

## Against the Current

Apator is experiencing growing competition and cost pressure. The weakness of/delay in orders in the Electricity segment were an additional reason for downgrading the 2019 forecasts. The meter replacement market in Poland is currently stable at PLN 1.6b per year. Introducing “smart” metering systems in the future could expand it by several dozen percent (while attracting international competitors at the same time, however). In the nearest future, we should probably expect subsequent pilot contracts instead of a breakthrough.

Going forward, dynamic growth of photovoltaics may support Apator’s subsidiary Elkomtech (generating 5-10% of the group’s EBITDA).

The Gas segment rebounded considerably on the back of the rebuilding of the company’s UK sales and should remain high in the next couple of years.

Maintaining very high margins from previous periods is proving to be a challenge for the Water & Heat segment. The competition and costs are growing. The sales of ultrasonic water meters is only picking up slowly. It does not seem they will become a key product in the coming years.

Apator is in need of modernising and automating (with labour constituting 27% of the group’s costs). CAPEX should slightly exceed PLN 70m on average in the coming years.

**We expect Apator to fight for the expansion of its business scale going forward while trying to address pressure on margins. We are slightly downgrading our forecast and target price (Hold, PLN 22.5).**

PLN mn	2017	2018	2019F	2020F	2021F
Revenues	895	828	875	894	922
EBITDA	102	133	135	138	142
EBIT	63	91	87	89	89
Net profit	43	68	67	65	65
P/E	22.0	10.7	9.3	9.5	9.4
P/BV	2.3	1.7	1.4	1.3	1.3
EV/EBITDA	9.9	7.0	6.2	6.1	6.0
EPS	1.46	2.31	2.28	2.23	2.23
DPS	1.20	1.40	1.45	1.45	1.50
FCF	-	-	46	43	45
CAPEX	-50	-52	-62	-73	-73

F - forecast by PKO BP Securities

Key data	
Market price (PLN)	21.10
Upside	7%
No. of shares (mn)	29.27
Market Cap (PLNm)	617.53
Free float	77%
Free float (PLNm)	476
Free float (USDmn)	123
EV (PLNm)	835.92
Net debt (PLNm)	137.33

Dividend	
Div yield	6.6%
Ex-div	21/12/2017

Major Shareholders	% of shares
Apator (own shares)	11.60
Aviva OFE	7.89
Mr. Mariusz Lewicki	6.66
Mr. Tadeusz Sosgornik	5.87

Previous recomm.	Date & target price	
Hold	24-07-19	25.00
Hold	18-04-19	28.50

### Price performance



	WIG20	Company
1 month	-8.0%	0.5%
3 months	-1.0%	-9.4%
6 months	-6.8%	-18.2%
12 months	-9.1%	-12.8%
Min 52 weeks PLN		20.80
Max 52 weeks PLN		26.70
Av. turnover/day PLN mn		0.12

Analyst	
Piotr Łopaciuk, CFA	
+48 22 521 48 12	
piotr.lopaciuk@pkobp.pl	

Address:	
PKO BP Securities	
ul. Puławska 15	
02-515 Warszawa	



## RISK FACTORS

- Customer concentration
- Regulatory risk and legislative risk
- Risk of workforce availability
- Risk of electronic component deliveries
- Downtrend in the prices of gas, electricity, and water meters
- Risk of developing an electricity metering technology and adapting the product offer
- Risk of impairment write-offs of development project outlays
- F/X risk

## VALUATION

Our valuation is based on the DCF model. Additionally, we have presented a comparative valuation, taking into consideration companies from the construction sector. The DCF model consists of two phases. In the first phase, for the years 2019F-2023F, we have forecast in detail all the key parameters required for the company valuation, in particular the value of revenues, capital expenditure, cost level and balance sheet items. The second phase will start after 2023F. In the second phase, we have assumed a constant free cash flow growth rate at a level of 0% per year. We have applied a WACC-based discount rate. The risk-free rate has been assumed at 3.0%. Beta has been assumed at 1.0x. We have adopted an equity risk premium at a level of 5.0%. We have discounted all free cash flows for the company as at 31 December 2019 and deducted the forecast net debt (added net cash). Additionally, we have adjusted the number of shares by recently redeemed shares and by Apator's own stake (10.6% stake of its own shares, 3.6m shares).

