Research

CEE | Equity Research

Fabrity

Model update after FY 2024 results

We are not making any significant changes to our model following the release of the full-year results, which were broadly in line with previously published estimates. A strong cash position at year-end (PLN 15m) enables the company to pay a high dividend and also consider potential opportunistic acquisitions. Including the likely refund of CIT tax (a condition for part of the dividend payment), Fabrity may distribute PLN 3 per share this year — nearly 11% of the current market capitalization. We expect a resolution in the coming weeks regarding the delayed Frontex framework contract tender, which has now been pending for several months. We view positively the company's latest communication, where management highlighted the award of interim contracts from Frontex, allowing continued utilization of staff assigned to the project.

2024 summary. Despite a challenging market environment and uncertainty regarding public sector revenues (mainly from Frontex, with public sector accounting for 34% of sales in both 2023 and 2024), Fabrity maintained solid operational fundamentals. The company acquired 20 new clients in 2024, churn remained low (<3%), and revenue structure stayed well-diversified (Poland/EU/DACH each accounting for ~1/3). The delay in the Frontex framework contract did not interrupt cooperation: Fabrity is executing interim work, and the likely signing of a new, expanded framework agreement would be well received by investors. The company remains well positioned for a market recovery and continues to explore M&A opportunities, focusing on profitable, synergy-aligned targets in Poland.

Financial Forecasts. We take a cautious approach to H1 2025 projections but expect some improvement in both the private and public sectors later this year. For 2024, we forecast revenue and adjusted net income (excluding one-off items) at levels similar to the previous year. In 2026, we model a 21% revenue increase and an EBITDA margin improvement from 12% to 13%, driven by higher activity for Frontex and a modest rebound in private sector demand. We forecast PLN 5m net profit in 2025, rising to PLN 7m in 2026.

Valuation. We slightly raise our target price from PLN 32 to PLN 33 based on our DCF model. In our comparative valuation, multiples for the peer group of foreign companies have declined compared to last year, now trading at ~16x P/E for the current year and ~14x for 2026. Based on 2025–2027 forecasts, Fabrity's valuation using EV/EBITDA and P/E suggests a fair value of PLN 34 per share.

Czynniki ryzyka. (1) (1) Increased competition in the software house market; (2) Risk of client attrition; (3) Loss of key personnel; (4) Failure of the PerfectBot project; (5) Risk of delayed payments from clients; (6) FX risk (around 50% of revenue in EUR).

PLNm	2022	2023	2024	2025E	2026E	2027E
Revenues	53.4	68.7	74.7	74.1	90.3	95.7
EBITDA	7.6	8.7	8.6	8.8	11.4	12.1
EBIT	5.0	6.4	6.6	6.9	9.5	10.0
Net profit	25.1	12.9	7.2	4.9	7.0	7.8
EPS (PLN)	10.2	5.3	2.6	1.8	2.5	2.8
P/E (x)	2.8	5.3	10.8	15.7	11.1	10.0
EV/EBITDA (x)	7.3	5.3	7.6	8.9	7.0	6.6
P/BV (x)	2.0	1.9	3.0	3.4	3.3	3.1
DY (%)	28.2%	14.3%	23.1%	10.7%	7.9%	8.2%

Źródło: Dane spółki, Trigon

Fabrity

Buy

(Previous: Buy, PLN 32)

TP: 33 PLN Upside: 18%

FACT SHEET

Ticker			FAB
Sector			IT
Price (PLN)			28
52W range (PLN)		23.6	6 / 39.5
Shares outstanding (m))		2.8
Market Cap (PLNm)			78
Free-float			48%
3M Avg. Vol. (PLNm)			0.05
Drigo porformanco	1M	3M	1Y
Price performance	11 1%	-2.8%	-23 1%

RELATIVE SHARE PRICE VS WIG INDEX



RECOMMENDATIONS	DATE	TP
Buy	17.04.2025	32
Hold	10.12.2024	35
Hold	22.10.2024	37
Hold	19.07.2024	38
Hold	19.04.2024	39
Hold	11.12.2023	38
Hold	23.10.2023	37

