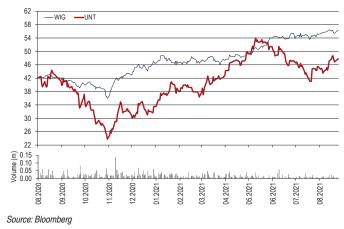


This report is prepared for the Warsaw Stock Exchange SA within the framework of the Analutical Coverage Support Program. 3.0. This is an excerpt from the Polish version of DM BOS SA's research report.

# Unimot

## Stock performance



Not only is Unimot the biggest independent wholesale diesel oil supplier in Poland, but also the Company belongs to the important suppliers of bio components, natural gas, liquid gas (LPG), and electricity. Besides, the Company pursues incessantly the development of its franchised retail fuel chain under the AVIA brand and intends to become an important player on the turf of photovoltaic panels. We value the Company via 2 methods: DCF FCFF approach and peer relative valuation and our ultimate 12M EFV yields PLN 67.0 per share which is a way above Unimot's market price. Therefore, we initiate the Company's coverage with LT fundamental Buy recommendation and ST relative **Overweight rating.** 

We are optimistic towards the Company's diesel oil wholesale trading segment expecting relatively good financial results in the diesel/bio business in the upcoming quarters. Numerous vital factors work in Unimot's favor and act as drivers for fuel inland premium and exert advantageous impact on sales volumes. First, the fuel inland premium levels are supported by inflationary issues; second, PKN Orlen's new pricing policy has a positive impact on inland premiums (from this year on, wholesale contracts on Poland's fuel market are based solely on PKN's own wholesale price list leaving out Platts quotations). Third, the planned

# 20/2021/GPW (80) August 25, 2021

Analyst: Łukasz Prokopiuk, CFA

Sector: Oil & gas Fundamental rating: Buy (-) Market relative: Overweight (-) Price: PLN 48.05 12M EFV: PLN 67.0 (-)

Coverage program Market Cap: US\$ 99.5 m Bloomberg code: UNT PW Av. daily turnover: US\$ 0.16 m 12M range: 23.80-54.00 PLN Free float: 33%

## Guide to adjusted profits

Figures adjusted for (i) other net operating income, (ii) inventory valuation effects, (iii) cost transfers of NCW/NCR and (iv) other cost transfers.

## Koy data

Key data					
IFRS consolidated		2020	2021E	2022E	2023E
Sales	PLN m	4,819.5	7,040.2	7,290.8	7,395.3
EBITDA	PLN m	58.3	100.4	90.0	100.0
EBIT	PLN m	49.3	88.4	77.7	87.7
Net income	PLN m	35.2	62.7	54.5	62.7
Adj EBITDA	PLN m	85.8	75.4	90.0	100.0
Adj EBIT	PLN m	76.8	63.4	77.7	87.7
Adj income	PLN m	53.8	54.9	54.5	62.7
EPS	PLN	4.29	7.64	6.64	7.65
EPS yoy chg	%	-42	78	-13	15
FCFF	PLN m	155.3	-130.6	2.1	65.5
Net debt	PLN m	114.8	270.4	292.9	251.9
P/E	X	7.3	7.2	7.2	6.3
P/CE	X	6.3	5.9	5.9	5.3
EV/EBITDA	X	5.9	8.8	7.6	6.5
EV/EBIT	X	6.6	10.5	8.8	7.4
Gross dividend yield	%	4.1	4.1	4.1	4.1
DPS	PLN	1.97	1.97	1.97	1.97
No. of shares (eop)	т	8.2	8.2	8.2	8.2
Sourso: Company DM POÉ SA an	timataa				

Source: Company, DM BOŚ SA estimates

# Unimot; Results of segments

IFRS, consolidated		2020	2021E	2022E	2023E
Adj EBITDA	PLN m	85.8	75.4	90.0	100.0
Adj EBITDA (ON + biofuels)	PLN m	82.1	86.2	85.0	85.0
Adj EBITDA (LPG)	PLN m	6.3	5.2	7.8	10.0
Adj EBITDA (Natural gas)	PLN m	11.8	4.7	5.0	5.0
Adj EBITDA (Electric energy)	PLN m	4.4	3.9	7.4	10.0
Adj EBITDA (Photovoltaics)	PLN m	-1.9	-7.7	-1.0	5.0
Adj EBITDA (Retail stations)	PLN m	-2.5	0.0	0.3	0.0
Adj EBITDA (Other)	PLN m	-14.4	-17.0	-14.5	-15.0
Source: Company, DM BOS SA estimate	s				

