

This report is prepared for the Warsaw Stock Exchange SA within the framework of the Analytical Coverage Support Pilot Program. This is a selected fragment of DM BOŚ SA's research report.

# Rafako

3/2019/GPW (11) January 30, 2019

**Analyst:** Wojciech Romanowski

**Sector:** Construction

**Market Cap:** US\$ 29.4 m

**Fundamental rating:** Sell (→)

**Bloomberg code:** RFK PW

**Market relative:** Underweight (→)

**Av. daily turnover:** US\$ 0.18 m

**Price:** PLN 0.900

**12M range:** PLN 0.769-2.375

**12M EVF:** PLN 0.75 (→)

**Free float:** 57%

## Jaworzno slightly delayed

After yesterday's session Rafako informed that works in Jaworzno would be extended until February 4. Until then all tests, as well as technical works should be completed and technical approval by Tauron will be possible. According to Rafako the delay results from objective reasons, beyond the Company's control.

Because of the situation the technical approval process should be finished by February 15.

**Expected impact:** Negative. Every day of the delay may result in the contractual penalty of PLN 4 million.

### Guide to adjusted profits

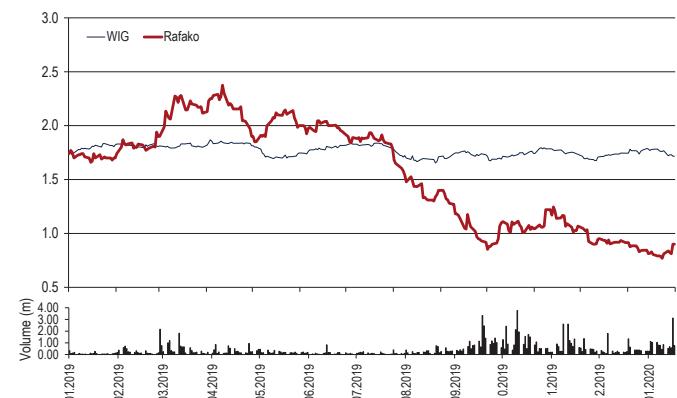
Profits adjusted for a release of provisions for the voluntary redundancy program (PLN 5.9 million)

### Key data

IFRS consolidated		2018	2019E	2020E	2021E
Sales	PLN m	1,268.8	1,161.3	2,378.9	1,192.7
EBITDA	PLN m	55.4	-104.0	42.4	25.3
Adj EBITDA	PLN m	49.5	-104.0	42.4	25.3
EBIT	PLN m	40.5	-121.8	29.0	12.6
Adj EBIT	PLN m	34.6	-121.8	29.0	12.6
Net profit	PLN m	33.6	-124.7	20.8	6.9
Adj net profit	PLN m	28.8	-124.7	20.8	6.9
Adj EPS	PLN	0.23	-0.98	0.16	0.05
EPS yoy chg	%	163	n.m.	n.m.	-67
Net debt	PLN m	32.1	45.0	15.9	15.3
P/E	x	4.0	neg.	5.5	16.5
P/CE	x	2.6	neg.	3.4	5.8
EV/EBITDA	x	3.0	neg.	3.1	5.1
EV/EBIT	x	4.2	neg.	4.5	10.3
DPS	PLN	0.00	0.00	0.40	0.00
Gross dividend yield	%	0.0	0.0	44.4	0.0
No. of shares (eop)	m	127.4	127.4	127.4	127.4

Source: Company, DM BOŚ SA estimates

### Stock performance



Source: Bloomberg

### Upcoming events

1. Jaworzno contract completion: February 31, 2020
2. Release of FY19 results: April 30, 2020
3. Release of 1Q20 results: May 29, 2020
4. Release of 1H20 results: September 30, 2020
5. Release of 1-3Q20 results: November 27, 2020

## BASIC DEFINITIONS

**A/R turnover** (in days) =  $365 / (\text{sales}/\text{average A/R})$   
**Inventory turnover** (in days) =  $365 / (\text{COGS}/\text{average inventory})$   
**A/P turnover** (in days) =  $365 / (\text{COGS}/\text{average A/P})$   
**Current ratio** =  $(\text{current assets} - \text{ST deferred assets})/\text{current liabilities}$   
**Quick ratio** =  $(\text{current assets} - \text{ST deferred assets} - \text{inventory})/\text{current liabilities}$

