Digital Network S.A.

Price target: PLN 324 | Preview | Rating: BUY

After hitting an ATH of PLN 426.40 on 21/09, DIG's share price has corrected by 31.7%. This drop followed an ABB by its largest shareholder Epicom (selling 19.8% of outstanding shares at PLN 290/share), alongside the publication of rather disappointing prel. Q3/26 sales of PLN 53m (+153.8% y-o-y) from the market's perspective. While this figure was significantly below consensus, we believe it reflects seasonal factors. In fact, DIG's historical seasonality — where Q4 represents c. 40% of annual revenues — has been further reinforced by the acquisition of BGMO at the end of October 2025. Regarding Q3 EBITDA and net income, we forecast them at PLN 33.9m (+150.9% y-o-y) and PLN 15.9m (+92.5%), respectively, assuming no one-off effects and the consolidation of BGMO starting November 2025. For 2026E–2028E, following discussions with management, we now expect 3.1%–15.3% lower revenues, but 7.1%-9% higher EBITDA margins. The margin expansion is driven by 17.9%–46.5% higher forecasts for depreciation & amortization related to leased screen locations, which will likely also negatively impact DIG's net financial result more than initially expected. Factoring in our updated forecasts, a higher WACC (14.1% vs. 13.3% before), and a lower peer-group-based FV, our 12-months PT for DIG goes down from PLN 331.20 to PLN 324, however given an upside of 11.3% at present the rating improves from ADD to BUY. Given the exp. EPS growth of 57.9%/40.4%/27% in 2026E/2027E/2028E and exp. DYield of 2.5%-4.8%, the stock remains attractive for long-term investors. On the downside, we note the high goodwill and lack of ESOP.

H1/26 results were strong and Q2 came in 4.8% above our EBITDA but 3.5% below our net income forecast. Between January and June 2026, DIG's revenues reached PLN 103.7m (+189.2% y-o-y). Despite a gross margin of 49.2% (H1/25: 56.7%), EBITDA advanced by 183.5% to PLN 60.9m as BGMO mainly owns less profitable analogue billboards. Net income came in at PLN 19.7m (+62.3%). Following a very strong improvement of profitability and a 263.6% higher depreciation & amortization of PLN 22.3m, net operating cash flow increased by 127.9% to PLN 46.5m and FCF to PLN 36.6m (+62%). As of June, net debt equalled PLN 177.4m vs. PLN 178.5m (31/03/2026) and PLN 181.5m (31/12/2025).

in PLNm	2023	2024	2025	2026E	2027E	2028E
Net sales	64.28	74.67	112.92	237.13	311.77	365.08
EBITDA	33.35	43.72	66.90	139.91	183.32	213.94
EBIT	22.73	31.70	50.52	93.91	123.32	150.94
Net income	21.35	25.15	37.61	59.37	83.34	105.84
EPS	5.12	6.04	9.03	13.00	18.25	23.18
DPS	4.10	4.82	5.00	7.20	10.95	13.91
Dividend yield	1.41%	1.66%	1.72%	2.47%	3.76%	4.78%
RoE	44.30%	47.72%	48.95%	47.53%	48.78%	46.50%
Net gearing	-2.06%	21.05%	171.85%	118.71%	74.08%	45.38%
EV/Sales	23.47x	20.20x	13.36x	6.36x	4.84x	4.13x
EV/EBITDA	45.24x	34.51x	22.55x	10.78x	8.23x	7.05x
P/E	56.88x	48.21x	32.25x	22.39x	15.95x	12.56x

Company profile

Digital Network S.A. is the No 1 Digital-Out-of-Home advertising company in Poland.

