

**37/2024/GPW (96)** October 31, 2024

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

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# SEKO

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**Analyst:** Mikolaj Stepień

**Sector:** Consumer staples  
**Bloomberg code:** SEK PW  
**Price:** PLN 9.80  
**12M EFV:** PLN 17.8 (→)

**Market Cap:** US\$ 16 m  
**Av. daily turnover:** US\$ 0.01 m  
**12M range:** PLN 9.30-14.40  
**Free float:** 38%

# SEKO

## 3Q24 financial results preview

In 3Q24 we expect a revenues yoy decline on the back of (i) unfavorable impact of a price war among retailers, (ii) weak consumers' condition (especially in September), and (iii) lower yoy fuel prices (translating into lower revenues of the Company's petrol stations). We forecast SEKO's top line to fall by 5% yoy and arrive at PLN 52 million. Higher than a year ago salary costs and negative operating leverage should have exerted the negative impact on the Company's profitability in the discussed quarter, albeit lower yoy raw materials prices should help, on the other hand, but to a limited extent, we believe. In result, we expect a slight drop of SEKO's margins. Ultimately, we forecast SEKO's revenues/ EBITDA/ EBIT/ net profit to reach PLN 52.1 million (down 5% yoy)/ 2.7 million (down 11% yoy)/ 0.8 million (down 39% yoy)/ 0.7 million (down 22% yoy) in 3Q24.

## Recent developments

On October 28 PKO BP Bankowy OFE purchased 10,000 shares increasing its stake in SEKO's share capital from 10.02% to 10.17% (jointly with PKO DFE holding 0.03%).

## Financial forecasts

We maintain our financial forecasts for the upcoming years.

## Valuation

We keep our 12M EFV for SEKO intact.

### Guide to adjusted profits

No factors necessitating adjustments.

### Key data

IFRS consolidated		2023	2024E	2025E	2026E
Sales	PLN m	261.1	246.8	266.5	271.9
EBITDA	PLN m	24.4	21.0	23.0	23.5
EBIT	PLN m	17.6	13.8	15.7	16.1
Net profit	PLN m	14.9	11.4	12.6	13.2
EPS	PLN	2.25	1.72	1.90	1.98
EPS yoy chg	%	234.9	-23.5	10.6	4.1
Net debt	%	1.6	-4.7	-8.8	-14.3
P/E	x	4.4	5.7	5.2	5.0
P/CE	x	3.0	3.5	3.3	3.2
EV/EBITDA	x	2.7	2.9	2.5	2.2
EV/EBIT	x	3.8	4.4	3.6	3.2
DPS	PLN	0.33	1.00	0.86	0.95
Gross dividend yield	%	3.4	10.2	8.8	9.7
No. of shares (eop)	m	6.7	6.7	6.7	6.7

Source: Company, DM BOŚ SA estimates

### Stock performance



Source: Bloomberg

### Recent events

1. First quotation less dividend (DPS at PLN 1): May 17
2. Ex-dividend day (DPS at PLN 1): May 20
3. Release of consolidated 2Q24 financial results: August 23

### Upcoming events

1. Release of consolidated 3Q24 financial results: November 5

**Catalysts**

1. The end of a price war among retailers
2. Rebound of the sales volume
3. Sales expansion abroad
4. Energy cost cutting thanks to pro-environment investments

**Risk factors**

1. Energy and raw material prices increase
2. Revenues lost to competitors
3. Unfavorable changes in FX rates
4. Further growth of labor costs
5. Loss of key clients

**Competitive advantages**

1. Own production plant constantly modernized
2. Recognized brand
3. Long-standing cooperation with big and trusted clients

