

51/2022/GPW (140) December 2, 2022

This report is prepared for the Warsaw Stock Exchange SA within the framework of the Analytical Coverage Support Program 3.0.

## **LSI Software**

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Analyst: Tomasz Rodak, CFA

Sector: TMT – IT software & services Fundamental rating: Buy (→)
Market relative: Overweight (→)
Price: PLN 10.20
12M EFV: PLN 17.3 (↓)

Market Cap: US\$ 7 m
Bloomberg code: LSI PW
Av. daily turnover: US\$ 0.01 m
12M range: PLN 10.00-16.35

Free float: 70%

# LSI Software

## **Key points**

- In 1-3Q22 the Company's revenues rose 20% yoy to PLN 39.8 million supported by the demand rebound in the HoReCa industry and inflationary growth of costs and goods offered by LSI Software. Nevertheless, the revenues growth was accompanied by an equally dynamic growth of costs resulting from a salaries increase, PLN weakening (the distribution segment's purchases made in US\$), and chiefly from the expansion of sales teams for new business lines: restaurant robots distribution and software sales in the SaaS model.
- PUDU Robots distribution. The PUDU Roboty profile on Facebook informs that LSI-distributed robots are used in numerous restaurants (Pizza Hut, KFC, Da Grasso), hotels, fairs, entertainment centers in Poland. We assume that at the end of 2022 and 2023 LSI will rent 85 and 150 robots, respectively, which will enable the Company to generate c. PLN 1 million and PLN 3.9 million, respectively. We expect a further increase in a number of rented robots in the coming years. Besides, it is worth reminding that LSI charges a monthly fee for each rented robot, hence the revenues will recur in the following years.
- business arm that may exert an important impact on the Company's future financials. A SaaS model will be implemented in three areas: gastronomy, marketing, and hotel business. LSI believes that these new solutions will not cannibalize old products, as they are addressed at smaller clients looking for a cheap subscription model. We have not included the revenues from this business segment in our forecasts.
- **4Q22E.** We tentatively 4Q22 revenues at PLN 16.7 million (down 19% yoy) vs the base quarter's record high sales thanks to the cinema

## Guide to adjusted profits

No factors necessitating adjustments.

#### Kev data

IFRS consolidated		2021	2022E	2023E	2024E
Sales	PLN m	54.0	56.5	67.7	75.6
EBITDA	PLN m	10.1	9.4	11.6	15.0
EBIT	PLN m	5.9	4.0	5.4	8.5
Net income	PLN m	6.5	3.5	4.6	6.9
EPS	PLN	1.98	1.07	1.42	2.12
EPS yoy chg	%	169	-46	33	49
Net debt	PLN m	-9.4	-7.3	-8.5	-11.6
P/E	X	5.2	9.7	7.3	4.9
P/CE	X	5.2	9.7	7.3	4.9
EV/EBITDA	X	2.4	2.8	2.2	1.5
EV/EBIT	X	4.1	6.6	4.6	2.6
EV/CFO	X	5.4	3.1	3.2	1.9
Gross dividend yield	%	0.0	0.0	0.0	4.1
DPS	PLN	0.00	0.00	0.00	0.43
No. of shares (eop)	m	3.3	3.3	3.3	3.3

Source: Company, DM BOŚ SA estimates

## Stock performance



Upcoming events

1. 4Q22 financial results release: March 2023

contracts recognition; this year we do not expect these high sales in the cinema segment. We also assume the Company will book PLN 3.4 million from the PFR Financial Shield under other operating revenues. Ultimately, we forecast 4Q22 EBITDA at PLN 6.6 million (up 22% yoy), with NP at PLN 4.4 million (down 12% yoy).



