



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

Coverage program

Votum

2Q24 financial results expectations	.2
Recent events	.2
Upcoming events	.2
Risk factors	.3
Catalysts	.3
Competitive advantages	.3
Disclaimer	.4

Analyst: Michał Sobolewski, CFA, FRM



This report is prepared for the Warsaw Stock Exchange SA within the framework of the Analytical Coverage Support Program. 4.0. This is an excerpt from the Polish version of DM BOŚ SA's research report.

Votum

2Q24 financial results expectations

On September 2 Votum will release 2024 financial results. We expect a single-digit sales growth dynamic vs last year's higher and higher base in the segment of pursuing claims from abusive clauses in bank agreements. We expect the rehabilitation segment to maintain a positive yoy dynamic with the segment of pursuing claims for indemnity to exhibit further declines. Rising operating costs driven by the ambitious development of regional branch offices will exert a huge impact on the Company's profitability, we believe. All in all, we expect a lower operating profitability in 2Q24 than a year ago which should be offset - to some extent - by higher net financial income and slightly lower effective tax rate. Thus, we forecast 2Q24 net profit at PLN 22 million (down 4% yoy).

Single-digit revenue growth dynamic. We forecast a 9% yoy rise of revenues thanks to expected improvement of revenues of the segment of pursuing claims from abusive clauses and a positive sales dynamic in the rehabilitation segment. Votum stopped releasing monthly data which makes us adopt conservative assumptions; we expect the acquisition of clients with FX-denominated loans to maintain a slower yoy pace and a number of new cases regarding consumer loans to slightly decline qoq. At the same time, the success fee revenues are likely to grow yoy which should allow the segment to continuously improve results, albeit at a singledigit growth rate. We assume the revenues in the remaining business segments should be slightly lower yoy.

Profitability yoy decline. We assume a material yoy contraction of the EBITDA and EBIT margins stemming from the cost base rise related to a development of regional branch offices; the first stage of this process is usually the most cost-intensive, but it would allow for the progress of a project related to

27/2024/GPW (72) September 29, 2024

Analyst: Michał Sobolewski, CFA, FRM

Sector: Financials – specialty finance Fundamental rating: Hold (\rightarrow) Market relative: Neutral (\rightarrow) Price: PLN 30.80 12M EFV: PLN 49.4 (\rightarrow) 9, 2024 RM Market Cap: US\$ 95.6 m Bloomberg code: VOT PW Av. daily turnover: US\$ 0.19 m 12M range: PLN 26.50-50.10 Free float: 37%

Guide to adjusted profits

No factors necessitating adjustments.

Key data

IFRS consolidated		2023	2024E	2025E	2026E
Sales	PLN m	387.1	365.6	375.4	302.8
EBITDA	PLN m	162.2	121.1	116.8	87.3
EBIT	PLN m	158.7	117.1	112.8	82.5
Net income	PLN m	131.9	107.9	105.0	66.5
EPS	PLN	10.99	8.99	8.75	5.54
EPS yoy chg	%	45	-18	-3	-37
Net debt	PLN m	7.1	-34.5	-107.4	-164.7
Net debt + leasing	Х	12.3	-29.0	-101.7	-158.6
P/E	Х	2.8	3.4	3.5	5.6
P/CE	Х	2.7	3.3	3.4	5.2
EV/EBITDA	Х	2.3	2.8	2.2	2.3
EV/EBIT	Х	2.4	2.9	2.3	2.5
DPS	PLN	2.51	2.42	4.49	4.38
Gross dividend yield	%	8.2	7.9	14.6	14.2
Number of shares (eop)	т	12.0	12.0	12.0	12.0

Source: Company, DM BOŚ SA estimates

Stock performance



Source: Bloomberg

- Recent events
- 1. Dividend policy for 2025-26 announced: April 23
- 2. Release of consolidated 1Q23 financial report: May 27
- 3. General Shareholders Assembly: June 20

Upcoming events

- 1. Release of consolidated 1H24 financial results: September 2
- 2. Dividend day: September 18
- 3. 1st tranche of a dividend payment (DPS at PLN 1.21): October 16
- 4. Release of consolidated 3Q24 financial results: November 25
- 5. 2nd tranche of a dividend payment (DPS at PLN 1.21): December 17
- CJEU ruling regarding the C-113/23 matter on banks' claims for lending capital indexation: 2024
- CJEU ruling regarding the C-1126/23 matter on the WIBOR-based agreements: 2025

pursuing claims from abusive clauses in consumer loans (free credit sanction). We forecast the EBIT margin generated in 2Q24 at 26.7% vs 38.0% a year before which should translate into EBIT at PLN 23.9 million. We expect PLN 4.0 million of net financial income (a discount reversal). According to our estimates, the Group's 2Q24 net profit should reach PLN 22.0 million (down 4% yoy).