Upcoming events

1. Release of the 3Q21 financial results: November 16, 2021

merger between PKN and Lotos seen as the step towards the monopolization of the market both hikes the premiums and ameliorates the wholesale buyers' sentiment for independent suppliers like Unimot. Finally, Onico's falling out from Poland's fuel market is a relatively new development with still significant impact given the abovementioned drivers and prevailing shortage of diesel oil in Poland. On the back of 1H21 financials with the good 3Q21 outlook ahead we assume a very high level of adj EBITDA in the diesel/bio segment, at PLN 86 million, which is even better than the record high FY20 result.

Unfortunately, this year Unimot has faced numerous challenges in the remaining business segments which

are (i) record high gas prices and unfavorable curve on the gas forwards market, (ii) limited liquidity of electricity contracts on the PPE, (iii) import duties on LNG from Belarus introduced, and (iv) changes in the State subsidies to the installation of photovoltaic panels. In consequence, despite strong diesel sales expectations, beating the management's forecasts level (adj EBITDA at PLN 75 million) will be quite an ambitious task, in our view.

Risk factors	<ol> <li>The Company is not be able to realize this year's management's forecast (adj EBITDA at PLN 75 million)</li> <li>PKN Orlen revises its pricing policy affecting the fuel premiums adversely.</li> </ol>
	3. Biofuel prices stay at the current record high levels affecting the Company's diesel margins and size of
	sales contracts with respect to PKN Orlen and Lotos. 4. Natural gas prices remain at the current record high levels adversely affecting demand and forward curve
	on the PPE.
	<ol> <li>Liquidity of electricity forward contracts on the PPE stay limited in the coming months with the negative impact on the margins realized.</li> </ol>
	6. Oil prices growth returns adversely affecting the working capital requirements.
	7. The Company's photovoltaic business generates further losses.
	8. Potential failure of Lotos acquisition by PKN Orlen negatively affects the Company's FY22 volumes.
	9. Potential failure of Lotos acquisition by PKN Orlen negatively affects inland premiums in Poland.
Catalysts	1. The management upgrades FY21 EBITDA forecasts (currently at PLN 75 million).
<b>,</b>	2. The Company's revenues rises yoy in the subsequent periods.
	3. The fuel consumption in Poland improves visibly.
	4. Unplanned stoppages in the neighboring refineries will have a positive impact on inland fuel premiums.
	5. The photovoltaic and retail segment undergoes faster growth.
	6. The fuel sector consolidation will bring about a lasting increase of fuel inland premium.
	<ol><li>Weaker competitiveness on the market results in a lasting growth of fuel inland premium.</li></ol>
	8. Falling oil prices will lead to lower working capital requirements.
	9. The Company decides on considerably higher dividend payouts in the coming years.
Competitive	1. As the biggest independent fuel supplier in Poland the Company is currently seen as the alternative for
advantages	PKN Orlen and Lotos.
	<ol><li>Highly motivated and competent management team who at the same time are the Company's shareholders.</li></ol>
	3. A big scale of business in the wholesale diesel trading market that may be difficult to reach for newcomers.
	<ol> <li>Tight cooperation with PKN Orlen: Unimot is a big wholesale buyer of PKN diesel oil and one of the main suppliers of bio components to PKN.</li> </ol>
	5. Expanding retail fuel chain secures growing wholesale diesel volumes.
	<ol><li>A high scale of business diminishes a potential risk of new competition.</li></ol>

#### BASIC DEFINITIONS

A/R turnover (in days) = 365/(sales/average A/R)) Inventory turnover (in days) = 365/(COGS/average inventory)) A/P turnover (in days) = 365/(COGS/average A/P)) Current ratio = ((current assets - ST deferred assets)/current liabilities) Quick ratio = ((current assets - ST deferred assets - inventory)/current liabilities) Interest coverage = (pre-tax profit before extraordinary items + interest payable/interest payable) Gross margin = gross profit on sales/sales EBITDA margin = EBITDA/sales EBIT margin = EBIT/sales Pre-tax margin = pre-tax profit/sales Net margin = net profit/sales ROE = net profit/average equity ROA = (net income + interest payable)/average assets EV = market capitalization + interest bearing debt - cash and equivalents EPS = net profit/ no. of shares outstanding CE = net profit + depreciation Dividend yield (gross) = pre-tax DPS/stock market price Cash sales = accrual sales corrected for the change in A/R Cash operating expenses = 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 by an alteration 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 expires shores and the average of the benchmark's closing values of the day the recommendation expires and four directly preceding sessions.