**Interest coverage** =  $(\text{pre-tax profit before extraordinary items} + \text{interest payable})/\text{interest payable}$   
**Gross margin** = gross profit on sales/sales  
**EBITDA margin** = EBITDA/sales  
**EBIT margin** = EBIT/sales  
**Pre-tax margin** = pre-tax profit/sales

**Net margin** = net profit/sales  
**ROE** = net profit/average equity  
**ROA** =  $(\text{net income} + \text{interest payable})/\text{average assets}$

**EV** = market capitalization + interest bearing debt – cash and equivalents  
**EPS** = net profit/ no. of shares outstanding  
**CE** = net profit + depreciation

**Dividend yield (gross)** = pre-tax DPS/stock market price  
**Cash sales** = accrual sales corrected for the change in A/R  
**Cash operating expenses** = accrual operating expenses corrected for the changes in inventories and A/P, depreciation, cash taxes and changes in the deferred taxes

DM BOŚ S.A. generally values the covered non bank companies via two methods: comparative method and DCF method (discounted cash flows). The advantage of the former is the fact that it incorporates the current market assessment of the value of the company's peers. The weakness of the comparative method is the risk that the valuation benchmark may be mispriced. The advantage of the DCF method is its independence from the current market valuation of the comparable companies. The weakness of this method is its high sensitivity to undertaken assumptions, especially those related to the residual value calculation. Please note that we also resort to other valuation techniques (e.g. NAV-, DDM- or SOTP-based), should it prove appropriate in a given case.

## KEY TO INVESTMENT RANKINGS

This is a guide to expected price performance in absolute terms over the next 12 months:

**Buy** – fundamentally undervalued (upside to 12M EFV in excess of the cost of equity) + catalysts which should close the valuation gap identified;  
**Hold** – either (i) fairly priced, or (ii) fundamentally undervalued/overvalued but lacks catalysts which could close the valuation gap;  
**Sell** – fundamentally overvalued (12M EFV < current share price + 1-year cost of equity) + catalysts which should close the valuation gap identified.

This is a guide to expected relative price performance:

**Overweight** – expected to perform better than the benchmark (WIG) over the next quarter in relative terms  
**Neutral** – expected to perform in line with the benchmark (WIG) over the next quarter in relative terms  
**Underweight** – expected to perform worse than the benchmark (WIG) over the next quarter in relative terms

The recommendation tracker presents the performance of DM BOŚ S.A.'s recommendations. A recommendation expires on the day it is altered or on the day 12 months after its issuance, whichever comes first. Relative performance compares the rate of return on a given recommended stock in the period of the recommendation's validity (i.e. from the date of issuance to the date of alteration or – in case of maintained recommendations – from the date of issuance to the current date) in a relation to the rate of return on the benchmark in this time period. The WIG index constitutes the benchmark. For recommendations that expire by an alteration or are maintained, the ending values used to calculate their absolute and relative performance are: the stock closing price on the day the recommendation expires/ is maintained and the closing value of the benchmark on that date. For recommendations that expire via a passage of time, the ending values used to calculate their absolute and relative performance are: the average of the stock closing prices for the day the recommendation elapses and four directly preceding sessions and the average of the benchmark's closing values for the day the recommendation expires and four directly preceding sessions.

### Distribution of DM BOŚ's current recommendations

	Buy	Hold	Sell	Suspended	Under revision
Numbers	35	40	5	8	0
Percentage	40%	45%	6%	9%	0%

### Distribution of DM BOŚ's current recommendations for the companies which DM BOŚ has supplied with material investment services within the last 12 months

	Buy	Hold	Sell	Suspended	Under revision
Numbers	3	5	2	2	0
Percentage	25%	42%	17%	17%	0%

### Distribution of DM BOŚ's current market relative recommended weightings

	Overweight	Neutral	Underweight	Suspended	Under revision
Numbers	33	34	13	8	0
Percentage	38%	39%	15%	9%	0%

### Distribution of DM BOŚ's current market relative recommended weightings for the companies which DM BOŚ has supplied with material investment services within the last 12 months

	Overweight	Neutral	Underweight	Suspended	Under revision
Numbers	2	5	3	2	0
Percentage	17%	42%	25%	17%	0%

