

Skarbiec Holding

Working on profitability

We cut our 12M TP for Skarbiec Holding to PLN 32.0/share from PLN 34.0 previously and we maintain our Buy rating. While structure of calendar 2Q24 results slightly disappointed, Skarbiec has been continuing its restructuring process to turn permanently profitable. Saving initiatives, review of a product offer and changes in strategic areas will support the company's results in coming quarters, we believe. In our view, current MCAP at PLN 138m, slightly above cash & equivalents (PLN 130m), does not reflect company's balance sheet and capability to generate earnings. We point also at M&A option – while this is not our base case scenario, acquisition of a fund manager or a distribution company could be a game changer for Skarbiec and strengthen company's market position.

Slightly disappointing 2Q24 (calendar) results – In 2Q24 net profit came in at PLN 2.8m vs. expected PLN 1.6m. Earnings beat though was driven by positive income tax and slightly better financial income. Fixed fee was lower than expected with AUM up 4% y/y (-11% q/q).

Small cuts to 2024/25e estimates – Recent trends in AUM coupled with 2Q24 (calendar) results prompted us to cut our EPS estimates by 4% in 2024/2e (to PLN 18.8m) and by 6% in 2026e (to PLN 8.1m).

M&A option? – According to press speculations, Skarbiec Holding (next to Quercus TFI) is interested in acquisition of Noble Securities. While this is not our base case scenario, we point, that acquisition of a fund manager or a distribution company – at a reasonable price - could be a game changer for Skarbiec and strengthen company's market position.

MCAP not far from cash – At the end of Jun'24 SKH had c. PLN 130m of cash and equivalents. Current MCAP at PLN 138m does not reflect SKH's balance sheet and capability to generate earnings, in our view.

Restructuring process on track – Skarbiec has been continuing its restructuring process. Saving initiatives coupled with a review of a product offer and changes in strategic areas will support the company's results in coming quarters, we believe.

Key risks – Regulatory risk, dependence on market developments and investment results are key risks to our valuation and estimates.

Skarbiec Holding - Key figures, 2022/23-2028e

PLNm unless otherwise stated

	2022/23	2023/24	2024/25e*	2026e	2027e	2028e
Revenues	55.6	70.4	129.4	90.5	94.2	95.1
EBITDA	-11.3	-2.1	16.0	7.6	9.5	9.3
Net profit	-24.8	5.2	18.8	8.1	9.0	8.4
- y/y (%)	na	na	261%	-57%	10%	-7%
DY (%)	0.0%	0.0%	0.0%	6.8%	5.9%	6.5%
P/E (x)	na	26.6	7.4	17.0	15.4	16.6
P/BV	0.8	0.8	0.7	0.7	0.7	0.7

* From Jul'24- till Dec'25, Source Company, Pekao Equity Research

Buy (maintained)

Target price

PLN 32.0

Upside to TP

+58%

Price on 23 October 2024

PLN 22.8

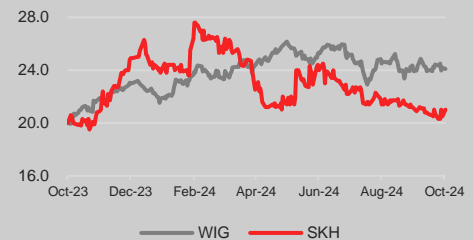
ESG rating

C

Final ESG Score

0.97

Relative share price performance vs. WIG



UPCOMING EVENTS

1Q24/25 results

26 November

STOCK DATA

Bloomberg	SKH PW
Free float (%)	27.6
Market capitalization (PLNm)	138
Diluted no. of shares (mn)	6.8

Shareholders

LCI and Aoram	48.3%
Jurozek Holding	11.5%
TFI Quercus	7.6%
PKO Bankowy OFE	5.0%
Other	27.6%

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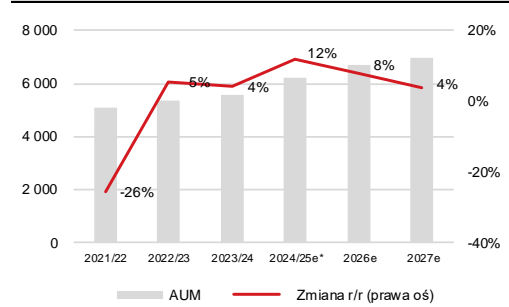
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Key financials