Distribution	-	DOĆ/-		recommendation
Distribution o	IUM	BU3 5	current	recommendation

21001020000000			autionio			
	Buy	Hold	Sell	Suspended	Under revision	Not rated
Numbers	46	23	6	10	0	1
Percentage	53%	27%	7%	12%	0%	1%

Buy Hold Sell Suspended Under revision

with material investment services within the last 12 months

Numbers	9	4	0	1	0	1
Percentage	60%	27%	0%	7%	0%	7%

Not rated

Distribution of DM BOS's current recommendations for the companies which DM BOS has supplied

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

	Overweight	Neutral	Underweight	Suspended	Under revision	Not rated
Numbers	36	28	11	10	0	1
Percentage	42%	33%	13%	12%	0%	1%

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

	Overweight	Neutral	Underweight	Suspended	Under revision	Not rated
Numbers	5	7	1	1	0	1
Percentage	33%	47%	7%	7%	0%	7%

#### Banks

Net Interest Margin (NIM) = net interest income/average assets

Non interest income = fees&commissions + result on financial operations (trading gains) + FX gains Interest Spread = (interest income/average interest earning assets)/ (interest cost/average interest bearing liabilities) Cost/Income = (general costs + depreciation)/ (profit on banking activity + other net operating income) ROE = net profit/average equity ROA = net income/average assets Non performing loans (NPL) = loans in 'basket 3' category NPL coverrage ratio = loan loss provisions/NPL

Net provision charge = provisions created - 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.