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Website	www.digitalnetwork.pl
Sector	Advertising
Country	Poland
ISIN	PL4FNMD00013
Reuters	DIG.WA
Bloomberg	DIG PW

Share information

Last price	291.20
Number of shares (m)	4.57
Market cap. (PLNm)	1329.59
Market cap. (EURm)	302.74
52-weeks range	PLN 426.40 / PLN 99.90
Average volume (shares)	15,580

Performance

4-weeks	-20.57%
13-weeks	-4.14%
26-weeks	45.48%
52-weeks	178.38%
YTD	80.83%

Shareholder structure

Epicom Ltd.	29.95%
IT Fashion Polska Properties Sp. z.o.o**	7.16%
Free float	62.89%

Financial calendar

9M/26 report	November 30, 2026

Analyst

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Current trading & our forecasts

In H1/26, the primary driver behind the rapid y-o-y revenue growth was the acquisition of a 100% stake in Braughman Group Media Outdoor (BGMO) — the Polish leader in Out-of-Home advertising, which owns >300 premium billboards — at the end of October 2025 (consolidated since November 2025). According to management, the integration has been successfully completed: the respective sales teams have been collaborating since January, and a larger portion of BGMO's staff now shares an office with DIG. While some of the least effective employees were let go post-transaction, DIG plans to expand its headcount, particularly within the team responsible for new screen locations. On the downside, the acquisition led to a sharp increase in depreciation & amortization (PLN 22.3m vs. PLN 6.1m), a lower net financial result (PLN -9.1m vs. PLN 916.6k in H1/25), and a substantial rise in goodwill (PLN 125.9m vs. PLN 8m), which now exceeds DIG's equity (PLN 118.6m). However, interest-bearing debt (excl. leasing) — which initially shifted from PLN 75.7m at year-end 2025 (PLN 205.7m incl. leasing) to PLN 61.2m (PLN 215.4m incl. leasing) following the transaction — was likely reduced further in Q3/26 to approximately PLN 50m.

in PLNm	H1/26	H1/25	change (%)
Net sales	**103.73**	**35.87**	189.2%
EBITDA	**60.87**	**21.47**	183.5%
EBITDA margin	*58.7%*	*59.9%*	
EBIT	**38.54**	**15.33**	151.4%
EBIT margin	*37.1%*	*42.7%*	
Net income	**19.74**	**12.16**	62.3%
Net margin	*19.0%*	*33.9%*	

Source: Company information, East Value Research GmbH

Following discussions with management, we have revised our forecasts for 2026E–2028E. We now expect lower revenues but higher EBITDA margins. While EBIT will be impacted by significantly higher depreciation & amortization assumptions, the net income estimates have been lowered due to a more negative net financial result. This downside is driven by rising lease interest expenses associated with new screen locations. Meanwhile, our net CAPEX assumption for 2026E–2028E remains unchanged at approx.. PLN 30m per year.

Management does not believe that a potential economic downturn will severely impact the business, citing the long-term digitalization trend in advertising and the fact that DIG's screens enhance urban attractiveness. Although digital screens are more profitable than analogue ones, we believe DIG plans to digitalize only a selected portion of BGMO's more than 300 traditional billboards, as current technological limitations prevent the conversion of every location. However, this strategy may evolve as technology continues to advance rapidly.

Regarding the planned international expansion, we believe that DIG's team is currently scouting for targets independently, without the assistance of an external advisor. First and foremost, potential targets must add value through their location networks. At the same time, management does not rule out further inorganic growth within Poland. Similar to the Polish market, the Czech Republic, Romania and Hungary are experiencing a massive shift toward digital advertising formats and DOOH, with a particular emphasis on AI and data-driven connected formats.

Current growth y-o-y in DIG's target markets

Country	Total advertising market (est.)	DOOH segment (est.)
Poland	5.6%	26.9%
Czechia	5.5%	9.1%
Romania	0.4%	>10%
Hungary	5.0%	8.0%

Source: Google search, East Value Research GmbH

Below are our updated forecasts for DIG in 2026E-2028E:

	2026E		2027E		2028E	
in PLNm	new	old	new	old	new	old
Net sales	**237.13**	**280.04**	**311.77**	**324.85**	**365.08**	**376.82**
EBITDA	**139.91**	**140.02**	**183.32**	**164.70**	**213.94**	**194.06**
EBITDA margin	*59.0%*	*50.0%*	*58.8%*	*50.7%*	*58.6%*	*51.5%*
EBIT	**93.91**	**101.02**	**123.32**	**123.75**	**150.94**	**151.07**
EBIT margin	*39.6%*	*36.1%*	*39.6%*	*38.1%*	*41.3%*	*40.1%*
Net income	**59.37**	**69.19**	**83.34**	**87.73**	**105.84**	**109.99**
Net margin	*25.0%*	*24.7%*	*26.7%*	*27.0%*	*29.0%*	*29.2%*

