

2023/05/04, 08:50 CEST

cal Coverage Support Programme	t of the Exchange's Analy	VSE as part	quest of the V	Maklerski BDM at the re	repared by Dom I	The report was p
	2022	2021	2020			
<u>Analyst:</u> Krzysztof Pado	4,6	15,4	6,1	P/E	10,14	Price [PLN]
krzysztof.pado@bdm.pl	1,3	6,2	3,2	EV/EBITDA	101,2	MC [PLN m]
tel.: (+48) 512 338 250	1,5	9,8	3,9	EV/EBIT		
	1,0	1,3	1,4	P/BV		

Last recommendation BDM: ACCUMULATE with target price 8,17 PLN/share (2022/12/09) LINK

Q4'22 results [PLN m]

	Q4'21	Q4'22	y/y	Q4'22F BDM	dev.	2021	2022	y/y
Sales	90,5	233,7	158,2%	230,5	1,4%	277,2	505,6	82,4%
Gross profit	9,8	40,5	314,1%	24,9	62,6%	32,5	67,5	107,9%
Profit on sales	3,8	30,7	701,5%	18,2	68,5%	9,8	39,4	300,7%
Other operating activity net	-0,8	-5,4		0,0		-0,6	-6,2	
EBITDA	4,4	26,6	499,0%	19,6	35,6%	14,8	38,1	158,4%
EBIT	3,0	25,3	733,7%	18,2	38,8%	9,3	33,2	258,6%
Profit before tax	2,2	22,0	912,1%	19,9	10,5%	7,6	30,4	299,7%
Net profit	3,1	15,6	402,0%	16,1	-2,9%	6,6	22,0	233,4%
Gross margin	10,8%	17,3%		10,8%		11,7%	13,3%	
EBITDA margin	4,9%	11,4%		8,5%		5,3%	7,5%	
EBIT margin	3,3%	10,8%		7,9%		3,3%	6,6%	
Net margin	3,4%	6,7%		7,0%		2,4%	4,3%	

Source: BDM S.A., company

- Revenues in Q4'22 amounted to PLN 233.7m (+158% y/y), in line with our expectations.
- On a standalone basis, the Installations segment (which includes the Belarusian border contract) generated PLN 157m in revenue (vs. PLN 74m in Q3'22). Our forecast assumed PLN 160m revenue from the border contract in Q4'22, but we estimate this must have been a few dozen million less (the company said the contract accounted for 44% of revenues of the parent company in 2022, or ca. PLN 188m, and we estimated Q1-3'22 throughput at ca. PLN 85m).
- Gross margin on sales (17.3%) significantly higher y/y and above our assumptions.
- SG&A costs 65% y/y higher. (including management costs ca. 100% higher y/y, impacted by performance bonuses and management changes).
- Negative impact of the other operating activities in Q4'22 (PLN -5.4m) mainly due to recognition of anticipated contract losses
- EBITDA in Q3'22 amounted to PLN 26.6m (vs. PLN 4.4m a year ago). A result better than our assumptions (we expected PLN 19.6m).
- Financial activities with a slightly negative impact of PLN -0.7m. Before pre-tax profit, the company also recognized an additional PLN -2.6m loss on loss of control (sale of shares in Procom).
- Q4'22 net profit at PLN 15.6m (effective tax rate at 26%), in line with our forecasts.
- Cash flows from operations activities amounted to PLN +17.6m in Q4'22. Prepayments at PLN 42.8m (up vs Q3'22).
- At the end of the period, the company had PLN 51m in net cash.
- Backlog: PLN 558m (vs. PLN 524m after Q3'22).
- Standalone net profit for 2022 was PLN 23.1m. With a dividend policy of paying out 50-75% of net profit, this translates into a forecast DPS in the range of PLN 1.16-1.73.
- The company is "expecting another very good year" in 2023. Management expects the company and the group to achieve "outperformance in the years prior to 2022". The company is also continuing the process of reviewing strategic options ("Zeus is expected to be the next object of sale").

BDM Comment: The company's Q4'22 results on revenue and net profit were in line with our forecasts. Gross margin was clearly above our expectations, but results at the lower levels were burdened by various events, some of which can be considered one-offs. At the end of the year, the company recorded a very good cash position, with this also due to prepayments. The contract on the barrier on the border with Belarus will still affect results at least until Q2'23, while the company also has a significant portfolio in other areas (we note, among other things, the growth in the rail division). Management is positive about the outlook for 2023. The sale of shares in the subsidiary Zeus is also announced.