Fig. 1. LSI Software; Changes in DM BOS SA financial forecast	Fia.	1. LSI Software:	: Changes in DM	l BOŚ SA f	inancial forecas
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IFRS consolidated		2022E			2023E			2024E	
(PLN m)	current	previous	change	current	previous	change	current	previous	change
Sales	56.5	53.4	6%	67.7	58.5	16%	75.6	62.3	21%
EBITDA	9.4	12.3	-24%	11.6	13.1	-12%	15.0	16.0	-6%
EBIT	4.0	7.0	-42%	5.4	7.2	-24%	8.5	9.7	-13%
NI	3.5	6.1	-43%	4.6	6.2	-25%	6.9	8.0	-14%
Net debt (cash)	-7.3	-13.5	-46%	-8.5	-15.2	-44%	-11.6	-19.1	-39%

Źródło: Szacunki DM BOŚ SA

- **Risk to financial forecasts.** Moderate/ high. The Company's further growth depends on the HoReCa industry and cinema business which are relatively vulnerable to the economic slowdown.
- Forecast changes. 3Q22 sales were higher than our expectations and in the years to come we expect stronger growth dynamics due to inflationary factors. In consequence, we raise our revenue forecasts for 2022/2023/2024 by 6%/16%/21%. On the other hand, 2Q22 brought about higher than expected SG&A costs with slightly lower margins, thus we have adjusted our financial assumptions accordingly.
- LSI perceived as a growth company? New business lines improve the Company's growth

profile and we expect a 33%/ 49%/ 23% EPS yoy growth in 2023/ 2024/ 2025 which will make the Company's development to resemble business models of growth companies.

- Valuation. Our target 12M EFV drops by 14% to PLN 17.3 per share (from PLN 20.0 per share) because of lower ST financial forecasts (due to intensive investments in development).
- **Recommended action.** We continue to be positive towards LSI Software and keep our recommendations: LT fundamental Buy and ST relative Neutral, intact. The Company continues intensive investments in new business lines development which burden its financial results. We expect a gradual improvement of financials in 2023.

## **Catalysts**

- 1. Attractive current valuation
- 2. High revenue dynamics expected in the upcoming years
- 3. Export expansion on the global cinema market
- 4. Strong balance sheet structure
- 5. Potential acquisition target given an undemanding valuation
- 6. New business lines not fully included in forecasts

## **Risk factors**

- 1. Potential unsuccessful expansion abroad in the cinema sector
- 2. Strongly dependent on cooperation with Posiflex (large portion of the Group's profits comes from distribution of Posiflex devices)
- 3. Weak demand for new products
- 4. Salary pressures in the IT industry

#### BASIC DEFINITIONS

A/R turnover (in days) = 365/(sales/average A/R))

Inventory turnover (in days) = 365/(COGS/average inventory))

A/P turnover (in days) = 365/(COGS/average A/P))

Current ratio = ((current assets - ST deferred assets)/current liabilities)

Quick ratio = ((current assets - ST deferred assets - inventory)/current liabilities)

Interest coverage = (pre-tax profit before extraordinary items + interest payable/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 = (net income + interest payable)/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

#### Banks

Net Interest Margin (NIM) = net interest income/average assets

Non interest income = fees&commissions + result on financial operations (trading gains) + FX gains Interest Spread = (interest income/average interest earning assets)/ (interest cost/average interest bearing liabilities)

Cost/Income = (general costs + depreciation)/ (profit on banking activity + other net operating income) ROE = net profit/average equity

ROA = net income/average assets

Non performing loans (NPL) = loans in 'basket 3' category

NPL coverrage ratio = loan loss provisions/NPL

Net provision charge = provisions created - provisions released

DM BOŚ S.A. generally values the covered banks via two methods: comparative method and fundamental target fair P/E and target fair P/BV multiples method. 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 fundamental target fair P/E and target fair P/BV multiples method is its independence of 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. Assumptions used in valuation can change, influencing thereby the level of the valuation. Among the most important assumptions are: GDP growth, forecasted level of inflation, changes in interest rates and currency prices, employment level and change in wages, demand on the analysed company products, raw material prices, competition, standing of the main customers and suppliers, legislation changes, etc. Changes in the environment of the analysed company are monitored by analysts involved in the preparation of the recommendation, estimated, incorporated in valuation and published in the recommendation whenever needed.