Source: East Value Research GmbH

in PLNm	Q1/23	Q2/23	Q3/23	Q4/23	*2023*	Q1/24	Q2/24	Q3/24	Q4/24	*2024*
Net sales	**9.86**	**14.81**	**16.89**	**22.72**	***64.28***	**12.35**	**16.44**	**18.62**	**27.26**	***74.67***
y-o-y change	*20.3%*	*25.4%*	*38.2%*	*40.5%*	*2.5%*	*25.2%*	*11.0%*	*10.2%*	*20.0%*	*16.2%*
EBITDA	**4.22**	**8.55**	**10.66**	**9.92**	***33.35***	**6.02**	**9.85**	**11.35**	**16.50**	***43.72***
EBITDA margin	*42.8%*	*57.7%*	*63.1%*	*43.6%*	*51.9%*	*48.7%*	*59.9%*	*61.0%*	*60.5%*	*58.6%*
EBIT	**1.68**	**5.88**	**8.04**	**7.14**	***22.73***	**3.17**	**6.61**	**8.27**	**13.65**	***31.70***
EBIT margin	*17.0%*	*39.7%*	*47.6%*	*31.4%*	*35.4%*	*25.7%*	*40.2%*	*44.4%*	*50.1%*	*42.5%*
Net income	**0.91**	**4.53**	**10.82**	**5.08**	***21.35***	**2.85**	**5.42**	**6.55**	**10.33**	***25.15***
Net margin	*9.2%*	*30.6%*	*64.1%*	*22.4%*	*33.2%*	*23.1%*	*33.0%*	*35.2%*	*37.9%*	*33.7%*

in PLNm	Q1/25	Q2/25	Q3/25	Q4/25	*2025*	Q1/26	Q2/26	Q3/26E
Net sales	**15.40**	**20.47**	**20.88**	**56.17**	***112.92***	**42.92**	**60.82**	**53.00**
y-o-y change	*24.7%*	*24.5%*	*12.1%*	*106.1%*	*51.2%*	*178.7%*	*197.1%*	*153.8%*
EBITDA	**8.56**	**12.92**	**13.52**	**31.90**	***66.90***	**22.63**	**38.24**	**33.92**
EBITDA margin	*55.6%*	*63.1%*	*64.8%*	*56.8%*	*59.3%*	*52.7%*	*62.9%*	*64.0%*
EBIT	**5.51**	**9.82**	**10.52**	**24.67**	***50.52***	**13.04**	**25.50**	**22.79**
EBIT margin	*35.8%*	*48.0%*	*50.4%*	*43.9%*	*44.7%*	*30.4%*	*41.9%*	*43.0%*
Net income	**4.68**	**7.48**	**8.26**	**17.19**	***37.61***	**6.71**	**13.03**	**15.90**
Net margin	*30.4%*	*36.5%*	*39.6%*	*30.6%*	*33.3%*	*15.6%*	*21.4%*	*30.0%*

Source: Company information, East Value Research GmbH

Valuation

We have valued Digital Network by using a weighted average of a DCF model (80% weight) and peer-group-based fair value (20%). With higher EBITDA estimates for 2027E and beyond, a lower peer-group-based FV (PLN 260.02 vs. PLN 291.78 before) and higher WACC (14.1% vs. 13.3%), our 12-months PT (80% DCF, 20% peer group) goes down from previously PLN 331.20 to PLN 324. However, given an upside of 11.3% at present, our rating for the Digital Network stock increases from ADD to BUY.