## LT fundamental recommendation tracker

Analyst	Recommendation	1	Report date	Reiteration date	Distribution date	Expiry date	Performance	Relative performance	Price at issue/ reiteration*	EFV (12 months)	
Unimot					L.						
Lukasz Prokopiuk	Buy	-	17.05.2017	-	18.05.2017	30.01.2018	-41%	-47%	46.00	54.00	-
Lukasz Prokopiuk	-	$\rightarrow$	-	30.05.2017	31.05.2017	-	-	-	42.11	54.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	02.07.2017	03.07.2017	-	-	-	42.44	52.80	$\downarrow$
Lukasz Prokopiuk	-	$\rightarrow$	-	12.07.2017	13.07.2017	-	-	-	39.50	52.80	$\rightarrow$
Lukasz Prokopiuk	-	$\rightarrow$	-	03.09.2017	04.09.2017	-	-	-	36.51	52.80	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	15.10.2017	16.10.2017	-	-	-	31.10	52.80	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	25.10.2017	26.10.2017	-	-	-	26.95	35.00	$\downarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	15.11.2017	16.11.2017	-	-	-	26.30	35.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	10.12.2017	11.12.2017	-	-	-	22.28	35.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	10.01.2018	11.01.2018	-	-	-	23.90	35.00	$\rightarrow$
Łukasz Prokopiuk	Hold	$\downarrow$	30.01.2018	-	31.01.2018	09.12.2018	-60%	-54%	25.70	27.50	$\downarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	13.02.2018	14.02.2018	-	-	_	21.00	27.50	$\rightarrow$
Łukasz Prokopiuk		$\rightarrow$	-	12.03.2018	13.03.2018	-	-	-	18.50	27.50	$\rightarrow$
Łukasz Prokopiuk		$\rightarrow$	-	16.04.2018	17.04.2018	-	-	-	20.70	27.50	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	16.04.2018	17.04.2018	-	_	-	19.60	27.50	$\rightarrow$
Łukasz Prokopiuk		$\rightarrow$		29.05.2018	30.05.2018				14.75	27.50	$\rightarrow$
Łukasz Prokopiuk			-	03.06.2018	04.06.2018				13.70	25.80	$\downarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	16.07.2018	17.07.2018	-	-	-	9.78	25.80	
	-	$\rightarrow$	-			-	-	-			$\rightarrow$ $\downarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	18.07.2018	19.07.2018	-	-	-	9.90	10.80	
Łukasz Prokopiuk	-	$\rightarrow$	-	02.08.2018	03.08.2018	-	-	-	10.40	10.80	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	30.08.2018	31.08.2018	-	-	-	9.34	10.80	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	11.10.2018	12.10.2018	-	-	-	9.76	10.80	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	23.10.2018	24.10.2018	-	-	-	9.50	10.80	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	14.11.2018	15.11.2018	-	-	-	8.20	10.80	$\rightarrow$
Łukasz Prokopiuk	Buy	$\uparrow$	09.12.2018	-	10.12.2018	08.12.2019	233%	246%	8.60	13.80	Ŷ
Łukasz Prokopiuk	-	$\rightarrow$	-	10.01.2019	11.01.2019	-	-	-	8.16	13.80	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	04.02.2019	05.02.2019	-	-	-	9.18	13.80	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	26.02.2019	27.02.2019	-	-	-	13.30	13.80	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	26.03.2019	27.03.2019	-	-	-	13.10	13.80	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	03.04.2019	04.04.2019	-	-	-	13.00	21.50	↑
Łukasz Prokopiuk	-	$\rightarrow$	-	22.04.2019	23.04.2019	-	-	-	13.95	21.50	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	24.04.2019	25.04.2019	-	-	-	13.20	21.50	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	30.05.2019	31.05.2019	-	-	-	14.25	21.50	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	09.07.2019	10.07.2019	-	-	-	17.40	25.50	$\uparrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	17.07.2019	18.07.2019	-	-	-	18.00	25.50	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	30.07.2019	31.07.2019	-	-	-	18.15	25.50	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	01.09.2019	02.09.2019	-	-	-	21.00	25.50	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	26.09.2019	27.09.2019	-	-	-	24.10	31.50	$\uparrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	13.10.2019	14.10.2019	-	-	-	26.50	31.50	$\rightarrow$
Łukasz Prokopiuk		$\rightarrow$	-	24.10.2019	25.10.2019	-	-	-	29.40	31.50	$\rightarrow$
Łukasz Prokopiuk		$\rightarrow$	-	17.11.2019	18.11.2019	-	-	-	32.00	31.50	$\rightarrow$
Łukasz Prokopiuk	Buy	$\rightarrow$	08.12.2019	17.111.2010	09.12.2019	06.07.2020	54%	68%	28.60	38.00	ŕ
Łukasz Prokopiuk	Duy	$\rightarrow$	00.12.2013	09.01.2020	10.01.2020	00.07.2020	5470	0070	27.10	38.00	$\rightarrow$
Łukasz Prokopiuk		$\rightarrow$	_	04.02.2020	05.02.2020		_		27.50	38.00	$\rightarrow$
Łukasz Prokopiuk		$\rightarrow$									$\rightarrow$
	-		-	06.02.2020	07.02.2020	-	-	-	28.50	38.00	
Łukasz Prokopiuk	-	$\rightarrow$	-	03.03.2020	04.03.2020	-	-	-	24.20	38.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	30.03.2020	31.03.2020	-	-	-	19.70	38.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	22.04.2020	23.04.2020	-	-	-	21.85	38.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	10.05.2020	11.05.2020	-	-	-	28.75	40.00	Ŷ
Łukasz Prokopiuk	-	$\rightarrow$	-	19.05.2020	20.05.2020	-	-	-	35.90	40.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	15.06.2020	16.06.2020	-	-	-	39.80	40.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	16.06.2020	17.06.2020	-	-	-	39.68	38.00	$\downarrow$
Łukasz Prokopiuk	Hold	$\downarrow$	06.07.2020	-	07.07.2020	18.01.2021	-10%	-21%	42.20	45.00	Ŷ
Łukasz Prokopiuk	-	$\rightarrow$	-	13.07.2020	14.07.2020	-	-	-	48.50	45.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	13.07.2020	14.07.2020	-	-	-	48.50	45.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	01.09.2020	02.09.2020	-	-	-	39.85	45.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	08.10.2020	09.10.2020	-	-	-	33.20	45.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	22.10.2020	23.10.2020	-	-	-	27.95	32.00	$\downarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	08.11.2020	09.11.2020	-	-	-	26.60	32.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	06.12.2020	07.12.2020	-	-	-	30.20	36.00	$\uparrow$
Lukasz Prokopiuk	-	$\rightarrow$	-	05.01.2021	05.01.2021	-	-	-	35.50	36.00	$\rightarrow$
Łukasz Prokopiuk	Buy	$\uparrow$	18.01.2021	-	19.01.2021	Not later than 18.01.2022	32%	11%	38.00	49.00	$\uparrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	28.01.2021	29.01.2021	10.01.2022	-	-	39.00	49.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	28.02.2021	01.03.2021	-	-	-	36.35	49.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	16.04.2021	16.04.2021	-	-	-	47.35	49.00	$\rightarrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	27.04.2021	28.04.2021	-	-	-	47.65	65.00	, ↑
Łukasz Prokopiuk	-	$\rightarrow$	-	30.05.2021	31.05.2021	_	-	_	51.40	65.00	$\rightarrow$
Łukasz Prokopiuk	_	$\rightarrow$ $\rightarrow$	-	01.06.2021	02.06.2021	-	-	-	48.73	63.00	$\rightarrow$
Łukasz Prokopiuk	_		-			-	-	-			
	-	$\rightarrow$	-	09.07.2021	09.07.2021	-	-	-	45.70	63.00	$\rightarrow \uparrow$
Łukasz Prokopiuk	-	$\rightarrow$	-	25.08.2021	26.08.2021	-	-	-	48.05	67.00	↑

