

LM PAY S.A.

Poland | Financial Services | MCap EUR 26.5m

27 November 2025

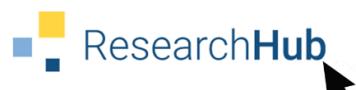
UPDATE



Strong top-line growth in Q3, margin normalization; BUY rating confirmed.

BUY (BUY)

Target price EUR 63.00 (63.00)
Current price EUR 41.80
Up/downside 50.7%



SCAN ME

What's it all about?

LM PAY posted strong Q3 25 results with sales up 82.3% yoy to PLN 8.4m, driven by expanding embedded-finance activities in healthcare and insurance. EBIT fell to PLN 2.5m (margin 30.1%) due to the absence of last year's one-off gain and higher scaling costs. In 9M 25, revenue rose 50.7% yoy to PLN 23.8m, with recurring customers at 33%. For reaching our FY25 assumptions, Q4 revenues of PLN 9.1m and EBIT of PLN 2.5m are needed, which seems achievable if loan growth and cost discipline remain intact. Rating BUY, price target EUR 63.00 confirmed. LM PAY holds its preliminary Q3 25 earnings call today at 10:00 CET. Register here: <https://research-hub.de/events/registration/2025-11-27-10-00/Y00-GR>

IMPORTANT. Please refer to the last page of this report for "Important disclosures" and analyst(s) certifications.

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BUY <small>(BUY)</small>	Target price Current price Up/downside	EUR 63.00 <small>(63.00)</small> EUR 41.80 50.7%	MAIN AUTHOR Harald Hof h.hof@mwb-research.com +49 40 309 293-58
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Strong top-line growth in Q3, margin normalization; BUY.

Solid top-line performance in Q3. LM PAY holds its preliminary Q3 25 earnings call today at 10:00 CET ([registration here](#)). The company reported a solid top-line performance with sales up 82.3% yoy to PLN 8.4m (Q3 24: PLN 4.6m), driven by expanding embedded-finance solutions across healthcare and insurance. EBIT declined to PLN 2.5m from PLN 4.3m, corresponding to a 30.1% margin (Q3 24: 93.5%), reflecting the absence of last year's one-off gain from the sale of a portfolio of receivables and higher scaling costs.

Operational performance in 9M 25. Customer acquisition rose 12% yoy to 33k, supported by strong partner activity in the medical and beauty segments. Revenue in 9M advanced 50.7% yoy to PLN 23.8m, underpinned by new clinic partnerships and rising demand for elective medical and dental financing. The share of recurring customers increased to 33%, demonstrating growing brand stickiness. Despite softer EBIT dynamics (PLN 6.5m in 9M 25 vs. PLN 7.4m last year; -12% yoy), underlying operating momentum remained solid, indicating resilience of the embedded-finance model in Poland.

Strategic and financial outlook FY25. LM PAY continues to roll out new financial products, including Secure Pay, Medipay Mobile by VISA, and InsurTech solutions with leading brokers. The company benefits from an asset-light structure and a proprietary credit-scoring system that supports disciplined risk management. For FY25, we assume sales of PLN 32.9m and EBIT of PLN 10.1m, implying a strong recovery in profitability. To achieve this, Q4 needs to show continued loan origination growth, stable risk costs, and tighter cost efficiency, translating revenue momentum into higher operating leverage. Hence, in Q4 revenues of PLN 9.1m and an EBIT of PLN 2.5m are needed to reach our estimates, which seems to be achievable. However, we expect more insights in today's call.

Conclusion. LM PAY remains well positioned in Poland's fast-growing private healthcare and insurance-financing markets. Solid revenue traction, a loyal customer base, and new product verticals underpin sustained growth potential. Margins should normalize as one-offs fade and scaling continues. With a solid performance in 9M and the strongest quarter ahead, we confirm our EUR 63.00 price target. BUY.