DCF model						
PLN mn	2019F	2020F	2021F	2022F	2023F	2023F<
EBIT	87,3	89,1	89,3	88,6	87,6	87,6
Tax rate	19%	19%	19%	19%	19%	19%
<b>NOPLAT</b>	<b>70,7</b>	<b>72,2</b>	<b>72,4</b>	<b>71,8</b>	<b>71,0</b>	<b>71,0</b>
CAPEX	-62,0	-73,0	-73,0	-73,0	-73,0	-72,2
Depreciation	-14,5	49,0	52,9	56,1	58,8	58,8
Changes in working capital	-10,0	-5,1	-7,0	-6,0	-3,3	-3,5
<b>FCF</b>	<b>46,3</b>	<b>43,1</b>	<b>45,2</b>	<b>48,8</b>	<b>53,5</b>	<b>54,1</b>
WACC	7,0%	7,0%	7,0%	7,0%	7,0%	
Discount ratio	0,00	0,93	0,87	0,82	0,76	
DFCF	0,0	40,3	39,5	39,9	40,9	
Growth in Phase II	0,0%					
DFCF Sum - Phase I	160,5					
DFCF Sum - Phase II	592,4					
Enterprise Value (EV)	753,0					
Net debt	137,3					
Non-operating assets	0,0					
<b>Fair value</b>	<b>615,6</b>					
Number of shares (million)	29,3					
Fair value per share as at 31.12.2019	21,0					
<b>Target price in 12 mths (PLN)</b>	<b>22,5</b>					
Current price	21,1					
Expected rate of return	6,8%					

Source: forecasts of PKO BP Securities



## Sensitivity

		Growth in Phase II				
		-1,0%	-0,5%	0,0%	0,5%	1,0%
WACC	6,0%	22,5	24,2	26,2	28,5	31,3
	6,5%	21,1	22,5	24,2	26,2	28,5
	7,0%	19,8	21,1	22,5	24,2	26,2
	7,5%	18,7	19,8	21,1	22,5	24,2
	8,0%	17,7	18,7	19,8	21,1	22,5

Source: PKO BP Securities

## PEER VALUATION

Peers: multiples

Company	P/E			EV/EBITDA		
	2018	2019F	2020F	2018	2019F	2020F
Alumetal	8,9	12,0	11,0	6,5	8,8	8,9
Amica	9,0	8,7	8,6	7,2	7,0	6,9
Forte	17,5	11,5	10,0	11,0	8,7	7,8
Kęty	13,0	11,1	11,1	8,7	7,9	7,9
Mangata	8,7	9,3	9,3	6,5	6,4	6,3
Famur	7,5	6,2	7,5	3,9	3,5	4,0
Sanok RC	8,0	12,8	12,0	5,2	7,8	7,0
Wielton	7,5	8,6	9,4	6,1	6,2	6,3
<b>MEDIAN</b>	<b>8,8</b>	<b>10,2</b>	<b>9,7</b>	<b>6,5</b>	<b>7,4</b>	<b>7,0</b>
Apator (PKO BP Securities)	9,1	9,3	9,5	5,7	5,6	5,5
premium/discount to PKO BP Securities forecast	4%	-9%	-3%	-12%	-24%	-20%

Source: based on Bloomberg consensus, PKO BP Securities

Apator is traded in line with other Polish industrial companies on P/E multiple and at a discount on EV/EBITDA multiple.