Below are the key assumptions of our WACC calculation:

(1) *Risk-free rate*: Current yield of Polish long-term government bonds with maturity in 2047E is 6.55% (Source: www.boerse-stuttgart.de)
(2) *Beta*: Average historical unlevered beta of companies from the Advertising sector of 1.41x (Source: www.damodaran.com)
(3) *Equity risk premium (Poland)*: 5.33%
(4) *Target equity ratio*: 100%
(5) *After-tax cost of debt*: 6.5%
(6) *WACC = Equity costs*: 14.1%
(7) *Sales growth in the terminal period*: 2%
(8) Free cash flows and residual values are discounted to November 4, 2026

DCF model

in PLNm	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E
Net sales	**237.13**	**311.77**	**365.08**	**427.52**	**500.63**	**563.21**	**633.61**	**696.97**	**766.67**
(y-o-y change)	110.0%	31.5%	17.1%	17.1%	17.1%	12.5%	12.5%	10.0%	10.0%
EBIT	**93.91**	**123.32**	**150.94**	**183.31**	**221.41**	**252.89**	**288.38**	**316.17**	**347.21**
(EBIT margin)	39.6%	39.6%	41.3%	42.9%	44.2%	44.9%	45.5%	45.4%	45.3%
NOPLAT	**76.06**	**99.89**	**122.26**	**148.48**	**179.34**	**204.84**	**233.59**	**256.10**	**281.24**
+ Depreciation & amortisation	46.00	60.00	63.00	66.15	69.46	72.93	76.58	80.41	84.43
= Net operating cash flow	122.06	159.89	185.26	214.63	248.80	277.77	310.17	336.50	365.67
- Total investments (Capex and WC)	-87.55	-98.06	-99.46	-74.19	-79.10	-82.26	-87.69	-90.52	-98.39
Capital expenditure	-78.05	-90.00	-93.00	-66.26	-69.57	-73.04	-76.69	-80.52	-84.54
Working capital	-9.51	-8.06	-6.46	-7.93	-9.53	-9.21	-11.00	-10.00	-13.86
= Free cash flow (FCF)	34.51	61.82	85.80	140.44	169.70	195.51	222.48	245.99	267.27
PV of FCF's	**33.81**	**53.10**	**64.61**	**92.72**	**98.22**	**99.22**	**98.98**	**95.95**	**91.40**

PV of FCFs in explicit period	728.01
PV of FCFs in terminal period	775.32
Enterprise value (EV)	**1,503.33**
+ Net cash / - net debt (30 June 2026)	-177.41
+ Investment / - minorities	-1.48
Shareholder value	**1,324.43**
Number of shares outstanding (m)	**4.57**
WACC	**14.1%**
Cost of equity	14.1%
Pre-tax cost of debt	8.0%
Normal tax rate	19.0%
After-tax cost of debt	6.5%
Share of equity	100.0%
Share of debt	0.0%
Fair value per share in PLN (today)	**290.07**
Fair value per share in PLN (in 12 months)	**330.86**

WACC \ Terminal EBIT margin	42.3%	43.3%	44.3%	45.3%	46.3%	47.3%	48.3%
10.1%	532.34	541.32	550.30	559.28	568.27	577.25	586.23
11.1%	460.28	467.70	475.12	482.55	489.97	497.39	504.81
12.1%	402.87	409.09	415.30	421.51	427.73	433.94	440.16
13.1%	356.13	361.39	366.65	371.91	377.16	382.42	387.68
14.1%	317.39	321.88	326.37	**330.86**	335.34	339.83	344.32
15.1%	284.80	288.66	292.52	296.38	300.24	304.10	307.96
16.1%	257.04	260.38	263.72	267.06	270.40	273.74	277.08

Source: East Value Research GmbH

Peer Group Analysis

The following listed companies operate in the OOH and/or DOOH segments and are covered by sell-side analysts. For the US peer Clear Channel Outdoor Holdings, which we accounted for in our previous analyses on DIG, there are currently no sell-side estimates available, neither on CapitalIQ nor marketscreener.com.