Risk factors 1. Rising willingness of clients to enter into agreements with banks 2. Smaller than assumed willingness of clients to choose the court path 3. Lower than expected demand for the Company's services 4. Unfavorable changes in the jurisprudence towards bank customers 5. Increasing competition 6. Clients' diministing interest in the offer of pursuing abusive claims from PL biam agreements 7. Shortage of workforce (rapid development requires an acquisition of qualified employees) 8. Change in the bank's court strategy and smaller number of appeals leading to lower revenues from KZP 9. Pressure on salaries 10. Delays of court sentences 11. Acquisitions of companies from the main shareholder and their high valuations 12. Lower payout is in pre-trial proceedings 13. Pressure on margins 14. Regulation of the compensation market (deas proposed by some political parties before the parliamentary election) 15. Draft statutory regulation of the compensation institution 16. Departure of key managenial staff 17. Potential acquisitions of the abind clients thet winning sentence 18. Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts 1. Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans 2. Favorable case law for pursuing of abusi		
 Smaller than assumed willingness of clients to choose the court path Lower than expected demand for the Company's services Unfavorable changes in the jurisprudence towards bank customers Increasing competition Clients' diminishing interest in the offer of pursuing abusive claims from PLN loan agreements Shortage of workforce (rapid development requires an acquisition of qualified employees) Change in the bank's court strategy and smaller number of appeals leading to lower revenues from KZP Pressure on salaries Delays of court sentences Lower payouts in pre-trial proceedings Pressure on margins Regulation of the compensation market (ideas proposed by some political parties before the parliamentary election) Defart statutory regulation of the compensation institution Departure of key managerial staff Potential acquisitions of new companies Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency leans Favorable case law for pursuing of abusive clauses in consumer loan agreements The continued growth of clients interest in claims against banks, reinforced by favorable case law and by recommendations of statisfied clients after the winning sentence Increasing dividend payments Further dopreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action Acceleration of court processing procedures Improving acquisition of the banking segm	Risk factors	1. Rising willingness of clients to enter into agreements with banks
 Lower than expected demain for the Company's services Unfavorable changes in the jurisprudence towards bank customers Increasing competition Citent's diminishing interest in the offer of pursuing abusive claims from PLN loan agreements Shortage of workforce (rapid development requires an acquisition of qualified employees) Change in the banks' court strategy and smaller number of appeals leading to lower revenues from KZP Pressure on salaries Delays of court sentences Acquisitions of companies from the main shareholder and their high valuations Lower payouts in pre-friat proceedings Pressure on margins Begulation of the compensation market (ideas proposed by some political parties before the parliamentary election) Draft statutory regulation of the compensation institution Departure of key managerial staff Potential acquisitions of new companies Disturbances in IT systems functioning (mafunction, cyber attacks) Catalysts Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans Favorable case law for pursuing of abusive clauses in consumer loan agreements The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of statisfied clients after the winning sentence Increasing dividend payments Further depreciation of the PLNOHF exchange rate, increasing the borrowers' tendency to take legal action Accoleration of court processing procodures Pursporing acquisition of the ban		
 4. Untervarable changes in the jurisprudence towards bank customers 5. Increasing competition 6. Citents' adminishing interest in the offer of pursuing abusive claims from PLN loan agreements 7. Shortage of workforce (rapid development requires an acquisition of qualified employees) 8. Change in the banks' court strategy and smaller number of appeals leading to lower revenues from KZP 9. Pressure on salaries 10. Delays of court sentences 11. Acquisitions of compenies from the main shareholder and their high valuations 12. Lower payouts in pre-trial proceedings 13. Pressure on margins 14. Regulation of the compensation market (ideas proposed by some political parties before the parliamentary election) 15. Draft statutory regulation of the compensation institution 16. Departure of key managerial staff 17. Potertial acquisitions of new companies 18. Disturbances in IT systems functioning (maffunction, cyber attacks) Catalysts 1. Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans 2. Favorable case law for pursuing of abusive clauses in consumer loan agreements 3. The continued growth of clents' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence 4. Increasing dividend payments 5. Further depreciation of the PANCHF exchange rate, increasing the borrowers' tendency to take legal action 6. Acceleration of court processing procedures 7. Improving acquisitions of the banking segment's clients 8. Pursuing of abusive clauses in PLN Ioan agreements and cases based on the free credit sanction proving successful 9. Clents' low interest in agreements		
 Increasing competition Clients' diminishing interest in the offer of pursuing abusive claims from PLM loan agreements Shortage of workforce (rapid development requires an acquisition of qualified employees) Change in the bank's court strategy and smaller number of appeals leading to lower revenues from KZP Pressure on salaries Delays of court sentences Lower payouts in pre-trial proceedings Pressure on margins Pressure on margins Pressure on margins Preditial acquisitions of the compensation market (deas proposed by some political parties before the parliamentary election) Derature of key managerial staff Potential acquisitions of new companies Destrute of key managerial staff Potential acquisition of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans Favorable case law for pursuing of abusive clauses in consumer loan agreements Traverable case law for pursuing of abusive clauses in consumer loan agreements Furcher depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action Acceleration of court processing procedures Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action Acceleration of out processing procedures Insorving acquisition of the banking segment's clients Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful Cients' tow interest in agreements Maintaining the leading position in the exist		
 6. Clients' diminishing interest in the offer of pursuing abusive claims from PLN loan agreements Shortage of workforce (rapid development requires an acquisition of qualified employees) Change in the banks' court strategy and smaller number of appeals leading to lower revenues from KZP Pressure on salaries Delays of court sentences		
 7. Shortage of workforce (rapid development requires an acquisition of qualified employees) 8. Change in the banks' court strategy and smaller number of appeals leading to lower revenues from KZP 9. Pressure on salaries 10. Delays of court sentences 11. Acquisitions of companies from the main shareholder and their high valuations 12. Lower payouts in pre-trial proceedings 13. Pressure on margins 14. Regulation of the compensation market (ideas proposed by some political parties before the parliamentary election) 15. Draft statutory regulation of the compensation institution 16. Departure of key managerial staff 17. Potential acquisitions of new companies 18. Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts 1. Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans 2. Favorable case law for pursuing of abusive clauses in consumer loan agreements 3. The continued growth of clients 'interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence 4. Increasing dividend payments 5. Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action 6. Acceleration of court processing procedures 7. Improving acquisition of the banking segment's clients 8. Pursuing of abusive clauses in PLN Ioan agreements and cases based on the free credit sanction proving successful 9. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders 13. L'i success		
 8. Change in the banks' court strategy and smaller number of appeals leading to lower revenues from KZP 9. Pressure on salaries 10. Delays of court sentences 11. Acquisitions of companies from the main shareholder and their high valuations 12. Lower payoits in pre-trial proceedings 13. Pressure on margins 14. Regulation of the compensation market (ideas proposed by some political parties before the parliamentary election) 15. Draft statutory regulation of the compensation institution 16. Departure of key managerial staff 17. Potential acquisitions of new companies 18. Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts 1. Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans 2. Favorable case law for pursuing of abusive clauses in consumer loan agreements 3. The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence 4. Increasing dividend payments 5. Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action 6. Acceleration of court processing procedures 7. Improving acquisitions of minority shareholders 8. Pursuing of abusive clauses in PLN Can agreements and cases based on the free credit sanction proving successful 9. Clients' low interest in agreements 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders		
 Delays of court sentences Acquisitions of companies from the main shareholder and their high valuations Lower payouts in pre-trial proceedings Pressure on margins Regulation of the compensation market (ideas proposed by some political parties before the parliamentary election) Draft statutory regulation of the compensation institution Departure of key managerial staff Potential acquisitions of new companies Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans Favorable case law for pursuing of abusive clauses in consumer loan agreements The continued growth of clients 'interest in claims against banks, relatored by favorable case law and by recommendations of statisfied clients after the winning sentence Increasing dividend payments Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action Acceleration of court processing procedures Improving acquisitions for minority shareholders Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful Cempetitive Main taining the leading position in the existing markets Faster than assumed organic growth New value-creating acquisitions for minority shareholders Automation and digitalization Good historical track record Moin value-creating acquisition for minority shareholders		
11. Acquisitions of companies from the main shareholder and their high valuations 12. Lower payouts in pre-trial proceedings 13. Pressure on margins 14. Regulation of the compensation market (ideas proposed by some political parties before the parliamentary election) 15. Draft statutory regulation of the compensation institution 16. Departure of key managerial staff 17. Potential acquisitions of new companies 18. Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts 1. Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans 2. Favorable case law for pursuing of abusive clauses in consumer loan agreements 3. The continued growth of clients 'interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence 4. Increasing dividend payments 5. Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action 6. Acceleration of cut processing procedures 7. Improving acquisitions of minority shareholders 19. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. Is success of new ventures 13. LT success of new ventures 14. Aco		9. Pressure on salaries