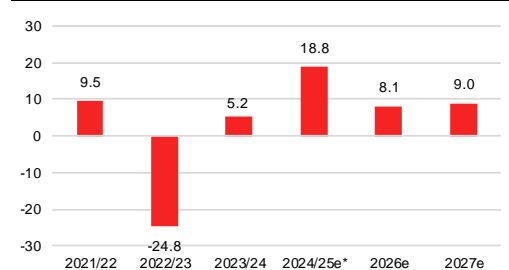
P&L	2022/23	2023/24	2024/25e*	2026e	2027e	2028e
Revenues	55.6	70.4	129.4	90.5	94.2	95.1
Fixed fee	52.0	59.6	97.7	74.3	77.9	79.8
Success fee	2.5	10.4	30.5	14.9	15.0	14.0
Other	1.1	0.4	1.2	1.3	1.3	1.3
Total costs	68.8	74.9	117.9	85.7	87.4	88.6
D&A	2.0	2.6	4.5	2.7	2.8	2.8
Distribution costs	22.5	26.6	41.5	31.6	32.7	33.5
Staff costs	19.6	19.0	37.0	24.6	25.4	26.0
Other	24.7	26.8	34.9	26.8	26.5	26.3
EBIT	-13.3	-4.7	11.6	4.9	6.7	6.5
EBITDA	-11.3	-2.1	16.0	7.6	9.5	9.3
Net financial income	5.9	7.0	8.5	4.8	4.2	3.8
Pre-tax profit	-23.1	2.3	20.1	9.7	10.9	10.3
Income tax	-1.8	2.9	-1.3	-1.5	-2.0	-2.0
Net profit	-24.8	5.2	18.8	8.1	9.0	8.4
Balance sheet	2022/23	2023/24	2024/25e*	2026e	2027e	2028e
Fixed assets	48.6	50.4	49.6	50.2	50.9	51.6
Tangible assets	3.0	2.9	1.6	1.9	2.2	2.5
Intangible assets	7.7	7.9	8.3	8.6	9.0	9.3
Goodwill	36.2	36.2	36.2	36.2	36.2	36.2
Other	1.8	3.4	3.5	3.5	3.6	3.6
Current assets	145	149	169	168	169	168
Trade receivables	9.3	11.0	10.2	10.2	10.2	10.2
Financial assets FVPL	33.1	42.6	53.1	63.6	74.1	84.6
Cash&equivalents	102.5	94.5	105.0	93.0	83.2	71.9
Other	0.5	1.1	1.1	1.1	1.1	1.1
Total assets	194	200	219	218	220	219
Equity	175	181	199	198	199	198
Long-term liabilities	1.2	1.2	1.2	1.2	1.2	1.2
Provisions	0.2	0.2	0.2	0.2	0.2	0.2
Leasing liabilities	1.0	1.0	1.0	1.0	1.0	1.0
Short-term liabilities	17.4	18.0	18.5	19.0	19.5	20.0
Trade liabilities	15.2	15.8	16.2	16.7	17.2	17.7
Other	2.2	2.2	2.2	2.2	2.2	2.2
Equity & liabilities	194	200	219	218	220	219
Cash flow	2022/23	2023/24	2024/25e*	2026e	2027e	2028e
Net profit	-24.8	5.2	18.8	8.1	9.0	8.4
D&A	2.0	2.6	4.5	2.7	2.8	2.8
Other	9.2	-2.2	1.2	0.4	0.4	0.5
Operating cash flow	-13.6	5.6	24.4	11.3	12.2	11.6
Financial assets	46.2	-9.5	-10.5	-10.5	-10.5	-10.5
Capex	-2.8	-2.8	-3.5	-3.3	-3.4	-3.5
Other	0.9	0.0	0.0	0.0	0.0	0.0
Investing cash flow	44.3	-12.3	-14.0	-13.8	-13.9	-14.0
Dividend/buy-back	0.0	0.0	0.0	-9.4	-8.1	-9.0
Other	-1.5	-1.2	0.0	0.0	0.0	0.0
Financing cash flow	-1.5	-1.2	0.0	-9.4	-8.1	-9.0
Cash at the end of the period	102.5	94.5	105.0	93.0	83.2	71.9
Key data	2022/23	2023/24	2024/25e*	2026e	2027e	2028e
AUM (PLNm)	5 340	5 556	6 216	6 703	6 955	7 041
- y/y change (%)	5%	4%	12%	8%	4%	1%
Average AUM (PLNm)	5 205	5 448	5 886	6 459	6 829	6 998
- y/y change (%)	-12%	5%	8%	10%	6%	2%
ROE (%)	-13%	3%	10%	4%	5%	4%
ROA (%)	-12%	3%	9%	4%	4%	4%
Net profit margin (%)	-45%	7%	15%	9%	10%	9%
Margin on average AUM (%)	-0.5%	0.1%	0.3%	0.1%	0.1%	0.1%
Dividend payout (%)	0%	0%	0%	50%	100%	100%
Dividend yield (%)	0.0%	0.0%	0.0%	6.8%	5.9%	6.5%
No. of shares (m)	6.8	6.8	6.8	6.8	6.8	6.8
P/E (x)	na	26.6	7.4	17.0	15.4	16.6
P/BV (x)	0.8	0.8	0.7	0.7	0.7	0.7

* From Jul'24- till Dec'25, Source: Company, Pekao Equity Research

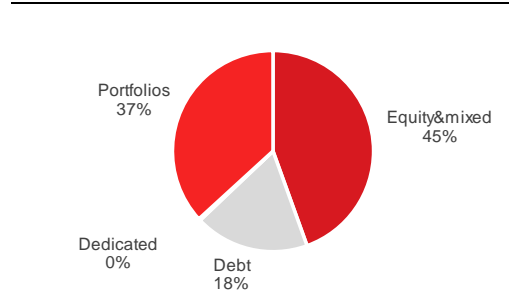
AUM (PLNm) and y/y change (%)