(1) *Stroer SE & Co. KGaA*: Stroer, which is based in Cologne/Germany, operates on a highly integrated business model known fundamentally as the "OOH+" (Out-of-Home Plus) strategy. Instead of functioning purely as a traditional billboard provider, Stroer uses its massive physical advertising footprint as a monetization platform, combining it with digital marketing and data-driven dialog services. With in total c. 300,000 physical advertising spaces and >46,000 digital screens especially in Germany, Stroer controls over 10,000 digital screens in Poland (mainly Warsaw, Krakow and Wroclaw). Among others, the company holds exclusive advertising rights for the Warsaw Metro system, where it operates nearly 2,000 HD screens installed directly inside the train carriages, alongside large-format digital Metroboards located on station platforms. In 2025, the company generated total revenues of EUR 2.1bn (thereof: c. EUR 36m in Poland), an EBITDA margin of 27.2% and ROCE of 8.7%.

According to press articles from Q3/26, the financial investors Squared Capital und Infravia Capital Partners plan to acquire a stake in Stroer, which would value the German company at an equity value of EUR 2.5bn. With current consensus estimates for the company, this would imply a P/E 2026E of 21.6x, which is slightly below DIG's current valuation (22.4x). However, it must be noted that the exp. consensus EPS CAGR 2025E-28E for Stroer (19.2%) is much lower than for DIG (37%).

(2) *APG SGA AG*: APG SGA (Allgemeine Plakatgesellschaft), which is based in Geneva/Switzerland, is the market leader in Switzerland's Out-of-Home (OOH) segment with an estimated market share of 63%. Established in 1900, the company is one of the world's top 10 largest outdoor advertising entities. APG serves in total >7,500 advertisers and operates c. 150,000 advertising spaces (incl. Traditional physical posters, large-format billboards, cultural/political panels, >2,100 DOOH screens). In 2025, APG SGA generated total revenues of CHF 329m, an EBITDA margin of 12.9% and ROCE of 37.1%.

(3) *Focus Media Information Technology*: Focus Media Information Technology, which is based in Shanghai and listed on the Shenzen Stock Exchange, is the world's leader in lifestyle-circle digital out-of-home (DOOH) advertising. The company operates an advertising ecosystem that targets individuals in unavoidable daily environments: office elevator lobbies, residential elevator cabs, and movie theaters. Focus Media operates approx. 1.26m digital screens in elevator lobbies and buildings, c. 1.8m analogue screens inside elevators and c. 17,000 cinema screens across 340 cities in Mainland China (its core market), and other countries on 5 continents e.g. Vietnam, South Korea and the UAE. In 2025, Focus Media generated revenues of CNY 12.8bn, an EBITDA margin of 46.2% and a ROCE of 27.4%.

(4) *OUTFRONT Media Inc.*: OUTFRONT Media, which is based in New York/US, operates as a REIT that functions as an audience monetization platform. Strategically positioned between physical real estate and media, the company leases or secures exclusive concession rights for high-traffic real estate in top US metropolitan markets and sells that space to SMEs and Fortune 500 advertisers. It operates >40,000 prime billboard faces complemented by hundreds of thousands of individual transit assets (bus, rail, subway interior cards) and >31,000 digital displays. In 2025, OUTFRONT Media generated total revenues of USD 1.8bn, an EBITDA margin of 22.8% and ROCE of 5.2%.

(5) *JCDecaux SA*: JCDecaux, which is based in Neuilly-sur-Seine/France, is the No 1 outdoor advertising network worldwide. For cities & transit authorities, the company designs, manufactures, installs, and maintains premium public amenities (such as bus shelters, citylight maps, public toilets, and bike-sharing systems) completely free of charge. In exchange for providing the infrastructure, municipalities grant JCDecaux exclusive long term concessions (often 10 to 20 years) to sell the advertising space built directly into those amenities. The company operates in c. 80 countries worldwide, serves >40,000 advertisers each year (both SMEs and Fortune 500 companies), controls >1,100,000 advertising panels and >30,000 digital screens. In 2025, JCDecaux generated total revenues of EUR 3.7bn, an EBITDA margin of 21% and ROCE of 5.6%.