11. Acquisitions of companies from the main shareholder and their high valuations 12. Lower payouts in pre-trial proceedings 13. Pressure on margins 14. Regulation of the compensation market (ideas proposed by some political parties before the parliamentary election) 15. Draft statutory regulation of the compensation institution 16. Departure of key managerial staff 17. Potential acquisitions of new companies 18. Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts 1. Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans 2. Favorable case law for pursuing of abusive clauses in consumer loan agreements 3. The continued growth of clients 'interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence 4. Increasing dividend payments 5. Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action 6. Acceleration of cut processing procedures 7. Improving acquisitions of minority shareholders 19. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. Is success of new ventures 13. LT success of new ventures 14. Aco	1	 Delays of court sentences
12 Lower payouts in pre-trial proceedings 13 Pressure on margins 14 Regulation of the compensation market (ideas proposed by some political parties before the parliamentary election) 15 Draft statutory regulation of the compensation institution 16 Departure of key managerial staff 17 Potential acquisitions of new companies 18 Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts 1 Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans 2 Favorable case law for pursuing of abusive clauses in consumer loan agreements 3 The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence 4 Increasing dividend payments 5 Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action 6 Acceleration of court processing procedures 7 Improving acquisitions for minoity shareholders 10 Clients' low interest in agreements 10 Maintaining the leading position in the existing markets 11 Faster than assumed organic growth		
 Pressure on margins Pressure on margins Regulation of the compensation market (ideas proposed by some political parties before the parliamentary election) Draft statutory regulation of the compensation institution Departure of key managerial staff Potential acquisitions of new companies Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans Favorable case law for pursuing of abusive clauses in consumer loan agreements The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence Increasing dividend payments Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action Acceleration of court processing procedures Improving acquisition of the banking segment's clients Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful Clients' low interest in agreements Maintaining the leading position in the existing markets Faster than assume or organic growth New value-creating acquisitions for minority shareholders LT success of new ventures Competitive advantages Main player on the most important product markets Above-average efficiency compared to the competition coming from the scale effect Motivated and compe		
 Regulation of the compensation market (ideas proposed by some political parties before the parliamentary election) Dratt statutory regulation of the compensation institution Departure of key managerial staff Potential acquisitions of new companies Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans Favorable case law for pursuing of abusive clauses in consumer loan agreements The continued growth of clients 'interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence Increasing dividend payments Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action Acceleration of court processing procedures Improving acquisition of the banking segment's clients Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful Clients' low interest in agreements Mainianing the leading position in the existing markets Faster than assumed organic growth New value-creating acquisitions for minority shareholders L T success of new ventures Above-average efficiency compared to the competition coming from the scale effect Automation and digitalization Gone of the rapidy growing market of claims for foreign currency borrowers Operational efficiency Specialization in strictly defined product markets 		
election) 15. Draft statutory regulation of the compensation institution 16. Departure of key managerial staff 17. Potential acquisitions of new companies 18. Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts 1. Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans 2. Favorable case law for pursuing of abusive clauses in consumer loan agreements 3. The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence 4. Increasing dividend payments 5. Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action 6. Acceleration of court processing procedures 7. Improving acquisition of the banking segment's clients 8. Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful 9. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders		•
 15. Draft statutory regulation of the compensation institution Departure of key managerial staff Potential acquisitions of new companies Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans Favorable case law for pursuing of abusive clauses in consumer loan agreements The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence Increasing dividend payments Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action Acceleration of court processing procedures Improving acquisition of the banking segment's clients Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful Clients' low interest in agreements Main taining the leading position in the existing markets Faster than assumed organic growth New value-creating acquisitions for minority shareholders L's success of new ventures Competitive advantages Main player on the most important product markets Automation and digitalization Good historical track record Motivated and competent management team holding equity position in the Company A pioneer of the rapidy growing market of claims for foreign currency borrowers Operational efficiency		
 16. Departure of key managerial staff 17. Potential acquisitions of new companies 18. Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts 1. Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans 2. Favorable case law for pursuing of abusive clauses in consumer loan agreements 3. The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence 4. Increasing dividend payments 5. Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action 6. Acceleration of court processing procedures 7. Improving acquisition of the banking segment's clients 8. Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful 9. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders 13. LT success of new ventures 14. Above-average efficiency compared to the competition coming from the scale effect 3. Automation and digitalization 4. Above-average efficiency 5. Motivated and competent management team holding equity position in the Company 6. A ploneer of the rapidly growing market of claims for foreign currency borrowers 7. Operational efficiency 8. Specialization in strictly defined product markets 	1	
 Potential acquisitions of new companies Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans Favorable case law for pursuing of abusive clauses in consumer loan agreements The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence Increasing dividend payments Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action Acceleration of court processing procedures Improving acquisition of the banking segment's clients Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful Clients' low interest in agreements Maintaining the leading position in the existing markets Faster than assumed organic growth Is vaccess of new ventures Above-average efficiency compared to the competition coming from the scale effect Above-average efficiency compared to the competition coming from the scale effect Automation and digitalization God historical track record Motivated and competent management team holding equity position in the Company A ploneer of the rapidly growing market of claims for foreign currency borrowers Operational efficiency Specialization in strictly defined product markets 		
 18. Disturbances in IT systems functioning (malfunction, cyber attacks) Catalysts 1. Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans 2. Favorable case law for pursuing of abusive clauses in consumer loan agreements 3. The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence 4. Increasing dividend payments 5. Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action 6. Acceleration of court processing procedures 7. Improving acquisition of the banking segment's clients 8. Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful 9. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders 13. LT success of new ventures 14. Main player on the most important product markets 2. Above-average efficiency compared to the competition coming from the scale effect 3. Automation and digitalization 4. Good historical track record 5. Motivated and competent management team holding equity position in the Company 6. Apoineer of the rapidly growing market of claims for foreign currency borrowers 7. Operational efficiency 8. Specialization in strictly defined product markets 		
Catalysts 1. Continuation of the pro-consumer trend in the jurisprudence of courts with regard to people with foreign currency loans 2. Favorable case law for pursuing of abusive clauses in consumer loan agreements 3. The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence 4. Increasing dividend payments 5. Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action 6. Acceleration of court processing procedures 7. Improving acquisition of the banking segment's clients 8. Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful 9. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders 12. IT success of new ventures 13. LT success of new ventures 1. Main player on the most important product markets 2. Above-average efficiency compared to the competition coming from the scale effect 3. Automation and digitalization 4. Good historical track record 5. Motivated and competent management team holding equity position in the Company 6. Aponeer of the rapidly growing market of claims for foreign currency borrowers 7. Operational efficiency 8. Specialization in stricity defined product markets <td< th=""><th></th><th></th></td<>		
 currency loans Favorable case law for pursuing of abusive clauses in consumer loan agreements The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence Increasing dividend payments Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action Acceleration of court processing procedures Improving acquisition of the banking segment's clients Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful Clients' low interest in agreements Maintaining the leading position in the existing markets Faster than assumed organic growth New value-creating acquisitions for minority shareholders LT success of new ventures Above-average efficiency compared to the competition coming from the scale effect Automation and digitalization Good historical track record Motivated and competent management team holding equity position in the Company A pioneer of the rapidly growing market of claims for foreign currency borrowers Operational efficiency Specialization in strictly defined product markets 		
 currency loans Favorable case law for pursuing of abusive clauses in consumer loan agreements The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence Increasing dividend payments Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action Acceleration of court processing procedures Improving acquisition of the banking segment's clients Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful Clients' low interest in agreements Maintaining the leading position in the existing markets Faster than assumed organic growth New value-creating acquisitions for minority shareholders LT success of new ventures Above-average efficiency compared to the competition coming from the scale effect Automation and digitalization Good historical track record Motivated and competent management team holding equity position in the Company A pioneer of the rapidly growing market of claims for foreign currency borrowers Operational efficiency Specialization in strictly defined product markets 		