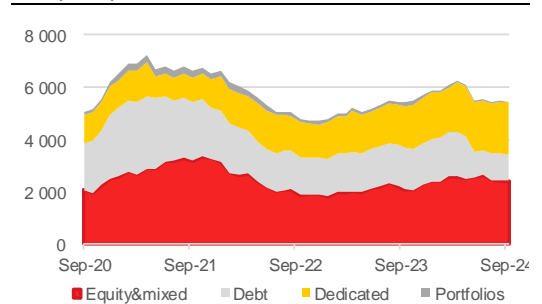
Net income (PLNm)



AUM structure



AUM (PLNm)



Key risks to our valuation and estimates:

1) M&A risk – Potential acquisition may be a long-term process or synergies may be lower than expected, 2) Regulatory risk – New regulations may limit SKH's business or make it less profitable, 3) Shareholder's risk – In case of any objections from Polish FSA towards SKH's majority shareholder, KNF may not accept potential acquisitions, 4) Market risk – Negative market performance/unexpected turbulence may negatively impact results of managed funds, flows and company's revenues, 5) Performance risk – Weak performance of SKH's funds may result in outflow of funds and/or drop of AUM, 6) Risk of high interest rates – If rates in Poland are higher for longer, clients may not be interested in the company's products, 7) Distribution risk – Changes in distribution channels may negatively affect flows, 8) Leave risk – If key fund managers decide to leave, performance of funds may deteriorate.

4Q23/24 (calendar 2Q24) results review

Calendar 2Q24 net profit came above our expectations, but we are slightly disappointed with a structure of the numbers. Earnings beat was driven by deferred tax asset and slightly higher net financial income. Fixed fee increased 4% y/y, but came below our estimates marked by declining average margin on AUM. EBIT came in at PLN -2.0m vs. expected PLN -0.2m. On the other hand, calendar 2Q24 was a “transitional” quarter with a transfer of AUM to mBank and no (yet) support from assets of BPS FIO. Success fee came better than expected and operating costs increased 10% y/y and were broadly in line with our expectations. At the end of 2Q24 Skarbiec had PLN 130m of cash&equivalents.

- In 4Q2023/24 (calendar 2Q24) Skarbiec Holding reported net profit at PLN 2.8m vs. our expectations at PLN 1.6m. Earnings beat was driven by much higher than expected positive income tax (deferred tax asset) coupled with slightly higher net financial income. Revenues came 6% below our expectations and costs were broadly in line with our forecasts (2% above).
- **Fixed fee** increased 4% y/y (-11% q/q) and was 12% below our expectations with margin on average AUM down to 0.96% (vs. 1.04% in 1Q24 and 1.03% in 2Q23). Fixed fee was affected by changes in AUM (+4% y/y, -11% q/q) with transfer of selected funds to mBank and rising share of equity funds in AUM (44% in 2Q24 vs. 42% in 1Q24 and 40% in 2Q23).
- Reported **success fee** surprised positively in 2Q24 and came in at PLN 3.7m (vs. 3.5m in 1Q24 and PLN 0.7m in 2Q23) vs. our estimates at PLN 2.6m.
- **Distribution costs** came in at PLN 7.0m (20% y/y, 2% q/q) and represented 50% of fixed fee (vs. 44% in 1Q24 and 43% in 2Q23). Total HR costs dropped -4% y/y (+6% q/q) and other costs grew 8% y/y (2% q/q).
- At the end of 2Q24 **AUM** of Skarbiec TFI came in at PLN 5,556m (4% y/y, -11% q/q). Y/y growth was driven by rising assets of equity&mixed funds (20% y/y) and portfolios (28% y/y). AUM of debt funds declined -38% y/y (transfer of funds to mTFI) and dedicated funds saw -60% y/y drop. On a quarterly basis AUM of equity&mixed funds and portfolios went up 2% q/q, while debt funds declined -45% q/q and AUM of dedicated funds dropped -10% q/q.
- In 2Q24 **net flows** to Skarbiec TFI (excluding portfolios) amounted to PLN -140m negatively affected by changes in distribution network (vs. PLN +15m in 1Q24) and vs. FY 2023 (calendar) net flows at PLN 83m.

Skarbiec Holding – Financial results, 2Q23-2Q24 (calendar quarters)

PLNm unless otherwise stated

	2Q23	3Q23	4Q23	1Q24	2Q24	y/y	q/q	Pekao	vs. Pekao
Total revenues	14.4	15.0	18.6	19.2	17.7	23%	-8%	18.7	-6%
Operating costs	-17.6	-17.1	-19.8	-18.8	-19.3	10%	3%	-18.9	2%
D&A	-0.5	-0.5	-0.5	-0.8	-0.8	48%	3%	-0.8	1%
EBIT	-3.3	-2.1	-1.0	0.4	-2.0	na	na	-0.2	na
EBITDA	-2.8	-1.6	-0.5	1.2	-1.2	na	na	0.6	na
Net financial income	2.4	2.0	1.4	1.7	1.8	-24%	6%	1.6	11%
Pre-tax profit	-16.6	-0.1	0.4	2.1	-0.2	na	na	1.4	na
Net profit	-16.5	0.1	-0.2	2.5	2.8	na	8%	1.6	77%

Source: Company, Pekao Equity Research estimates

Changes to 2025-26e estimates

We make no major changes to our assets-under-management estimates. However, due to slightly lower expected fixed fee and success fee (although only for 2024/25e) coupled with lower expected income tax, we arrive at net profit of Skarbiec Holding at PLN 18.8m in 2024/25e (-4%) and at PLN 8.1m in 2026e (-6%).