## Financial Forecasts

Profit and loss account	2014	2015	2016	2017	2018	2019F	2020F	2021F	2022F
Sales of products, goods and materials	725	769	869	895	828	875	894	922	946
Costs of sold products, goods and materials	508	560	649	659	569	616	634	656	676
<b>Gross profit on sales</b>	<b>217</b>	<b>208</b>	<b>220</b>	<b>236</b>	<b>259</b>	<b>259</b>	<b>260</b>	<b>266</b>	<b>270</b>
<b>EBITDA</b>	<b>131</b>	<b>111</b>	<b>109</b>	<b>102</b>	<b>133</b>	<b>135</b>	<b>138</b>	<b>142</b>	<b>145</b>
Selling costs	34	36	39	44	42	42	43	44	45
General administrative expenses	81	96	105	122	120	126	129	132	136
Other operating income	0	2	-4	-9	-7	-5	-1	-1	-1
<b>Operating profit</b>	<b>106</b>	<b>80</b>	<b>74</b>	<b>63</b>	<b>91</b>	<b>87</b>	<b>89</b>	<b>89</b>	<b>89</b>
Financial expenses net	-1	-1	-6	-5	1	-2	-5	-5	-6
<b>Pre-tax profit</b>	<b>105</b>	<b>78</b>	<b>68</b>	<b>58</b>	<b>92</b>	<b>86</b>	<b>84</b>	<b>84</b>	<b>83</b>
Income tax	21	15	7	16	23	16	16	16	16
Net profit (loss) attributable to non-controlling interest	1	3	2	1	3	3	3	3	3
<b>Net Profit (loss)</b>	<b>84</b>	<b>60</b>	<b>59</b>	<b>43</b>	<b>68</b>	<b>67</b>	<b>65</b>	<b>65</b>	<b>65</b>
Balance Sheet	2014	2015	2016	2017	2018	2019F	2020F	2021F	2022F
<b>Fixed assets</b>	<b>357</b>	<b>430</b>	<b>447</b>	<b>461</b>	<b>455</b>	<b>470</b>	<b>494</b>	<b>514</b>	<b>531</b>
Intangible assets	129	199	206	212	216	216	217	217	218
Tangible assets	170	184	185	195	195	209	233	252	269
Investments	17	7	7	8	7	7	7	7	7
Other long-term assets	41	40	49	46	38	38	38	38	38
<b>Current assets</b>	<b>338</b>	<b>364</b>	<b>399</b>	<b>379</b>	<b>384</b>	<b>366</b>	<b>375</b>	<b>387</b>	<b>398</b>
Inventories	102	127	156	126	170	160	165	171	176
Receivables	170	191	218	196	176	184	188	194	199
Cash and cash equivalents	65	44	22	50	33	18	18	18	19
Other short-term assets	2	3	3	6	5	5	5	5	5
<b>Total Assets</b>	<b>695</b>	<b>795</b>	<b>847</b>	<b>839</b>	<b>839</b>	<b>836</b>	<b>869</b>	<b>901</b>	<b>929</b>
<b>Equity capital</b>	<b>388</b>	<b>421</b>	<b>448</b>	<b>455</b>	<b>477</b>	<b>501</b>	<b>523</b>	<b>544</b>	<b>565</b>
Non-controlling interests	2	5	6	5	6	6	6	6	6
<b>Liabilities</b>	<b>308</b>	<b>374</b>	<b>398</b>	<b>384</b>	<b>363</b>	<b>335</b>	<b>346</b>	<b>357</b>	<b>364</b>
<b>Long-term liabilities</b>	<b>103</b>	<b>129</b>	<b>96</b>	<b>66</b>	<b>51</b>	<b>50</b>	<b>51</b>	<b>52</b>	<b>52</b>
Loans and borrowings	72	83	55	32	24	23	24	25	25
<b>Short-term liabilities</b>	<b>204</b>	<b>245</b>	<b>302</b>	<b>319</b>	<b>311</b>	<b>285</b>	<b>295</b>	<b>305</b>	<b>312</b>
Loans and borrowings	94	113	140	136	139	132	137	143	145
Prepayments	38	52	45	61	61	48	49	51	52
Trade liabilities and other	53	66	94	89	86	86	89	92	95
<b>Total Liabilities</b>	<b>695</b>	<b>795</b>	<b>847</b>	<b>839</b>	<b>839</b>	<b>836</b>	<b>869</b>	<b>901</b>	<b>929</b>
Cash flow statement	2014	2015	2016	2017	2018	2019F	2020F	2021F	2022F
Cash flow on operating activity	93	58	62	151	98	100	115	117	121
Cash flow on investment activity	-133	-61	-41	-64	-45	-58	-70	-72	-72
Cash flow on financial activity	81	-18	-43	-59	-67	-52	-41	-42	-46
Indicators (%)	2014	2015	2016	2017	2018	2019F	2020F	2021F	2022F
ROE	23.4%	14.9%	13.6%	9.4%	14.5%	13.7%	12.8%	12.3%	11.7%
Net Debt	101.1	151.7	172.4	117.9	130.1	137.3	143.3	148.6	150.6

Source: forecasts of PKO BP Securities

## CONTACTS

### Equity Research

Emil Łobodziński	(Investment Advisor)	(+4822) 521 89 13	emil.lobodzinski@pkobp.pl
Paweł Małmyga	(technical analysis)	(+4822) 521 65 73	pawel.malmyga@pkobp.pl
Przemysław Smoliński	( technical analysis )	(+4822) 521 79 10	przemyslaw.smolinski2@pkobp.pl
Piotr Łopaciuk	(industrials, gaming)	(+4822) 521 48 12	piotr.lopaciuk@pkobp.pl

