

ELEKTROTIM

ANALYTICAL REPORT - SUMMARY

Q1'23 was another quarter of positive performance surprises from Elektrotim. The Management Board signalled the near completion of the contract for a perimeter line on the border with Belarus (possible settlement at the turn of Q2/3'23). The conference also highlighted the positive earnings outlook for the coming quarters, which implies a y/y earnings improvement in 2023. The company is currently focusing on building its 2024+ portfolio (at this point, we estimate its coverage at ca. PLN 200m). Completion of the contract on the border with Belarus should also improve the prospect of winning new orders from the defence area (SG, among others, has announced the launch of a tender for the Bug perimeter). This prompts us to raise our earnings forecasts included in the model (our previous EBITDA forecast for Q1'23 was 30% met after Q1'23, and according to management, the following quarters should be better due to seasonality). We set our current target price at PLN 15.8, which implies reiterating a Buy rating.

In Q3'22, Elektrotim managed to break a negative trend of reporting disappointing earnings, and Q4'22 and Q1'23 confirmed this trend. Elektrotim reported Q1'23 revenue of PLN 97m and net profit of PLN 5.8m, the best start to a year in the company's history. Net cash amounted to PLN 60m (Q2-3'23 may be more challenging in this respect due to the start of new contracts, which are more demanding in terms of cash flow profile).

After Q1'23, the Group's backlog amounted to PLN 618m (ca. PLN 44m contracts on the border), of which ca. 60-70% is due for completion in 2023 (this year should be close to the 2022 level in terms of revenue). Management's goal after Q1'23 also seems to be to maintain margins. Seasonally, we note that Q1 is usually the weakest of the year, in management's view there is no indication that the traditional seasonality will not be maintained this year. We currently assume the company will generate PLN 500m revenue, PLN 39m EBIT and PLN 33m net profit in 2023. We take a more conservative approach to 2024 (the company is mainly executing contracts with deadlines <18m, the competitive environment in 2023 is more challenging, and the situation on the cost side may turn around if EU funds are unblocked).

At the same time, we maintain that in the medium/long term, the company may be a beneficiary of the increase in expenditure on power grids and the military area (references and certificates held). In its 2023-25 strategy, the Management Board has outlined that the company is targeting at least PLN 350m in revenue and PLN 10m in net profit at the standalone level (50-75% is to be allocated to dividends). In light of the 2022 results and 2023 prospects, these targets do not seem demanding. At the same time, the company has struggled to stabilise results in recent years, which translates into a valuation discount. In 2017-21, it posted a net loss three times, with results ranging from PLN -15m to +17m.

Following the finalisation of the sale of Procom in Q4'22, work is currently underway on the possible divestment of the Zeus subsidiary (the management did not wish to comment on the progress of this process at the last conference). On the one hand, it would allow further capital release on the other hand, however, this company has certificates and competences overlapping with Elektrotim, which could potentially create new competition.

	2020	2021	2022	2023F	2024F	2025F
Sales [PLN m]	276,8	277,2	505,6	499,9	469,0	473,7
EBITDA [PLN m]	28,6	14,8	38,1	43,4	30,4	24,4
EBIT [PLN m]	23,2	9,3	33,2	38,8	25,8	19,8
Profit before tax [PLN m]	21,6	7,6	30,4	40,9	29,0	20,9
Net profit [PLN m]	16,6	6,6	22,0	32,5	23,5	16,9
Net debt (cash) [PLN m]	-10,9	-10,1	-50,5	-34,7	-40,5	-39,2
DPS [PLN/share]	0,00	0,00	0,00	1,50	2,15	1,76
P/BV	1,9	1,70	1,34	1,1	1,1	1,1
P/E	8,0	20,1	6,0	4,1	5,6	7,8
EV/EBITDA	4,2	8,3	2,1	2,3	3,0	3,8
EV/EBIT	5,2	13,2	2,5	2,5	3,6	4,7

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

BUY

(PREVIOUS: BUY)

TARGET PRICE 15,8 PLN

13th JUNE 2023, 08:30 CEST

DCF valuation [PLN]	15,3
Peer valuation [PLN]	16,8
Target price [PLN]	15,8
Price upside/downside	19,0%
Cost of capital	13,8%
Price [PLN]	13,3
Market cap [PLNm]	132,4
No. of shares [mn]	10,0
Max. price 6M [PLN]	13,6
Min. price 6m [PLN]	6,8
Rate of return 3M	48,3%
Rate of return 6M	82,1%
Rate of return 9M	97,3%
Shareholders	
Krzysztof and Ewa Folta	17,2%
Krzysztof Wieczorkowski	13,2%
OFE Allianz	9,8%
Mirosław Nowakowski	6,1%
NN OFE	5,9%
Others	47,8%

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Valuation summary

	Share	Valuation
DCF valuation	70%	15,3
Peer valuation:	30%	16,8
Target price [PLN]	15	,8

Source: Dom Maklerski BDM S.A.