- Given recent trends in assets under management, we make no major changes to our AUM estimates. We assume AUM to grow 12% (to PLN 6,216m) by the end of 2025 comparing to end of 2023/24 and to improve further 8% y/y (to PLN 6,703m) in 2026e.
- Better than expected success fee reported in calendar 2Q24, but also slightly weaker than previously assumed performance of managed investment funds prompted us to cut our success fee estimates by 3% in 2024/25e. We leave though our 2025/26e success fee estimates unchanged. In the same time we cut our 2024/25e fixed fee forecasts by 2%.
- We slightly lift our opex estimates both in 2024/25e and in 2026e. With lower expected effective income tax (in 2024/25e), we arrive at net profit of Skarbiec Holding at PLN 18.8m in 2024/25e (down 4%) and at PLN 8.1m in 2026e (down 6%).

Skarbiec Holding – Changes to earnings estimates

PLNm unless otherwise stated

	2023/24e		Change (%)	2024/25e*		Change (%)	2026e		Change (%)
	Old	Actual		Old	New		Old	New	
Revenues	71.5	70.4	-1%	132.2	129.4	-2%	90.2	90.5	0%
Fixed fee	61.6	59.6	-3%	99.4	97.7	-2%	74.0	74.3	0%
Success fee	9.3	10.4	12%	31.6	30.5	-3%	14.9	14.9	0%
Other	0.6	0.4	-33%	1.2	1.2	0%	1.3	1.3	0%
Total costs	74.4	74.9	1%	117.7	117.9	0%	85.0	85.7	1%
D&A	2.6	2.6	0%	4.4	4.5	0%	2.7	2.7	0%
Distribution costs	26.4	26.6	1%	42.3	41.5	-2%	31.4	31.6	0%
Staff costs	19.1	19.0	-1%	36.1	37.0	3%	24.5	24.6	0%
Other	26.3	26.8	2%	34.9	34.9	0%	26.4	26.8	2%
EBIT	-2.8	-4.7	69%	14.6	11.6	-21%	5.2	4.9	-7%
EBITDA	-0.2	-2.1	1000%	19.0	16.0	-16%	7.9	7.6	-4%
Net financial income	6.8	7.0	3%	8.4	8.5	1%	4.7	4.8	2%
Pre-tax profit	4.0	2.3	-42%	23.0	20.1	-13%	9.9	9.7	-3%
Income tax	0.1	2.9	3607%	-3.4	-1.3	-62%	-1.3	-1.5	20%
Net profit	4.1	5.2	27%	19.6	18.8	-4%	8.6	8.1	-6%
AUM (eop)	5 532	5 556	0%	6 251	6 216	-1%	6 727	6 703	0%
AUM (average)	5 436	5 448	0%	5 778	5 729	-1%	6 489	6 459	0%

Source: Pekao Equity Research estimates, * 18 months from Jul'24 till Dec'25



Recent events

AUM in Sep'24 flat y/y, -1% m/m

In Sep'24 AUM of Skarbiec TFI were flat y/y (0%) and declined -1% m/m with equity/mixed assets up 15% y/y (-1% m/m), debt AUM down -37% y/y (-3% m/m), portfolio assets growing 24% y/y (0% m/m) and dedicated AUM down -87% y/y (-1% m/m).

Skarbiec TFI – AUM

PLNm unless otherwise stated

	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24
AuM	5 876	6 063	6 252	6 094	5 483	5 556	5 444	5 473	5 434
- y/y	18%	21%	20%	21%	6%	4%	-1%	1%	0%
- m/m	0%	3%	3%	-3%	-10%	1%	-2%	1%	-1%
equity	2 405	2 601	2 605	2 498	2 568	2 647	2 449	2 437	2 418
- y/y	21%	30%	29%	26%	21%	20%	5%	10%	15%
- m/m	0%	8%	0%	-4%	3%	3%	-7%	0%	-1%
debt	1 678	1 696	1 709	1 641	955	946	1 040	1 029	1 001
- y/y	15%	16%	16%	10%	-37%	-38%	-32%	-34%	-37%
- m/m	4%	1%	1%	-4%	-42%	-1%	10%	-1%	-3%
deidcated	56	56	56	56	56	51	51	16	16
- y/y	-53%	-53%	-53%	-53%	-53%	-60%	-58%	-87%	-87%
- m/m	0%	0%	0%	0%	0%	-10%	0%	-68%	-1%
portfolios	1 737	1 709	1 882	1 899	1 903	1 914	1 904	1 991	1 999
- y/y	23%	20%	19%	31%	33%	28%	27%	31%	24%
- m/m	-4%	-2%	10%	1%	0%	1%	-1%	5%	0%

Source: Company, Pekao Equity Research

Bid for Noble Securities (according to press information)

According to media speculations (information published in Jul'24) Skarbiec Holding was interested in a purchase of local brokerage house Noble Securities. Skarbiec was about to place an offer and run due diligence of the company.