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

## Market-relative recommendation tracker

Analyst	Relative Recommendation		Report date	Reiteration date	Distribution date	Expiry date	Price at issue/ reiteration*	Relative performance
Unimot								
Łukasz Prokopiuk	Overweight	-	17.05.2017	-	18.05.2017	30.01.2018	46.00	-47%
Łukasz Prokopiuk	-	$\rightarrow$	-	30.05.2017	31.05.2017	-	42.11	-
Łukasz Prokopiuk	-	$\rightarrow$	-	02.07.2017	03.07.2017	-	42.44	-
Łukasz Prokopiuk	-	$\rightarrow$	-	12.07.2017	13.07.2017	-	39.50	-
Łukasz Prokopiuk	-	$\rightarrow$	-	03.09.2017	04.09.2017	-	36.51	-
Łukasz Prokopiuk	-	$\rightarrow$	-	15.10.2017	16.10.2017	-	31.10	-
Łukasz Prokopiuk	-	$\rightarrow$	-	25.10.2017	26.10.2017	-	26.95	-
Łukasz Prokopiuk	-	$\rightarrow$	-	15.11.2017	16.11.2017	-	26.30	-
Łukasz Prokopiuk	-	$\rightarrow$	-	10.12.2017	11.12.2017	-	22.28	-
Łukasz Prokopiuk	-	$\rightarrow$	-	10.01.2018	11.01.2018	-	23.90	-
Łukasz Prokopiuk	Underweight	Ý	30.01.2018	10.01.2010	31.01.2018	09.12.2018	25.70	-54%
Łukasz Prokopiuk	Onderweight	$\rightarrow$	00.01.2010	13.02.2018	14.02.2018	03.12.2010	21.00	-3470
Łukasz Prokopiuk	-		-			-		-
	-	$\rightarrow$	-	12.03.2018	13.03.2018	-	18.50	-
Łukasz Prokopiuk	-	$\rightarrow$	-	16.04.2018	17.04.2018	-	20.70	-
Łukasz Prokopiuk	-	$\rightarrow$	-	16.04.2018	17.04.2018	-	19.60	-
Łukasz Prokopiuk	-	$\rightarrow$	-	29.05.2018	30.05.2018	-	14.75	-
Łukasz Prokopiuk	-	$\rightarrow$	-	03.06.2018	04.06.2018	-	13.70	-
Łukasz Prokopiuk	-	$\rightarrow$	-	16.07.2018	17.07.2018	-	9.78	-
Łukasz Prokopiuk	-	$\rightarrow$	-	18.07.2018	19.07.2018	-	9.90	-
Łukasz Prokopiuk	-	$\rightarrow$	-	02.08.2018	03.08.2018	-	10.40	-
Łukasz Prokopiuk	-	$\rightarrow$	-	30.08.2018	31.08.2018	-	9.34	-
Łukasz Prokopiuk	-	$\rightarrow$	-	11.10.2018	12.10.2018	-	9.76	-
Łukasz Prokopiuk	-	$\rightarrow$	-	23.10.2018	24.10.2018	-	9.50	-
Łukasz Prokopiuk	-	$\rightarrow$	-	14.11.2018	15.11.2018	-	8.20	-
Łukasz Prokopiuk	Overweight	$\rightarrow$	09.12.2018	-	10.12.2018	08.12.2019	8.60	246%
Łukasz Prokopiuk		$\rightarrow$	-	10.01.2019	11.01.2019	-	8.16	-
Łukasz Prokopiuk	-	$\rightarrow$	-	04.02.2019	05.02.2019	-	9.18	-
Łukasz Prokopiuk	-	$\rightarrow$	-	26.02.2019	27.02.2019	-	13.30	-
Łukasz Prokopiuk	-	$\rightarrow$	-	26.03.2019	27.03.2019	-	13.10	-
Łukasz Prokopiuk	_	$\rightarrow$		03.04.2019	04.04.2019		13.00	_
Łukasz Prokopiuk	_	$\rightarrow$	_	22.04.2019	23.04.2019		13.95	_
Łukasz Prokopiuk	-	$\rightarrow$	-	24.04.2019	25.04.2019	-	13.20	-
Łukasz Prokopiuk	-	$\rightarrow$	-	30.05.2019	31.05.2019	-	14.25	-