### Strategic Individual Clients Department

Paweł Kodym	(director)	(+4822) 521 80 14	pawel.kodym@pkobp.pl
Michał Petruczeńko		(+4822) 521 79 69	michal.petruczenko@pkobp.pl
Ewa Kalinowska		(+4822) 521 79 88	ewa.kalinowska.2@pkobp.pl
Grzegorz Klepacki		(+4822) 521 78 76	grzegorz.klepacki@pkobp.pl
Joanna Makowska		(+4822) 342 99 34	joanna.makowska@pkobp.pl
Jacek Gaszewski		(+4822) 342 99 28	jacek.gaszewski@pkobp.pl
Ewald Wyszomirski		(+4822) 521 78 39	ewald.wyszomirski@pkobp.pl
Przemysław Lasota		(+4822) 580 33 14	przemyslaw.lasota@pkobp.pl
Tomasz Zabrocki		(+4822) 521 82 13	tomasz.zabrocki@pkobp.pl

## INFORMATION AND RESERVATIONS

### REGARDING THE NATURE OF RECOMMENDATION AND LIABILITY FOR ITS DRAFTING, CONTENTS AND DISTRIBUTION

This recommendation (hereinafter: "Recommendation") has been drafted by PKO BP Securities (hereinafter "PKO BP Securities"), the recommending entity (hereinafter: "Recommending Entity"), acting in conformity with the Polish Act on Trading in Financial Instruments of 29 July 2005 and the 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 the 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, solely for the purposes of the customers of PKO BP Securities and is subject to confidentiality within seven calendar days of its distribution date.

This recommendation was drafted against remuneration at the individual request of The Warsaw Stock Exchange (Giełda Papierów Wartościowych w Warszawie S.A.). The Warsaw Stock Exchange holds proprietary copyright to this recommendation.

Whenever this Recommendation mentions an "Issuer", it will be understood as a company to which the Recommendation pertains directly or indirectly. If the Recommendation pertains to more than one company, the term "Issuer" will apply to all these companies.

The perspective expressed in the Recommendation reflects the opinion of the Analyst(s) of PKO BP Securities regarding the analysed company and the financial instruments issued by it. Opinions contained in this Recommendation should not be treated as authorised or approved by the Issuer. The Recommendation has been prepared subject to due diligence and reliability, based on facts and information generally considered credible (including, in particular, financial statements and current reports of the company); nevertheless, PKO BP Securities does not guarantee their absolute precision or completeness. The basis for preparing the Recommendation comprises information on the company which was publicly available by the day of its drafting. The forecasts presented are based solely on the analysis conducted by PKO BP Securities and on a number of assumptions which may prove incorrect in the future. PKO BP Securities does not grant any assurance that the forecast presented will be proved right. PKO BP Securities is not liable for any losses incurred as a result of decisions made on the basis of information contained in this Recommendation. PKO Securities as a professional entity does not evade liability for an imprecise or incomplete product or for the losses incurred by the Customer as a result of investment decisions taken on the basis of an unreliable Recommendation. PKO Securities will bear no liability if the Recommendation has been prepared with due diligence and thoroughness. PKO Securities will not be held liable for any potential defects of the recommendation, in particular for its incompleteness or imprecision, if said defects could not be avoided or foreseen at the moment of undertaking standard actions in drafting the Recommendation. In the future, PKO BP Securities may issue other recommendations, presenting other conclusions which are consistent with those contained in this Recommendation. Such recommendations reflect various assumptions, points of view and analytical methods adopted by the analysts preparing them. PKO BP Securities hereby announces that the accuracy of earlier recommendations is no guarantee of their accuracy in the future.

PKO BP Securities hereby announces that investing money in financial instruments is connected with the risk of losing a part of or all the invested funds. PKO BP Securities notes that the price of financial instruments is influenced by many different factors which are or may be independent from the Issuer or the results of the Issuer's operations. These can include, among other things, changing economic, legal, political and fiscal conditions. A decision on purchasing any financial instruments should be made solely on the basis of the prospectus, offer or other generally available documents and materials published in accordance with the binding provisions of Polish law.

This Recommendation does not constitute an offer or an invitation to subscribe for or purchase or conclude transactions on financial instruments and is not aimed at encouraging its addressees to purchase or sell any financial instruments.

With the exception of the remuneration paid by PKO BP Securities, Analysts do not receive any other consideration from the Issuer or other third parties for drafting recommendations. Analysts drafting recommendations are remunerated on a variable basis, indirectly depending on the financial results of PKO BP Securities that may be contingent, among other things, on the results generated by PKO BP Securities with respect to brokering services offered.