Changes in product offer and launch of skarbiec24.pl platform

At the end of Jun'24 Skarbiec informed, that made changes in its product offer. TFI largely resigned from closed-end funds, simplified an offer of debt-based funds and joined selected open-end funds with Skarbiec FIO sub-funds. The company informed also, that was planning to launch its new distribution platform *skarbiec24.pl*.

Final acquisition of BPS FIO

At the end of Jul'24 Skarbiec TFI informed, that had finalized acquisition of umbrella fund BPS FIO (BPS FIO Konserwatywny, BPS FIO Obligacji, BPS FIO Stabilnego Wzrostu and BPS FIO Akcji) with total AUM of over PLN 130m.

Valuation summary

Our valuation of Skarbiec Holding is based on discounted cash flow method (DCF) and comparative approach. With 80/20% weights, respectively, we arrive at target price of 32.0/share offering 58% upside potential.

Skarbiec Holding – Summary of valuation

PLN unless otherwise stated

12M DCF	35.0
Comparative valuation	22.0
Weighted average	32.4
12M Target price	32.0
Market price	20.3
Upside/downside (%)	58%

Source: Pekao Equity Research

Our discounted cash flow (DCF) model is based on expected free cash flows discounted with weighted average cost of capital (WACC). In our cost of equity calculation we use 5.3% risk free rate (4.0% in terminal), 6.0% risk premium (5.0% in terminal) and 1.0 Beta. We use also growth rate (g) at 3%. Our DCF model implies Skarbiec Holding's 12M equity value at PLN 35.0/share.

Skarbiec Holding – Discounted cash flow (DCF) model*

PLNm unless otherwise stated

	2025e	2026e	2027e	2028e	2029e	2030e	Terminal
Revenues	82	90	94	95	97	99	101
- y/y change		10%	4%	1%	2%	2%	2%
EBIT	7	5	7	7	7	7	9
- y/y change		-31%	41%	-3%	2%	2%	29%
- EBIT margin	8%	5%	7%	7%	7%	7%	9%
Tax	0	-1	-1	-1	-1	-1	-2
NOPLAT	6	4	6	5	5	5	7
- y/y change	0%	-38%	38%	-5%	2%	2%	29%
D&A	3	3	3	3	3	3	3
- y/y change		-7%	1%	1%	0%	0%	0%
Capex	-2	-3	-3	-3	-3	-3	-3
- y/y change		41%	2%	2%	-19%	0%	0%
Change in working capital	1	0	1	1	1	1	1
FCF	8	4	5	5	6	6	8
DFCF	7	3	4	3	3	3	4
Sum of discounted FCF	24						
Discounted TV	70						
Enterprise value	95						
Net debt (2024e)	-124						
Equity value - Dec 31 2024	219						
Number of shares (m)	6.8						
12M target price (PLN)	35.0						
Market price (PLN) - 23rd of Oct'24	20.3						
Upside/downside	72%						

* Data for calendar years ending in December each year, Source: Pekao Equity Research

Skarbiec Holding – WACC calculation

PLNm unless otherwise stated

	2025e	2026e	2027e	2028e	2029e	2030e	Terminal
Risk free rate	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	4.0%
Equity risk premium	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	5.0%
ESG discount/premium	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Beta	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Cost of equity	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	9.0%
Cost of debt	8.3%	8.3%	8.3%	8.3%	8.3%	8.3%	7.0%
After tax cost of debt	7.8%	7.0%	6.8%	6.7%	6.7%	6.7%	5.7%
Equity weight	100%	100%	100%	100%	100%	100%	100%
WACC	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	9.0%

Source: Pekao Equity Research

Skarbiec Holding – Sensitivity of DCF model to risk free rate and Beta

PLN unless otherwise stated

		Risk free rate (%)						
		2.3%	3.3%	4.3%	5.3%	6.3%	7.3%	8.3%
Beta	0.7	41.7	41.1	40.5	39.9	39.3	38.8	38.3
	0.8	39.5	38.9	38.4	37.9	37.4	37.0	36.6
	0.9	37.7	37.2	36.7	36.3	35.9	35.5	35.2
	1.0	36.2	35.7	35.4	35.0	34.6	34.3	34.0
	1.1	34.9	34.5	34.2	33.9	33.6	33.3	33.0
	1.2	33.9	33.5	33.2	33.0	32.7	32.5	32.2
	1.3	33.0	32.7	32.4	32.2	31.9	31.7	31.5

Source: Pekao Equity Research

Skarbiec Holding – Sensitivity of DCF model to risk free rate and risk premium

PLN unless otherwise stated

		Risk free rate (%)						
		2.3%	3.3%	4.3%	5.3%	6.3%	7.3%	8.3%
Risk premium	3%	37.6	37.1	36.6	36.2	35.7	35.4	35.0
	4%	37.1	36.6	36.2	35.7	35.4	35.0	34.6
	5%	36.6	36.2	35.7	35.4	35.0	34.6	34.3
	6%	36.2	35.7	35.4	35.0	34.6	34.3	34.0
	7%	35.7	35.4	35.0	34.6	34.3	34.0	33.7
	8%	35.4	35.0	34.6	34.3	34.0	33.7	33.5
	8%	35.4	35.0	34.6	34.3	34.0	33.7	33.5

