

23/2024/GPW (64) August 6, 2024

This report is prepared for the Warsaw Stock Exchange SA within the framework of the Analytical Coverage Support Program 4.0.

Grodno

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Analyst: Maciej Wewiórski

Sector: Construction materials

Fundamental rating: Buy (↑)

Market relative: Neutral (→)

Price: PLN 10.40

12M EFV: PLN 12.4 (↑)

Market Cap: US\$ 41 m

Bloomberg code: GRN PW

Av. daily turnover: US\$ 0.02 m

12M range: PLN 9.50-11.92

Free float: 34.2%

Grodno

Investment case & recommended action

The Company's weaker than expected 4Q23/24 financial results turned to be a major disappointment for us. The Company's margins suffered from high volatility of products prices, falling prices of photovoltaic modules, demand disruptions and strong cost pressures.

Last year was demanding for Grodno, however we see numerous positive catalysts likely to help the Company increase revenues and improve margins. What's more, these factors may be supportive for the Company's share market price already in the near future.

Among the key factors we list: (i) inflow of funds from the National Recovery and Resilience Plan, (ii) launch of the *Mój Prąd 6.0* program, (iii) reception of overdue payments from the *Czyste Powietrze* program and last, but not least (iv) support for investments in the Renewable Energy Sources from the government and parliamentary majority. At the moment Grodno is happy with the halt of strong declines of the photovoltaic modules prices which we believe should translate into an improvement of the Company's financial results. We expect Grodno's 1Q24/25 financial results to improve qoq, but not yoy.

Given the reasoning above we change our long-term approach to the Company's equities from neutral to positive as we believe the current challenging situation on the electrotechnical market is temporary while the related to this condition low visibility of the Company's results should support in our view the investors with a mid- or long-term investment horizon and allow them to accumulate the Company's shares benefiting from the current undemanding market prices.

We believe all the potential negative news has been already discounted by the market and we upgrade LT fundamental recommendation from Hold to Buy.

Guide to adjusted profits

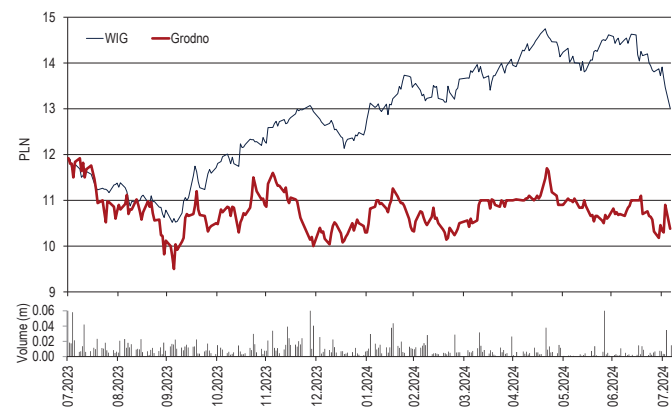
No factors necessitating adjustments.

Key data

IFRS consolidated		2023/24	2024/25E	2025/26E	2026/27E
Sales	PLN m	1,186.1	1,202.6	1,238.7	1,275.8
EBITDA	PLN m	27.0	37.0	47.8	48.9
EBIT	PLN m	16.9	26.5	37.2	38.3
Net income	PLN m	6.2	16.0	26.7	28.2
EPS	PLN	0.40	1.04	1.74	1.83
EPS yoy chg	%	-72.2	158.2	66.6	5.5
Net debt	PLN m	85.2	71.4	57.4	46.9
P/E	x	25.8	10.0	6.0	5.7
P/CE	x	9.8	6.0	4.3	4.1
EV/EBITDA	x	9.1	6.2	4.5	4.2
EV/EBIT	x	14.5	8.7	5.8	5.4
EV/Sales	x	0.2	0.2	0.2	0.2
Gross dividend yield	%	0.0	0.0	5.0	8.4
DPS	PLN	0.00	0.00	0.52	0.87
No. of shares (eop)	m	15.4	15.4	15.4	15.4

Source: Company, DM BOŚ SA estimates

Stock performance



Source: Bloomberg

Recent events

1. Release of the financial report for FY23/24: July 25, 2024

Upcoming events

1. Release of the financial report for 1Q24/25: August 22, 2024
2. Release of the financial report for 1H24/25: December 12, 2024

At the same time we uphold ST relative rating at Neutral given the low visibility of the Company's quarterly figures and potential disappointments stemming from it. Taking into consideration the possible catalysts likely to facilitate Grodno's results improvement along with its share market

price's appreciation we do not think the high net debt to EBITDA ratio should worry investors as it is calculated based on last year's aberrantly low EBITDA.