**LT fundamental recommendation tracker**

Analyst	Recommendation	Report date	Reiteration date	Distribution date	Expiry date	Performance	Relative performance	Price at issue/reiteration*	EFV (12 months)
<b>Rafako</b>									
Michał Stalmach	Buy	—	10.12.2015	—	10.12.2015	04.12.2016	-16%	-22%	6.70 10.10 —
Michał Stalmach	-	→	-	13.12.2015	14.12.2015	-	-	6.99 10.10 →	
Michał Stalmach	-	→	-	17.01.2016	18.01.2016	-	-	7.15 10.10 →	
Michał Stalmach	-	→	-	15.02.2016	16.02.2016	-	-	7.29 10.10 →	
Michał Stalmach	-	→	-	18.02.2016	19.02.2016	-	-	7.39 10.10 →	
Michał Stalmach	-	→	-	21.03.2016	22.03.2016	-	-	8.10 10.10 →	
Michał Stalmach	-	→	-	13.04.2016	14.04.2016	-	-	8.42 10.10 →	
Michał Stalmach	-	→	-	16.05.2016	17.05.2016	-	-	7.95 10.10 →	
Michał Stalmach	-	→	-	27.06.2016	28.06.2016	-	-	5.89 10.10 →	
Michał Stalmach	-	→	-	24.07.2016	25.07.2016	-	-	6.50 10.10 →	
Wojciech Romanowski	-	→	-	11.08.2016	12.08.2016	-	-	6.59 9.30 ↓	
Wojciech Romanowski	-	→	-	31.08.2016	01.09.2016	-	-	6.78 9.30 →	
Wojciech Romanowski	-	→	-	12.10.2016	13.10.2016	-	-	6.36 9.30 →	
Wojciech Romanowski	-	→	-	01.11.2016	02.11.2016	-	-	6.02 7.30 ↓	
Wojciech Romanowski	-	→	-	02.11.2016	03.11.2016	-	-	6.02 7.30 →	
Wojciech Romanowski	-	→	-	14.11.2016	15.11.2016	-	-	5.98 7.30 →	
Wojciech Romanowski	Buy	→	04.12.2016	-	05.12.2016	09.05.2017	36%	6%	5.61 7.30 →
Wojciech Romanowski	-	→	-	12.01.2017	13.01.2017	-	-	6.24 7.30 →	
Wojciech Romanowski	-	→	-	08.02.2017	09.02.2017	-	-	7.22 7.30 →	
Wojciech Romanowski	-	→	-	21.02.2017	22.02.2017	-	-	7.13 7.30 →	
Wojciech Romanowski	-	→	-	07.03.2017	08.03.2017	-	-	8.80 7.30 →	
Wojciech Romanowski	-	→	-	11.04.2017	12.04.2017	-	-	8.05 7.30 →	
Wojciech Romanowski	Hold	↓	09.05.2017	-	10.05.2017	25.03.2018	-34%	-31%	7.62 7.30 →
Wojciech Romanowski	-	→	-	30.05.2017	31.05.2017	-	-	8.07 7.30 →	
Wojciech Romanowski	-	→	-	12.07.2017	13.07.2017	-	-	8.05 7.30 →	
Wojciech Romanowski	-	→	-	26.07.2017	27.07.2017	-	-	7.70 7.30 →	
Wojciech Romanowski	-	→	-	03.09.2017	04.09.2017	-	-	5.90 7.30 →	
Wojciech Romanowski	-	→	-	15.10.2017	16.10.2017	-	-	4.75 7.30 →	
Wojciech Romanowski	-	→	-	05.11.2017	06.11.2017	-	-	4.49 7.10 ↓	
Wojciech Romanowski	-	→	-	09.11.2017	10.11.2017	-	-	4.24 4.70 ↓	
Wojciech Romanowski	-	→	-	15.11.2017	16.11.2017	-	-	4.09 4.70 →	
Wojciech Romanowski	-	→	-	10.12.2017	11.12.2017	-	-	4.18 4.70 →	
Wojciech Romanowski	-	→	-	10.01.2018	11.01.2018	-	-	4.80 4.70 →	
Wojciech Romanowski	-	→	-	13.02.2018	14.02.2018	-	-	4.89 4.70 →	
Wojciech Romanowski	-	→	-	12.03.2018	13.03.2018	-	-	4.83 4.70 →	
Wojciech Romanowski	Under revision	—	25.03.2018	-	26.03.2018	22.05.2018	-18%	-17%	4.80 Under revision —