SHAREHOLDERS	Share %
Grzegorz Stulgis	24.6%
Tomasz Burczyński	9.8%
Janusz Żebrowski	9.5%
FRAM	7.9%

INVESTOR CALENDAR

1Q'25 Earnings	29.05.2025
2Q'25 Earnings	28.08.2025
3Q'25 Earnings	27.11.2025

ANALYST

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Valuation

FAB: DCF valuation

	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E	TV
Sales	74.1	90.3	95.7	100.5	104.6	107.7	110.9	114.3	117.7	120.6	
EBITDA	8.8	11.4	12.1	12.7	13.2	13.6	14.0	14.4	14.8	15.2	
EBIT	6.9	9.5	10.0	10.4	10.6	10.9	11.2	11.6	11.9	12.2	
Tax rate	19%	19%	19%	19%	19%	19%	19%	19%	19%	19%	
NOPAT	5.6	7.7	8.1	8.4	8.6	8.8	9.1	9.4	9.6	9.9	
Amortization	1.9	2.0	2.1	2.3	2.6	2.7	2.7	2.8	2.9	3.0	
Capex	-1.1	-1.4	-1.6	-1.9	-2.3	-2.3	-2.4	-2.5	-2.5	-2.6	
Leased assets capex	-0.8	-0.8	-0.9	-0.9	-1.0	-1.1	-1.1	-1.1	-1.1	-1.1	
Net WC investments	1.4	-2.1	0.4	0.6	8.0	-0.3	-0.3	-0.3	-0.3	-0.3	
M&A, other adjustments	0.0	0.0	-2.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCF	7.0	5.3	6.0	8.4	8.6	7.8	8.0	8.3	8.6	8.9	9.1
WACC (%)	13.3%	13.3%	13.3%	13.3%	13.3%	13.3%	13.3%	13.3%	13.3%	13.3%	12.5%
PV FCF sum	44					ſ	WACC				
FCF growth ratio in TV	2.5%						TV				
Discounted TV	25				10.5%	11.5%	12.5%	13.5%	14.5%		
Net debt, other adj.	-12			1.5%	34.2	33.0	32.0	31.1	30.4		
Equity value (PLNm)	81			2.0%	34.9	33.6	32.4	31.5	30.7		
Number of shares (m)	2.8		g	2.5%	35.7	34.2	33.0	32.0	31.1		
1 share value PLN	29.1	_		3.0%	36.7	34.9	33.6	32.4	31.5		
Dividend/buyback (PLNm)	0.0			3.5%	37.7	35.7	34.2	33.0	32.0		
12m TP	33.0										

Source: Trigon

Valuation	Curi	Current		vious	Change
DCF	33	100%	32	100%	3%
Multiples	34	0%	31	0%	11%

		2025E			2026E			2027E	
PLNm	Curr.	Prev.	Chg.	Curr.	Prev.	Chg.	Curr.	Prev.	Chg.
Revenues	74.1	74.2	0%	90.3	90.3	0%	95.7	95.7	0%
EBITDA	8.8	8.8	0%	11.4	11.4	0%	12.1	12.1	0%
EBIT	6.9	7.0	-2%	9.5	9.4	0%	10.0	9.9	1%
Net profit	4.9	5.0	-2%	7.0	7.3	-4%	7.8	7.9	-2%