 Favorable case law for pursuing of abusive clauses in consumer loan agreements The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence Increasing dividend payments Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action Acceleration of court processing procedures Improving acquisition of the banking segment's clients Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful Clients' low interest in agreements Maintaining the leading position in the existing markets Faster than assumed organic growth New value-creating acquisitions for minority shareholders LT success of new ventures Main player on the most important product markets Above-average efficiency compared to the competition coming from the scale effect Automation and digitalization Good historical track record Motivated and competent management team holding equity position in the Company A pioneer of the rapidly growing market of claims for foreign currency borrowers Operational efficiency Specialization in strictly defined product markets 	Catalysts	
 3. The continued growth of clients' interest in claims against banks, reinforced by favorable case law and by recommendations of satisfied clients after the winning sentence 4. Increasing dividend payments 5. Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action 6. Acceleration of court processing procedures 7. Improving acquisition of the banking segment's clients 8. Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful 9. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders 13. LT success of new ventures 14. Above-average efficiency compared to the competition coming from the scale effect 3. Automation and digitalization 4. Good historical track record 5. Motivated and competent management team holding equity position in the Company 6. Apioneer of the rapidly growing market of claims for foreign currency borrowers 7. Operational efficiency 8. Specialization in strictly defined product markets 		•
 recommendations of satisfied clients after the winning sentence Increasing dividend payments Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action Acceleration of court processing procedures Improving acquisition of the banking segment's clients Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful Clients' low interest in agreements Maintaining the leading position in the existing markets Faster than assumed organic growth New value-creating acquisitions for minority shareholders LT success of new ventures Above-average efficiency compared to the competition coming from the scale effect Automation and digitalization Good historical track record Motivated and competent management team holding equity position in the Company A pioneer of the rapidly growing market of claims for foreign currency borrowers Operational efficiency Specialization in strictly defined product markets 		
 4. Increasing dividend payments 5. Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action 6. Acceleration of court processing procedures 7. Improving acquisition of the banking segment's clients 8. Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful 9. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders 13. LT success of new ventures 		
 5. Further depreciation of the PLNCHF exchange rate, increasing the borrowers' tendency to take legal action 6. Acceleration of court processing procedures 7. Improving acquisition of the banking segment's clients 8. Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful 9. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders 13. LT success of new ventures Competitive Main player on the most important product markets Automation and digitalization Good historical track record Motivated and competent management team holding equity position in the Company A pioneer of the rapidly growing market of claims for foreign currency borrowers Operational efficiency Specialization in strictly defined product markets 		•
action 6. Acceleration of court processing procedures 7. Improving acquisition of the banking segment's clients 8. Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful 9. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders 13. LT success of new ventures 14. Main player on the most important product markets 2. Above-average efficiency compared to the competition coming from the scale effect 3. Automation and digitalization 4. Good historical track record 5. Motivated and competent management team holding equity position in the Company 6. A pioneer of the rapidly growing market of claims for foreign currency borrowers 7. Operational efficiency 8. Specialization in strictly defined product markets		
 Acceleration of court processing procedures Improving acquisition of the banking segment's clients Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful Clients' low interest in agreements Maintaining the leading position in the existing markets Faster than assumed organic growth New value-creating acquisitions for minority shareholders LT success of new ventures Main player on the most important product markets Automation and digitalization Good historical track record Motivated and competent management team holding equity position in the Company A pioneer of the rapidly growing market of claims for foreign currency borrowers Operational efficiency Specialization in strictly defined product markets 		
 7. Improving acquisition of the banking segment's clients 8. Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful 9. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders 13. LT success of new ventures 		
 8. Pursuing of abusive clauses in PLN loan agreements and cases based on the free credit sanction proving successful 9. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders 13. LT success of new ventures Competitive advantages Main player on the most important product markets Above-average efficiency compared to the competition coming from the scale effect Automation and digitalization Good historical track record Motivated and competent management team holding equity position in the Company A pioneer of the rapidly growing market of claims for foreign currency borrowers Operational efficiency Specialization in strictly defined product markets 		
successful 9. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders 13. LT success of new ventures ••••••••••••••••••••••••••••••••••••		
 9. Clients' low interest in agreements 10. Maintaining the leading position in the existing markets 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders 13. LT success of new ventures 1. Main player on the most important product markets 2. Above-average efficiency compared to the competition coming from the scale effect 3. Automation and digitalization 4. Good historical track record 5. Motivated and competent management team holding equity position in the Company 6. A pioneer of the rapidly growing market of claims for foreign currency borrowers 7. Operational efficiency 8. Specialization in strictly defined product markets 		
 Maintaining the leading position in the existing markets Faster than assumed organic growth New value-creating acquisitions for minority shareholders LT success of new ventures Main player on the most important product markets Above-average efficiency compared to the competition coming from the scale effect Automation and digitalization Good historical track record Motivated and competent management team holding equity position in the Company A pioneer of the rapidly growing market of claims for foreign currency borrowers Operational efficiency Specialization in strictly defined product markets 		
 11. Faster than assumed organic growth 12. New value-creating acquisitions for minority shareholders 13. LT success of new ventures 1. Main player on the most important product markets 2. Above-average efficiency compared to the competition coming from the scale effect 3. Automation and digitalization 4. Good historical track record 5. Motivated and competent management team holding equity position in the Company 6. A pioneer of the rapidly growing market of claims for foreign currency borrowers 7. Operational efficiency 8. Specialization in strictly defined product markets 		
 12. New value-creating acquisitions for minority shareholders 13. LT success of new ventures 14. Main player on the most important product markets advantages 15. Above-average efficiency compared to the competition coming from the scale effect 3. Automation and digitalization 4. Good historical track record 5. Motivated and competent management team holding equity position in the Company 6. A pioneer of the rapidly growing market of claims for foreign currency borrowers 7. Operational efficiency 8. Specialization in strictly defined product markets 		
13. LT success of new ventures 14. Main player on the most important product markets advantages 1. Main player on the most important product markets 2. Above-average efficiency compared to the competition coming from the scale effect 3. Automation and digitalization 4. Good historical track record 5. Motivated and competent management team holding equity position in the Company 6. A pioneer of the rapidly growing market of claims for foreign currency borrowers 7. Operational efficiency 8. Specialization in strictly defined product markets		
Competitive advantages1. Main player on the most important product markets2. Above-average efficiency compared to the competition coming from the scale effect3. Automation and digitalization4. Good historical track record5. Motivated and competent management team holding equity position in the Company6. A pioneer of the rapidly growing market of claims for foreign currency borrowers7. Operational efficiency8. Specialization in strictly defined product markets		
advantages2. Above-average efficiency compared to the competition coming from the scale effect3. Automation and digitalization4. Good historical track record5. Motivated and competent management team holding equity position in the Company6. A pioneer of the rapidly growing market of claims for foreign currency borrowers7. Operational efficiency8. Specialization in strictly defined product markets	I	
advantages2. Above-average efficiency compared to the competition coming from the scale effect3. Automation and digitalization4. Good historical track record5. Motivated and competent management team holding equity position in the Company6. A pioneer of the rapidly growing market of claims for foreign currency borrowers7. Operational efficiency8. Specialization in strictly defined product markets	Compotitivo	1. Main player on the most important product markets
 Automation and digitalization Good historical track record Motivated and competent management team holding equity position in the Company A pioneer of the rapidly growing market of claims for foreign currency borrowers Operational efficiency Specialization in strictly defined product markets 	-	
 Good historical track record Motivated and competent management team holding equity position in the Company A pioneer of the rapidly growing market of claims for foreign currency borrowers Operational efficiency Specialization in strictly defined product markets 	•	
 Motivated and competent management team holding equity position in the Company A pioneer of the rapidly growing market of claims for foreign currency borrowers Operational efficiency Specialization in strictly defined product markets 		•
6. A pioneer of the rapidly growing market of claims for foreign currency borrowers7. Operational efficiency8. Specialization in strictly defined product markets		
 7. Operational efficiency 8. Specialization in strictly defined product markets 		
8. Specialization in strictly defined product markets		
		9. Multi-channel distribution network