#### **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 BOS's current recommendations

	Buy	Hold	Sell	Suspended	Under revision	Not rated
Numbers	39	32	7	8	0	2
Percentage	44%	36%	8%	9%	0%	2%

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

					-	
	Overweight	Neutral	Underweight	Suspended	Under revision	Not rated
Numbers	38	30	10	8	0	2
Percentage	43%	34%	11%	9%	0%	2%

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	Not rated
Numbers	7	6	0	1	0	2
Percentage	44%	38%	0%	6%	0%	13%

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

	Overweight	Neutral	Underweight	Suspended	Under revision	Not rated
Numbers	7	4	2	1	0	2
Percentage	44%	25%	13%	6%	0%	13%

	Recommendati	on	Report date	Reiteration date	Distribution date	Expiry date	Performance	performance	Price at issue/ reiteration*	(12 months)
SI Software								performance	reiteration	(12 months)
omasz Rodak	Buy	_	16.05.2016	-	17.05.2016	11.04.2017	74%	39%	7.00	12.80
omasz Rodak	,	$\rightarrow$		27.06.2016	28.06.2016	-		-	8.05	12.80
	_		-			-	-	-		
omasz Rodak	-	$\rightarrow$	-	24.07.2016	25.07.2016	-	-	-	9.40	12.80
omasz Rodak	-	$\rightarrow$	-	31.08.2016	01.09.2016	-	-	-	8.27	12.80
omasz Rodak	-	$\rightarrow$	-	12.10.2016	13.10.2016	-	-	-	8.60	12.80
omasz Rodak	_	$\rightarrow$	_	25.10.2016	26.10.2016	_	_	_	8.20	12.80
omasz Rodak	_	$\rightarrow$	_	02.11.2016	03.11.2016	_	_	_	9.00	12.80
omasz Rodak	-	$\rightarrow$	-	04.12.2016	05.12.2016	-	-	-	9.34	12.80
omasz Rodak	-	$\rightarrow$	-	12.01.2017	13.01.2017	-	-	-	9.87	12.80
omasz Rodak	-	$\rightarrow$	-	08.02.2017	09.02.2017	-	-	-	11.20	12.80
omasz Rodak	_	$\rightarrow$	_	07.03.2017	08.03.2017	_	_	_	10.22	12.80
omasz Rodak				27.03.2017	28.03.2017			_	10.45	14.10
	-	$\rightarrow$	-			-	- 440/			
omasz Rodak	Buy	$\rightarrow$	11.04.2017	-	12.04.2017	12.03.2018	14%	7%	12.16	14.10
omasz Rodak	-	$\rightarrow$	-	30.05.2017	31.05.2017	-	-	-	12.50	14.10
omasz Rodak	_	$\rightarrow$	_	12.07.2017	13.07.2017	_	_	_	12.35	14.10
omasz Rodak		$\rightarrow$		03.09.2017	04.09.2017				11.75	14.10
omasz Rodak	-	$\rightarrow$	-	15.10.2017	16.10.2017	-	-	-	12.24	14.10
omasz Rodak	-	$\rightarrow$	-	15.11.2017	16.11.2017	-	-	-	12.40	14.10
omasz Rodak	-	$\rightarrow$	-	21.11.2017	22.11.2017	-	-	_	12.30	15.80
omasz Rodak	_	$\rightarrow$	_	10.12.2017	11.12.2017	_	_	_	12.02	15.80
	-		-			-	-	-		
omasz Rodak	-	$\rightarrow$	-	10.01.2018	11.01.2018	-	-	-	14.90	15.80
