	162	-9
EBIT MSR 17 [mln PLN]	26	54	138	-5	21	60	149	-7
Net income [mln PLN]	-9	54	60	-5	2	45	120	-20

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

## **BUY**

(PREVIOUS: BUY)

## **TARGET PRICE 52,2 PLN**

11 DECEMBER 2019, 10:40 CEST

DCF valuation [PLN]	46,6
Peer valuation [PLN]	65,2
Target price [PLN]	52,2
Price upside/downside	17,5%
Cost of capital	10,0%
Price [PLN]	44,4
Market cap [mln PLN]	778,9
Shares [mln. szt.]	17,5
Max. price 6M [PLN]	44,4
Min. price 6m [PLN]	32,4
Rate of return 3M	+22,2%
Rate of return 6M	+24,6%
Rate of return 9M	+69,2%
Shareholders (% of votes):	
ENT Investments Ltd	52,5%
NN PTE	10,7%
Generali OFE	9,1%
Investors TFI	8,6%
Others	19,1%

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Valuation summary			Sha	are	Valuation	
DCF valution			70	1%	46,6	
Peer valuation			30	1%	65,2	
Target price [PLN]			52,2			
Source: BDM S.A.						
DCF valuation						
	2019P	2020P	2021P	2022P	2023P	2
Revenues [mln PLN]	1 655,1	1 800,5	1 895,8	1 970,5	2 060,1	2
EBIT [min PLN]	223,7	235,3	236,7	229,0	222,5	
Tax rate	17%	19%	19%	19%	19%	

	2019P	2020P	2021P	2022P	2023P	2024P	2025P	2026P	2027P	2028P
Revenues [mln PLN]	1 655,1	1 800,5	1 895,8	1 970,5	2 060,1	2 134,1	2 176,2	2 216,7	2 242,3	2 265,6
EBIT [mln PLN]	223,7	235,3	236,7	229,0	222,5	219,8	223,1	224,3	224,0	224,2
Tax rate	17%	19%	19%	19%	19%	19%	19%	19%	19%	19%
Tax on EBIT [mln PLN]	38,4	44,7	45,0	43,5	42,3	41,8	42,4	42,6	42,6	42,6
NOPLAT [min PLN]	185,4	190,6	191,8	185,5	180,2	178,0	180,7	181,7	181,4	181,6
Amortization, including: [mln PLN]	195,3	204,4	217,9	236,2	253,2	261,9	264,1	266,4	268,1	269,4
'-right to use assets	125,7	129,3	129,3	133,3	136,1	138,3	139,7	140,7	141,3	141,4
CAPEX [mln PLN]	-225,9	-649,1	-462,1	-472,7	-488,8	-256,7	-264,3	-266,3	-267,9	-269,2
'- lease payments	-136,0	-141,6	-143,5	-143,2	-144,0	-143,2	-143,1	-142,9	-141,6	-141,0
Working capital movement [mln PLN]	-100,9	-6,9	-5,7	-5,2	-5,9	-5,6	-4,6	-4,6	-4,1	-4,1
Purchase of investment [mln PLN]	-40,1	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Cash flow from sold assets [mln PLN]	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
FCF [mln PLN]	13,8	-261,0	-58,1	-56,2	-61,4	177,5	175,9	177,1	177,5	177,7
DFCF [mln PLN]	13,8	-243,7	-50,9	-46,1	-47,2	127,9	118,5	111,4	104,0	96,9
Total DFCF [mln PLN]	184,5									

2 776,3 Terminal value [mln PLN] 1 513,9 1 698,4 Discounted terminal value [mln PLN] Enterprise value [mln PLN] Net debt [mln PLN] 908,2 Minorities [mln PLN] 0,0 Shares of Chair Airlines [mln PLN] 40,1 Dividend [mln PLN] 12,3 Equity value [mln PLN] 818,0 Number of shares [mln] 17,5 Value per share [PLN]

Terminal growth rate: 1,0%

WACC calculation										
	2019P	2020P	2021P	2022P	2023P	2024P	2025P	2026P	2027P	2028P
Risk-free rate	4,0%	4,0%	4,0%	4,0%	4,0%	4,0%	4,0%	4,0%	4,0%	4,0%
Risk premium	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%	5,0%
Beta	1,2	1,2	1,2	1,2	1,2	1,2	1,2	1,2	1,2	1,2
Credit premium	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%
Cost of equity	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%	10,0%
Contribution of equity	40,2%	40,1%	40,1%	39,9%	39,6%	42,4%	45,3%	48,2%	51,2%	54,2%
Cost of debt after tax	4,6%	4,5%	4,5%	4,5%	4,5%	4,5%	4,5%	4,5%	4,5%	4,5%
Contribution of debt	59,8%	59,9%	59,9%	60,1%	60,4%	57,6%	54,7%	51,8%	48,8%	45,8%
WACC	6,7%	6,7%	6,7%	6,7%	6,7%	6,8%	7,0%	7,1%	7,3%	7,5%

Sensivity analysis

	Terminal growth rate					Terminal growth rate						Beta		
		0,5%	1,0%	1,5%			0,5%	1,0%	1,5%			1,1	1,2	1,3
hata	1,1	45,2	52,5	61,1	Risk	4,0%	53,2	61,6	71,6	Risk	4,0%	65,5	61,6	58,0
beta	1,2	40,0	46,6	54,3	premium	5,0%	40,0	46,6	54,3	premium	5,0%	50,4	46,6	43,2
	1,3	35,3	41,2	48,2		6,0%	29,2	34,4	40,5		6,0%	38,0	34,4	31,1

Source: BDM S.A.