PKO BP Securities hereby announces that it renders brokering services in the scope of drafting investment analyses, financial analyses and other recommendations of a general nature under a permit of the Polish Financial Supervision Authority dated 7 October 2010. At the same time, PKO BP Securities hereby announces that brokering services are rendered to customers in accordance with the binding "Rules and regulations for rendering the service of drafting investment analyses, financial analyses and publications regarding financial instruments by PKO BP Securities" (here) as well as on the basis of a written agreement on rendering the service of drafting investment analyses, financial analyses and publications regarding financial instruments by PKO BP Securities. The entity exercising supervision over PKO BP Securities within the scope of its brokering operations is the Polish Financial Supervision Authority.

#### Explanation of the specialist terminology used

min (max) 52 weeks: minimum (maximum) of the market share price during the previous 52 weeks

Capitalisation: product of the share market price and the number of shares

EV: sum of the company's capitalisation and net debt

free float (%): share of the total number of shares decreased by 5% stakes held by one shareholder and own shares held by the company in the total number of shares

Average trading/month: average trading per month calculated as total trading value over previous 12 months divided by 12

ROE: rate of return on equity

ROA: rate of return on assets

EBIT: operating profit

EBITDA: operating profit + depreciation and amortization

EPS: earnings per share  
 DPS: dividend per 1 share  
 CEPS: sum of net profit and depreciation and amortization per 1 share  
 P/E: quotient of share market price and EPS  
 P/BV: quotient of share market price and book value of one share  
 EV/EBITDA: quotient of capitalisation increased by the company's net debt and EBITDA  
 Gross sales margin: relation of gross sales profit to net sales proceeds  
 EBITDA margin: relation of the sum of operating profit and depreciation to net sales proceeds  
 EBIT margin: relation of operating profit to net sales proceeds  
 Net profitability: relation of net profit to net sales proceeds

**Valuation methods applied**

A PKO BP Securities recommendation is based on at least two out of four valuation methods: DCF (discounted cash flow model), ratio analysis method (comparing the values of basic market ratios with similar ratios of other companies representing a given sector), sum of the parts of assets method (SOTP) and discounted dividends model. A disadvantage of the DCF and the discounted dividends model is their high sensitivity to adopted assumptions, including, in particular, those pertaining to determining the residual value. Furthermore, the discounted dividends model cannot be applied to the valuation of companies without a determined dividend policy. The advantages of both these methods include their independence from current market valuations of peer companies. On the other hand, the advantage of the ratio analysis is the fact that it is based on a measurable market valuation of a given sector. Its disadvantage lies in the risk that at any given time, the market might not value peer companies correctly. The sum of the parts method (SOTP) consists in summing up the values of various assets of the company, calculated using one of the above methods.

**Recommendations applied by PKO BP Securities**

A BUY recommendation means that the recommendation author thinks that company shares have the potential for at least a 10% price growth.  
 A HOLD recommendation means that the recommendation author thinks that company shares have the potential for growth between 0 and a 10%.  
 A SELL recommendation means that the recommendation author thinks that company shares have the potential for a price decline.  
 A recommendation may be assigned an "UNDER REVIEW" rating, which means that the recommendation ceases to be binding for an unexpected reason and that PKO BP Securities is conducting investment research aimed at its update. Said investment research will result in issuing a new recommendation.  
 A recommendation may be assigned a "SUSPENDED" rating, which means that PKO BP Securities stopped conducting investment research. After investment research is recommenced, the latest issued Recommendation will become binding.

Recommendations issued by PKO BP Securities are binding for a period of 12 months from their issue, unless they are updated in the meantime. PKO BP Securities updates issue recommendations depending on the market situation and the analysts' subjective opinion. The frequency of such updates is not specified.

**Connections which could influence the objectivity of recommendations**

Entities associated with PKO BP Securities may, insofar as is legally permissible, participate or invest in financial transactions in relations with the Issuer, render services to or assist in rendering services to the Issuer or have the option to or conclude transactions on financial instruments issued by the Issuer ("financial instruments"). PKO BP Securities may, insofar as permissible under Polish law, conclude transactions on financial instruments before this instrument is presented to recipients.