Wojciech Romanowski	-	→	-	16.04.2018	17.04.2018	-	-	4.20 Under revision —	
Wojciech Romanowski	Sell	—	22.05.2018	-	23.05.2018	09.12.2018	-50%	-49%	3.94 2.90 —
Wojciech Romanowski	-	→	-	29.05.2018	30.05.2018	-	-	3.74 2.90 →	
Wojciech Romanowski	-	→	-	16.07.2018	17.07.2018	-	-	3.46 2.90 →	
Wojciech Romanowski	-	→	-	02.08.2018	03.08.2018	-	-	3.54 2.90 →	
Wojciech Romanowski	-	→	-	30.08.2018	31.08.2018	-	-	3.38 2.90 →	
Wojciech Romanowski	-	→	-	11.10.2018	12.10.2018	-	-	2.02 2.90 →	
Wojciech Romanowski	-	→	-	23.10.2018	24.10.2018	-	-	2.03 2.90 →	
Wojciech Romanowski	-	→	-	14.11.2018	15.11.2018	-	-	1.45 2.90 →	
Wojciech Romanowski	Hold	↑	09.12.2018	-	10.12.2018	05.12.2019	-48%	-46%	1.970 2.80 ↓
Wojciech Romanowski	-	→	-	10.01.2019	11.01.2019	-	-	1.740 2.80 →	
Wojciech Romanowski	-	→	-	04.02.2019	05.02.2019	-	-	1.800 2.80 →	
Wojciech Romanowski	-	→	-	26.02.2019	27.02.2019	-	-	1.800 2.80 →	
Wojciech Romanowski	-	→	-	26.03.2019	27.03.2019	-	-	2.170 2.80 →	
Wojciech Romanowski	-	→	-	22.04.2019	23.04.2019	-	-	2.155 2.80 →	
Wojciech Romanowski	-	→	-	24.04.2019	25.04.2019	-	-	2.045 2.80 →	
Wojciech Romanowski	-	→	-	30.05.2019	31.05.2019	-	-	1.980 2.80 →	
Wojciech Romanowski	-	→	-	17.07.2019	18.07.2019	-	-	1.934 2.80 →	
Wojciech Romanowski	-	→	-	23.07.2019	23.07.2019	-	-	1.868 2.40 ↓	
Wojciech Romanowski	-	→	-	30.07.2019	31.07.2019	-	-	1.830 2.40 →	
Wojciech Romanowski	-	→	-	20.08.2019	21.08.2019	-	-	1.330 2.40 →	
Wojciech Romanowski	-	→	-	25.08.2019	26.08.2019	-	-	1.310 2.30 ↓	
Wojciech Romanowski	-	→	-	01.09.2019	02.09.2019	-	-	1.400 2.30 →	
Wojciech Romanowski	-	→	-	02.09.2019	03.09.2019	-	-	1.400 2.30 →	
Wojciech Romanowski	-	→	-	05.09.2019	06.09.2019	-	-	1.312 2.30 →	
Wojciech Romanowski	-	→	-	30.09.2019	01.10.2019	-	-	0.918 2.30 →	
Wojciech Romanowski	-	→	-	13.10.2019	14.10.2019	-	-	1.110 2.30 →	
Wojciech Romanowski	-	→	-	24.10.2019	25.10.2019	-	-	1.008 1.80 ↓	
Wojciech Romanowski	-	→	-	17.11.2019	18.11.2019	-	-	1.140 1.80 →	
Wojciech Romanowski	-	→	-	25.11.2019	26.11.2019	-	-	1.058 1.80 →	
Wojciech Romanowski	-	→	-	27.11.2019	28.11.2019	-	-	1.028 1.80 →	
Wojciech Romanowski	-	→	-	01.12.2019	02.12.2019	-	-	1.068 1.80 →	
Wojciech Romanowski	Sell	↓	05.12.2019	-	06.12.2019	Not later than 05.12.2020	-13%	-14%	1.034 0.75 ↓
Wojciech Romanowski	-	→	-	08.12.2019	09.12.2019	-	-	0.925 0.75 →	
Wojciech Romanowski	-	→	-	17.12.2019	18.12.2019	-	-	0.935 0.75 →	
Wojciech Romanowski	-	→	-	09.01.2020	10.01.2020	-	-	0.839 0.75 →	
Wojciech Romanowski	-	→	-	16.01.2020	17.01.2020	-	-	0.830 0.75 →	
Wojciech Romanowski	-	→	-	30.01.2020	31.01.2020	-	-	0.900 0.75 →	