omasz Rodak	-	$\rightarrow$	-	13.02.2018	14.02.2018	-	-	-	13.30	15.80
omasz Rodak	-	$\rightarrow$	-	05.03.2018	06.03.2018	-	-	-	13.00	17.50
omasz Rodak	Buy	$\rightarrow$	12.03.2018	-	13.03.2018	26.02.2019	-17%	-15%	13.85	17.50
	Juj		.2.00.2010	16.04.0040		20.02.2013	17 /0	-1070		
omasz Rodak	-	$\rightarrow$	-	16.04.2018	17.04.2018	-	-	-	12.95	17.50
omasz Rodak	-	$\rightarrow$	-	29.05.2018	30.05.2018	-	-	-	13.00	17.50
omasz Rodak	-	$\rightarrow$	-	16.07.2018	17.07.2018	-	-	-	11.65	17.50
omasz Rodak	-	$\rightarrow$	-	02.08.2018	03.08.2018	_	-	_	11.20	17.50
omasz Rodak	-	$\rightarrow$	-	30.08.2018	31.08.2018	-	-	-	11.95	17.50
omasz Rodak	-	$\rightarrow$	-	11.10.2018	12.10.2018	-	-	-	12.25	17.50
omasz Rodak	-	$\rightarrow$	-	23.10.2018	24.10.2018	-	-	-	12.85	17.50
omasz Rodak		$\rightarrow$	_	14.11.2018	15.11.2018	_	_	_	12.60	17.50
omasz Rodak	-	$\rightarrow$	-	09.12.2018	10.12.2018	-	-	-	12.45	17.00
omasz Rodak	-	$\rightarrow$	-	10.01.2019	11.01.2019	-	-	-	11.35	17.00
omasz Rodak	-	$\rightarrow$	-	04.02.2019	05.02.2019	-	-	-	12.20	17.00
omasz Rodak	Buy	$\rightarrow$	26.02.2019	_	27.02.2019	04.02.2020	99%	109%	11.45	17.00
	Duy		20.02.2010	00 00 0040		04.02.2020	0070	10070		
omasz Rodak	-	$\rightarrow$	-	26.03.2019	27.03.2019	-	-	-	11.30	17.00
omasz Rodak	-	$\rightarrow$	-	22.04.2019	23.04.2019	-	-	-	10.90	17.00
omasz Rodak	-	$\rightarrow$	-	24.04.2019	25.04.2019	-	-	-	10.70	17.00
omasz Rodak	_	$\rightarrow$	_	30.05.2019	31.05.2019	_	_	_	10.50	17.00
omasz Rodak		$\rightarrow$		17.07.2019	18.07.2019				12.85	17.00
	-		-			-	-	-		
omasz Rodak	-	$\rightarrow$	-	21.07.2019	22.07.2019	-	-	-	12.20	16.50
omasz Rodak	-	$\rightarrow$	-	30.07.2019	31.07.2019	-	-	-	11.80	16.50
omasz Rodak	_	$\rightarrow$	_	01.09.2019	02.09.2019	_	_	_	12.25	16.50
omasz Rodak				13.10.2019	14.10.2019				13.20	16.50
	-	$\rightarrow$	-			-	-	-		
omasz Rodak	-	$\rightarrow$	-	24.10.2019	25.10.2019	-	-	-	14.45	16.50
omasz Rodak	-	$\rightarrow$	-	17.11.2019	18.11.2019	-	-	-	14.30	23.50
omasz Rodak	-	$\rightarrow$	-	08.12.2019	09.12.2019	-	_	_	15.95	23.80
omasz Rodak		$\rightarrow$		09.01.2020					20.70	23.80
	-			09.01.2020	10.01.2020	-	-	-		
omasz Rodak	Buy	$\rightarrow$	04.02.2020	-	05.02.2020	05.01.2021	-38%	-38%	22.30	23.80
omasz Rodak	-	$\rightarrow$	-	06.02.2020	07.02.2020	-	-	-	22.30	23.80
omasz Rodak	_	$\rightarrow$	_	03.03.2020	04.03.2020	_	_	_	21.60	23.80
