Skarbiec Holding

(Buy, TP PLN 30.0)
As of April 17th, 2025

3Q24/25 net profit at PLN 2.6m vs. expected net loss at PLN -0.4m.

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Skarbiec Holding released 3Q24/25 (calendar 1Q25) figures with the following highlights:

- **In 3Q2024/25 (calendar 1Q25) Skarbiec Holding reported net profit at PLN 2.6m vs. our expectations of net loss PLN -0.4m.** Earnings beat was driven by lower than expected costs (-15% vs. our assumptions largely on the back of much lower staff costs), but also by higher net other operating income (PLN 1.5m vs. PLN -0.5m expected) and slightly higher net financial income. The above was partly offset by slightly weaker revenues (-4% vs. our estimates) and higher effective income tax.
- **Fixed fee** declined -13% y/y (-1% q/q) and was broadly in line with our expectations with margin on average AUM at 0.96% (vs. 1.01% in 4Q24 and 1.03% in 1Q24). Fixed fee was affected by changes in AUM (-12% y/y, -3% q/q), while share of equity funds in AUM remained flat at 42% in 1Q25 (vs. 42% in 4Q24 and 42% in 1Q24).
- Reported **success fee** in 1Q25 came in at PLN 0.7m vs. our estimates at PLN 0.8m. (and vs. 41.7m in 4Q24 and PLN 3.5m in 1Q24).
- **Distribution costs** came in at PLN 6.0m (-13% y/y, 27% q/q) and represented 44% of fixed fee (vs. 34% in 4Q24 and 44% in 1Q24). Total HR costs came in at barely PLN 0.8m (vs. PLN 4.9m in 1Q25) and other costs grew 6% y/y (-7% q/q).
- At the end of 1Q25 **AUM** of Skarbiec TFI came in at PLN 5,508m (-12% y/y, -3% q/q). On a y/y basis, growth of portfolios (18% y/y) was more than offset by declining AUM of debt (-44% y/y), equity (-11% y/y) and dedicated (-72% y/y) funds. On a quarterly basis equity and debt funds saw -5% q/q drop, while AUM of dedicated funds and portfolios were flattish (0% y/y, and -1% y/y, respectively).
- In 1Q25 **net flows** to Skarbiec TFI (ex. portfolios) came in at PLN -53m vs. PLN -63m in 4Q24. In FY 2024 net flows came in at PLN -489m vs. PLN +83m in FY 2023.

Our view: SLIGHTLY NEGATIVE

3Q24/25 net profit of Skarbiec Holding came in at PLN 2.6m vs. our expectations of net loss at PLN -0.4m. The earnings beat though, was driven by much lower than expected staff costs coupled with better net other operating income. We are looking forward to find the details behind these positive surprises, but we assume both items were rather non-recurring. Revenues came slightly below our expectations driven by declining AUM. Oh the other hand we point also at higher than expected effective income tax rate. All in all, while bottom line reported in 3Q24/25 was much better than expected, we find calendar 1Q25 results of Skarbiec as slightly disappointing due to the structure of the numbers. Nevertheless, we maintain our positive view on the company. AUM coupled with performance of investment funds remain the key drivers of earnings, but we note, that In coming quarters costs shall be additionally supported by resignation from PPK, revision of product offer and lower headcount. We point also at boost for earnings coming from acquisition of Noble Securities (not included yet in our recent recommendation). At the end of 1Q25 Skarbiec had PLN 154m of cash&equivalents (vs. PLN 128m in 4Q24) vs. current MCAP of PLN 179m.

Skarbiec Holding – AUM, PLN mn (calendar quarters)

	1Q24	2Q24	3Q24	4Q24	1Q25	y/y	q/q
Equity	2 605	2 647	2 418	2 415	2 306	-11%	-5%
Debt	1 709	946	1 001	1 012	965	-44%	-5%
Deidcated	56	51	16	16	16	-72%	0%
Portfolios	1 882	1 914	1 999	2 245	2 221	18%	-1%
Total	**6 252**	**5 556**	**5 434**	**5 687**	**5 508**	**-12%**	**-3%**

Source: Company, Pekao Equity Research

Skarbiec Holding – P&L, PLN mn (calendar quarters)

	1Q24	2Q24	3Q24	4Q24	1Q25	y/y	q/q	Pekao	vs. Pekao
Total revenues	19.2	17.7	16.8	55.4	14.3	-25%	-74%	14.9	-4%
- fixed fee	15.7	14.0	13.9	13.8	13.6	-13%	-1%	13.9	-2%
- success fee	3.5	3.7	2.0	41.7	0.7	-80%	-98%	0.8	-12%
Operating costs	**-18.8**	**-19.3**	**-18.4**	**-26.1**	**-14.3**	-24%	-45%	-16.9	-15%
EBIT	**0.4**	**-2.0**	**-1.6**	**28.7**	**1.5**	na	na	-2.0	na
EBITDA	**1.2**	**-1.2**	**-0.8**	**29.6**	**2.3**	na	na	-1.2	na
Net financial income	1.7	1.8	1.7	1.5	1.9	14%	27%	1.5	28%
Pre-tax profit	**2.1**	**-0.2**	**0.1**	**30.3**	**3.4**	**na**	**na**	-0.5	na
Net profit	**2.5**	**2.8**	**0.1**	**24.4**	**2.6**	na	na	-0.4	na

Source: Company, Pekao Equity Research

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Michał Fidelus	Expert, Analyst	Skarbiec Holding	0			

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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.

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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%.
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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”.
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AGM – Annual General Meeting