\* prices at issue/reiteration are the closing prices at the report or reiteration date

**Market-relative recommendation tracker**

Analyst	Relative Recommendation	Report date	Reiteration date	Distribution date	Expiry date	Price at issue/reiteration*	Relative performance
<b>Rafako</b>							
Michał Stalmach	Overweight	-	10.12.2015	-	10.12.2015	31.08.2016	6.70
Michał Stalmach	-	→	-	13.12.2015	14.12.2015	-	6.99
Michał Stalmach	-	→	-	17.01.2016	18.01.2016	-	7.15
Michał Stalmach	-	→	-	15.02.2016	16.02.2016	-	7.29
Michał Stalmach	-	→	-	18.02.2016	19.02.2016	-	7.39
Michał Stalmach	-	→	-	21.03.2016	22.03.2016	-	8.10
Michał Stalmach	-	→	-	13.04.2016	14.04.2016	-	8.42
Michał Stalmach	-	→	-	16.05.2016	17.05.2016	-	7.95
Michał Stalmach	-	→	-	27.06.2016	28.06.2016	-	5.89
Michał Stalmach	-	→	-	24.07.2016	25.07.2016	-	6.50
Wojciech Romanowski	-	→	-	11.08.2016	12.08.2016	-	6.59
Wojciech Romanowski	Neutral	↓	31.08.2016	-	01.09.2016	14.11.2016	6.78
Wojciech Romanowski	-	→	-	12.10.2016	13.10.2016	-	6.36
Wojciech Romanowski	-	→	-	01.11.2016	02.11.2016	-	6.02
Wojciech Romanowski	-	→	-	02.11.2016	03.11.2016	-	6.02
Wojciech Romanowski	Overweight	↑	14.11.2016	-	15.11.2016	21.02.2017	5.98
Wojciech Romanowski	-	→	-	04.12.2016	05.12.2016	-	5.61
Wojciech Romanowski	-	→	-	12.01.2017	13.01.2017	-	6.24
Wojciech Romanowski	-	→	-	08.02.2017	09.02.2017	-	7.22
Wojciech Romanowski	Neutral	↓	21.02.2017	-	22.02.2017	09.05.2017	7.13
Wojciech Romanowski	-	→	-	07.03.2017	08.03.2017	-	8.80
Wojciech Romanowski	-	→	-	11.04.2017	12.04.2017	-	8.05
Wojciech Romanowski	Overweight	↑	09.05.2017	-	10.05.2017	26.07.2017	7.62
Wojciech Romanowski	-	→	-	30.05.2017	31.05.2017	-	8.07
Wojciech Romanowski	-	→	-	12.07.2017	13.07.2017	-	8.05
Wojciech Romanowski	Underweight	↓	26.07.2017	-	27.07.2017	09.11.2017	7.70
Wojciech Romanowski	-	→	-	03.09.2017	04.09.2017	-	5.90
Wojciech Romanowski	-	→	-	15.10.2017	16.10.2017	-	4.75
Wojciech Romanowski	-	→	-	05.11.2017	06.11.2017	-	4.49
Wojciech Romanowski	Neutral	↑	09.11.2017	-	10.11.2017	25.03.2018	4.24
Wojciech Romanowski	-	→	-	15.11.2017	16.11.2017	-	4.09
Wojciech Romanowski	-	→	-	10.12.2017	11.12.2017	-	4.18
Wojciech Romanowski	-	→	-	10.01.2018	11.01.2018	-	4.80
Wojciech Romanowski	-	→	-	13.02.2018	14.02.2018	-	4.89
Wojciech Romanowski	-	→	-	12.03.2018	13.03.2018	-	4.83
Wojciech Romanowski	Under revision	-	25.03.2018	-	26.03.2018	22.05.2018	4.80
Wojciech Romanowski	-	→	-	16.04.2018	17.04.2018	-	4.20
Wojciech Romanowski	Underweight	-	22.05.2018	-	23.05.2018	09.12.2018	3.94
Wojciech Romanowski	-	→	-	29.05.2018	30.05.2018	-	3.74
Wojciech Romanowski	-	→	-	16.07.2018	17.07.2018	-	3.46
Wojciech Romanowski	-	→	-	02.08.2018	03.08.2018	-	3.54