Source: Pekao Equity Research

Skarbiec Holding – Comparative valuation summary

	12M-period ending Dec'24	12M-period ending Dec'25
Foreign peers average	15.4	13.8
Skarbiec Holding P/E	9.8	13.8
premium/discount to average	-36%	1%
Implied fair value	31.7	20.2
Weight	20%	80%
Fair value	22.0	

Source: Bloomberg, Pekao Equity Research

Our comparative valuation is based on P/E multiples of foreign peers in years 2024-2025e and implies equity value of Skarbiec Holding at PLN 22.0/share.

Skarbiec Holding – Comparative valuation

	Country	MCAP (EURm)	AuM [mln EUR]	P/E		P/BV		ROE		Dividend yield	
				2024	2025	2024	2025	2024	2025	2024	2025
ASHMORE GROUP PLC	GB	1 848	58 161	16.9	21.2	1.7	1.7	10%	9%	8%	8%
HARGREAVES LANSDOWN PLC	GB	6 206	183 212	15.6	15.9	6.5	5.7	42%	35%	4%	4%
JUPITER FUND MANAGEMENT	GB	563	60 216	8.4	10.5	0.6	0.6	7%	6%	6%	5%
MAN GROUP PLC/JERSEY	GB	2 926	151 392	6.6	5.6	1.2	1.1	23%	24%	6%	7%
SCHRODERS PLC	GB	7 148	741 048	12.6	11.2	1.3	1.2	10%	12%	6%	6%
AFFILIATED MANAGERS GROUP	US	5 321	608 008	7.9	7.6	na	na	13%	12%	0%	0%
ALLIANCEBERNSTEIN HOLD. LP	US	4 029	655 459	12.6	10.6	na	na	7%	8%	8%	10%
APOLLO GLOBAL MGMT INC	US	76 012	588 192	19.1	16.1	5.9	4.5	34%	28%	1%	1%
ARTISAN PARTNERS ASSET MA	US	3 305	135 726	12.9	11.7	na	na	na	na	7%	8%
BLACKROCK INC	US	137 458	9 046 452	22.6	19.7	3.5	3.2	16%	17%	2%	2%
BLACKSTONE INC	US	190 827	940 159	36.7	27.6	13.7	12.7	46%	58%	2%	3%
CARLYLE GROUP INC/THE	US	16 439	385 027	13.3	11.7	2.0	1.8	21%	23%	3%	3%
FRANKLIN RESOURCES INC	US	9 883	1 299 111	10.7	9.5	0.6	0.6	5%	6%	5%	5%
KKR & CO INC	US	115 338	499 639	30.2	23.0	4.7	3.8	15%	15%	1%	1%
T ROWE PRICE GROUP INC	US	23 306	1 305 586	12.1	12.1	2.5	2.4	21%	19%	4%	5%
PERPETUAL LTD	AU	1 444	12 332	12.5	11.5	1.0	1.3	9%	11%	6%	6%
AMP LTD	AU	2 242	na	16.4	13.6	1.0	1.0	6%	7%	3%	4%
INSIGNIA FINANCIAL LTD	AU	1 275	193 904	9.7	8.6	1.0	1.0	10%	12%	6%	2%

Source: Bloomberg, Pekao Equity Research

ESG rating

Our ESG rating is based on assessment of a number of E-S-G related criteria with respectively 30/40/30% weight in total rating. **Our methodology implies final ESG Score for Skarbiec Holding at 0.97 and ESG Rating “C”.**

Skarbiec Holding – ESG rating summary

Financials	E	S	G
Score	0.90	0.99	1.03
Sector weight	30%	40%	30%
Final ESG Score	0.97		
ESG Rating	C		

Source: Pekao Equity Research

According to our methodology, rating “B” translates to no discount for equity risk premium (as % of RFR) in our cost of equity calculation.

ESG rating methodology

	score from:	to	Rating	WACC risk premium impact (% of RFR)
ESG Score	1.5	2	A	-15.00%
	1	1.5	B	-7.50%
	0.5	1	C	0%
	0	0.5	D	15.00%

Source: Pekao Equity Research

Financials and earnings estimates

Skarbiec Holding – Key data, 2021/22-2028e

PLNm unless otherwise stated

	2021/22	2022/23	2023/24	2024/25e*	2026e	2027e	2028e
EPS adjusted	1.4	-3.6	0.8	2.8	1.2	1.3	1.2
Revenue	94.8	55.6	70.4	129.4	90.5	94.2	95.1
Gross margin	14%	-41%	3%	16%	11%	12%	11%
EBIT	13.4	-13.3	-4.7	11.6	4.9	6.7	6.5
EBITDA	15.2	-11.3	-2.1	16.0	7.6	9.5	9.3
Net income	9.5	-24.8	5.2	18.8	8.1	9.0	0.0
Net debt	-73.2	-130.6	-132.2	-153.1	-151.7	-152.3	0.0
BPS	29.3	25.7	26.5	29.2	29.0	29.2	29.1
DPS	0.0	0.0	0.0	0.0	1.4	1.2	1.3
ROE	5%	-13%	3%	10%	4%	5%	4%
ROA	4%	-12%	3%	9%	4%	4%	4%
D&A	1.8	2.0	2.6	4.5	2.7	2.8	2.8
Free cash flow	14.7	-21.4	-11.8	13.0	4.0	5.4	5.1
CAPEX	2.7	2.8	2.8	3.5	3.3	3.4	3.5