FY23/24 financial results review

Revenues. The Company's consolidated FY 2023/24 sales arrived at PLN 1,186.1 million (down 3% yoy) which means that Grodno was not able to beat the highest ever level generated a year earlier.

The Company informed that globally observed falling wholesale prices of photovoltaic modules stood behind a negative dynamic of FY 2023/24 sales (due to a decline of the revenues in the RES segment).

The Company's sales also suffered from a slowdown on the electrotechnical market. Though in 2023 the building and assembly production in Poland grew 5% yoy, its components showed a negative dynamic, including redevelopment work down 28% yoy. The slowdown hit the housing construction as well which was visible in a number of the dwellings delivered (down 8% yoy), the building permits issued (down 19% yoy) and a number of the dwellings started (down 6% yoy) (CSO data).

This year, from January to March, the building and assembly production in Poland dropped 11% yoy, including an almost 22% yoy fall of redevelopment work while a number of the dwellings delivered was lower by 12% yoy.

In spite of the slowdown in the electrotechnical and construction markets Grodno managed to increase sales volumes and strengthen its market position which should be considered a success.

Costs. The cost of goods sold reached PLN 979.8 million in 2023/24 (down 3% yoy), proportionally to the Group's sales decrease, with employee benefits at PLN 112.7 million (vs PLN 111.9 million a year earlier) claiming the second highest cost position.

The cost of external services grew to PLN 47.0 million (up 11% yoy), mainly due to higher

costs of transport, rents and IT services. Other costs by type reached PLN 8.1 million (up 42% yoy) which according to the Company was caused, inter alia, by higher outlays on training and promotion.

Financial costs were up by 26% yoy and arrived at PLN 9.7 million due to higher debt servicing costs.

All in all, due to the volatile market conditions and numerous cost pressures the Company's profitability fell yoy, albeit we would like to stress that Grodno managed to finish this last difficult year with positive margins and profits across the P&L statement. We also like the Company's market position strengthening thanks to the consistently implemented strategy.

4Q23/24 financial results summary

4Q23/24 financial results turned to be much worse than our expectations. We were strongly disappointed with a heavy profitability decline. The EBITDA margin reached merely 0.2% vs our forecast at 3.4%, 1.2% in 4Q22/23 and 3.7% 3Q23/24.

1Q24/25 financial results preview

We expect some improvement in 1Q24/25 given stable prices of photovoltaic modules. On August 22 Grodno will release 1Q24/25 results.

Financial forecasts

In spite of weak 4Q23/24 our forecasts do not change much, though we would like to indicate the low visibility of the Company's financial results in the future.

Valuation

Our target 12M EFV constituting a 50%–50% mix of the DCF FCFF method and peer-relative exercise, rises to PLN 12.4 per share due to (i) update of the risk free rate, (ii) lowering the equity market premium (from 6.3% previously to 5.9%), (iii) update of the peer-relative valuation and (iv) valuation horizon forward shift in time. The DCF/ peer-relative valuation yields PLN 14.0/ PLN 10.7 per share.

Catalysts

1. Warehouse space optimization
2. Rising electricity prices for end-users
3. New support programs for the RES segment investors
4. Further acquisitions of peer companies (to-date Grodno has concluded 10 takeovers)
5. Automation of warehouse storage and distribution processes
6. Successful development of e-commerce channel in B2C and B2B segments

Risk factors

1. Rising generation costs of suppliers because of raw materials prices growth and lack of possibility to transfer the prices growth onto customers
2. Pressure on wages growth
3. Sales seasonality
4. Dependence on main suppliers
5. Clients insolvency
6. Bad inventories management
7. IT system crashes
8. Impact of the majority shareholders controlling 79.3% of the votes on the GSA
9. Inability to reach strategic goals (annual growth of sales at 10% by 2024/25)
10. Withdrawal from/ limits imposed on the government support programs for the RES segment investors
11. Inability to continue further lucrative acquisitions of peer companies
12. COVID-19 pandemic (shortages of components necessary for the production or lack of goods due to broken supply chains)