Wojciech Romanowski	-	→	-	30.08.2018	31.08.2018	-	3.38
Wojciech Romanowski	-	→	-	11.10.2018	12.10.2018	-	2.02
Wojciech Romanowski	-	→	-	23.10.2018	24.10.2018	-	2.03
Wojciech Romanowski	-	→	-	14.11.2018	15.11.2018	-	1.45
Wojciech Romanowski	Neutral	↑	09.12.2018	-	10.12.2018	30.09.2019	1.970
Wojciech Romanowski	-	→	-	10.01.2019	11.01.2019	-	1.740
Wojciech Romanowski	-	→	-	04.02.2019	05.02.2019	-	1.800
Wojciech Romanowski	-	→	-	26.02.2019	27.02.2019	-	1.800
Wojciech Romanowski	-	→	-	26.03.2019	27.03.2019	-	2.170
Wojciech Romanowski	-	→	-	22.04.2019	23.04.2019	-	2.155
Wojciech Romanowski	-	→	-	24.04.2019	25.04.2019	-	2.045
Wojciech Romanowski	-	→	-	30.05.2019	31.05.2019	-	1.980
Wojciech Romanowski	-	→	-	17.07.2019	18.07.2019	-	1.934
Wojciech Romanowski	-	→	-	23.07.2019	23.07.2019	-	1.868
Wojciech Romanowski	-	→	-	30.07.2019	31.07.2019	-	1.830
Wojciech Romanowski	-	→	-	20.08.2019	21.08.2019	-	1.330
Wojciech Romanowski	-	→	-	25.08.2019	26.08.2019	-	1.310
Wojciech Romanowski	-	→	-	01.09.2019	02.09.2019	-	1.400
Wojciech Romanowski	-	→	-	02.09.2019	03.09.2019	-	1.400
Wojciech Romanowski	-	→	-	05.09.2019	06.09.2019	-	1.312
Wojciech Romanowski	Underweight	↓	30.09.2019	-	01.10.2019	24.10.2019	0.918
Wojciech Romanowski	-	→	-	13.10.2019	14.10.2019	-	1.110
Wojciech Romanowski	Neutral	↑	24.10.2019	-	25.10.2019	01.12.2019	1.008
Wojciech Romanowski	-	→	-	17.11.2019	18.11.2019	-	1.140
Wojciech Romanowski	-	→	-	25.11.2019	26.11.2019	-	1.058
Wojciech Romanowski	-	→	-	27.11.2019	28.11.2019	-	1.028
Wojciech Romanowski	Underweight	↓	01.12.2019	-	02.12.2019	Not later than 01.12.2020	1.068
Wojciech Romanowski	-	→	-	05.12.2019	06.12.2019	-	1.034
Wojciech Romanowski	-	→	-	08.12.2019	09.12.2019	-	0.925
Wojciech Romanowski	-	→	-	17.12.2019	18.12.2019	-	0.935
Wojciech Romanowski	-	→	-	09.01.2020	10.01.2020	-	0.839
Wojciech Romanowski	-	→	-	16.01.2020	17.01.2020	-	0.830
Wojciech Romanowski	-	→	-	30.01.2020	31.01.2020	-	0.900

\* prices at issue/reiteration are the closing prices at the report or reiteration date

This report has been prepared by Dom Maklerski Banku Ochrony Środowiska SA registered in Warsaw (hereinafter referred to as DM BOŚ SA) and commissioned by the Warsaw Stock Exchange SA (hereinafter referred to as WSE SA) pursuant to the agreement on the research report preparation between DM BOŚ SA and WSE SA within the framework of the Analytical Coverage Support Pilot Program described on the WSE SA website: <https://www.gpw.pl/gpwpa> (hereinafter referred to as the Agreement). DM BOŚ SA will receive a remuneration for the research report in accordance with the Agreement.

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