

493/2021/AR

Company	LT fundamental recommendation	12M EFV (PLN)	ST market-relative bias	Analyst
DataWalk	Buy	280.0	Overweight	Tomasz Rodak, CFA +48 797 487 381

Event: 2Q21 financials – in line with the preliminary data

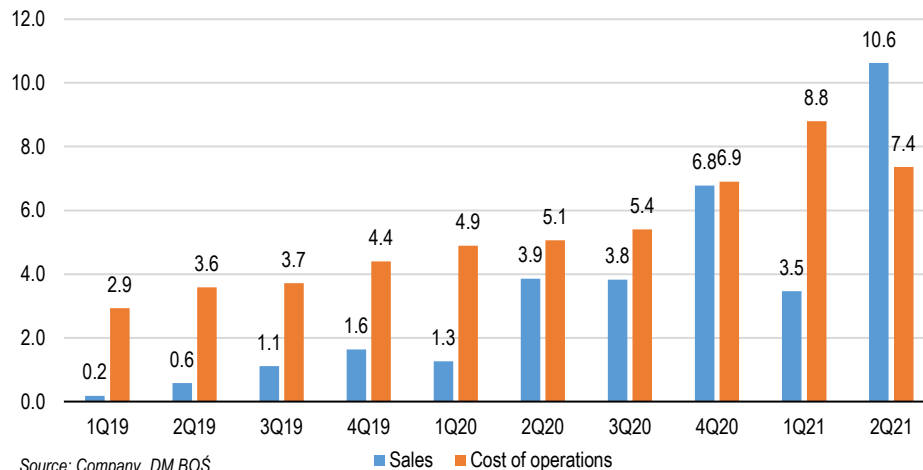
On September 30, before the market opening, DataWalk released their 2Q21 financial results that were in line with the preliminary data the Company had published earlier. 2Q21 CFO amounted to PLN -4.6 million though the net profit was positive but receivables grew by PLN 10 million qoq arriving at PLN 15.2 million at 2Q21-end.

DataWalk; 2Q21 preliminary results compared to expectations

PLN m	2Q21E		2Q21 vs expectations	2Q20	1Q21	yoy chg	qoq chg	1H21	1H20	yoy chg
	2Q21	(DM BOŚ)								
Sales	10.6	6.7	↑↑	3.9	3.5	176%	207%	14.1	5.1	175%
Cost of operations	-7.4	-9.6	↑↑	-5.1	-5.0	45%	46%	-16.2	-9.9	62%
Gross profit on sales	3.3	-2.9	↑↑	-1.2	-5.4	-371%	-161%	-2.1	-4.8	-57%
Net profit	3.7	-2.9	↑↑	-1.0	-5.0	-477%	-173%	-1.3	-4.4	-70%

Source: Company

DataWalk; quarterly revenues and cost of operations (PLN million)



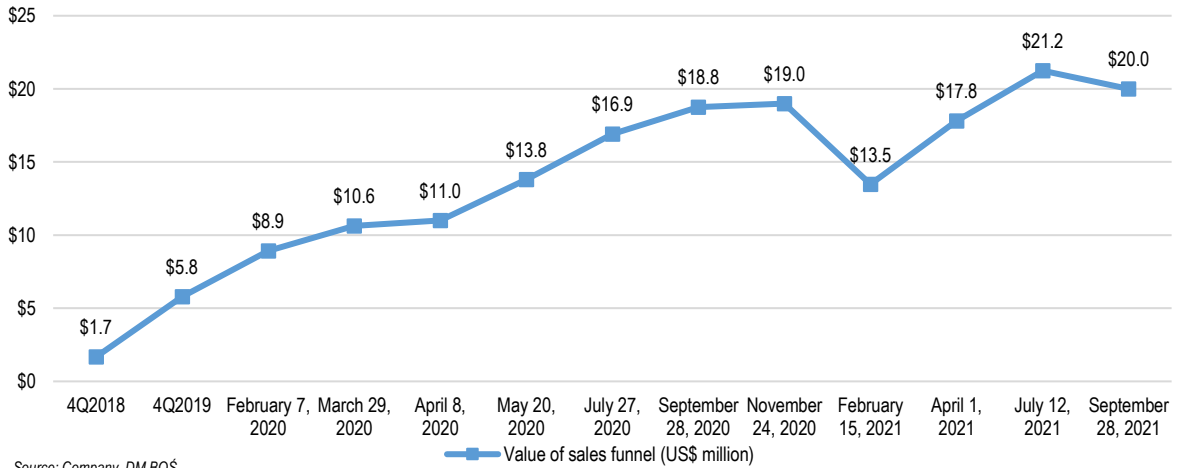
Source: Company, DM BOŚ

Below we list some remarks from the letter to the Company's shareholders:

- New sales teams, built in the end of 2020 and throughout 2021, will have a visible impact on FY22 and FY23 revenues;
- The Company confirms their pursuit of a revenues growth at 70% yoy at least;
- **The most intensive sales season approaches;**
- The Company informed also that as of September 28 the sales funnel value stood at US\$ 20 million, including US\$ 9.6/ 10.4 million on the US/ other markets. **It is worth mentioning that the sales funnel value is close to the record high level in spite of high revenues at US\$ 2.6 million reported in 2Q21 (the reported sales leaves the sales funnel).**



Value of sales funnel for potential customers qualified as sales leads



Source: Company, DM BOŚ

Expected impact: Neutral – 2Q21 results are in line with the preliminary data revealed earlier by the Company. On September 30 DataWalk holds the Investor Day.

The report is not a recommendation within the meaning of Commission Delegated Regulation (EU) 2016/958 of 9 March 2016 supplementing Regulation (EU) No 596/2014 of the European Parliament and of the Council with regard to regulatory technical standards for technical arrangements for objective presentation of investment recommendations or other information recommending or suggesting an investment strategy and for disclosure of particular interests or indications of conflicts of interest.