Source: Company, Trigon

FAB: Peer group valuation

Company	МС		EV/EBITE	PΑ		P/E		
Company	IVIC	2025E	2026E	2027E	2025E	2026E	2027E	
GLOBANT SA	4,634	10.7	9.4	8.1	17.6	15.5	13.7	
ENDAVA PLC- SPON ADR	975	7.4	6.4	5.2	11.8	9.8	8.0	
GRID DYNAMICS HOLDINGS INC	1,008	13.2	10.9	8.3	31.1	26.4	19.2	
EPAM SYSTEMS INC	7,958	9.7	8.5	7.7	15.0	13.2	11.6	
Median: IT foreign (weight 50%)		10.2	9.0	7.9	16.3	14.4	12.6	
AILLERON		7.4	6.0	5.2	12.0	9.4	8.3	
ASSECO BUSINESS SOLUTIONS		15.8	14.2	12.9	21.6	19.9	18.2	
Median: IT domestic (weight 50%)	11.6	10.1	9.1	16.8	14.6	13.3	
average weighted		10.9	9.5	8.5	16.5	14.5	13.0	
Valuation per share		31	36	34	29	36	36	
average weighted for multiples			34	·		34	·	
average weighted valuation			•	34				

Source: Bloomberg, Trigon DM

Income statement (PLNm)