omasz Rodak	_	$\rightarrow$	_	30.03.2020	31.03.2020	_	_	_	15.00	23.80
omasz Rodak	-	$\rightarrow$	-	22.04.2020	23.04.2020	-	-	-	14.80	23.80
omasz Rodak	-	$\rightarrow$	-	19.05.2020	20.05.2020	-	-	-	16.25	23.80
omasz Rodak	-	$\rightarrow$	-	15.06.2020	16.06.2020	-	-	-	14.00	23.80
omasz Rodak	-	$\rightarrow$	_	13.07.2020	14.07.2020	-	_	-	14.40	23.80
omasz Rodak	-	$\rightarrow$	-	01.09.2020	02.09.2020	-	-	-	15.80	23.80
omasz Rodak	-	$\rightarrow$	-	08.10.2020	09.10.2020	-	-	-	13.80	23.80
omasz Rodak	-	$\rightarrow$	-	08.11.2020	09.11.2020	-	-	-	12.00	23.80
omasz Rodak	-	$\rightarrow$	-	06.12.2020	07.12.2020	-	-	-	12.80	22.20
omasz Rodak	Buy		05.01.2021		05.01.2021	06.09.2021	26%	1%	13.40	22.20
	Duy	$\rightarrow$	UU.U 1.ZUZ I	00.04.0004		00.03.2021	2070	1 70		
omasz Rodak	-	$\rightarrow$	-	28.01.2021	29.01.2021	-	-	-	13.90	22.20
omasz Rodak	-	$\rightarrow$	-	28.02.2021	01.03.2021	-	-	-	16.15	22.20
omasz Rodak	-	$\rightarrow$	-	16.04.2021	16.04.2021	-	-	-	15.95	22.20
omasz Rodak	-	$\rightarrow$	-	26.05.2021	27.05.2021	_	-	_	14.00	21.50
omasz Rodak	-	$\rightarrow$	-	30.05.2021	31.05.2021	-	-	-	14.25	21.50
omasz Rodak	-	$\rightarrow$	-	09.07.2021	09.07.2021	-	-	-	16.80	21.50
masz Rodak	-	$\rightarrow$	-	31.08.2021	31.08.2021	-	-	-	16.80	21.50
masz Rodak	Buy	$\rightarrow$	06.09.2021	-	07.09.2021	16.08.2022	-17%	7%	16.85	23.10
masz Rodak	,		30.00.2021			. 0.00.2022	1770	1 /0		
	-	$\rightarrow$	-	07.10.2021	07.10.2021	-	-	-	16.55	23.10
masz Rodak	-	$\rightarrow$	-	04.11.2021	04.11.2021	-	-	-	15.00	23.10
masz Rodak	-	$\rightarrow$	-	05.12.2021	06.12.2021	-	-	-	14.10	22.00
masz Rodak	-	$\rightarrow$	-	16.01.2022	17.01.2022	_	-	_	13.35	22.00
			_			,	_	,		
masz Rodak	-	$\rightarrow$	-	07.02.2022	07.02.2022	-	-	-	14.25	22.00
masz Rodak	-	$\rightarrow$	-	28.02.2022	28.02.2022	-	-	-	14.75	22.00
masz Rodak	-	$\rightarrow$	-	14.04.2022	14.04.2022	-	-	-	14.95	22.00
omasz Rodak	_	$\stackrel{'}{\rightarrow}$		26.05.2022	26.05.2022		_	_	14.25	22.00
	-		-			-	-	-		
omasz Rodak	-	$\rightarrow$	-	15.07.2022	15.07.2022	-	-	-	12.60	22.00
	Buy	$\rightarrow$	16.08.2022	-	16.08.2022	Not later than	-27%	-27%	14.00	22.00
omasz Rodak	•					16.08.2023				
masz Rodak				30.08.2022	31.08.2022	-	_	_	13.05	20.00
	-	$\rightarrow$	-							
masz Rodak	-		-				_	-		
masz Rodak masz Rodak	-	$\rightarrow$	-	02.09.2022	02.09.2022	-	-	-	12.90	20.00
masz Rodak	- - -		- - -			-	-	-		