Łukasz Prokopiuk	-	$\rightarrow$	-	09.07.2019	10.07.2019	-	17.40	-
Łukasz Prokopiuk	-	$\rightarrow$	-	17.07.2019	18.07.2019	-	18.00	-
Łukasz Prokopiuk	-	$\rightarrow$	-	30.07.2019	31.07.2019	-	18.15	-
Łukasz Prokopiuk	-	$\rightarrow$	-	01.09.2019	02.09.2019	-	21.00	-
Łukasz Prokopiuk	-	$\rightarrow$	-	26.09.2019	27.09.2019	-	24.10	-
Łukasz Prokopiuk	-	$\rightarrow$	-	13.10.2019	14.10.2019	-	26.50	-
Łukasz Prokopiuk	-	$\rightarrow$	-	24.10.2019	25.10.2019	-	29.40	-
Łukasz Prokopiuk	-	$\rightarrow$	-	17.11.2019	18.11.2019	-	32.00	-
Łukasz Prokopiuk	Overweight	$\downarrow$	08.12.2019	-	09.12.2019	22.10.2020	28.60	22%
Łukasz Prokopiuk	-	$\rightarrow$	-	09.01.2020	10.01.2020	-	27.10	-
Łukasz Prokopiuk	-	$\rightarrow$	-	04.02.2020	05.02.2020	-	27.50	-
Łukasz Prokopiuk	-	$\rightarrow$	-	06.02.2020	07.02.2020	-	28.50	-
Łukasz Prokopiuk	-	$\rightarrow$	-	03.03.2020	04.03.2020	-	24.20	-
Łukasz Prokopiuk	-	$\rightarrow$	-	30.03.2020	31.03.2020		19.70	-
Łukasz Prokopiuk		$\rightarrow$	-	22.04.2020	23.04.2020	-	21.85	-
Łukasz Prokopiuk	-	$\rightarrow$	-	10.05.2020	11.05.2020	-	28.75	-
Łukasz Prokopiuk	_	$\rightarrow$		19.05.2020	20.05.2020		35.90	_
Łukasz Prokopiuk		$\rightarrow$		15.06.2020	16.06.2020		39.80	
	-		-	16.06.2020	17.06.2020	-	39.68	-
Łukasz Prokopiuk	-	$\rightarrow$	-			-		-
Łukasz Prokopiuk	-	$\rightarrow$	-	06.07.2020	07.07.2020	-	42.20	-
Łukasz Prokopiuk	-	$\rightarrow$	-	13.07.2020	14.07.2020	-	48.50	-
Łukasz Prokopiuk	-	$\rightarrow$	-	13.07.2020	14.07.2020	-	48.50	-
Łukasz Prokopiuk	-	$\rightarrow$	-	01.09.2020	02.09.2020	-	39.85	-
Łukasz Prokopiuk	-	$\rightarrow$	-	08.10.2020	09.10.2020	-	33.20	-
Łukasz Prokopiuk	Underweight	$\downarrow$	22.10.2020	-	23.10.2020	18.01.2021	27.95	11%
Łukasz Prokopiuk	-	$\rightarrow$	-	08.11.2020	09.11.2020	-	26.60	-
Łukasz Prokopiuk	-	$\rightarrow$	-	06.12.2020	07.12.2020	-	30.20	-
Łukasz Prokopiuk	-	$\rightarrow$	-	05.01.2021	05.01.2021	-	35.50	-
Łukasz Prokopiuk	Overweight	$\uparrow$	18.01.2021	-	19.01.2021	Not later than 18.01.2022	38.00	11%
Łukasz Prokopiuk	-	$\rightarrow$	-	28.01.2021	29.01.2021	-	39.00	-
Łukasz Prokopiuk	-	$\rightarrow$	-	28.02.2021	01.03.2021	-	36.35	-
Łukasz Prokopiuk	-	$\rightarrow$	-	16.04.2021	16.04.2021	-	47.35	-
Łukasz Prokopiuk	-		-	27.04.2021	28.04.2021	-	47.65	-
	-	$\rightarrow$	-			-		-
Łukasz Prokopiuk	-	$\rightarrow$	-	30.05.2021	31.05.2021	-	51.40	-
Łukasz Prokopiuk	-	$\rightarrow$	-	01.06.2021	02.06.2021	-	48.73	-
Łukasz Prokopiuk	-	$\rightarrow$	-	09.07.2021	09.07.2021	-	45.70	-
Łukasz Prokopiuk	-	$\rightarrow$	-	25.08.2021	26.08.2021	-	48.05	-