(6) *Lamar Advertising Company*: Lamar Advertising, which is based in Baton Rouge/US, is a REIT that in contrast to e.g. OUTFRONT focuses on OOH at roadside highway bulletins, interstate logo signs, and suburban/interstate highway corridors. Its network in the US and Canada, which is the largest in North America, comprises >360,000 advertising displays and >5,000 digital screens. The company serves >50,000 advertisers annually, of which most are SMEs. In 2025, Lamar generated total revenues of USD 2.3bn, an EBITDA margin of 45.2% and ROCE of 9%.

Peer group analysis

	EV/Sales		EV/EBITDA		P/E		P/BVPS	EBITDA margin	Net gearing
Company	**2026E**	**2027E**	**2026E**	**2027E**	**2026E**	**2027E**	**Latest**	**Last FY**	**Latest**
Stroer SE & Co. KG (EUR)	1.82x	1.75x	6.14x	5.81x	12.93x	11.07x	5.58x	27.19%	468.07%
APG SGA AG (CHF)	1.64x	1.64x	11.81x	11.44x	18.22x	17.65x	11.47x	12.93%	-42.72%
Focus Media Information Technology Co. Ltd. (CNY)	6.11x	5.90x	10.74x	10.19x	14.23x	13.88x	5.48x	46.20%	-44.25%
OUTFRONT Media Inc. (USD)	4.91x	4.78x	16.62x	16.01x	22.63x	21.29x	8.22x	22.83%	591.56%
JCDecaux SE (EUR)	1.90x	1.82x	5.91x	5.67x	17.34x	15.60x	2.29x	21.01%	112.11%
Lamar Advertising Company (USD)	8.69x	8.37x	18.35x	17.49x	26.53x	24.97x	16.20x	45.21%	500.00%
Median	**3.41x**	**3.30x**	**11.28x**	**10.82x**	**17.78x**	**16.63x**	**6.90x**	**25.01%**	**290.09%**
Digital Network S.A. (PLN)	6.36x	4.84x	10.78x	8.23x	22.39x	15.95x	11.21x	59.25%	149.61%
Premium/Discount	***86.6%***	***46.6%***	***-4.4%***	***-23.9%***	***25.9%***	***-4.0%***			
Fair value Digital Network (PLN)	**260.02**								

Source: CapitalIQ, marketscreener.com, East Value Research GmbH

Price target calculation

Valuation method	Fair value	Weight
DCF model	290.07	80%
Peer Group Analysis	260.02	20%
Weighted average (present value)	**284.06**	
In 12-months (PV * (1+WACC))	**324.00**	