LM PAY S.A.	2022	2023	2024	2025E	2026E	2027E
Sales	15.1	17.5	22.8	32.9	48.3	55.0
<i>Growth yoy</i>	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
<i>Dividend yield</i>	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	6.3x	6.1x	5.6x	4.4x	3.3x	2.9x
EV/EBITDA	25.7x	291.1x	17.6x	14.2x	7.2x	6.5x
EV/EBIT	26.1x	556.0x	18.3x	14.2x	7.2x	6.5x
PER	264.7x	-10.8x	365.5x	51.1x	2.3x	2.1x

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%

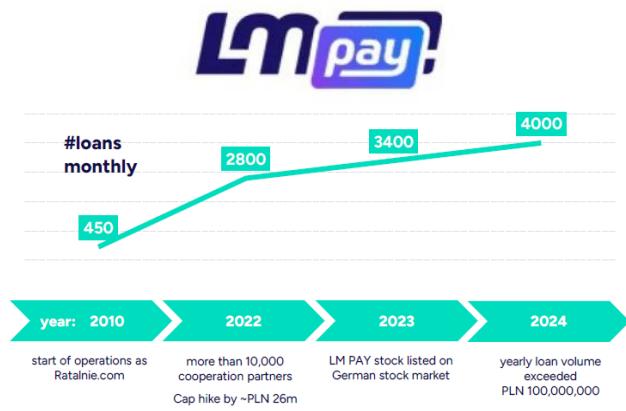
Key share data
Number of shares: (in m pcs) 0.63
Book value per share: (in PLN) 63.27
Ø trading vol.: (12 months) 33

Major shareholders
Medical Finance Group S.A. 67.9%
Free Float 32.1%

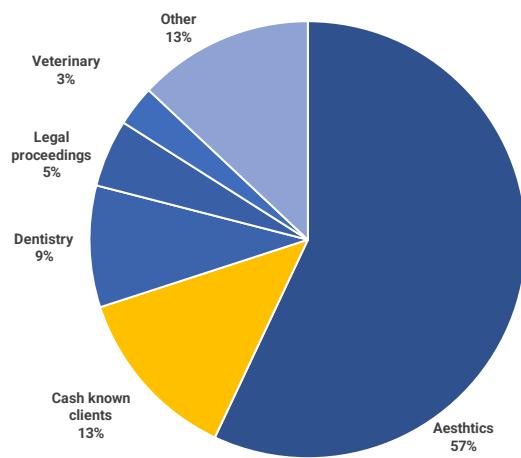
Company description
LM PAY is a pioneering technology-driven FinTech delivering embedded finance solutions across the healthcare, beauty, and insurance sectors in Poland. The company instant, binding credit decisions at the point of service, empowering patients and clients with immediate access to essential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

Investment case in six charts

LM PAY's number of monthly loans



Segmental breakdown in %

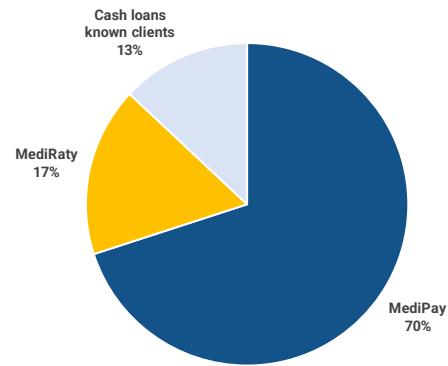


LM Pay's outlook FY2025

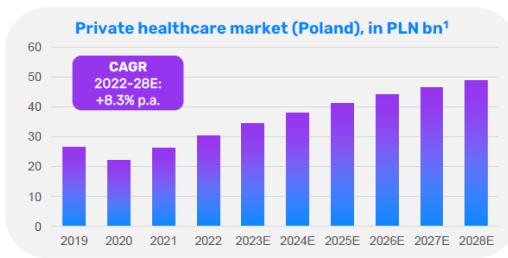


Source: Company data, mwb research

Sales split by product in %



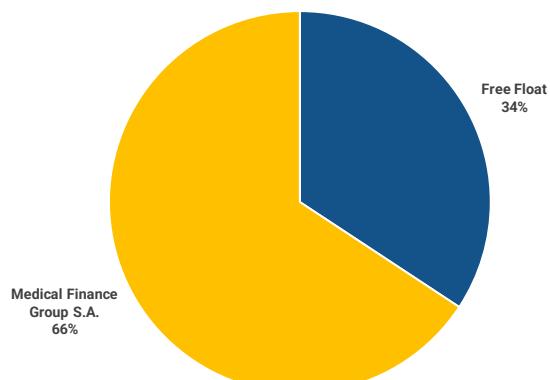
Private healthcare market (Poland), in PLN bn



