

Ambra *summary of report*

accumulate

alcoholic beverages

previous recommendation: accumulate

Current price*: 19.74

Target price: 22.3

A disappointing second half of 2024/25

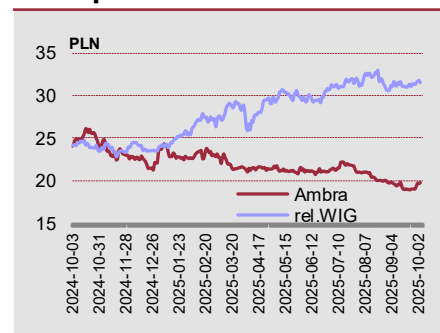
The second half of the 2024/25 financial year proved disappointing. After a very weak Q3 2024/25 (-12.4% y/y), caused by the postponement of the Easter holiday, sales in Q4 increased only nominally by 0.6% y/y. As a result, Ambra Group's revenue for the full financial year fell by 2.1% y/y to PLN 894.9 million. The Polish market performed poorly (-2.7% y/y), as did the Czech and Slovak markets again (-12.1% y/y), while the Romanian market, which benefited from acquisitions a year earlier, increased sales by 5.3% y/y. At the margin level, however, the company significantly improved its gross margin on sales, which increased by 1.6 percentage points for the year. to 36.2% and in our opinion should remain relatively stable in 2025/26. Although we believe that the room for further improvement is already limited, its stable level, along with the slowdown in the dynamics of selling and general administrative costs visible in recent quarters (+5.8% y/y, in Q4 only +2.7% y/y) will support the company's results in the current financial year.

The year 2024/25 was marked by weakened consumption and continued consumer caution in the alcoholic beverages market. The trend of limiting alcohol consumption has particularly severely affected premium segments, while beverages with lower alcohol content or completely alcohol-free are gaining popularity. In this context, the Group's developed de-alcoholized wines segment stood out positively, recording a 39.2% year-on-year sales increase, becoming one of the key growth drivers in Ambra's portfolio.

Taking into account our forecasted net profit for the 2025/26 financial year, the Company is currently trading at a leading P/E ratio of 10.0. We are lowering our target price per Ambra share from PLN 24.9 to PLN 22.3 compared to our last forecast, while maintaining our "accumulate" recommendation. The change in valuation was negatively impacted by a slight revision to our financial forecasts and a decline in the market multiples of peer companies.

Ambra's Management Board has recommended to the General Meeting a dividend payment of PLN 1.10 per share from the 2024/25 financial year, maintaining the dividend at the level of the previous two years. At the share price on the day preceding the recommendation, the dividend yield is 5.8%. Furthermore, net debt at the end of June 2025 amounted to PLN 28.9 million (0.3x EBITDA), and liquidity ratios remain at safe levels. We believe that the company's solid financial position and low debt level will allow it to continue its regular dividend policy in the coming years.

Share price vs. index



Source: Bloomberg

| | | | |
|--------------------------|--------------------|------------|-------------|
| Max/min 52 weeks (PLN) | 27.6 / 18.8 | | |
| Shares issued (m) | 25.2 | | |
| Market cap. (m PLN) | 498 | | |
| EV (m PLN) | 526 | | |
| Free float (m PLN) | 193 | | |
| Average turnover (m PLN) | 0.2 | | |
| Main shareholder | Schloss-Wachenheim | | |
| % of shares, % of votes | 61.1%, 61.1% | | |
| | 1 m | 3 m | 12 m |
| Price change | 0,2% | -8,0% | -22,3% |
| Change rel. WIG | 1,5% | 1,5% | 30,6% |

Source: Bloomberg, Biuro Maklerskie Banku Millennium S.A.

Grzegorz Gawkowski

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| | Sales | EBIT | EBITDA * | Profit before tax | Net profit | EPS | CEPS | BVPS | P/E | P/BV | DY (%) | EV /EBIT | EV /EBITDA | ROE (%) |
|----------|--------|------|----------|-------------------|------------|------|------|------|------|------|--------|----------|------------|---------|
| 2024/25 | 894,9 | 87,3 | 106,3 | 79,2 | 44,7 | 1,77 | 2,53 | 17,0 | 11,1 | 1,2 | 5,6 | 6,0 | 5,0 | 10,4 |
| 2025/26p | 929,1 | 89,1 | 111,3 | 84,3 | 49,9 | 1,98 | 2,86 | 17,9 | 10,0 | 1,1 | 5,6 | 5,9 | 4,7 | 11,1 |
| 2026/27p | 978,5 | 91,5 | 115,8 | 86,7 | 51,3 | 2,04 | 3,00 | 18,8 | 9,7 | 1,0 | 5,7 | 5,8 | 4,5 | 10,8 |
| 2027/28p | 1029,4 | 95,2 | 121,5 | 90,2 | 53,4 | 2,12 | 3,16 | 19,8 | 9,3 | 1,0 | 5,8 | 5,5 | 4,3 | 10,7 |

p - consolidated forecasts BMBanku Millennium, * EBITDA in accordance with MSR 17, m PLN

The report was prepared by Biuro Maklerskie Banku Millennium S.A. on the order of the Warsaw Stock Exchange S.A. within the Program of Analytical Coverage Support Information regarding the links between Bank Millennium with the company being the subject of this report and other required information were placed on the last page of the report.