income statement (F Livin)	2022	2023	2024	2025E	2026E	2027E
Revenues	53.4	68.7	74.7	74.1	90.3	95.7
COGS	-43.8	-55.8	-67.6	-67.5	-81.0	-85.8
Gross profit	9.6	12.9	7.1	6.7	9.3	9.9
Selling costs	0.0	0.0	0.0	0.0	0.0	0.0
G&A costs	-4.7	-6.3	0.0	0.0	0.0	0.0
Profit on sales	5.0	6.6	7.1	6.7	9.3	9.9
Other operating items, net	0.0	-0.2	-0.5	0.2	0.2	0.2
EBITDA	7.6	8.7	8.6	8.8	11.4	12.1
adj. EBITDA	6.2	7.1	7.8	8.0	10.6	11.3
D&A	-2.6	-2.3	-2.0	-1.9	-2.0	-2.1
EBIT	5.0	6.4	6.6	6.9	9.5	10.0
Net financial costs	22.1	9.2	-1.7	-0.2	-0.6	-0.4
EBT	27.1	15.6	4.9	6.6	8.9	9.6
Income tax	-3.0	-3.0	3.4	-1.3	-1.7	-1.8
Minority interest	0.8	1.1	1.1	0.4	0.2	0.0
Net profit	25.1	12.9	7.2	4.9	7.0	7.8
adj. Net profit	5.6	5.5	4.0	4.9	7.0	7.8
Gross margin (%)	18.1%	18.7%	9.5%	9.0%	10.3%	10.3%
adj. EBITDA margin (%)	14.2%	12.6%	11.6%	11.9%	12.6%	12.7%
EBIT margin (%)	9.3%	9.3%	8.9%	9.3%	10.5%	10.5%
adj. Net profit margin (%)	10.5%	7.9%	5.3%	6.7%	7.7%	8.1%
	040/	000/	00/	40/	000/	00/
change in revenue y/y	31%	29%	9%	-1%	22%	6%
change in gross profit y/y	29%	33%	-45%	-6%	39%	6%
change in adj. EBITDA y/y	-33%	15%	10%	2%	32%	6%
change in EBIT y/y	0%	29%	3%	4%	37%	6%
change in adj. net profit y/y	50%	-2%	-28%	25%	41%	11%
	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24
Revenues	17.8	19.4	18.9	18.9	18.4	18.6
COGS	-14.5	-15.1	-17.1	-17.1	-16.6	-16.9
Gross profit	3.3	4.3	1.8	1.8	1.8	1.8
Selling costs	0.0	0.0	0.0	0.0	0.0	0.0
G&A costs	-1.6	-2.0	0.0	0.0	0.0	0.0
Profit on sales	1.7	2.2	1.8	1.8	1.8	1.8
Other operating items, net	1.7 0.2	2.2 -0.2	1.8 0.0	-0.2	1.8 -0.2	-0.2
Other operating items, net EBITDA	1.7 0.2 2.4	2.2 -0.2 2.5	1.8 0.0 2.4	-0.2 2.0	1.8 -0.2 2.1	-0.2 2.2
Other operating items, net EBITDA adj. EBITDA	1.7 0.2 2.4 2.1	2.2 -0.2 2.5 2.2	1.8 0.0 2.4 2.0	-0.2 2.0 1.9	1.8 -0.2 2.1 1.9	-0.2 2.2 2.0
Other operating items, net EBITDA adj. EBITDA D&A	1.7 0.2 2.4 2.1 -0.5	2.2 -0.2 2.5 2.2 -0.5	1.8 0.0 2.4 2.0 -0.6	-0.2 2.0 1.9 -0.3	1.8 -0.2 2.1 1.9 -0.4	-0.2 2.2 2.0 -0.7
Other operating items, net EBITDA adj. EBITDA D&A EBIT	1.7 0.2 2.4 2.1 -0.5 1.9	2.2 -0.2 2.5 2.2 -0.5 2.0	1.8 0.0 2.4 2.0 -0.6 1.8	-0.2 2.0 1.9 -0.3 1.6	1.8 -0.2 2.1 1.9 -0.4 1.6	-0.2 2.2 2.0 -0.7 1.6
Other operating items, net EBITDA adj. EBITDA D&A EBIT Net financial costs	1.7 0.2 2.4 2.1 -0.5 1.9 10.5	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2	-0.2 2.0 1.9 -0.3 1.6 0.0	1.8 -0.2 2.1 1.9 -0.4 1.6	-0.2 2.2 2.0 -0.7 1.6 -1.3
Other operating items, net EBITDA adj. EBITDA D&A EBIT	1.7 0.2 2.4 2.1 -0.5 1.9 10.5 12.4	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9 1.1	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2	-0.2 2.0 1.9 -0.3 1.6 0.0 1.7	1.8 -0.2 2.1 1.9 -0.4 1.6 -0.3	-0.2 2.2 2.0 -0.7 1.6 -1.3 0.3
Other operating items, net EBITDA adj. EBITDA D&A EBIT Net financial costs EBT Income tax	1.7 0.2 2.4 2.1 -0.5 1.9 10.5 12.4 -3.1	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9 1.1 0.5	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2 1.6 -0.4	-0.2 2.0 1.9 -0.3 1.6 0.0 1.7 3.9	1.8 -0.2 2.1 1.9 -0.4 1.6 -0.3 1.3	-0.2 2.2 2.0 -0.7 1.6 -1.3 0.3 0.2