9. Multi-channel distribution network

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.

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 by an alteration 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 expires shores and the average of the benchmark's closing values of the day the recommendation expires and four directly preceding sessions.

	Buy	Hold	Sell	Suspended	Under revision	Not rated
Numbers	43	26	9	5	0	4
Percentage	49%	30%	10%	6%	0%	5%

Distribution of DM BOS's current market relative recommended weightings

	Overweight	Neutral	Underweight	Suspended	Under revision	Not rated
Numbers	28	37	13	5	0	4
Percentage	32%	43%	15%	6%	0%	5%

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

with matchai 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 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	4	8	1	1	0	3
Percentage	24%	47%	6%	6%	0%	18%

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 is 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.

LT fundamental recommendation tracker

Analyst	Recommendation	1	Report date	Reiteration date	Distribution date	Expiry date	Performance	Relative performance	Price at issue/ reiteration*	EFV (12 months)	
Votum											
Nichał Sobolewski	Buy	-	02.09.2020	-	03.09.2020	31.08.2021	36%	-1%	11.40	30.40	-
Vichał Sobolewski	-	\rightarrow	-	15.09.2020	16.09.2020	-	-	-	13.35	30.40	\rightarrow
Vichał Sobolewski	-	\rightarrow	-	08.10.2020	09.10.2020	-	-	-	12.80	30.40	\rightarrow
/lichał Sobolewski	-	\rightarrow	-	08.11.2020	09.11.2020	-	-	-	11.40	30.40	\rightarrow
/lichał Sobolewski	-	\rightarrow	-	19.11.2020	20.11.2020	-	-	-	12.80	30.40	\rightarrow
/lichał Sobolewski	-	\rightarrow	-	04.12.2020	04.12.2020	-	-	-	12.80	25.70	\downarrow
lichał Sobolewski	-	\rightarrow	-	06.12.2020	07.12.2020	-	-	-	12.80	25.70	\rightarrow
Aichał Sobolewski		\rightarrow		08.12.2020	09.12.2020			_	12.30	25.70	\rightarrow
Aichał Sobolewski	-	\rightarrow		05.01.2020	05.01.2020		_	_	11.80	25.70	\rightarrow
Michał Sobolewski											
	-	\rightarrow	-	28.01.2021	29.01.2021	-	-	-	13.95	25.70	\rightarrow
Michał Sobolewski	-	\rightarrow	-	23.02.2021	24.02.2021	-	-	-	14.20	25.70	\rightarrow
Vichał Sobolewski	-	\rightarrow	-	28.02.2021	01.03.2021	-	-	-	13.65	25.70	\rightarrow
Aichał Sobolewski	-	\rightarrow	-	14.03.2021	15.03.2021	-	-	-	14.40	27.90	↑
Aichał Sobolewski	-	\rightarrow	-	16.04.2021	16.04.2021	-	-	-	18.00	27.90	\rightarrow
/lichał Sobolewski	-	\rightarrow	-	27.05.2021	27.05.2021	-	-	-	16.86	27.90	\rightarrow
/lichał Sobolewski	-	\rightarrow	-	30.05.2021	31.05.2021	-	-	-	17.10	27.90	\rightarrow
/lichał Sobolewski	-	\rightarrow	-	13.06.2021	14.06.2021	-	-	-	16.30	27.40	\downarrow
/lichał Sobolewski	-	\rightarrow	-	09.07.2021	09.07.2021	-	-	-	15.60	27.40	\rightarrow
lichał Sobolewski	Buy	\rightarrow	31.08.2021	-	31.08.2021	16.08.2022	195%	273%	15.52	27.40	\rightarrow
Michał Sobolewski	-	\rightarrow	01.00.2021	14.09.2021	15.09.2021	10.00.2022	10070	21070	14.48	27.40	\rightarrow
	-		-			-	-	-			\rightarrow
Michał Sobolewski	-	\rightarrow	-	19.09.2021	20.09.2021	-	-	-	14.70	27.05	
Aichał Sobolewski	-	\rightarrow	-	05.10.2021	06.10.2021	-	-	-	14.40	18.30	\downarrow
lichał Sobolewski	-	\rightarrow	-	07.10.2021	07.10.2021	-	-	-	14.60	18.30	\rightarrow
Aichał Sobolewski	-	\rightarrow	-	04.11.2021	04.11.2021	-	-	-	14.20	18.30	\rightarrow
Vichał Sobolewski	-	\rightarrow	-	18.11.2021	19.11.2021	-	-	-	14.22	18.30	\rightarrow
Vichał Sobolewski	-	\rightarrow	-	02.12.2021	03.12.2021	-	-	-	15.06	23.80	\uparrow
Nichał Sobolewski	-	\rightarrow	-	05.12.2021	06.12.2021	-	-	-	16.72	23.80	\rightarrow
Michał Sobolewski	-	\rightarrow	-	16.01.2022	17.01.2022	-	-	-	18.50	23.80	\rightarrow
Michał Sobolewski	-	\rightarrow	-	07.02.2022	07.02.2022	-	-	-	18.00	23.80	\rightarrow
Michał Sobolewski	-	\rightarrow		28.02.2022	28.02.2022			_	15.30	23.80	\rightarrow