Private healthcare market (Poland), by segment²



Major Shareholders



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

 MediPay	 MediRaty
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.	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.
Monthly number: 3,200	Monthly number: 300
Average volume: PLN 1,900	Average volume: PLN 5,000
Max. volume: PLN 5,000/ dental PLN 10,000	Max. volume: online PLN 20,000: offline PLN 30,000
Distribution: clinic stuff	Distribution: clinic staff
Creditworthiness: without a need to prove income, credited with the bank account.	Creditworthiness: Specific requirements needed: <ul style="list-style-type: none">• Age between 18 and 75.• Possession of Polish citizenship.• Documented income credited to a bank account
Repayment period: 1, 3, 4, 8 or 12 instalments; avg. 6 months	Repayment period: up to 36 months/ instalments

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.

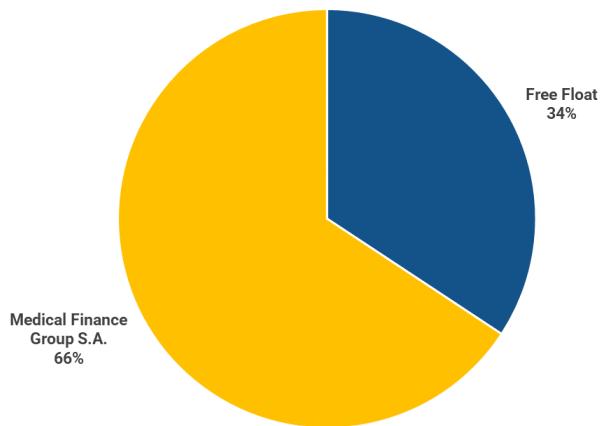
		
Mr. Jakub Czarzasty CEO and founder since 2010	Mr. Sławomir Bielec CFO since 2019	Ms. Olga Gójska CSO since 2025

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 with Aion Bank, the Polish subsidiary of UniCredit Group, 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 67.61 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 0.76. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.0% this yields cost of equity of 7.9%. 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	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	321.9
Present value	-5.5	-7.0	6.6	11.7	12.4	11.3	10.3	9.5	176.3
WACC	11.2%	11.5%	11.7%	11.8%	11.9%	12.0%	12.1%	12.3%	8.9%

DCF per share derived from		DCF avg. growth and earnings assumptions	
Total present value	225.9	Planning horizon avg. revenue growth (2025E-2032E)	9.9%
Mid-year adj. total present value	238.5	Terminal value growth (2032E - infinity)	2.0%
Net debt / cash at start of year	96.9	Terminal year ROCE	9.3%
Financial assets	44.6	Terminal year WACC	8.9%
Provisions and off b/s debt	4.7	Terminal WACC derived from	
Equity value	181.5	Cost of borrowing (before taxes)	15.0%
No. of shares outstanding	0.6	Long-term tax rate	25.0%
Discounted cash flow / share upside/(downside)	67.61 61.7%	Equity beta	1.13
Share price	41.80	Unlevered beta (industry or company)	0.76
		Target debt / equity	0.4
		Relevered beta	0.98
		Risk-free rate	2.0%
		Equity risk premium	6.0%
		Cost of equity	7.9%

Change in WACC (% points)	Long term growth					Share of present value
	1.0%	1.5%	2.0%	2.5%	3.0%	
2.0%	38.9	41.4	44.2	47.2	50.7	2025E-2028E
1.0%	47.4	50.7	54.4	58.5	63.3	2029E-2032E
0.0%	58.2	62.6	67.6	73.4	80.2	terminal value
-1.0%	72.2	78.3	85.5	94.0	104.3	
-2.0%	91.0	100.0	110.8	124.1	140.9	