Other operating items, net EBITDA adj. EBITDA D&A EBIT Net financial costs EBT Income tax Minority interest	1.7 0.2 2.4 2.1 -0.5 1.9 10.5 12.4 -3.1	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9 1.1 0.5	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2 1.6 -0.4	-0.2 2.0 1.9 -0.3 1.6 0.0 1.7 3.9 0.3	1.8 -0.2 2.1 1.9 -0.4 1.6 -0.3 1.3 -0.3	-0.2 2.2 2.0 -0.7 1.6 -1.3 0.3 0.2 0.2
Other operating items, net EBITDA adj. EBITDA D&A EBIT Net financial costs EBT Income tax	1.7 0.2 2.4 2.1 -0.5 1.9 10.5 12.4 -3.1 0.4 9.4	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9 1.1 0.5 0.4	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2 1.6 -0.4 0.3 1.0	-0.2 2.0 1.9 -0.3 1.6 0.0 1.7 3.9 0.3 5.3	1.8 -0.2 2.1 1.9 -0.4 1.6 -0.3 1.3 -0.3 0.8	-0.2 2.2 2.0 -0.7 1.6 -1.3 0.3 0.2 0.2 0.2
Other operating items, net EBITDA adj. EBITDA D&A EBIT Net financial costs EBT Income tax Minority interest	1.7 0.2 2.4 2.1 -0.5 1.9 10.5 12.4 -3.1	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9 1.1 0.5	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2 1.6 -0.4	-0.2 2.0 1.9 -0.3 1.6 0.0 1.7 3.9 0.3	1.8 -0.2 2.1 1.9 -0.4 1.6 -0.3 1.3 -0.3	-0.2 2.2 2.0 -0.7 1.6 -1.3 0.3 0.2 0.2
Other operating items, net EBITDA adj. EBITDA D&A EBIT Net financial costs EBT Income tax Minority interest Net profit	1.7 0.2 2.4 2.1 -0.5 1.9 10.5 12.4 -3.1 0.4 9.4	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9 1.1 0.5 0.4	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2 1.6 -0.4 0.3 1.0	-0.2 2.0 1.9 -0.3 1.6 0.0 1.7 3.9 0.3 5.3	1.8 -0.2 2.1 1.9 -0.4 1.6 -0.3 1.3 -0.3 0.8	-0.2 2.2 2.0 -0.7 1.6 -1.3 0.3 0.2 0.2 0.2
Other operating items, net EBITDA adj. EBITDA D&A EBIT Net financial costs EBT Income tax Minority interest Net profit adj. Net profit Gross margin (%)	1.7 0.2 2.4 2.1 -0.5 1.9 10.5 12.4 -3.1 0.4 9.4	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9 1.1 0.5 0.4 1.2	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2 1.6 -0.4 0.3 1.0	-0.2 2.0 1.9 -0.3 1.6 0.0 1.7 3.9 0.3 5.3 1.0	1.8 -0.2 2.1 1.9 -0.4 1.6 -0.3 1.3 -0.3 0.8 0.8	-0.2 2.2 2.0 -0.7 1.6 -1.3 0.3 0.2 0.2 1.2
Other operating items, net EBITDA adj. EBITDA D&A EBIT Net financial costs EBT Income tax Minority interest Net profit adj. Net profit Gross margin (%) adj. EBITDA margin (%)	1.7 0.2 2.4 2.1 -0.5 1.9 10.5 12.4 -3.1 0.4 9.4 9.4 18.6% 11.7%	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9 1.1 0.5 0.4 1.2 1.2	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2 1.6 -0.4 0.3 1.0 1.0 9.6% 10.8%	-0.2 2.0 1.9 -0.3 1.6 0.0 1.7 3.9 0.3 5.3 1.0	1.8 -0.2 2.1 1.9 -0.4 1.6 -0.3 1.3 -0.3 0.8 0.8 9.7% 10.2%	-0.2 2.2 2.0 -0.7 1.6 -1.3 0.3 0.2 0.2 1.2 9.4% 10.9%
Other operating items, net EBITDA adj. EBITDA D&A EBIT Net financial costs EBT Income tax Minority interest Net profit adj. Net profit Gross margin (%)	1.7 0.2 2.4 2.1 -0.5 1.9 10.5 12.4 -3.1 0.4 9.4 9.4	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9 1.1 0.5 0.4 1.2 1.2	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2 1.6 -0.4 0.3 1.0 1.0	-0.2 2.0 1.9 -0.3 1.6 0.0 1.7 3.9 0.3 5.3 1.0	1.8 -0.2 2.1 1.9 -0.4 1.6 -0.3 1.3 -0.3 0.8 0.8	-0.2 2.2 2.0 -0.7 1.6 -1.3 0.3 0.2 0.2 1.2