Aichał Sobolewski		\rightarrow		14.04.2022						23.80	
	-		-		14.04.2022	-	-	-	18.00		\rightarrow
Vichał Sobolewski	-	\rightarrow	-	26.04.2022	27.04.2022	-	-	-	18.30	23.80	\rightarrow
Vichał Sobolewski	-	\rightarrow	-	16.05.2022	16.05.2022	-	-	-	19.20	53.60	Ŷ
Aichał Sobolewski	-	\rightarrow	-	20.05.2022	20.05.2022	-	-	-	24.30	53.60	\rightarrow
/lichał Sobolewski	-	\rightarrow	-	26.05.2022	26.05.2022	-	-	-	24.70	53.60	\rightarrow
/lichał Sobolewski	-	\rightarrow	-	07.06.2022	08.06.2022	-	-	-	28.95	53.60	\rightarrow
Vichał Sobolewski	-	\rightarrow	-	15.07.2022	15.07.2022	-	-	-	39.20	53.60	\rightarrow
Michał Sobolewski	-	\rightarrow	-	27.07.2022	28.07.2022	-	-	-	35.65	75.90	\uparrow
Michał Sobolewski	Buy	\rightarrow	16.08.2022	-	16.08.2022	14.07.2023	10%	-12%	45.50	75.90	\rightarrow
Michał Sobolewski	Duy	\rightarrow	10.00.2022	02.09.2022	02.09.2022	14.07.2020	1070	1270	41.00	75.90	\rightarrow
Michał Sobolewski			_	27.09.2022	27.09.2022				39.90		
	-	\rightarrow	-			-	-	-		75.90	\rightarrow
Michał Sobolewski	-	\rightarrow	-	07.10.2022	07.10.2022	-	-	-	33.55	75.90	\rightarrow
Michał Sobolewski	-	\rightarrow	-	28.10.2022	28.10.2022	-	-	-	35.20	75.90	\rightarrow
Michał Sobolewski	-	\rightarrow	-	17.11.2022	17.11.2022	-	-	-	38.00	75.90	\rightarrow
Nichał Sobolewski	-	\rightarrow	-	02.12.2022	02.12.2022	-	-	-	45.85	72.10	\downarrow
Michał Sobolewski	-	\rightarrow	-	04.12.2022	05.12.2022	-	-	-	45.85	72.10	\rightarrow
Nichał Sobolewski	-	\rightarrow	-	13.01.2023	13.01.2023	-	-	-	52.30	72.10	\rightarrow
Michał Sobolewski	-	\rightarrow	-	03.02.2023	03.02.2023	-	-	-	56.60	72.10	\rightarrow
Michał Sobolewski	-	\rightarrow	-	10.03.2023	10.03.2023	-	-	-	48.80	72.10	\rightarrow
Michał Sobolewski	-	\rightarrow	-	12.04.2023	12.04.2023	-	-	_	51.40	72.10	\rightarrow
	_	\rightarrow	-			-	-	-	52.30		
Michał Sobolewski Michał Sobolewski	-		-	13.04.2023	13.04.2023	-	-	-		72.10	$\rightarrow \\ \uparrow$
Michał Sobolewski	-	\rightarrow	-	10.05.2023	10.05.2023	-	-	-	45.00	79.60	↑
Vichał Sobolewski	-	\rightarrow	-	29.05.2023	29.05.2023	-	-	-	50.70	79.60	\rightarrow
Michał Sobolewski	-	\rightarrow	-	06.06.2023	06.06.2023	-	-	-	52.00	79.60	\rightarrow
Vichał Sobolewski	Buy	\rightarrow	14.07.2023	-	14.07.2023	29.05.2024	-25%	-39%	50.00	79.60	\rightarrow
Vichał Sobolewski	-	\rightarrow	-	31.08.2023	31.08.2023	-	-	-	49.60	79.60	\rightarrow
Michał Sobolewski	-	\rightarrow	-	06.09.2023	06.09.2023	-	-	-	48.50	79.60	\rightarrow
Vichał Sobolewski	-	\rightarrow	-	03.10.2023	03.10.2023	-	-	-	43.10	79.50	\downarrow
Vichał Sobolewski	-	\rightarrow	-	12.10.2023	12.10.2023	-	-	-	46.30	79.50	\rightarrow
Michał Sobolewski	-	\rightarrow	-	06.11.2023	06.11.2023	-	-	-	45.00	79.50	\rightarrow
Aichał Sobolewski	_		-	10.12.2023		-	-	-	43.70		́
	-	\rightarrow	-		11.12.2023	-	-	-		81.30	
Aichał Sobolewski	-	\rightarrow	-	09.01.2024	09.01.2024	-	-	-	45.60	81.30	\rightarrow
/lichał Sobolewski	-	\rightarrow	-	01.02.2024	01.02.2024	-	-	-	46.70	81.30	\rightarrow
/lichał Sobolewski	-	\rightarrow	-	29.02.2024	29.02.2024	-	-	-	45.15	81.30	\rightarrow
/lichał Sobolewski	-	\rightarrow	-	04.04.2024	04.04.2024	-	-	-	47.05	81.30	\rightarrow
lichał Sobolewski	-	\rightarrow	-	11.04.2024	11.04.2024	-	-	-	47.10	81.30	\rightarrow
Vichał Sobolewski	-	\rightarrow	-	06.05.2024	06.05.2024	-	-	-	44.30	81.30	\rightarrow
/lichał Sobolewski	-	\rightarrow	-	13.05.2024	13.05.2024	-	-	-	43.65	66.90	Ļ
Vichał Sobolewski	Hold	\downarrow	29.05.2024	. 3.00.2024	29.05.2024	Not later than	-17%	-16%	37.30	49.40	Ť
mondi OUDUIEWSKI	TIOID	*	23.03.2024	-	23.03.2024	29.05.2025	-1/70	-10%	37.30	49.40	*
Michał Sobolewski	-	\rightarrow	-	12.07.2024	12.07.2024		-	-	32.70	49.40	\rightarrow
Michał Sobolewski	_		-	12.07.2024	12.07.2024	-	-	-	31.20	49.40	
	-	\rightarrow	-			-	-	-			\rightarrow
Michał Sobolewski	-	\rightarrow	-	29.08.2024	29.08.2024	-	-	-	30.80	49.40	\rightarrow