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	112.2	112.2	112.2	112.2	112.2
+ 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
EV Reconciliations	72.2	89.6	89.6	81.1	69.1
= Actual EV'	184.4	201.8	201.8	193.3	181.3
Adjusted FCF yield	5.4%	9.7%	10.6%	11.9%	13.2%
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
- EV Reconciliations	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 (+)	162.7%	611.8%	716.4%	832.4%	931.7%
Sensitivity analysis FV					
Adjusted hurdle rate	5.0%	199.2	473.0	534.2	596.8
	6.0%	147.0	370.7	421.7	476.0
	7.0%	109.8	297.5	341.2	389.7
	8.0%	81.8	242.7	280.9	325.0
	9.0%	60.1	200.0	234.0	274.7
311.2					

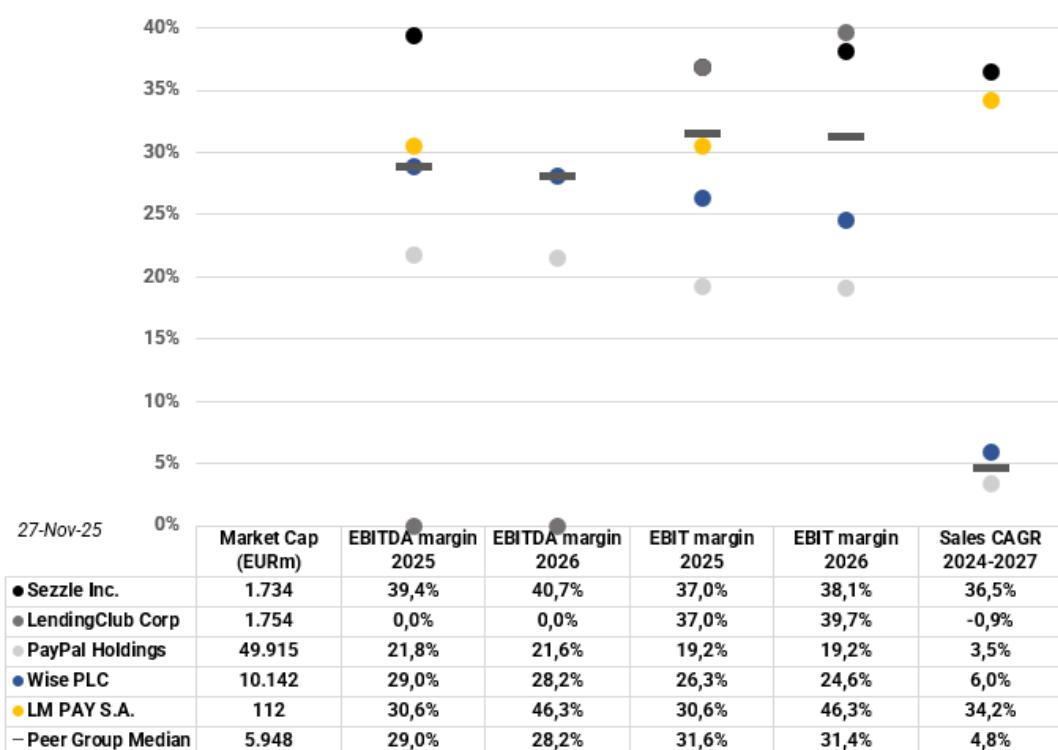
Source: Company data; mwb research

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 27 November 2025 the median market cap of the peer group was EUR 5,948.1m, compared to EUR 26.5m 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