Competitive advantages

1. Strong geographic diversification (one of the most extensively developed sales network among independent distributors of electrotechnical materials)
2. Exposure to the fast growing segments of the electrotechnical market (photovoltaics and heat pumps currently, earlier LED lighting)
3. Comprehensive offer including consulting services, design and construction
4. Numerous acquisitions all of which proved to be value accretive
5. A vast client base including households, SMES, local and regional government units, and industrial plants as well
6. Lack of dependence on one/few suppliers
7. Multiple points of sale (suppliers more willing to cooperate with the big partner with a well-developed logistic base)

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 = $\text{gross profit on sales}/\text{sales}$
EBITDA margin = $\text{EBITDA}/\text{sales}$
EBIT margin = EBIT/sales
Pre-tax margin = $\text{pre-tax profit}/\text{sales}$
Net margin = $\text{net profit}/\text{sales}$
ROE = $\text{net profit}/\text{average equity}$
ROA = $(\text{net income} + \text{interest payable})/\text{average assets}$
EV = $\text{market capitalization} + \text{interest bearing debt} - \text{cash and equivalents}$
EPS = $\text{net profit}/\text{no. of shares outstanding}$
CE = $\text{net profit} + \text{depreciation}$
Dividend yield (gross) = $\text{pre-tax DPS}/\text{stock market price}$
Cash sales = $\text{accrual sales corrected for the change in A/R}$
Cash operating expenses = $\text{accrual operating expenses corrected for the changes in inventories and A/P, depreciation, cash taxes and changes in the deferred taxes}$

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	Not rated
Numbers	42	25	9	5	0	4
Percentage	49%	29%	11%	6%	0%	5%

Distribution of DM BOŚ's current market relative recommended weightings

	Overweight	Neutral	Underweight	Suspended	Under revision	Not rated
Numbers	27	36	13	5	0	4
Percentage	32%	42%	15%	6%	0%	5%

Banks

Net Interest Margin (NIM) = $\text{net interest income}/\text{average assets}$
Non interest income = $\text{fees\&commissions} + \text{result on financial operations (trading gains)} + \text{FX gains}$
Interest Spread = $(\text{interest income}/\text{average interest earning assets})/(\text{interest cost}/\text{average interest bearing liabilities})$
Cost/Income = $(\text{general costs} + \text{depreciation})/(\text{profit on banking activity} + \text{other net operating income})$
ROE = $\text{net profit}/\text{average equity}$
ROA = $\text{net income}/\text{average assets}$
Non performing loans (NPL) = loans in 'basket 3' category
NPL coverage ratio = $\text{loan loss provisions}/\text{NPL}$
Net provision charge = $\text{provisions created} - \text{provisions released}$

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.

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	9	4	0	1	0	3
Percentage	53%	24%	0%	6%	0%	18%

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	Not rated
Numbers	4	8	1	1	0	3
Percentage	24%	47%	6%	6%	0%	18%