Other operating items, net EBITDA adj. EBITDA D&A EBIT Net financial costs EBT Income tax Minority interest Net profit adj. Net profit Gross margin (%) adj. EBITDA margin (%) EBIT margin (%) adj. Net profit margin (%)	1.7 0.2 2.4 2.1 -0.5 1.9 10.5 12.4 -3.1 0.4 9.4 9.4 18.6% 11.7% 10.7% 53.1%	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9 1.1 0.5 0.4 1.2 1.2 22.0% 11.1% 10.2% 6.2%	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2 1.6 -0.4 0.3 1.0 1.0 9.6% 10.8% 9.5% 5.2%	-0.2 2.0 1.9 -0.3 1.6 0.0 1.7 3.9 0.3 5.3 1.0 9.6% 10.1% 8.7% 5.4%	1.8 -0.2 2.1 1.9 -0.4 1.6 -0.3 1.3 -0.3 0.8 0.8 9.7% 10.2% 8.8% 4.1%	-0.2 2.2 2.0 -0.7 1.6 -1.3 0.2 0.2 0.2 1.2 9.4% 10.9% 8.3% 6.4%
Other operating items, net EBITDA adj. EBITDA D&A EBIT Net financial costs EBT Income tax Minority interest Net profit adj. Net profit Gross margin (%) adj. EBITDA margin (%) EBIT margin (%) adj. Net profit margin (%) change in revenue y/y	1.7 0.2 2.4 2.1 -0.5 1.9 10.5 12.4 -3.1 0.4 9.4 9.4 9.4 11.7% 10.7% 53.1%	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9 1.1 0.5 0.4 1.2 1.2	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2 1.6 -0.4 0.3 1.0 1.0 9.6% 10.8% 9.5% 5.2%	-0.2 2.0 1.9 -0.3 1.6 0.0 1.7 3.9 0.3 5.3 1.0 9.6% 10.1% 8.7% 5.4%	1.8 -0.2 2.1 1.9 -0.4 1.6 -0.3 1.3 -0.3 0.8 0.8 9.7% 10.2% 8.8% 4.1%	-0.2 2.2 2.0 -0.7 1.6 -1.3 0.2 0.2 0.2 1.2 9.4% 10.9% 8.3% 6.4%
Other operating items, net EBITDA adj. EBITDA D&A EBIT Net financial costs EBT Income tax Minority interest Net profit adj. Net profit Gross margin (%) adj. EBITDA margin (%) EBIT margin (%) adj. Net profit margin (%) change in revenue y/y change in gross profit y/y	1.7 0.2 2.4 2.1 -0.5 1.9 10.5 12.4 -3.1 0.4 9.4 9.4 18.6% 11.7% 10.7% 53.1%	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9 1.1 0.5 0.4 1.2 1.2 22.0% 11.1% 10.2% 6.2%	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2 1.6 -0.4 0.3 1.0 1.0 9.6% 10.8% 9.5% 5.2%	-0.2 2.0 1.9 -0.3 1.6 0.0 1.7 3.9 0.3 5.3 1.0 9.6% 10.1% 8.7% 5.4%	1.8 -0.2 2.1 1.9 -0.4 1.6 -0.3 1.3 -0.3 0.8 0.8 0.8 9.7% 10.2% 8.8% 4.1%	-0.2 2.2 2.0 -0.7 1.6 -1.3 0.3 0.2 0.2 1.2 9.4% 10.9% 8.3% 6.4% -4% -59%
Other operating items, net EBITDA adj. EBITDA D&A EBIT Net financial costs EBT Income tax Minority interest Net profit adj. Net profit Gross margin (%) adj. EBITDA margin (%) EBIT margin (%) adj. Net profit margin (%) change in revenue y/y change in gross profit y/y change in adj. EBITDA y/y	1.7 0.2 2.4 2.1 -0.5 1.9 10.5 12.4 -3.1 0.4 9.4 9.4 18.6% 11.7% 10.7% 53.1%	2.2 -0.2 2.5 2.2 -0.5 2.0 -0.9 1.1 0.5 0.4 1.2 1.2 22.0% 11.1% 10.2% 6.2%	1.8 0.0 2.4 2.0 -0.6 1.8 -0.2 1.6 -0.4 0.3 1.0 1.0 9.6% 10.8% 9.5% 5.2%	-0.2 2.0 1.9 -0.3 1.6 0.0 1.7 3.9 0.3 5.3 1.0 9.6% 10.1% 8.7% 5.4%	1.8 -0.2 2.1 1.9 -0.4 1.6 -0.3 1.3 -0.3 0.8 0.8 0.8 4.1%	-0.2 2.2 2.0 -0.7 1.6 -1.3 0.3 0.2 0.2 1.2 9.4% 10.9% 8.3% 6.4% -4% -59% -6%
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Source: Company, Trigon