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

Market-relative recomme	ndation tracker							
Analyst	Relative Recommendation	n	Report date	Reiteration date	Distribution date	Expiry date	Price at issue/ reiteration*	Relative performance
LSI Software	Ticocimiciaado						Tottoration	performance
Tomasz Rodak	Overweight	-	16.05.2016	-	17.05.2016	11.04.2017	7.00	39%
Tomasz Rodak	-	$\rightarrow$	-	27.06.2016	28.06.2016	-	8.05	-
Tomasz Rodak	-	$\rightarrow$	-	24.07.2016	25.07.2016	-	9.40	-
Tomasz Rodak	-	$\rightarrow$	-	31.08.2016	01.09.2016	-	8.27	-
Tomasz Rodak	-	$\rightarrow$	-	12.10.2016	13.10.2016	-	8.60	-
Tomasz Rodak	-	$\rightarrow$	-	25.10.2016	26.10.2016	-	8.20	-
Tomasz Rodak	-	<b>→</b>	-	02.11.2016	03.11.2016	-	9.00 9.34	-
Tomasz Rodak Tomasz Rodak	-	$\rightarrow$ $\rightarrow$	-	04.12.2016 12.01.2017	05.12.2016 13.01.2017	-	9.34 9.87	-
Tomasz Rodak		$\rightarrow$		08.02.2017	09.02.2017		11.20	
Tomasz Rodak	-	$\rightarrow$	-	07.03.2017	08.03.2017	-	10.22	-
Tomasz Rodak	-	$\stackrel{'}{\rightarrow}$	-	27.03.2017	28.03.2017	_	10.45	_
Tomasz Rodak	Overweight	$\rightarrow$	11.04.2017	-	12.04.2017	12.03.2018	12.16	7%
Tomasz Rodak	-	$\rightarrow$	-	30.05.2017	31.05.2017	-	12.50	-
Tomasz Rodak	-	$\rightarrow$	-	12.07.2017	13.07.2017	-	12.35	-
Tomasz Rodak	-	$\rightarrow$	-	03.09.2017	04.09.2017	-	11.75	-
Tomasz Rodak	-	$\rightarrow$	-	15.10.2017	16.10.2017	-	12.24	-
Tomasz Rodak	-	$\rightarrow$	-	15.11.2017	16.11.2017	-	12.40	-
Tomasz Rodak	-	$\rightarrow$	-	21.11.2017	22.11.2017	-	12.30	-
Tomasz Rodak	-	$\rightarrow$	-	10.12.2017	11.12.2017	-	12.02	-
Tomasz Rodak	-	$\rightarrow$	-	10.01.2018	11.01.2018	-	14.90	-
Tomasz Rodak	-	$\rightarrow$	-	13.02.2018	14.02.2018	-	13.30	-
Tomasz Rodak	-	$\rightarrow$	-	05.03.2018	06.03.2018	-	13.00	-
Tomasz Rodak	Overweight	$\rightarrow$	12.03.2018	-	13.03.2018	26.02.2019	13.85	-10%
Tomasz Rodak	-	$\rightarrow$	-	16.04.2018	17.04.2018	-	12.95	-
Tomasz Rodak	-	$\rightarrow$	-	29.05.2018	30.05.2018	-	13.00	-
Tomasz Rodak Tomasz Rodak	-	$\rightarrow$ $\rightarrow$	-	16.07.2018 02.08.2018	17.07.2018 03.08.2018	-	11.65	-
Tomasz Rodak	-	$\rightarrow$ $\rightarrow$	-	30.08.2018	31.08.2018	<del>-</del>	11.20 11.95	-
Tomasz Rodak		$\rightarrow$		11.10.2018	12.10.2018		12.25	
Tomasz Rodak	-	$\stackrel{'}{\rightarrow}$	-	23.10.2018	24.10.2018	-	12.85	-