## BASIC DEFINITIONS

**A/R turnover** (in days) =  $365/(\text{sales}/\text{average A/R})$   
**Inventory turnover** (in days) =  $365/(\text{COGS}/\text{average inventory})$   
**A/P turnover** (in days) =  $365/(\text{COGS}/\text{average A/P})$   
**Current ratio** =  $(\text{current assets} - \text{ST deferred assets})/\text{current liabilities}$   
**Quick ratio** =  $(\text{current assets} - \text{ST deferred assets} - \text{inventory})/\text{current liabilities}$   
**Interest coverage** =  $(\text{pre-tax profit before extraordinary items} + \text{interest payable})/\text{interest payable}$   
**Gross margin** =  $\text{gross profit on sales}/\text{sales}$   
**EBITDA margin** =  $\text{EBITDA}/\text{sales}$   
**EBIT margin** =  $\text{EBIT}/\text{sales}$   
**Pre-tax margin** =  $\text{pre-tax profit}/\text{sales}$   
**Net margin** =  $\text{net profit}/\text{sales}$   
**ROE** =  $\text{net profit}/\text{average equity}$   
**ROA** =  $(\text{net income} + \text{interest payable})/\text{average assets}$   
**EV** =  $\text{market capitalization} + \text{interest bearing debt} - \text{cash and equivalents}$   
**EPS** =  $\text{net profit}/\text{no. of shares outstanding}$   
**CE** =  $\text{net profit} + \text{depreciation}$   
**Dividend yield** (gross) =  $\text{pre-tax DPS}/\text{stock market price}$   
**Cash sales** =  $\text{accrual sales corrected for the change in A/R}$   
**Cash operating expenses** =  $\text{accrual operating expenses corrected for the changes in inventories and A/P, depreciation, cash taxes and changes in the deferred taxes}$

DM BOŚ S.A. generally values the covered non bank companies via two methods: comparative method and DCF method (discounted cash flows). The advantage of the former is the fact that it incorporates the current market assessment of the value of the company's peers. The weakness of the comparative method is the risk that the valuation benchmark may be mispriced. The advantage of the DCF method is its independence from the current market valuation of the comparable companies. The weakness of this method is its high sensitivity to undertaken assumptions, especially those related to the residual value calculation. Please note that we also resort to other valuation techniques (e.g. NAV-, DDM- or SOTP-based), should it prove appropriate in a given case.

## KEY TO INVESTMENT RANKINGS

This is a guide to expected price performance in absolute terms over the next 12 months:

**Buy** – fundamentally undervalued (upside to 12M EFV in excess of the cost of equity) + catalysts which should close the valuation gap identified;  
**Hold** – either (i) fairly priced, or (ii) fundamentally undervalued/overvalued but lacks catalysts which could close the valuation gap;  
**Sell** – fundamentally overvalued (12M EFV < current share price + 1-year cost of equity) + catalysts which should close the valuation gap identified.

This is a guide to expected relative price performance:

**Overweight** – expected to perform better than the benchmark (WIG) over the next quarter in relative terms  
**Neutral** – expected to perform in line with the benchmark (WIG) over the next quarter in relative terms  
**Underweight** – expected to perform worse than the benchmark (WIG) over the next quarter in relative terms

The recommendation tracker presents the performance of DM BOŚ S.A.'s recommendations. A recommendation expires on the day it is altered or on the day 12 months after its issuance, whichever comes first.

Relative performance compares the rate of return on a given recommended stock in the period of the recommendation's validity (i.e. from the date of issuance to the date of alteration or – in case of maintained recommendations – from the date of issuance to the current date) in a relation to the rate of return on the benchmark in this time period. The WIG index constitutes the benchmark. For recommendations that expire by an alteration or are maintained, the ending values used to calculate their absolute and relative performance are: the stock closing price on the day the recommendation expires/ is maintained and the closing value of the benchmark on that date. For recommendations that expire via a passage of time, the ending values used to calculate their absolute and relative performance are: the average of the stock closing prices for the day the recommendation elapses and four directly preceding sessions and the average of the benchmark's closing values for the day the recommendation expires and four directly preceding sessions.