TRIGON'

Balance Sheet (PLNm)

,	2022	2023	2024	2025E	2026E	2027E
Non-current Assets	9	6	8	8	9	9
PPE	4	2	2	2	2	3
Intangibles	1	2	2	2	2	3
Goodwill	0	0	3	3	3	3
Trade and other receivables	0	0	0	0	0	0
Investments	0	0	0	0	0	0
Other	4	3	1	1	1	1
Current Assets	52	49	41	32	34	33
Inventories	0	0	0	0	0	0
Receivables	17	22	21	22	25	26
Cash and cash equivalents	18	25	15	8	7	6
Other	17	3	5	2	2	2
Assets	61	56	49	41	43	43
Equity	34	37	26	23	24	25
Issued capital	2	2	2	2	2	2
Other	6	22	17	16	14	15
Net profit	25	13	7	5	7	8
Minority Interests	4	5	7	2	2	2
Non-current Liabilities	4	3	4	4	4	4
Long-term borrowings	3	2	1	1	1	1
Other	1	1	3	3	3	3
Current Liabilities	19	11	12	12	13	11
Short-term borrowings	2	1	2	2	2	2
Payables	5	6	6	6	7	7
Other	13	4	4	4	4	2
Equity and Liabilities	61	56	49	41	43	43
Net working capital	12	16	15	17	19	18
Net debt	-13	-23	-12	-5	-4	-3
adj. Net debt	-13	-23	-12	-5	-4	-3
Net debt/EBITDA (x)	-1.8	-2.6	-1.4	-0.6	-0.3	-0.2
Net debt/Equity (x)	-0.4	-0.6	-0.5	-0.2	-0.1	-0.1
ROE (%)	18%	15%	13%	20%	30%	32%
ROA (%)	9%	9%	8%	11%	17%	18%
Cash conversion cycle (days)	199	136	134	136	124	127
Inventory turnover (days)	0	0	0	0	0	0
Receivables turnover (days)	144	103	104	106	96	97
Payables turnover (days)	-55	-34	-31	-30	-28	-30

Cash Flow Statement (PLNm)

	2022	2023	2024	2025E	2026E	2027E
Cash flow from operating activities	5	5	11	3	7	10
Pre-tax profit	25	13	7	5	7	8
D&A	5	2	2	2	2	2
Changes in working capital	-6	-5	1	1	-2	0
Change in inventories	0	0	0	0	0	0
Change in receivables	-5	-4	2	-1	-3	0
Change in payables	-1	-1	0	0	1	0
Other	-18	-5	0	-5	0	0
Cash flow from investing activities	29	14	-2	-1	-1	-4
CAPEX	-3	-1	-1	-1	-1	-2
Other	31	15	-1	0	0	-2
Cash flow from financing activities	-25	-12	-19	-9	-7	-7
Net borrowings	-2	0	0	0	0	0
Share issuance	0	0	0	0	0	0
Dividend/Buy-back	-19	-10	-18	-8	-6	-6
Other	-4	-2	-1	-1	-1	-1
Net change in cash	9	7	-10	-7	-1	-1
Cash opening balance	10	18	25	15	8	7
Cash closing balance	18	25	15	8	7	6
Source: Company Trigon						

Source: Company, Trigon

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Glossary of professional terms:

capitalisation - market price multiplied by the number of a company's shares

free float (%) - percentage of a company's shares held by shareholders with less than 5% of total voting rights attached to the shares, reduced by treasury shares held by the company

min/max 52 wks - lowest/highest share price over the previous 52 weeks

average turnover - average volume of share trading over the previous month

EBIT - operating profit

EBITDA – operating profit before depreciation and amortisation

adjusted profit - net profit adjusted for one-off items

CF - cash flow

CAPEX - sum of investment expenditures on fixed assets

OCF - cash generated through a company's operating activities

FCF - cash generated by a company after accounting for cash outflows to support its operations and maintain capital assets