Results in previous quarters [PLN m]

	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
Sales	57,1	65,3	53,3	82,8	52,6	49,9	70,6	103,7	52,2	77,7	56,7	90,5	52,4	76,5	143,0	233,7
Installations	27,2	26,8	21,4	32,8	18,6	15,2	25,4	41,7	30,3	36,9	29,5	46,2	21,8	30,4	80,9	170,3
Distribution	21,1	27,8	19,7	32,6	24,8	26,5	35,1	49,3	15,7	33,6	20,2	30,4	19,8	33,8	48,9	56,4
Automation	8,6	10,7	12,2	17,4	9,3	8,3	10,1	12,6	6,3	7,3	7,0	14,0	10,8	12,3	13,1	6,0
Gross profit	0,5	-1,6	2,2	8,0	5,3	7,5	9,6	16,4	4,4	11,2	7,0	9,8	0,7	4,8	21,5	40,5
Installations	-1,6	-5,4	-2,0	0,9	-0,1	1,3	1,8	4,6	2,2	3,7	2,0	4,6	-0,9	0,6	13,2	35,0
Distribution	1,5	3,0	2,5	2,0	4,0	4,6	5,2	8,7	0,9	6,0	4,2	2,6	0,1	3,2	6,2	3,9
Automation	0,6	0,7	1,7	5,2	1,4	1,7	2,5	3,1	1,4	1,6	0,8	2,5	1,5	0,9	2,1	1,6
SG&A	5,1	6,0	4,9	6,4	5,7	6,3	5,6	6,3	5,2	6,3	5,1	6,0	5,6	6,6	6,1	9,8
Profit on sales	-4,5	-7,6	-2,7	1,6	-0,4	1,3	4,0	10,1	-0,8	4,9	1,9	3,8	-4,9	-1,8	15,4	30,7
Other operat. activity net	0,1	-1,3	2,1	-3,9	5,9	2,4	-0,4	0,3	0,2	-0,7	0,8	-0,8	0,5	1,2	-2,5	-5,4
EBITDA	-3,4	-7,6	0,7	-1,0	6,7	8,3	1,8	11,8	0,7	5,5	4,1	4,4	-3,1	0,8	13,9	26,6
EBIT	-4,4	-8,9	-0,5	-2,3	5,5	6,9	0,4	10,4	-0,6	4,1	2,7	3,0	-4,4	-0,6	12,9	25,3
Net financial activity	-0,3	-0,4	-0,5	-0,7	-0,2	-0,2	-0,5	-0,7	-0,4	-0,2	-0,3	-0,9	-0,3	0,3	0,6	-3,3
Profit before tax	-4,8	-9,3	-1,0	-3,0	5,4	6,7	-0,2	9,7	-1,0	4,0	2,5	2,2	-4,8	-0,3	13,5	22,0
Net profit	-4,3	-9,1	-1,1	0,0	4,2	5,9	-1,3	7,7	-1,5	3,1	1,9	3,1	-5,4	0,7	11,1	15,6
OCF	0,8	-8,2	-0,4	13,5	11,0	22,9	-16,8	17,3	-6,7	21,5	-21,2	8,2	-2,4	11,8	10,5	17,6
Net debt	23,7	35,7	36,8	21,8	10,1	-10,5	5,5	-10,9	-3,9	4,6	-2,6	-10,1	-4,6	-18,4	-26,6	-50,5
Sales change y/y	16,4%	2,3%	-33,1%	-29,7%	-7,9%	-23,5%	32,3%	25,2%	-0,8%	55,6%	-19,6%	-12.7%	0.3%	-1.6%	152,2%	158,2%
Installations	15,8%	-7,9%	-51,2%	-39,4%	-31,9%	-43,2%	18,6%	27,2%	63,2%	142,5%	16,3%	10,8%	-28,1%	-17,5%	174,1%	268,7%
Distribution	19,4%	32,2%	-23,7%	-27,6%	17,2%	-4,6%	77,8%	51,1%	-36,8%	26,8%	-42,4%	-38,4%	26,3%	0,5%	142,2%	85,7%
Automation	10,2%	-22,7%	22,0%	0,1%	7,9%	-22,6%	-17,1%	-27,2%	-32,4%	-12,0%	-31,0%	10,4%	71,9%	69,6%	88,3%	-57,0%
Gross margin	1,0%	-2,5%	4,1%	9.7%	10,0%	15,0%	13,5%	15,8%	8,5%	14,4%	12,4%	10,8%	1,3%	6,3%	15,1%	17,3%
Installations	-5,9%	-20,3%	-9,5%	2,9%	-0,6%	8,3%	7,2%	11,0%	7,3%	9,9%	6,8%	10,0%	-4,1%	2,0%	16,3%	20,5%
Distribution	7,0%	10,7%	12,6%	6,0%	16,2%	17,2%	15,0%	17,6%	5,5%	17,9%	20,6%	8,7%	0,3%	9,6%	12,8%	7,0%
Automation	7,5%	7,0%	14,2%	30,0%	14,6%	20,4%	24,6%	24,5%	21,5%	21,4%	12,2%	18,0%	13,9%	7,6%	15,8%	26,1%
S&GA/sales	8,9%	9,2%	9,1%	7,7%	10,7%	12,5%	7,9%	6,1%	10,0%	8,2%	9,0%	6,6%	10,6%	8,6%	4,3%	4,2%
Margin on sales	-7,9%	-11,7%	-5,0%	2,0%	-0,8%	2,5%	5,7%	9,7%	-1,5%	6,3%	3,4%	4,2%	-9,3%	-2,4%	10,8%	13,1%
EBITDA margin	-5,9%	-11,7%	1,3%	-1,3%	12,8%	16,5%	2,6%	11,3%	1,4%	7,1%	7,2%	4,9%	-5,9%	1,0%	9,7%	11,4%
EBIT margin	-7,8%	-13,6%	-0,9%	-2,8%	10,5%	13,8%	0,6%	10,0%	-1,2%	5,3%	4,8%	3,3%	-8,4%	-0,8%	9,0%	10,8%
Net margin	-7,6%	-13,9%	-2,1%	0,0%	8,0%	11,8%	-1,8%	7,5%	-2,9%	4,0%	3,3%	3,4%	-10,3%	0,9%	7,8%	6,7%
P/E						11,3	11,4	6,1	9,3	12,5	9,0	15,4	37,8	383,4	10,7	4,6
EV/EBITDA	112,0					6,2	,	3,2			,		,	,	,	
EV/EBIIDA	112,0	111,7				6,2	6,8	3,2	4,3	5,3	4,5	6,2	8,8	13,3	4,7	1,3