	P	/E	EV/EBITDA		
	2020	2021	2020	2021	
Ryanair	14,0	13,0	8,0	7,1	
EasyJet	12,7	11,1	5,3	4,8	
Wizz Air	9,6	8,0	5,0	4,2	
TUI	10,0	8,7	4,7	4,3	
Rainbow	10,1	9,5	7,1	6,5	
Mediana	10,1	9,5	5,3	4,8	
Enter Air	5,3	5,5	4,7	4,9	
Premium/discount	-47,5%	-42,2%	-10,2%	2,4%	
Valuation [PLN/share]	84,5	76,9	57,8	41,5	
Year's contribution	50%	50%	50%	50%	
Average valuation	80	),7	49	,6	
Multiple's contribution	50	0%	50	1%	
Value per share [PLN]	65,2		•		

Source: BDM S.A., Bloomberg



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#### Ratings and price targets history:

rating	price target	previous rating	previous target price	report date	report date (hour)	price	WIG
Buy	52,2	Buy	48,4	11.12.2019*	10:40 CEST	44,4	55 530
Buy	48,4	Accumulate	41,0	09.10.2019*	14:35 CEST	37,5	56 233
Accumulate	41,0	***		26.07.2019*	13:57 CEST	36,2	60 151

<sup>\*</sup> The report was prepared by Dom Maklerski BDM at the request of the WSE as part of the Exchange's Analytical Coverage Support Programme



#### Explanations of terminology:

EBIT - earnings before interest and tax

 ${\tt EBITDA-earnings\ before\ interest,\ taxes,\ depreciation,\ and\ amortization}$ 

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

 ${\rm P/E-market\ capitalization\ /\ net\ profit}$ 

 ${\rm P/BV-market\,capitalization\,/\,book\,value}$ 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

#### The strengths and weaknesses of the valuation methods used in the report:

DCF – the most popular and the most effective of the valuation methods - it is based on the discounting of future cash flows generated by the company. The disadvantage is the high sensitivity to changes in the basic financial parameters forecast in the model (interest rates, exchange rates, profits, residual value).

DDM — the method is based on discounting future cash flows from dividends. The advantage of the valuation is the inclusion of future financial results and cash flows from dividends. The main disadvantages are the high sensitivity to changes in the basic financial parameters forecasted in the model (capital cost, profits, residual value) and the risk of changing the dividend payment policy.

Comparative – the method is based on current and forecasted market multipliers of companies from the industry or related industries, which better than DCF shows the current market situation. The main disadvantages are the difficulty in choosing the right companies for comparison, the risk of ineffective valuation of companies compared at a given moment, as well as high volatility (along with price fluctuations).

#### 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.

Distribution of 4Q'19*:	BDM's recommenda	tions in	recommendations for the which BDM has supplied w investment banking servic the last 12 months	ith .
	numbers	%	numbers	%
Buy	5	83%	0	0%
Accumulate	1	17%	0	0%
Hold	0	0%	0	0%
Reduce	0	0%	0	0%
Sell	0	0%	0	0%

<sup>\*</sup> detailed list of all analytical reports (recommendations) published by BDM during the last 12 months and information on the numbers of issuers to which BDM has supplied services of investment firms set out in Sections A and B of Annex I to Directive 2014/65/EU is included in a cyclical "Monthly Report" or at www.bdm.pl

. distribution of BDM's



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The report constitutes an investment research within the meaning of art. 36 §1 of Commission Delegated Regulation (EU) 2017/565.

The report has been prepared by Dom Maklerski BDM S.A. (hereinafter BDM S.A.) within the Exchange Analytical Coverage Support Programme (https://www.gpw.pl/gpwpa). BDM S.A. is a party to the

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accessible information included in it had been confidential

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  BDM is not a holder of net long or short positions exceeding the threshold of 0,5 % of the total issued share capital of the issuer,
- The person that participated in preparing recommendation is not a holder of net long or short positions exceeding the threshold of 0,5 % of the total issued share capital of the issuer,
- The issuer does not hold shares exceeding 5 % of the BDM issued share capital,
- BDM is not a market maker or liquidity provider in the financial instruments of the issuer,
  BDM has not been lead manager or co-lead manager over the previous 12 months of any publicly disclosed offer of financial instruments of the issuer;
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