ROA - rate of return on assets

ROE - rate of return on equity

ROIC - rate of return on invested capital

NWC – net working capital

cash conversion cycle - length of time it takes for a company to convert its cash investments in production inputs into cash revenue from sale of its products or services

gross profit margin - ratio of gross profit to net revenue

EBITDA margin - ratio of the sum of operating profit and depreciation/amortisation to net revenue

EBIT margin - ratio of operating profit to net revenue

net margin - ratio of net profit to net revenue

EPS - earnings per share

DPS - dividend per share

P/E – ratio of market price to earnings per share

P/BV - ratio of market price to book value per share

EV/EBITDA - ratio of a company's EV to EBITDA

EV - sum of a company's current capitalisation and net debt DY - dividend yield, ratio of dividends paid to share price

RFR - risk free rate

WACC - weighted average cost of capital

Recommendations of the Brokerage House

Issuer - Fabrity Holding S.A.

BUY - we expect the total return on an investment to reach at least 15%

HOLD – we expect the price of an investment to be largely stable, with potential upside of up to 15% SELL – we expect negative total return on an investment of more than -0%

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Valuation methods used

The Discounted Cash Flow (DCF) method values a company by estimating its future cash flows and discounting them back to their

- Advantages: future-oriented, flexible when it comes to assumptions, based on the intrinsic value of a company, widely accepted.
- Disadvantages: sensitivity to assumptions, complexity, subjectivity, doesn't consider market sentiment or short-term fluctuations.

The comparable valuation method values a company by comparing it to similar publicly traded companies.

- Advantages: simplicity, transparency, benchmarking, reflects current market valuations and investor sentiment.
- Disadvantages: lack of specificity, limited comparables, sensitive to market fluctuations, ignoring fundamental differences.

SOTP - sum-of-the-parts method, which consists in valuing a company by valuing its individual business lines separately and then

summing them up.

Advantages: different valuation methods can be applied to diverse business lines; the approach is useful for assessing the value of a

Disadvantages: the peer group for individual business lines is usually limited, the method does not adequately account for synergies between business segments.

Risk-adjusted net present value method (rNPV)

Advantages: accounting for probabilities assigned to future cash flows, providing a more realistic assessment of the present value of future cash flows and reflecting business-specific factors, especially in the case of innovative companies

Disadvantages: subjectivity involved in the adoption of a discount rate, significant reliance on a number of assumptions, high level of complexity in the calculations and exclusion of qualitative factors from the valuation.

Discounted residual income method (DRI)

Advantages: valuation based on the excess of income over risk-adjusted opportunity cost to owners of capital, the method can be applied to companies that do not pay dividends or generate positive FCF.

Disadvantages: significant reliance on subjective judgements and assumptions, as well as sensitivity of the valuation to any changes in those variables.

Discounted dividend model (DDM)

Advantages: accounting for real cash flows to equity owners, the model works best for companies with a long history of dividend distribution

Disadvantages: the method can be applied to dividend-paying companies only, it is not suitable for companies with a short history of



dividend distribution.

Net asset value method (NAV)

Advantages: the approach is particularly relevant to holding companies with significant property, plant and equipment assets, the calculation of NAV is relatively straightforward.

Disadvantages: the method neglects future revenue or earnings potential and may not properly reflect the value of intangible assets.

Target multiple method

Advantages: the method can be applied to any company.

Disadvantages: it involves a high degree of subjectivity.

Replacement value method – it assesses the value of a company based on the costs of replacing its assets.

Advantages: the method is particularly relevant to companies with significant property, plant and equipment assets.

Disadvantages: it may be hard to capture the value of a company's intangible assets, reputation and market potential.

Liquidation value method - the sum of prices that the business would receive upon selling its individual assets on the open market.

Advantages: the method can capture the lowest threshold of a company's value.

Disadvantages: it may be hard to capture the value of a company's intangibles.

Basis of the valuation or methodology and the underlying assumptions used to evaluate the financial instrument or the issuer, or to set a price target for the financial instrument: DCF model

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