Source: Dom Maklerski BDM S.A., company

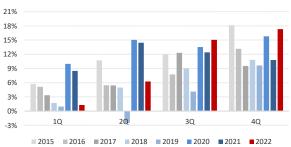
Sales [PLN m] 240 210 180 150 120 90 60 30 1Q 2Q 3Q 4Q 2015 2016 2017 2018 2019 2022

Source: Dom Maklerski BDM S.A., company



Source: Dom Maklerski BDM S.A., company

Gross margin



Source: Dom Maklerski BDM S.A., company

EBITDA adj. [PLN m]



Source: Dom Maklerski BDM S.A., company



ANALYST COMMENT -ELEKTROTIM O4'22 RESULTS

2023/05/04, 08:50 CEST

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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

ROF - 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.

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Ratings	and	price	targets	history:

rating	price target	previous rating	previous target price	report date	report date (hour)	price	WIG
Accumulate	8,17	Hold	6,79	09.12.2022*	16:00 CEST	7,16	55 651
Hold	6,79	Buy	11,0	18.10.2022*	12:00 CEST	6,48	47 309
Buy	11,0	Buy	10,2	15.06.2022*	07:00 CEST	6,50	53 247
Ding	10.2			22.09.2021*	07:00 CEST	654	67.066

^{*} The report was prepared by Dom Maklerski BDM at the request of the WSE as part of the Exchange's Analytical Support Programme.
-- the author of the reports on Elektrotim in 2021-06'2022 was Krystian Brymora

Distribution of BDM's recommendations in 02'23*

, distribution of BDM's recommendations for the companies which BDM has supplied with investment banking services within the last

	number	%	number	%
Buy	3	60%	0	0%
Accumulate	0	20%	0	0%
Hold	2	40%	0	0%
Reduce	0	0%	0	0%
Sell	0	0%	0	0%

^{*} detailed list of all analytical reports (recommendations) published by BDM during the last 12 months is included at https://www.bdm.pl/analizy-i-informacje/analizy/historia-rekomendacji

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ANALYST COMMENT –ELEKTROTIM O4'22 RESULTS

2023/05/04, 08:50 CEST

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- 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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