* From Jul'24- till Dec'25, Source: Company, Pekao Equity Research estimates

Skarbiec Holding – P&L, 2021/22-2028e

PLNm unless otherwise stated

	2021/22	2022/23	2023/24	2024/25e*	2026e	2027e	2028e
Revenues	94.8	55.6	70.4	129.4	90.5	94.2	95.1
Total costs	79.4	68.8	74.9	117.9	85.7	87.4	88.6
EBIT	13.4	-13.3	-4.7	11.6	4.9	6.7	6.5
EBITDA	15.2	-11.3	-2.1	16.0	7.6	9.5	9.3
Net financial income	0.2	5.9	7.0	8.5	4.8	4.2	3.8
Pre-tax profit	13.6	-23.1	2.3	20.1	9.7	10.9	10.3
Income tax	-4.2	-1.8	2.9	-1.3	-1.5	-2.0	-2.0
Net profit	9.5	-24.8	5.2	18.8	8.1	9.0	8.4

* From Jul'24- till Dec'25, Source: Company, Pekao Equity Research estimates

Skarbiec Holding – Key data, 2021/22-2028e

ths. unless otherwise stated

	2021/22	2022/23	2023/24	2024/25e*	2026e	2027e	2028e
AUM (PLNm)	5 070	5 340	5 556	6 216	6 703	6 955	7 041
- y/y change (%)	-26%	5%	4%	12%	8%	4%	1%
Average AUM (PLNm)	5 941	5 205	5 448	5 886	6 459	6 829	6 998
- y/y change (%)	0%	-12%	5%	8%	10%	6%	2%
Net profit margin (%)	10.0%	-44.6%	7.4%	14.5%	9.0%	9.5%	8.8%
Margin on average AUM (%)	0.2%	-0.5%	0.1%	0.3%	0.1%	0.1%	0.1%
Dividend yield (%)	0%	0%	0%	0%	7%	6%	6%
No. of shares (m)	6.8	6.8	6.8	6.8	6.8	6.8	6.8

* From Jul'24- till Dec'25, Source: Company, Pekao Equity Research estimates

Skarbiec Holding – Balance sheet, 2021/22-2028e

PLNm unless otherwise stated

	2021/22	2022/23	2023/24	2024/25e*	2026e	2027e	2028e
Fixed assets	64.9	48.6	50.4	49.6	50.2	50.9	51.6
Tangible assets	4.1	3.0	2.9	1.6	1.9	2.2	2.5
Intangible assets	5.4	7.7	7.9	8.3	8.6	9.0	9.3
Goodwill	51.8	36.2	36.2	36.2	36.2	36.2	36.2
Other	3.6	1.8	3.4	3.5	3.5	3.6	3.6
Current assets	163.1	145.4	149.3	169.4	168.0	168.6	167.8
Trade receivables	8.1	9.3	11.0	10.2	10.2	10.2	10.2
Financial assets FVPL	80.3	33.1	42.6	53.1	63.6	74.1	84.6
Cash&equivalents	73.2	102.5	94.5	105.0	93.0	83.2	71.9
Other	1.5	0.5	1.1	1.1	1.1	1.1	1.1
Total assets	228.0	194.0	199.7	219.0	218.2	219.5	219.4
Equity	200.1	175.3	180.5	199.3	198.1	198.9	198.3
Lon-term liabilities	2.2	1.2	1.2	1.2	1.2	1.2	1.2
Provisions	0.0	0.2	0.2	0.2	0.2	0.2	0.2
Leasing liabilities	2.1	1.0	1.0	1.0	1.0	1.0	1.0
Short-term liabilities	25.7	17.4	18.0	18.5	19.0	19.5	20.0
Trade liabilities	20.3	15.2	15.8	16.2	16.7	17.2	17.7
Other	5.4	2.2	2.2	2.2	2.2	2.2	2.2
Equity & liabilities	228.0	194.0	199.7	219.0	218.2	219.5	219.4

* As of end of Dec'25, Source: Company, Pekao Equity Research estimates

Skarbiec Holding – Cash flow, 2021/22-2028e

PLNm unless otherwise stated

	2021/22	2022/23	2023/24	2024/25e*	2026e	2027e	2028e
Net profit	9.5	-24.8	5.2	18.8	8.1	9.0	8.4
D&A	1.8	2.0	2.6	4.5	2.7	2.8	2.8
Other	5.5	9.2	-2.2	1.2	0.4	0.4	0.5
Operating cash flow	16.7	-13.6	5.6	24.4	11.3	12.2	11.6
Financial assets	-66.0	46.2	-9.5	-10.5	-10.5	-10.5	-10.5
Capex	-2.7	-2.8	-2.8	-3.5	-3.3	-3.4	-3.5
Other	0.2	0.9	0.0	0.0	0.0	0.0	0.0
Investing cash flow	-68.5	44.3	-12.3	-14.0	-13.8	-13.9	-14.0
Dividend/buy-back	0.0	0.0	0.0	0.0	-9.4	-8.1	-9.0
Other	-1.6	-1.5	-1.2	0.0	0.0	0.0	0.0
Financing cash flow	-1.6	-1.5	-1.2	0.0	-9.4	-8.1	-9.0
Cash at the end of the period	73.2	102.5	94.5	105.0	93.0	83.2	71.9