	2023F	2024F	2025F	2026F	202/F	2028F	2029F	2030F	2031F	2032F
Revenues [PLN m]	499,9	469,0	473,7	478,4	483,2	488,0	492,9	497,9	502,8	507,9
EBIT [PLN m]	38,8	25,8	19,8	16,3	16,2	16,0	15,8	15,6	15,4	15,1
Tax rate	20,4%	19,0%	19,0%	19,0%	19,0%	19,0%	19,0%	19,0%	19,0%	19,0%
Tax on EBIT [PLN m]	7,9	4,9	3,8	3,1	3,1	3,0	3,0	3,0	2,9	2,9
NOPLAT [PLN m]	30,9	20,9	16,0	13,2	13,1	13,0	12,8	12,6	12,5	12,3
Amortization [PLN m]	4,5	4,6	4,7	4,7	4,8	4,8	4,9	4,9	5,0	5,0
CAPEX [PLN m]	-5,0	-4,6	-4,7	-4,7	-4,8	-4,9	-4,9	-5,0	-5,0	-5,1
Working capital movement [PLN m]	-32,9	4,2	-0,6	-0,6	-0,7	-0,7	-0,7	-0,7	-0,7	-0,7
FCF [PLN m]	-2,5	25,0	15,4	12,5	12,4	12,3	12,1	11,9	11,7	11,5
DFCF [PLN m]	-2,3	20,9	11,4	8,3	7,3	6,4	5,6	4,9	4,3	3,8
Total DFCF [PLN m]	70,5									

Terminal growth rate: +1,0%

Terminal value [PLN m] 101,7 Discounted terminal value [PLN m] 33,1 Enterprise value [PLN m] 103,5 Net debt 2022 [PLN m] Minority interests [PLN m] Equity value [PLN m] 153,0 Number of shares [m] 10,0 Value per share [PLN]
WACC calculation 15,3

-50,5 1,1

WACC Calculation										
	2023F	2024F	2025F	2026F	2027F	2028F	2029F	2030F	2031F	2032F
Risk-free rate	6,00%	6,00%	6,00%	6,00%	6,00%	6,00%	6,00%	6,00%	6,00%	6,00%
Risk premium	6,50%	6,50%	6,50%	6,50%	6,50%	6,50%	6,50%	6,50%	6,50%	6,50%
Beta	1,00	1,00	1,00	1,00	1,00	1,00	1,00	1,00	1,00	1,00
Credit premium	1,50%	1,50%	1,50%	1,50%	1,50%	1,50%	1,50%	1,50%	1,50%	1,50%
Cost of equity	12,5%	12,5%	12,5%	12,5%	12,5%	12,5%	12,5%	12,5%	12,5%	12,5%
Contribution of equity	98,1%	98,6%	99,2%	99,6%	99,8%	100,0%	100,0%	100,0%	100,0%	100,0%
Cost of debt after tax	6,0%	6,1%	6,1%	6,1%	6,1%	6,1%	6,1%	6,1%	6,1%	6,1%
Contribution of debt	1,9%	1,4%	0,8%	0,4%	0,2%	0,0%	0,0%	0,0%	0,0%	0,0%
WACC	12,4%	12,4%	12,4%	12,5%	12,5%	12,5%	12,5%	12,5%	12,5%	12,5%

Source: Dom Maklerski BDM S.A.

DCF - sensivity analysis

	Terminal growth rate				Terminal growth rate						Beta			
		0,00%	1,00%	2,00%			0,00%	1,00%	2,00%			0,9	1,0	1,1
	0,9	15,6	15,9	16,3	n: 1	6,0%	15,4	15,8	16,2	Risk	6,0%	16,3	15,8	15,2
beta	1,0	15,0	15,3	15,7	Risk premium	6,5%	15,0	15,3	15,7	premium	6,5%	15,9	15,3	14,8
	1,1	14,6	14,8	15,1	premium	7,0%	14,7	14,9	15,2	premium	7,0%	15,5	14,9	14,4

Source: Dom Maklerski BDM S.A.

Peer valuation

		P/E	EV/EBITDA			
	2023F	2024F	2025F	2023F	2024F	2025F
Introl	5,0	4,9	4,9	3,4	3,2	3,0
Mostostal Płock	18,4	11,6	9,8	4,8	3,4	2,7
Mostostal Zabrze	7,0	12,2	12,1	2,3	3,6	3,3
Polimex	7,6	7,2	7,0	2,3	2,1	1,4
Median	7,3	9,4	8,4	2,9	3,3	2,9
Elektrotim	4,1	5,6	7,8	2,3	3,0	3,8
Premium/discount	-44,3%	-40,0%	-7,1%	-21,0%	-8,1%	33,2%
Valuation [PLN/share]	23,81	22,12	14,27	15,86	14,07	10,93
Year's contribution	33%	33%	33%	33%	33%	33%
Average valuation [PLN/share]		20,1			13,6	
Multiple's contribution		50%			50%	
Value per share [PLN]	15,8					

Source: Dom Maklerski BDM S.A. BDM forecasts

- risk of a surge in material costs translating into a decrease in margins during project execution,
- risk of a significant contract on the Belarusian border worth PLN 279m resulting from the value of the contract (and very tight deadlines
- risk of lack of qualified employees (a significant drop in employment in 2020-2021 after the departure of the previous potential supply of shares by previous MB/SB members;
 payment bottlenecks and bankruptcies in the construction industry;

- problems with obtaining financing and bank guarantees;
 risk of not obtaining new orders and high competition;
- risk of problems and bankruptcy of subsidiaries



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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	15,8	Buy	13,0	13.06.2023*	08:30 CEST	13,26	66 298
Buy	13,0	Accumulate	8,17	10.05.2023*	09:22 CEST	10,60	63 285
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
Buy	10,2			23.08.2021*	07:00 CEST	6,54	67 966

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

- the author of the reports on Elektrotim in 2021-06'2022 was Krystian Brymora



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

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

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 I	BDM's recommenda	, distribution of BDM's recommendations for the which BDM has supplied investment banking servithe last 12 months	with .	
	numbers	%	numbers	%
Buy	10	63%	0	0%
Accumulate	2	13%	0	0%
Hold	4	25%	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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