Tomasz Rodak	-	$\rightarrow$	-	14.11.2018	15.11.2018	-	12.60	-
Tomasz Rodak	-	$\rightarrow$	-	09.12.2018	10.12.2018	-	12.45	-
Tomasz Rodak	-	$\rightarrow$	-	10.01.2019	11.01.2019	-	11.35	-
Tomasz Rodak	-	$\rightarrow$	-	04.02.2019	05.02.2019	-	12.20	-
Tomasz Rodak	Overweight	$\rightarrow$	26.02.2019	-	27.02.2019	04.02.2020	11.45	109%
Tomasz Rodak	-	$\rightarrow$	-	26.03.2019	27.03.2019	-	11.30	-
Tomasz Rodak	-	$\rightarrow$	-	22.04.2019	23.04.2019	-	10.90	-
Tomasz Rodak	-	$\rightarrow$	-	24.04.2019	25.04.2019	-	10.70	-
Tomasz Rodak	-	$\rightarrow$	-	30.05.2019	31.05.2019	-	10.50	-
Tomasz Rodak	-	$\rightarrow$	-	17.07.2019	18.07.2019	-	12.85	-
Tomasz Rodak	-	$\rightarrow$	-	21.07.2019	22.07.2019	-	12.20	-
Tomasz Rodak	-	$\rightarrow$	-	30.07.2019	31.07.2019	-	11.80	-
Tomasz Rodak	-	$\rightarrow$	-	01.09.2019	02.09.2019	-	12.25	-
Tomasz Rodak Tomasz Rodak	-	$\rightarrow$ $\rightarrow$	-	13.10.2019 24.10.2019	14.10.2019 25.10.2019	-	13.20 14.45	-
Tomasz Rodak		$\rightarrow$		17.11.2019	18.11.2019		14.30	
Tomasz Rodak	-	$\stackrel{'}{\rightarrow}$	_	08.12.2019	09.12.2019	-	15.95	_
Tomasz Rodak	-	$\rightarrow$	-	09.01.2020	10.01.2020	-	20.70	-
Tomasz Rodak	Overweight	$\rightarrow$	04.02.2020	-	05.02.2020	30.03.2020	22.30	-5%
Tomasz Rodak	-	$\rightarrow$	-	06.02.2020	07.02.2020	-	22.30	-
Tomasz Rodak	-	$\rightarrow$	-	03.03.2020	04.03.2020	-	21.60	-
Tomasz Rodak	Neutral	$\downarrow$	30.03.2020	-	31.03.2020	28.02.2021	15.00	-23%
Tomasz Rodak	-	$\rightarrow$	-	22.04.2020	23.04.2020	-	14.80	-
Tomasz Rodak	-	$\rightarrow$	-	19.05.2020	20.05.2020	-	16.25	-
Tomasz Rodak	-	$\rightarrow$	-	15.06.2020	16.06.2020	-	14.00	-
Tomasz Rodak	-	$\rightarrow$	-	13.07.2020	14.07.2020	-	14.40	-
Tomasz Rodak	-	$\rightarrow$	-	01.09.2020	02.09.2020	-	15.80	-
Tomasz Rodak	-	$\rightarrow$	=	08.10.2020	09.10.2020	-	13.80	-
Tomasz Rodak	-	$\rightarrow$	-	08.11.2020	09.11.2020	-	12.00	-
Tomasz Rodak	-	$\rightarrow$	-	06.12.2020	07.12.2020	-	12.80 13.40	-
Tomasz Rodak Tomasz Rodak	-	$\rightarrow$ $\rightarrow$	-	05.01.2021 28.01.2021	05.01.2021	-	13.40	-
Tomasz Rodak	- Neutral	$\rightarrow$ $\rightarrow$	28.02.2021	28.01.2021	29.01.2021 01.03.2021	26.05.2021	13.90 16.15	-23%
Tomasz Rodak	-	$\rightarrow$		16.04.2021	16.04.2021		15.95	-2070
Tomasz Rodak	Overweight	$\uparrow$	26.05.2021		27.05.2021	06.09.2021	14.00	7%