LT fundamental recommendation tracker

Analyst	Recommendation	Report date	Reiteration date	Distribution date	Expiry date	Performance	Relative performance	Price at issue/reiteration*	EFV (12 months)
Grodno									
Maciej Wewiórski	Buy	31.08.2021	-	31.08.2021	16.08.2022	4%	30%	15.34	20.60 →
Maciej Wewiórski	-	-	31.08.2021	31.08.2021	-	-	-	15.86	20.60 →
Maciej Wewiórski	-	-	07.10.2021	07.10.2021	-	-	-	15.60	20.60 →
Maciej Wewiórski	-	-	01.11.2021	02.11.2021	-	-	-	15.96	20.39 ↓
Maciej Wewiórski	-	-	04.11.2021	04.11.2021	-	-	-	16.42	20.39 →
Maciej Wewiórski	-	-	16.11.2021	17.11.2021	-	-	-	16.82	23.30 ↑
Maciej Wewiórski	-	-	05.12.2021	06.12.2021	-	-	-	16.10	23.30 →
Maciej Wewiórski	-	-	16.01.2022	17.01.2022	-	-	-	17.24	23.30 →
Maciej Wewiórski	-	-	07.02.2022	07.02.2022	-	-	-	18.10	23.30 →
Maciej Wewiórski	-	-	28.02.2022	28.02.2022	-	-	-	15.50	23.30 →
Maciej Wewiórski	-	-	14.04.2022	14.04.2022	-	-	-	19.98	23.30 →
Maciej Wewiórski	-	-	24.04.2022	25.04.2022	-	-	-	19.80	26.60 ↑
Maciej Wewiórski	-	-	26.05.2022	26.05.2022	-	-	-	17.48	26.60 →
Maciej Wewiórski	-	-	07.06.2022	08.06.2022	-	-	-	17.28	26.60 →
Maciej Wewiórski	-	-	15.07.2022	15.07.2022	-	-	-	16.14	26.60 →
Maciej Wewiórski	-	-	08.08.2022	09.08.2022	-	-	-	15.16	26.60 →
Maciej Wewiórski	Buy	16.08.2022	-	16.08.2022	09.08.2023	-25%	-40%	15.74	26.60 →
Maciej Wewiórski	-	-	02.09.2022	02.09.2022	-	-	-	15.80	26.60 →
Maciej Wewiórski	-	-	07.10.2022	07.10.2022	-	-	-	15.12	26.60 →
Maciej Wewiórski	-	-	28.10.2022	28.10.2022	-	-	-	15.34	26.60 →
Maciej Wewiórski	-	-	14.11.2022	14.11.2022	-	-	-	16.28	24.30 ↓
Maciej Wewiórski	-	-	01.12.2022	01.12.2022	-	-	-	15.72	24.30 →
Maciej Wewiórski	-	-	04.12.2022	05.12.2022	-	-	-	15.18	24.30 →
Maciej Wewiórski	-	-	22.12.2022	23.12.2022	-	-	-	12.90	17.30 ↓
Maciej Wewiórski	-	-	13.01.2023	13.01.2023	-	-	-	13.38	17.30 →
Maciej Wewiórski	-	-	03.02.2023	03.02.2023	-	-	-	13.96	17.30 →
Maciej Wewiórski	-	-	10.02.2023	10.02.2023	-	-	-	13.64	17.30 →
Maciej Wewiórski	-	-	02.03.2023	02.03.2023	-	-	-	13.22	17.30 →
Maciej Wewiórski	-	-	10.03.2023	10.03.2023	-	-	-	12.98	17.30 →
Maciej Wewiórski	-	-	13.04.2023	13.04.2023	-	-	-	14.38	17.30 →
Maciej Wewiórski	-	-	29.05.2023	29.05.2023	-	-	-	14.76	17.30 →
Maciej Wewiórski	-	-	14.07.2023	14.07.2023	-	-	-	14.88	17.30 →
Maciej Wewiórski	Hold	09.08.2023	-	09.08.2023	06.08.2024	-12%	-21%	11.82	14.90 ↓
Maciej Wewiórski	-	-	31.08.2023	31.08.2023	-	-	-	10.90	14.90 →
Maciej Wewiórski	-	-	12.10.2023	12.10.2023	-	-	-	10.70	14.90 →
Maciej Wewiórski	-	-	06.11.2023	06.11.2023	-	-	-	10.86	14.90 →
Maciej Wewiórski	-	-	04.12.2023	04.12.2023	-	-	-	11.60	14.90 →
Maciej Wewiórski	-	-	10.12.2023	11.12.2023	-	-	-	11.32	14.90 →
Maciej Wewiórski	-	-	19.12.2023	19.12.2023	-	-	-	10.98	11.80 ↓
Maciej Wewiórski	-	-	09.01.2024	09.01.2024	-	-	-	10.28	11.80 →
Maciej Wewiórski	-	-	01.02.2024	01.02.2024	-	-	-	10.48	11.80 →
Maciej Wewiórski	-	-	29.02.2024	29.02.2024	-	-	-	10.32	11.80 →
Maciej Wewiórski	-	-	04.04.2024	04.04.2024	-	-	-	10.60	11.80 →
Maciej Wewiórski	-	-	06.05.2024	06.05.2024	-	-	-	11.00	11.80 →
Maciej Wewiórski	-	-	29.05.2024	29.05.2024	-	-	-	10.90	11.80 →
Maciej Wewiórski	-	-	12.07.2024	12.07.2024	-	-	-	11.00	11.80 →
Maciej Wewiórski	Buy	06.08.2024	-	06.08.2024	Not later than 06.08.2025	-	-	10.40	12.50 ↑