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

Analyst	Relative Recommendation	ı	Report date	Reiteration date	Distribution date	Expiry date	Price at issue/ reiteration*	Relative performance
Votum								
Michał Sobolewski	Overweight	-	02.09.2020	-	03.09.2020	04.12.2020	11.40	4%
Michał Sobolewski	-	\rightarrow	-	15.09.2020	16.09.2020	-	13.35	-
Michał Sobolewski	-	\rightarrow	-	08.10.2020	09.10.2020	-	12.80	-
Michał Sobolewski	-	\rightarrow	-	08.11.2020	09.11.2020	-	11.40	-
Michał Sobolewski	-	\rightarrow	-	19.11.2020	20.11.2020	-	12.80	
Michał Sobolewski	Neutral	Ļ	04.12.2020	-	04.12.2020	04.11.2021	12.80	-16%
Michał Sobolewski	Noutidi		04.12.2020	06.12.2020	07.12.2020	04.11.2021	12.80	1070
	-	\rightarrow	-			-		-
Michał Sobolewski	-	\rightarrow	-	08.12.2020	09.12.2020	-	12.30	
Michał Sobolewski	-	\rightarrow	-	05.01.2021	05.01.2021	-	11.80	-
Michał Sobolewski	-	\rightarrow	-	28.01.2021	29.01.2021	-	13.95	-
Michał Sobolewski	-	\rightarrow	-	23.02.2021	24.02.2021	-	14.20	-
Michał Sobolewski	-	\rightarrow	-	28.02.2021	01.03.2021	-	13.65	
Michał Sobolewski	-	\rightarrow	-	14.03.2021	15.03.2021		14.40	
Michał Sobolewski	-	\rightarrow	-	16.04.2021	16.04.2021	-	18.00	
Michał Sobolewski	-	\rightarrow	-	27.05.2021	27.05.2021		16.86	-
Michał Sobolewski	-	\rightarrow	-	30.05.2021	31.05.2021		17.10	
Michał Sobolewski	-	\rightarrow		13.06.2021	14.06.2021		16.30	
Michał Sobolewski		\rightarrow		09.07.2021	09.07.2021		15.60	
	-		-			-		-
Michał Sobolewski	-	\rightarrow	-	31.08.2021	31.08.2021	-	15.52	-
Michał Sobolewski	-	\rightarrow	-	14.09.2021	15.09.2021	-	14.48	-
Michał Sobolewski	-	\rightarrow	-	19.09.2021	20.09.2021	-	14.70	
Michał Sobolewski	-	\rightarrow	-	05.10.2021	06.10.2021	-	14.40	
Michał Sobolewski	-	\rightarrow	-	07.10.2021	07.10.2021	-	14.60	-
Michał Sobolewski	Neutral	\rightarrow	04.11.2021	-	04.11.2021	02.12.2021	14.20	16%
Michał Sobolewski	-	\rightarrow	-	18.11.2021	19.11.2021	-	14.22	-
Michał Sobolewski	Overweight	\uparrow	02.12.2021	· · · ·	03.12.2021	28.10.2022	15.06	222%
Michał Sobolewski	-	\rightarrow	02.12.2021	05.12.2021	06.12.2021	20.10.2022	16.72	LLL /0
Michał Sobolewski				16.01.2022	17.01.2022		18.50	
	-	\rightarrow	-			-		-
Michał Sobolewski	-	\rightarrow	-	07.02.2022	07.02.2022	-	18.00	-
Michał Sobolewski	-	\rightarrow	-	28.02.2022	28.02.2022	-	15.30	-
Michał Sobolewski	-	\rightarrow	-	14.04.2022	14.04.2022	-	18.00	-
Michał Sobolewski	-	\rightarrow	-	26.04.2022	27.04.2022	-	18.30	-
Michał Sobolewski	-	\rightarrow	-	16.05.2022	16.05.2022	-	19.20	-
Michał Sobolewski		\rightarrow	-	20.05.2022	20.05.2022		24.30	
Michał Sobolewski		\rightarrow	-	26.05.2022	26.05.2022		24.70	-
Michał Sobolewski	-	\rightarrow	-	07.06.2022	08.06.2022	-	28.95	-
Michał Sobolewski				15.07.2022	15.07.2022		39.20	
		\rightarrow						
Michał Sobolewski	-	\rightarrow	-	27.07.2022	28.07.2022	-	35.65	-
Michał Sobolewski	-	\rightarrow	-	16.08.2022	16.08.2022	-	45.50	-
Michał Sobolewski	-	\rightarrow	-	02.09.2022	02.09.2022	-	41.00	-
Michał Sobolewski	-	\rightarrow	-	27.09.2022	27.09.2022	-	39.90	-
Michał Sobolewski	-	\rightarrow	-	07.10.2022	07.10.2022		33.55	
Michał Sobolewski	Overweight	\rightarrow	28.10.2022	-	28.10.2022	03.10.2023	35.20	-5%
Michał Sobolewski	-	\rightarrow	-	17.11.2022	17.11.2022	-	38.00	-
Michał Sobolewski	-	\rightarrow		02.12.2022	02.12.2022		45.85	
Michał Sobolewski		\rightarrow		04.12.2022	05.12.2022		45.85	
Michał Sobolewski							52.30	
	-	\rightarrow	-	13.01.2023	13.01.2023	-		-
Michał Sobolewski	-	\rightarrow	-	03.02.2023	03.02.2023	-	56.60	-
Michał Sobolewski	-	\rightarrow	-	10.03.2023	10.03.2023	-	48.80	-
Michał Sobolewski	-	\rightarrow	-	12.04.2023	12.04.2023	-	51.40	-
Michał Sobolewski	-	\rightarrow	-	13.04.2023	13.04.2023	-	52.30	-
Michał Sobolewski	-	\rightarrow	-	10.05.2023	10.05.2023	-	45.00	-
Michał Sobolewski	-	\rightarrow	-	29.05.2023	29.05.2023	-	50.70	-
Michał Sobolewski	-	\rightarrow	-	06.06.2023	06.06.2023	-	52.00	-
Michał Sobolewski	-	\rightarrow	-	14.07.2023	14.07.2023	-	50.00	-
Michał Sobolewski			_			_	49.60	-
	-	\rightarrow	-	31.08.2023	31.08.2023	-		-
Michał Sobolewski	-	\rightarrow	-	06.09.2023	06.09.2023	-	48.50	-
Michał Sobolewski	Neutral	\downarrow	03.10.2023	-	03.10.2023	13.05.2024	43.10	-26%
Michał Sobolewski	-	\rightarrow	-	12.10.2023	12.10.2023	-	46.30	-
Michał Sobolewski	-	\rightarrow	-	06.11.2023	06.11.2023	-	45.00	-
Michał Sobolewski	-	\rightarrow	-	10.12.2023	11.12.2023	-	43.70	-
Michał Sobolewski	-	\rightarrow	-	09.01.2024	09.01.2024	-	45.60	-
Michał Sobolewski	-	\rightarrow	-	01.02.2024	01.02.2024	-	46.70	-
Michał Sobolewski	-	\rightarrow	-	29.02.2024	29.02.2024	-	45.15	-
Michał Sobolewski	-	\rightarrow	-	04.04.2024	04.04.2024	-	47.05	_
	-		-			-		-
Michał Sobolewski	-	\rightarrow	-	11.04.2024	11.04.2024	-	47.10	-
Michał Sobolewski	-	\rightarrow	-	06.05.2024	06.05.2024	-	44.30	-
Michał Sobolewski	Overweight	↑	13.05.2024	-	13.05.2024	29.05.2024	43.65	-13%
Michał Sobolewski	Neutral	\downarrow	29.05.2024	-	29.05.2024	Not later than 29.05.2025	37.30	-16%
Michał Sobolewski	-	\rightarrow	-	12.07.2024	12.07.2024	-	32.70	-
Michał Sobolewski	-	\rightarrow	-	12.08.2024	12.08.2024	-	31.20	-
Michał Sobolewski	-	\rightarrow	-	29.08.2024	29.08.2024	_	30.80	_
			-	20.00.2024	20.00.2024	-	30.00	