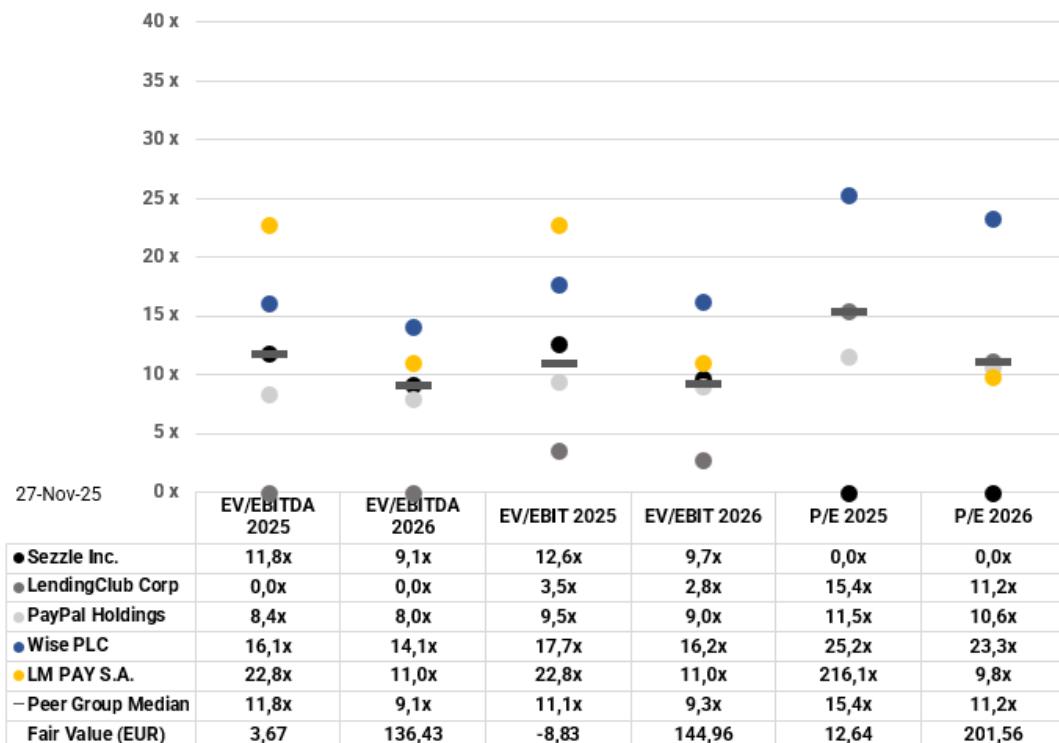


Source: FactSet, mwb research

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 12.10 to EUR 201.56.