Source: East Value Research GmbH

Profit and loss statement

in PLNm	2023	2024	2025	2026E	2027E	2028E
Net sales	**64.28**	**74.67**	**112.92**	**237.13**	**311.77**	**365.08**
Cost of goods sold	-16.16	-19.24	-30.46	-72.80	-100.39	-120.48
Gross profit	**48.13**	**55.42**	**82.46**	**164.33**	**211.38**	**244.61**
Other operating income	0.17	0.57	0.40	0.20	0.20	0.20
Distribution expenses	-3.76	-3.73	-3.37	-3.56	-3.91	-4.30
Administration costs	-8.49	-8.10	-11.79	-20.27	-22.30	-24.53
Other operating expenses	-2.69	-0.44	-0.80	-0.79	-2.05	-2.03
EBITDA	**33.35**	**43.72**	**66.90**	**139.91**	**183.32**	**213.94**
Depreciation & Amortization	-10.61	-12.02	-16.39	-46.00	-60.00	-63.00
EBIT	**22.73**	**31.70**	**50.52**	**93.91**	**123.32**	**150.94**
Net financial results	8.24	2.76	-0.74	-19.00	-18.75	-18.50
EBT	**30.98**	**34.46**	**49.78**	**74.91**	**104.57**	**132.44**
Income taxes	-6.93	-6.27	-9.68	-14.23	-19.87	-25.16
Result from discontinued operations	0.68	0.00	0.00	0.00	0.00	0.00
Minority interests	-3.38	-3.04	-2.48	-1.30	-1.37	-1.43
Net income / loss	**21.35**	**25.15**	**37.61**	**59.37**	**83.34**	**105.84**
EPS	5.12	6.04	9.03	13.00	18.25	23.18
DPS	4.10	4.82	5.00	7.20	10.95	13.91
Share in total sales						
Net sales	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Cost of goods sold	-25.13 %	-25.77 %	-26.97 %	-30.70 %	-32.20 %	-33.00 %
Gross profit	74.87 %	74.23 %	73.03 %	69.30 %	67.80 %	67.00 %
Other operating income	0.26 %	0.76 %	0.36 %	0.08 %	0.06 %	0.06 %
Distribution expenses	-5.85 %	-5.00 %	-2.99 %	-1.50 %	-1.25 %	-1.18 %
Administration costs	-13.21 %	-10.85 %	-10.44 %	-8.55 %	-7.15 %	-6.72 %
Other operating expenses	-4.19 %	-0.59 %	-0.71 %	-0.33 %	-0.66 %	-0.56 %
EBITDA	51.87 %	58.55 %	59.25 %	59.00 %	58.80 %	58.60 %
Depreciation & Amortization	-16.51 %	-16.10 %	-14.51 %	-19.40 %	-19.25 %	-17.26 %
EBIT	35.37 %	42.46 %	44.74 %	39.60 %	39.55 %	41.34 %
Net financial results	12.82 %	3.70 %	-0.66 %	-8.01 %	-6.01 %	-5.07 %
EBT	48.19 %	46.16 %	44.08 %	31.59 %	33.54 %	36.28 %
Income taxes	-10.79 %	-8.40 %	-8.58 %	-6.00 %	-6.37 %	-6.89 %
Result from discontinued operations	1.06 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Minority interests	-5.26 %	-4.07 %	-2.19 %	-0.55 %	-0.44 %	-0.39 %
Net income / loss	33.21 %	33.68 %	33.31 %	25.04 %	26.73 %	28.99 %

Balance sheet

in PLNm	2023	2024	2025	2026E	2027E	2028E
Cash and cash equivalents	25.38	13.14	24.13	3.84	14.66	30.03
Other financial assets	11.37	11.28	7.04	5.10	5.15	5.20
Inventories	0.00	0.00	0.00	0.00	0.00	0.00
Trade accounts and notes receivables	13.70	17.18	41.35	48.73	62.35	71.02
Prepaid expenses, deferred charges and others	3.31	3.63	9.12	9.30	9.48	9.67
Current assets	**53.76**	**45.23**	**81.63**	**66.97**	**91.65**	**115.92**
Property, plant and equipment	12.74	13.31	20.15	31.00	33.00	35.00
Rights-to-use assets	22.01	21.60	129.03	150.26	178.26	206.26
Other intangible assets	0.58	0.45	0.36	0.32	0.32	0.33
Goodwill	8.03	8.03	125.91	125.91	125.91	125.91
Other long-term assets	2.94	1.46	3.68	3.72	3.75	3.79
Deferred tax assets	1.40	2.07	3.68	3.50	0.00	0.00
Non-current assets	**47.70**	**46.92**	**282.81**	**314.71**	**341.24**	**371.28**
Total assets	**101.47**	**92.15**	**364.44**	**381.67**	**432.90**	**487.20**
Trade payables	7.85	9.21	24.07	21.94	27.50	29.71
Short-term financial debt	7.84	7.34	67.60	45.00	41.00	37.00
Other liabilities	5.68	5.91	7.93	8.01	8.09	8.17
Provisions	2.00	0.05	0.30	0.30	0.31	0.32
Current liabilities	**23.37**	**22.52**	**99.89**	**75.25**	**76.90**	**75.19**
Long-term financial debt	16.36	15.92	138.06	130.00	120.00	110.00
Other long-term liabilities	0.16	0.07	9.05	19.01	24.99	29.26
Provisions	0.00	2.29	7.94	8.02	8.10	8.18
Deferred tax liabilities	1.24	1.33	1.14	1.20	0.00	0.00
Long-term liabilities	**17.75**	**19.61**	**156.20**	**158.23**	**153.09**	**147.45**
Total liabilities	**41.12**	**42.13**	**256.09**	**233.48**	**229.99**	**222.64**
Shareholders equity	**57.34**	**48.06**	**105.63**	**144.18**	**197.53**	**257.76**
Minority interests	3.00	1.97	2.71	4.01	5.38	6.81
Total liabilities and equity	**101.47**	**92.15**	**364.44**	**381.67**	**432.90**	**487.20**