* 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
Grodno								
Maciej Wewiórski	Overweight	–	31.08.2021	-	31.08.2021	16.08.2022	15.34	30%
Maciej Wewiórski	-	→	-	31.08.2021	31.08.2021	-	15.86	-
Maciej Wewiórski	-	→	-	07.10.2021	07.10.2021	-	15.60	-
Maciej Wewiórski	-	→	-	01.11.2021	02.11.2021	-	15.96	-
Maciej Wewiórski	-	→	-	04.11.2021	04.11.2021	-	16.42	-
Maciej Wewiórski	-	→	-	16.11.2021	17.11.2021	-	16.82	-
Maciej Wewiórski	-	→	-	05.12.2021	06.12.2021	-	16.10	-
Maciej Wewiórski	-	→	-	16.01.2022	17.01.2022	-	17.24	-
Maciej Wewiórski	-	→	-	07.02.2022	07.02.2022	-	18.10	-
Maciej Wewiórski	-	→	-	28.02.2022	28.02.2022	-	15.50	-
Maciej Wewiórski	-	→	-	14.04.2022	14.04.2022	-	19.98	-
Maciej Wewiórski	-	→	-	24.04.2022	25.04.2022	-	19.80	-
Maciej Wewiórski	-	→	-	26.05.2022	26.05.2022	-	17.48	-
Maciej Wewiórski	-	→	-	07.06.2022	08.06.2022	-	17.28	-
Maciej Wewiórski	-	→	-	15.07.2022	15.07.2022	-	16.14	-
Maciej Wewiórski	-	→	-	08.08.2022	09.08.2022	-	15.16	-
Maciej Wewiórski	Overweight	→	16.08.2022	-	16.08.2022	22.12.2022	15.74	-19%
Maciej Wewiórski	-	→	-	02.09.2022	02.09.2022	-	15.80	-
Maciej Wewiórski	-	→	-	07.10.2022	07.10.2022	-	15.12	-
Maciej Wewiórski	-	→	-	28.10.2022	28.10.2022	-	15.34	-
Maciej Wewiórski	-	→	-	14.11.2022	14.11.2022	-	16.28	-
Maciej Wewiórski	-	→	-	01.12.2022	01.12.2022	-	15.72	-
Maciej Wewiórski	-	→	-	04.12.2022	05.12.2022	-	15.18	-
Maciej Wewiórski	Neutral	↓	22.12.2022	-	23.12.2022	10.12.2023	12.90	-35%
Maciej Wewiórski	-	→	-	13.01.2023	13.01.2023	-	13.38	-
Maciej Wewiórski	-	→	-	03.02.2023	03.02.2023	-	13.96	-
Maciej Wewiórski	-	→	-	10.02.2023	10.02.2023	-	13.64	-
Maciej Wewiórski	-	→	-	02.03.2023	02.03.2023	-	13.22	-
Maciej Wewiórski	-	→	-	10.03.2023	10.03.2023	-	12.98	-
Maciej Wewiórski	-	→	-	13.04.2023	13.04.2023	-	14.38	-
Maciej Wewiórski	-	→	-	29.05.2023	29.05.2023	-	14.76	-
Maciej Wewiórski	-	→	-	14.07.2023	14.07.2023	-	14.88	-
Maciej Wewiórski	-	→	-	09.08.2023	09.08.2023	-	11.82	-
Maciej Wewiórski	-	→	-	31.08.2023	31.08.2023	-	10.90	-
Maciej Wewiórski	-	→	-	12.10.2023	12.10.2023	-	10.70	-
Maciej Wewiórski	-	→	-	06.11.2023	06.11.2023	-	10.86	-
Maciej Wewiórski	-	→	-	04.12.2023	04.12.2023	-	11.60	-
Maciej Wewiórski	Neutral	→	10.12.2023	-	11.12.2023	Not later than 10.12.2024	11.32	-9%
Maciej Wewiórski	-	→	-	19.12.2023	19.12.2023	-	10.98	-
Maciej Wewiórski	-	→	-	09.01.2024	09.01.2024	-	10.28	-
Maciej Wewiórski	-	→	-	01.02.2024	01.02.2024	-	10.48	-
Maciej Wewiórski	-	→	-	29.02.2024	29.02.2024	-	10.32	-
Maciej Wewiórski	-	→	-	04.04.2024	04.04.2024	-	10.60	-
Maciej Wewiórski	-	→	-	06.05.2024	06.05.2024	-	11.00	-
Maciej Wewiórski	-	→	-	29.05.2024	29.05.2024	-	10.90	-
Maciej Wewiórski	-	→	-	12.07.2024	12.07.2024	-	11.00	-
Maciej Wewiórski	-	→	-	06.08.2024	06.08.2024	-	10.40	-

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

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