* From Jul'24- till Dec'25, Source: Company, Pekao Equity Research estimates

THIS REPORT WAS COMPLETED ON 24 OCTOBER AT 22:00 CET.

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Analyst	Position	Financial instrument	Number of instruments	Exposure (long/short)	Average transactions price	Transactions dates
Michał Fidelus	Expert, Analyst	Skarbiec Holding	n.a.	n.a.	n.a.	n.a.

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METHODS USED TO FORMULATE OUR RECOMMENDATIONS:

Our company valuations are based on two valuation methods selected from among the following: discount model, multiples-based model or asset-based valuation method.

Discount models are characterized by simultaneous and comprehensive consideration of key determinants of intrinsic value, e.g. operating cash flow, capex, cost of capital (WACC). They are theoretically appealing and provide a direct computation of intrinsic value. However, discount model valuations are highly sensitive to changes in assumptions, particularly the risk free rate and terminal growth rate. Moreover, projections cannot be stated with certainty; unforeseen future events can cause income or earnings projections to be invalid.

Multiples-based models are based on the analysis of the valuation multipliers of a given company in relation to other similar companies in the industry. Among strengths of multiplier models we can highlight their simplicity, as they are easy to compute as well as to understand. Moreover, only the key statistics for investors are chosen for valuation. On the other hand, multiples are based on historic data or near-term forecasts. Valuations based on multiples will therefore fail to capture differences in projected performance over the longer term. Finally, it may be problematic to select a suitable peer group.

Asset-based models can be used even if a company has a brief record of earnings or its future existence is uncertain. However, it may be challenging to determine market value of some assets, particularly intangibles. Additionally, asset-based models do not take into account future changes in financial results, nor do they include non-balance sheet items, such as know-how.

Valuation models are dependent on macroeconomic factors, such as interest rates, exchange rates, raw materials, and on assumptions about the economy. Furthermore, market sentiment affects the valuation of companies. The valuation is also based on expectations that might change rapidly and without notice, depending on developments specific to individual industries. Our recommendations and target prices derived from the models might therefore change accordingly.

The investment ratings generally relate to a 12-month horizon. They are, however, also subject to market conditions and can only represent a snapshot. The ratings may in fact be achieved more quickly or slowly than expected, or need to be revised upward or downward. In the tables and charts throughout this report, we designate the years with an "E" to denote that the figures presented are forecasts and estimates.

Definition of ratings used in our publications:

We currently use a three-tier recommendation system for the stocks in our formal coverage: Buy, Hold, or Sell (see definitions below):

A **Buy** is applied when the expected total return over the next twelve months is higher than 15%.

A **Hold** is applied when the expected total return over the next twelve months is within the range of 0% to 15%.

A **Sell** is applied when the stock's expected total return over the next twelve months is negative.

We employ three further categorizations for stocks in our coverage:

Restricted: A rating and/or financial forecasts and/or target price is not disclosed owing to compliance or other regulatory considerations such as blackout period or conflict of interest.

Coverage in transition: Due to changes in the research team, the disclosure of a stock's rating and/or target price and/or financial information are temporarily suspended. The stock remains in the research universe and disclosures of relevant information will be resumed in due course.

Under review: A rating and/or financial forecasts and/or target price is at the moment under revision of an analyst and the previous rating and/or financial forecasts and/or target price should not be relied on.

Not rated: We do not issue company-specific recommendations and we do not plan to issue them in the foreseeable future.

EXPLANATION OF THE PROFESSIONAL TERMINOLOGY USED IN THE REPORT:

P/E – „Price/Earnings” is the ratio of the financial instrument price to the net financial result for the issuer of the financial instrument.

P/B – „Price/Book Value” is the ratio of the price of the financial instrument to the issuer's equity capital.

EPS – „Earnings per Share”, i.e. net profit per share.

BVPS – „Book Value per Share”.

FWD – „Forward” - stands for the ratio (eg. P/E) calculated on the basis of the expected results.

DPS – „Dividend per Share”.

DY – „Dividend Yield”, a ratio calculated as dividends per share divided by the current share price.

EBIT – „Earnings Before Interest and Taxes”.

EBITDA - „Enterprise Value / Earnings Before Interest, Taxes, Depreciation and Amortization”.

EV/EBITDA – “Enterprise Value / Earnings Before Interest, Taxes, Depreciation and Amortization” is the company's market capitalization (price x number of shares) increased by the value of net financial debt and the value of minority shareholders divided by the operating result increased by the value of the company's asset depreciation.

AGM – Annual General Meeting