PKO BP Securities has the following connections with the Issuer:

Issuer:	Reservation
Apator	-

**Explanations:**

1. During the previous 12 months, PKO BP Securities was party to agreements on offering financial instruments issued by the Issuer or connected with assessing financial instruments issued by the Issuer. During the previous 12 months, PKO BP Securities was a member of a consortium offering financial instruments issued by the Issuer.
2. PKO BP Securities purchases and sells financial instruments issued by the Issuer in its own name, in order to perform service or investment underwriting agreements.
3. PKO BP Securities has the role of market animator for the Issuer's financial instruments under the terms stipulated in the Regulations of the Warsaw Stock Exchange.
4. PKO BP Securities has the role of the Issuer's animator for the Issuer's financial instruments under the terms stipulated in the Regulations of the Warsaw Stock Exchange.
5. PKO BP Securities and PKO Bank Polski, whose organisational unit is PKO BP Securities, are parties to an agreement on drafting recommendations with the Issuer.
6. PKO BP Securities and PKO Bank Polski, whose organisational unit is PKO BP Securities, hold shares of the Issuer, which are the object of this recommendation, in a total number constituting at least 5% of share capital.

It is possible that PKO BP Securities or PKO Bank Polski or persons involved in drafting a report have a long or short position on the Issuer's shares or other instruments whose value is connected with the value of the financial instruments issued by the Issuer in an amount not lower than 0.5% of the Issuer's share capital.

Excluding the above, no other contractual relations exist between the Issuer and DM PKO BP that could influence the objectivity of this Recommendation.

**Disclosures**

The recommendation has not been disclosed to the Issuer.

**Other disclosures**

No person involved in preparing the report or any of their next of kin hold any functions on the governing bodies of the Issuer or a managerial position in the Issuer's organisation and no such person or their next of kin are party to any agreement with the Issuer concluded under the terms different from other agreements concluded between the Issuer and consumers. There are no people holding shares in the Issuer or financial instruments whose value is connected in any significant manner with the value of financial instruments issued by the Issuer among persons involved in drafting the recommendation or persons who were not involved in drafting it, but who had or could have access to it.

PKO Bank Polski, its subsidiaries, representatives or employees may occasionally conclude transactions or be interested in purchasing financial instruments of companies which are indirectly or directly connected with the analysed company.

PKO BP Securities is bound by internal regulations managing conflicts of interests; in particular, these regulations determine internal organisational solutions and limitations regarding information flow to prevent uncontrolled information flow between respective organisational entities or PKO BP Securities' employees in order to prevent and avoid conflicts of interests regarding recommendations; in particular, the Chinese wall procedure has been implemented. The internal organisational structure of PKO BP Securities ensures that respective kinds of brokering operations are executed separately.

This Recommendation has been drafted subject to due diligence to the best knowledge of the Recommending Entity; there exist no other connections between PKO BP Securities and the analyst drafting this Recommendation on one part and the Issuer on the other.

The time and date stipulated on the front page of the report are the time and date of completing the process of drafting the Recommendation.

The time and date of the first distribution of the Recommendation are identical with the time and date of delivering this Recommendation in electronic form to customers.

Whenever this Recommendation quotes a price for the financial instrument, it will be understood as the closing price from the last trading day.

The list below sets out all the recommendations drafted by PKO BP Securities in the last 12 months, within the scope of the "Analytic Coverage Support Pilot Programme".

Company	Recommendation	Date of reco.	Target price	Relevant Market Price*	Market cap. (PLN mn)	P/E			EV/EBITDA			Analyst
						2018	2019F	2020F	2018	2019F	2020F	
Asseco SEE	Buy	2019-07-19	20,50	16,8	1328,49	9,5	15,4	14,1	4,0	7,8	7,0	Małgorzata Żelazko
Apator	Hold	2019-07-22	24,30	24,3	617,5	10,7	9,3	9,5	7,0	6,2	6,10	Piotr Łopaciuk
Mabion	Buy	2019-07-26	105,00	85,5	1361,10	nm	nm	18,43	0,00	0,00	0,00	Dawid Górzyński
ZE PAK	Hold	2019-07-26	7,50	7,0	372,87	nm	3,9	4,1	5,1	0,8	0,8	Andrzej Rembelski
Asseco SEE	Hold	2019-11-19	25,00	23,8	1328,49	9,5	15,4	14,1	4,0	7,8	7,0	Małgorzata Żelazko
ZE PAK	Hold	2019-12-04	7,80	7,4	372,87	nm	3,9	4,1	5,1	0,8	0,8	Andrzej Rembelski
Apator	Hold	2019-12-05	22,5	21,10	617,5	10,7	9,3	9,5	7,0	6,2	6,10	Piotr Łopaciuk

\*at the time of publication