Peer Group – Multiples and valuation

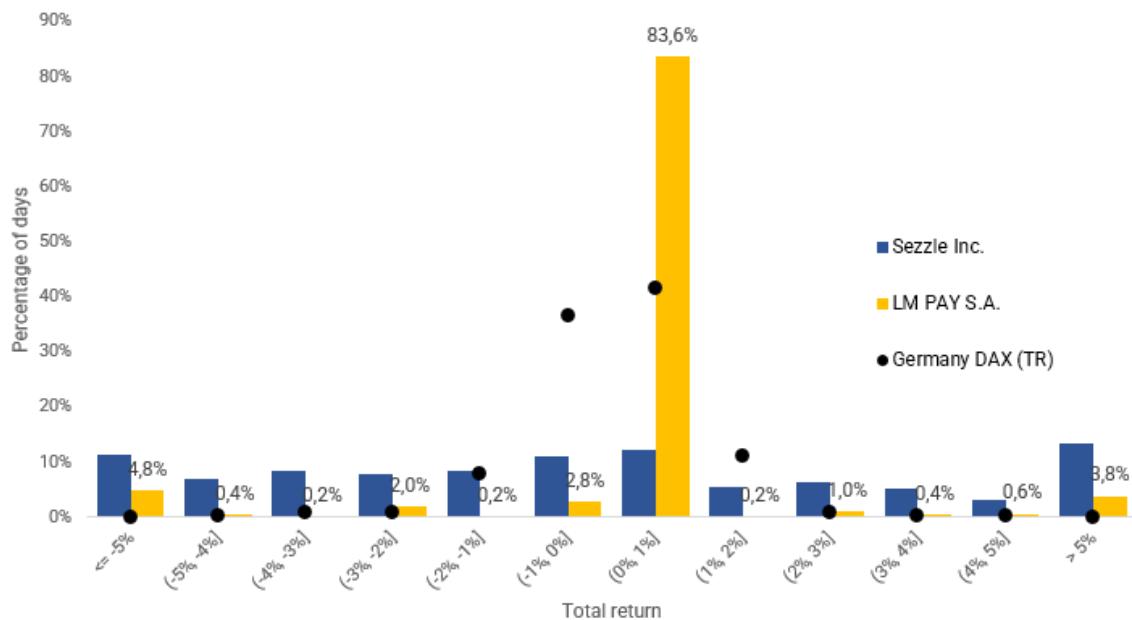


Source: FactSet, mwb research

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%.

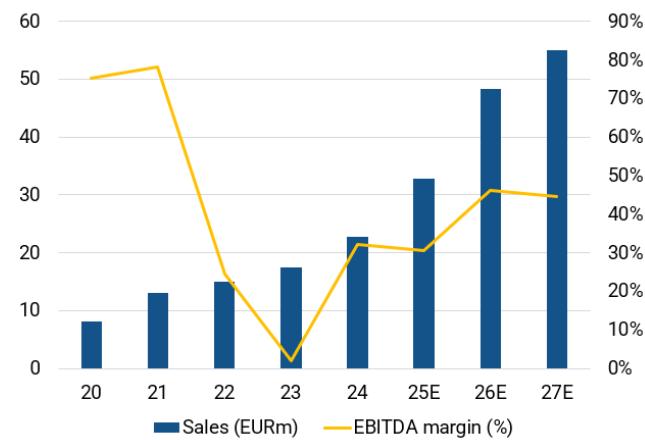
Risk – Daily Returns Distribution (trailing 3 years)