Cash Flow Statement

in PLNm	2023	2024	2025	2026E	2027E	2028E
Net income / loss	21.35	25.15	37.61	59.37	83.34	105.84
Depreciation & Amortization	10.61	12.02	16.39	46.00	60.00	63.00
Change of working capital	-0.65	-2.11	-2.55	-9.51	-8.06	-6.46
Others	0.11	-1.09	2.50	-12.08	-8.17	-4.16
Net operating cash flow	**31.42**	**33.97**	**53.95**	**83.79**	**127.10**	**158.22**
Cash flow from investing	**-4.40**	**-6.96**	**-91.50**	**-78.05**	**-90.00**	**-93.00**
Free cash flow	27.02	27.01	-37.55	5.74	37.10	65.22
Cash flow from financing	**-14.87**	**-39.24**	**48.54**	**-26.03**	**-26.28**	**-49.86**
Change of cash	12.15	-12.23	10.99	-20.29	10.82	15.36
Cash at the beginning of the period	12.47	25.38	13.14	24.13	3.84	14.66
Cash at the end of the period	25.38	13.14	24.13	3.84	14.66	30.03

Financial ratios

Fiscal year	2023	2024	2025	2026E	2027E	2028E
Profitability and balance sheet quality						
Gross margin	74.87%	74.23%	73.03%	69.30%	67.80%	67.00%
EBITDA margin	51.87%	58.55%	59.25%	59.00%	58.80%	58.60%
EBIT margin	35.37%	42.46%	44.74%	39.60%	39.55%	41.34%
Net margin	33.21%	33.68%	33.31%	25.04%	26.73%	28.99%
Return on equity (ROE)	44.30%	47.72%	48.95%	47.53%	48.78%	46.50%
Return on assets (ROA)	14.58%	23.12%	16.80%	21.01%	25.07%	27.03%
Return on capital employed (ROCE)	22.59%	37.24%	15.38%	24.82%	28.06%	29.67%
Economic Value Added (in PLNm)	6.66	16.14	3.49	32.98	49.83	64.33
Net debt (in PLNm)	-1.18	10.12	181.53	171.16	146.34	116.97
Net gearing	-2.06%	21.05%	171.85%	118.71%	74.08%	45.38%
Equity ratio	56.51%	52.15%	28.99%	37.78%	45.63%	52.91%
Current ratio	2.30	2.01	0.82	0.89	1.19	1.54
Quick ratio	2.16	1.85	0.73	0.77	1.07	1.41
Net interest cover	-2.76	-11.47	67.99	4.94	6.58	8.16
Net debt/EBITDA	-0.04	0.23	2.71	1.22	0.80	0.55
Tangible BVPS	11.83	9.61	-4.87	4.00	15.69	28.88
Capex/Sales	-21.46%	-16.14%	-220.01%	-32.91%	-28.87%	-25.47%
Working capital/Sales	9.10%	10.67%	15.30%	11.30%	11.18%	11.32%
Cash Conversion Cycle (in days)	-100	-91	-155	-35	-27	-19
Trading multiples						
EV/Sales	23.47	20.20	13.36	6.36	4.84	4.13
EV/EBITDA	45.24	34.51	22.55	10.78	8.23	7.05
EV/EBIT	66.36	47.59	29.86	16.06	12.23	9.99
P/Tangible BVPS	24.62	30.29	-59.82	72.76	18.56	10.08
P/E	56.88	48.21	32.25	22.39	15.95	12.56
P/FCF	44.94	44.90	-32.30	231.58	35.84	20.39

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