### Distribution of DM BOŚ's current recommendations

	Buy	Hold	Sell	Suspended	Under revision	Not rated
Numbers	44	26	8	5	0	4
Percentage	51%	30%	9%	6%	0%	5%

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

	Overweight	Neutral	Underweight	Suspended	Under revision	Not rated
Numbers	29	38	11	5	0	4
Percentage	33%	44%	13%	6%	0%	5%

## Banks

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

DM BOŚ S.A. generally values the covered banks via two methods: comparative method and fundamental target fair P/E and target fair P/BV multiples method. The advantage of the former is the fact that it incorporates the current market assessment of the value of the company's peers. The weakness of the comparative method is the risk that the valuation benchmark may be mispriced. The advantage of the fundamental target fair P/E and target fair P/BV multiples method is its independence of the current market valuation of the comparable companies. The weakness of this method is its high sensitivity to undertaken assumptions, especially those related to the residual value calculation. Assumptions used in valuation can change, influencing thereby the level of the valuation. Among the most important assumptions are: GDP growth, forecasted level of inflation, changes in interest rates and currency prices, employment level and change in wages, demand on the analysed company products, raw material prices, competition, standing of the main customers and suppliers, legislation changes, etc. Changes in the environment of the analysed company are monitored by analysts involved in the preparation of the recommendation, estimated, incorporated in valuation and published in the recommendation whenever needed.

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

	Buy	Hold	Sell	Suspended	Under revision	Not rated
Numbers	4	5	0	1	0	1
Percentage	36%	45%	0%	9%	0%	9%

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

	Overweight	Neutral	Underweight	Suspended	Under revision	Not rated
Numbers	2	6	1	1	0	1
Percentage	18%	55%	9%	9%	0%	9%

**Recommendation tracker**

Analyst	Fundamental Recommendation	Relative Recommendation	Report date	Reiteration date	Distribution date	Price at issue/reiteration*	EFV (12 months)
<b>SEKO</b>							
Mikolaj Stepień	Not rated	Not rated	04.09.2023	-	04.09.2023	11.20	16.30 -
Mikolaj Stepień	-	-	-	12.10.2023	12.10.2023	9.25	16.30 →
Mikolaj Stepień	-	-	-	25.10.2023	25.10.2023	9.55	16.30 →
Mikolaj Stepień	-	-	-	06.11.2023	06.11.2023	10.00	16.30 →
Mikolaj Stepień	-	-	-	07.12.2023	07.12.2023	10.40	16.30 →
Mikolaj Stepień	-	-	-	10.12.2023	11.12.2023	10.80	16.30 →
Mikolaj Stepień	-	-	-	09.01.2024	09.01.2024	11.60	16.30 →
Mikolaj Stepień	-	-	-	01.02.2024	01.02.2024	13.30	16.30 →
Mikolaj Stepień	-	-	-	19.02.2024	20.02.2024	12.10	16.30 →
Mikolaj Stepień	-	-	-	29.02.2024	29.02.2024	12.70	16.30 →
Mikolaj Stepień	-	-	-	24.03.2024	25.03.2024	13.00	16.30 →
Mikolaj Stepień	-	-	-	26.03.2024	27.03.2024	12.90	18.90 ↑
Mikolaj Stepień	-	-	-	04.04.2024	04.04.2024	14.40	18.90 →
Mikolaj Stepień	-	-	-	06.05.2024	06.05.2024	13.20	18.90 →
Mikolaj Stepień	-	-	-	29.05.2024	29.05.2024	12.90	18.90 →
Mikolaj Stepień	-	-	-	12.07.2024	12.07.2024	11.00	18.90 →
Mikolaj Stepień	-	-	-	05.08.2024	05.08.2024	9.60	17.80 ↓
Mikolaj Stepień	-	-	-	05.08.2024	05.08.2024	10.00	17.80 →
Mikolaj Stepień	-	-	-	04.09.2024	04.09.2024	12.20	17.80 →
Mikolaj Stepień	-	-	-	24.09.2024	24.09.2024	10.85	17.80 →
Mikolaj Stepień	-	-	-	11.10.2024	11.10.2024	11.10	17.80 →
Mikolaj Stepień	-	-	-	31.10.2024	31.10.2024	9.80	17.80 →

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

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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.

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