* 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 Program 4.0 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.

The production of the report was completed on August 29, 2024 at 6.50 p.m. The report was distributed on August 29, 2024 at 7.00 p.m.

The report is an investment research within the meaning of Commission Delegated Regulation (EU) 2017/565 of 25 April 2016 supplementing Directive 2014/65/EU of the European Parliament and of the Council as regards organizational requirements and operating conditions for investment firms and defined terms for the purposes of that Directive.

This report constitutes 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 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. This report is for information purposes only.

This report constitutes neither investment advice nor provides investment service as referred to in Article 76 of the Act on Financial Instruments Trading as of 29 July 2005 (Journal of Laws, 2018, Item 2286 as amended), hereinafter referred to as the Act on Trading; it does not constitute any legal or tax advice, neither does it constitute an indication whether an investment is suitable or appropriate in an individual situation of an investor. In particular this report is not a personal recommendation based on any individual needs or situation of any investor. DM BOŚ SA informs that the investment advice services exclusively consist in the preparation of a personal recommendation based on individual needs and situation of a given client and transferring it to them. To receive this type of a recommendation an agreement on providing investment advice services must be signed with an investments company offering these services.

Neither the information nor the opinions expressed in the report constitute a solicitation or an offer to buy or sell any securities referred herein. The opinions expressed in the report reflect independent, current judgment of DM BOŚ SA.

This report was prepared with due diligence and scrutiny. The information used in the report is based on all public sources such as press and branch publications, company's financial statements, current and periodic reports, as well as meetings and telephone conversations with company's representatives prior to the date of report's release. We believe the above mentioned sources of information to be reliable, however we do not guarantee their accuracy and completeness. All estimates and opinions included herein represent our judgment as of the date of the issue. All opinions, forecasts, calculations and estimates herein constitute the author's subjective assessment as of the date of the issue and can be modified at any time without prior notice. DM BOS SA informs that this report will be updated in the manner as referred to in the Agreement, at least once a year.

DM BOŚ SA is an investment firm within the meaning of the Act on Financial Instruments Trading. The legal entity supervising DM BOŚ SA is Polish Financial Supervision Authority in Warsaw (Komisja Nadzoru Finansowego, KNF in Polish abbreviation). DM BOŚ SA, its management and supervisory bodies and employees do not take any responsibility for decisions taken on the basis of this report and opinions stated herein. Investors bear all responsibility for investment decisions taken on the basis of the contents of this report. The report is intended solely for private use of investors.

Copyrights to this report belong to the WSE. The rules for use of this report have been specified in the Agreement. This report mustn't be redistributed, reproduced or conveyed in any manner or form conflicting with the rules defined in the Agreement.

This report is made available on the day of its issue in the public domain on the website https://bossa.pl/analizy/wsparcie-pokrycia-analitycznego-gpw#votum

DM BOŚ SA is entitled to conveying or translation of the report into foreign languages on behalf of their clients and this shall not be sooner than making the report available on its website https://bossa.pl/analizy/wsparcie-pokrycia-analitycznego-gpw#votum

DM BOŚ SA follows internal regulations for handling of conflicts of interest which include in particular internal organizational and administration arrangements as well as information barriers established for prevention and avoidance of conflicts of interest related to recommendations. A special organizational arrangement that constitutes an information barrier is so called Chinese walls prohibiting an uncontrolled flow of information among particular organizational units or employees of DM BOŚ SA. Where justified, DM BOŚ SA can create Chinese walls upon the realization of a particular project. Potential conflicts of interests referring to a specific recommendation which is made available to the public or to a wide range of persons are disclosed either in the recommendation or in the document attached. The person(s) preparing this report receive(s) variable compensation indirectly based upon the financial results of DM BOŚ SA which in turn depend – among other factors – on the result on the brokerage activity.

DM BOS SA has not held any long or short position net exceeding 0.5% of the issuer's basic capital in total with respect to the company/companies indicated.

Apart from the mentioned above cases, there are neither ties of any kind between DM BOŚ SA, the analyst/ analysts involved in the preparation of the report and the issuer(s) of securities as referred to in the report nor circumstances that can justifiably be expected to have a negative impact on objectivity of the recommendation with regard to interests or conflicts of interests on their part or on the part of any natural person or legal entity which pertains to the financial instrument or the issuer.

The report was not shown to the analyzed company before the distribution of the report.

The history of all recommendations issued by DM BOS in the last 12 months can be found at the following link: <u>https://bossa.pl/analizy/rekomendacje</u>

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 discretionary, Health care & biotechnology)

Tomasz Rodak, CFA (Consumer discretionary, Video games)

Łukasz Prokopiuk, CFA (Commodities (Chemicals, Energy, Mining))

> 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 Junior Analyst

Copyright © 2024 by DM BOS S.A.

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