* - market price for October 6, 2025 17:00

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Explanation of the professional terminology used in the report

EV - market valuation of the company + net interest debt

EBIT - operating profit

EBITDA - operating profit + depreciation

WNB - result on banking activity

P/E - ratio of the share price to the net profit per share

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

ROE - return on equity

ROA - return on assets

EPS - net profit per share

CEPS - net profit and depreciation per share

BVPS - book value per share

DPS - dividend per share

NPL - non performing loans

The scale of recommendation used in Biurow Maklerskie Banku Millennium S.A.

BUY - we believe that the company's shares have more than 20% upside potential

ACCUMULATE - we believe that the company's shares have more than 10% upside potential

NEUTRAL - we believe that the price of the company's shares will remain stable (+/- 10%)

REDUCE - we think that the company's shares are overvalued by 10-20%

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Recommendations are based on the following valuation methods (2 out of 3 selected):

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Comparative method (comparison of relevant market indicators at which the company is listed with similar indicators for other companies from the same industry or related industries) - better than the DCF method, it reflects the perception of the industry in which the company operates by investors. The disadvantage of the comparative method is the sensitivity to the selection of the adopted comparative group and the compared ratios, as well as high volatility of the valuation depending on the market situation.

ROE-P/BV method (a model that makes the appropriate P/BV ratio dependent on the company's profitability) - a method considered the most appropriate for the valuation of banks. The disadvantage of this method is the sensitivity of the valuation obtained in this way to the assumptions made regarding both the company itself (profitability, effectiveness) and its macroeconomic environment.

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Work related to the preparation of the report was completed on October 7, 2025. at 15:20, and the date of the first dissemination of the report is October 7, 2025. 15:35.

The report was prepared by the Biurow Maklerskie Banku Millennium S.A. commissioned by the Warsaw Stock Exchange S.A. under the Analytical Coverage Support Program.

BM Banku Millennium recommendation for the last 12 months

| Company | Recommendation | Date of the recommendation | Market price on the recommendation issue day | Target price | Author |
|------------------|----------------|----------------------------|--|--------------|--------------------|
| Mostostal Zabrze | Buy | 06-Dec-24 | 5,10 | 6,10 | Adam Zajler |
| Ambra | Accumulate | 12-Mar-25 | 22,70 | 25,90 | Grzegorz Gawkowski |
| Mostostal Zabrze | Buy | 27-Mar-25 | 5,68 | 6,80 | Adam Zajler |
| IFIRMA | Accumulate | 09-Apr-25 | 22,90 | 25,40 | Seweryn Żołyński |
| IMS | Buy | 21-May-25 | 3,75 | 4,60 | Łukasz Bugaj |
| IFIRMA | Accumulate | 29-May-25 | 26,35 | 29,70 | Seweryn Żołyński |
| Ambra | Accumulate | 29-May-25 | 20,90 | 24,90 | Grzegorz Gawkowski |
| IMS | Buy | 11-Jun-25 | 3,73 | 4,50 | Łukasz Bugaj |
| Mostostal Zabrze | Buy | 18-Jun-25 | 5,96 | 7,60 | Adam Zajler |
| VRG | Buy | 12-Sep-25 | 4,45 | 5,57 | Seweryn Żołyński |
| Shoper | Accumulate | 15-Sep-25 | 52,00 | 57,60 | Seweryn Żołyński |
| 11 bit studios | Accumulate | 12-Sep-25 | 179,50 | 213,50 | Grzegorz Gawkowski |
| Mostostal Zabrze | Buy | 30-Sep-25 | 6,25 | 8,40 | Adam Zajler |
| IMS | Buy | 07-Oct-25 | 2,97 | 4,00 | Łukasz Bugaj |
| Ambra | Accumulate | 07-Oct-25 | 19,74 | 22,30 | Grzegorz Gawkowski |

Source: BM Bank Millennium, recommendations issued by BM Bank Millennium are valid for 6 months from the date of issue, unless they are updated beforehand. Ambra, Mostostal Zabrze, IFIRMA, IMS, VRG, Shoper and 11 bit studios participate in the analytical support program of the Warsaw Stock Exchange, and Agora and Korporacja KGL participated in the program until June 30 2023 and for which BM Bank Millennium receives or was receiving remuneration from the Warsaw Stock Exchange.

Structure of BM Banku Millennium recommendation for the last 12 months

| | Number of recommendations | Share |
|------------|---------------------------|-------|
| Buy | 8 | 53% |
| Accumulate | 7 | 47% |
| Neutral | 0 | 0% |
| Reduce | 0 | 0% |
| Sell | 0 | 0% |

The structure of recommendations for companies for which BM Banku Millennium provided investment banking services*

No recommendations were issued for companies for which BM Banku Millennium provided services in the field of investment banking*

*last 12 months, including companies for which BM Banku Millennium is a market maker