Tomasz Rodak		$\rightarrow$	-	30.05.2021	31.05.2021	-	14.25	
Tomasz Rodak	-	$\rightarrow$	-	09.07.2021	09.07.2021	-	16.80	-
Tomasz Rodak	-	$\rightarrow$	-	31.08.2021	31.08.2021	-	16.80	-
Tomasz Rodak	Overweight	$\rightarrow$	06.09.2021	-	07.09.2021	16.08.2022	16.85	7%
Tomasz Rodak	•	$\rightarrow$	-	07.10.2021	07.10.2021	-	16.55	-
Tomasz Rodak	-	$\rightarrow$	-	04.11.2021	04.11.2021	-	15.00	-
Tomasz Rodak	-	$\rightarrow$	-	05.12.2021	06.12.2021	-	14.10	-
Tomasz Rodak	-	$\rightarrow$	-	16.01.2022	17.01.2022	-	13.35	-
Tomasz Rodak	-	$\rightarrow$	-	07.02.2022	07.02.2022	-	14.25	-
Tomasz Rodak	-	$\rightarrow$	-	28.02.2022	28.02.2022	-	14.75	-
Tomasz Rodak	-	$\rightarrow$	-	14.04.2022	14.04.2022	-	14.95	-
Tomasz Rodak	-	$\rightarrow$	-	26.05.2022	26.05.2022	-	14.25	-
Tomasz Rodak	- Over:	$\rightarrow$	16.00.0000	15.07.2022	15.07.2022	Not later than 10 00 0000	12.60	070/
Tomasz Rodak	Overweight	$\rightarrow$	16.08.2022	20.00.0000		Not later than 16.08.2023	14.00	-27%
Tomasz Rodak Tomasz Rodak	-	$\rightarrow$	-	30.08.2022 02.09.2022	31.08.2022 02.09.2022	-	13.05 12.90	-
Tomasz Rodak	-	$\rightarrow$ $\rightarrow$	=	07.10.2022	07.10.2022	- -	12.90	-
Tomasz Rodak	-	$\rightarrow$	-	28.10.2022	28.10.2022	-	10.40	-
Tomasz Rodak	-	$\rightarrow$	-	02.12.2022	02.12.2022	-	10.40	-
				VL.12.4V44	VL. 12.2022		10.20	

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

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## Stockbrokers

Piotr Kalbarczyk tel.: +48 (22) 504 32 43 p.kalbarczyk@bossa.pl

## Research

Sobiesław Pająk, CFA (Equity strategy, TMT)

Sylwia Jaśkiewicz, CFA (Construction materials, Consumer staples & discretionary, Health care & biotechnology)

**Tomasz Rodak, CFA** (Consumer discretionary, Video games)

Łukasz Prokopiuk, CFA (Chemicals, Mining, Mining – machinery, Oil & gas)

Michał Sobolewski, CFA, FRM (Financials)

Jakub Viscardi

(Telco, Consumer staples & discretionary, IT – hardware distribution, Utilities)

Maciej Wewiórski

(Residential construction, Construction, Real estate)

Mikołaj Stępień Junior Analyst

> Michał Zamel Associate

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Dom Maklerski Banku Ochrony Środowiska Spółka Akcyjna ul. Marszałkowska 78/80 00-517 Warszawa www.bossa.pl Information: (+48) 0 801 104 104