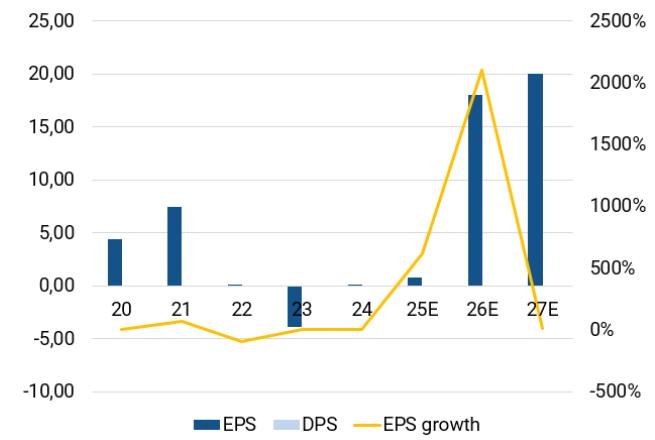
Source: FactSet, mwb research

Financials in six charts

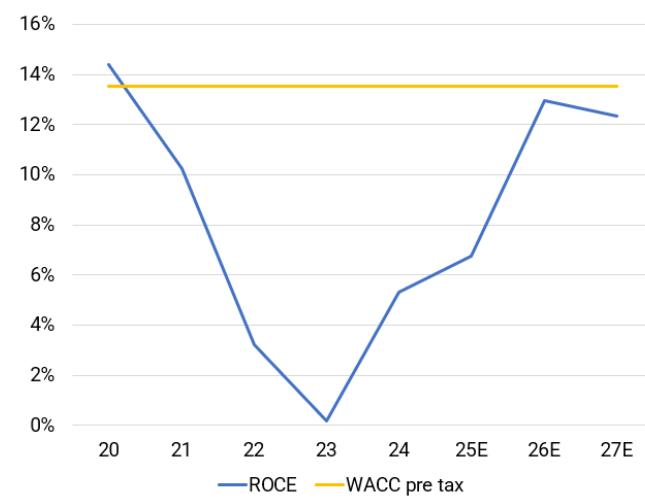
Sales vs. EBITDA margin development



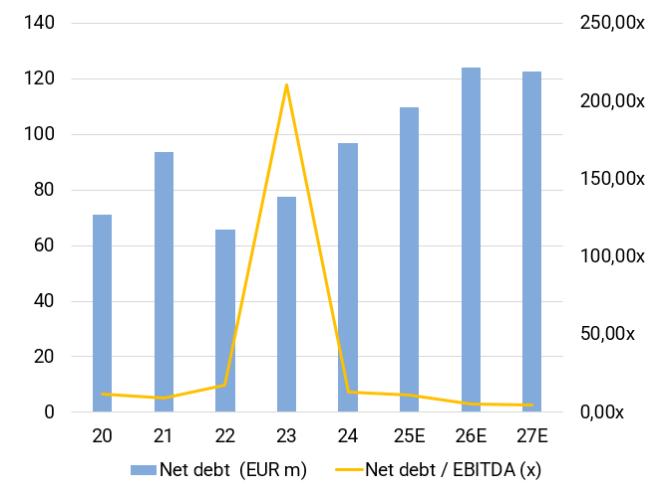
EPS, DPS in EUR & yoy EPS growth



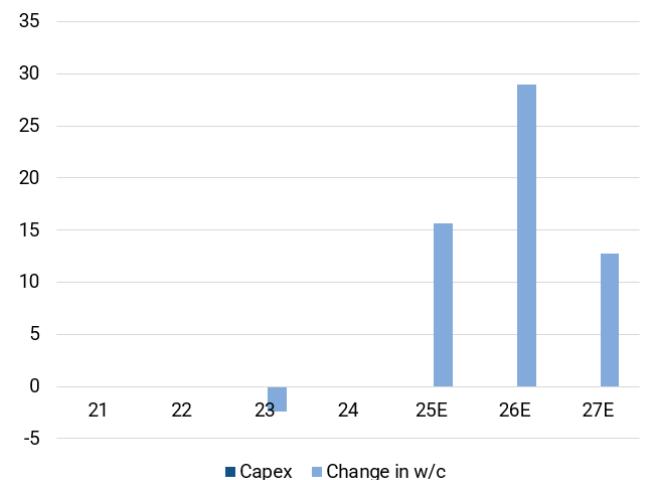
ROCE vs. WACC (pre tax)



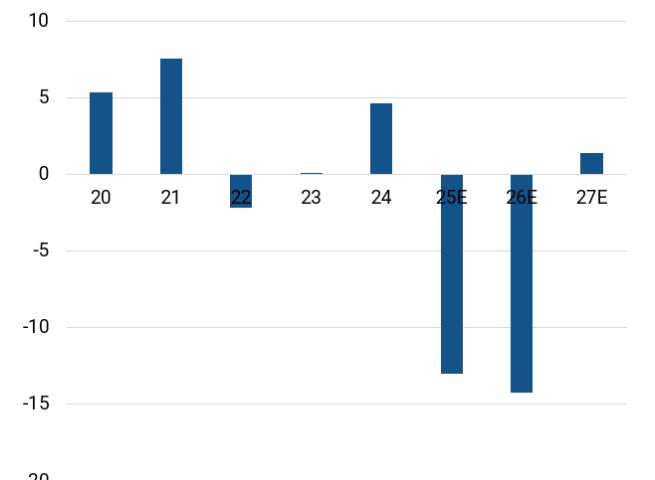
Net debt and net debt/EBITDA



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	264.7x	-10.8x	365.5x	51.1x	2.3x	2.1x
P/CF	-11.7x	-183.8x	6.0x	-2.0x	-1.9x	18.9x
P/BV	0.6x	0.6x	0.7x	0.7x	0.5x	0.4x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	-8.6%	-0.5%	16.6%	-49.2%	-53.8%	5.3%
EV/Sales	6.3x	6.1x	5.6x	4.4x	3.3x	2.9x
EV/EBITDA	25.7x	291.1x	17.6x	14.2x	7.2x	6.5x
EV/EBIT	26.1x	556.0x	18.3x	14.2x	7.2x	6.5x
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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