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

This report has been prepared by Dom Maklerski Banku Ochrony Środowiska SA registered in Warsaw (hereinafter referred to as DM BOŚ SA) and commissioned by the Warsaw Stock Exchange SA (hereinafter referred to as WSE SA) pursuant to the agreement on the research report preparation between DM BOŚ SA and WSE SA within the framework of the Analytical Coverage Support Program. 3.0 described on the WSE SA website: https://www.gpw.pl/gpwpa (hereinafter referred to as the Agreement). DM BOŚ SA will receive a remuneration for the research report in accordance with the Agreement.

The production of the report was completed on August 26, 2021 at 7.10 a.m. The report was distributed on August 26, 2021 at 7.20 a.m.

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.

This report constitutes neither investment advice nor provides investment service as referred to in Article 76 of the Act on Financial Instruments Trading as of 29 July 2005 (Journal of Laws, 2018, Item 2286 as amended), hereinafter referred to as the Act on Trading; it does not constitute any legal or tax advice, neither does it constitute an indication whether an investment is suitable or appropriate in an individual situation of an investor. In particular this report is not a personal recommendation based on any individual needs or situation of any investor. DM BOŚ SA informs that the investment advice services exclusively consist in the preparation of a personal recommendation based on individual needs and situation of a given client and transferring it to them. To receive this type of a recommendation an agreement on providing investment advice services must be signed with an investments company offering these services.

Neither the information nor the opinions expressed in the report constitute a solicitation or an offer to buy or sell any securities referred herein. The opinions expressed in the report reflect independent, current judgment of DM BOŚ SA.

This report was prepared with due diligence and scrutiny. The information used in the report is based on all public sources such as press and branch publications, company's financial statements, current and periodic reports, as well as meetings and telephone conversations with company's representatives prior to the date of report's release. We believe the above mentioned sources of information to be reliable, however we do not guarantee their accuracy and completeness. All estimates and opinions included herein represent our judgment as of the date of the issue. All opinions, forecasts, calculations and estimates herein constitute the author's subjective assessment as of the date of the issue and can be modified at any time without prior notice. DM BOŚ SA informs that this report will be updated in the manner as referred to in the Agreement, at least once a year.

DM BOŚ SA is an investment firm within the meaning of the Act on Financial Instruments Trading. The legal entity supervising DM BOŚ SA is Polish Financial Supervision Authority in Warsaw (Komisja Nadzoru Finansowego, KNF in Polish abbreviation). DM BOS SA, its management and supervisory bodies and employees do not take any responsibility for decisions taken on the basis of this report and opinions stated herein. Investors bear all responsibility for investment decisions taken on the basis of the contents of this report. The report is intended solely for private use of investors.

Copyrights to this report belong to the WSE. The rules for use of this report have been specified in the Agreement. This report mustn't be redistributed, reproduced or conveyed in any manner or form conflicting with the rules defined in the Agreement.

This report is made available on the day of its issue in the public domain on the website https://bossa.pl/analizy/wsparcie-pokrycia-analitycznego-gpw#unimot

DM BOŚ SA is entitled to conveying or translation of the report into foreign languages on behalf of their clients and this shall not be sooner than making the report available on its website https://bossa.pl/analizy/wsparcie-pokrycia-analitycznego-gpw#unimot.

DM BOŚ SA follows internal regulations for handling of conflicts of interest which include in particular internal organizational and administration arrangements as well as information barriers established for prevention and avoidance of conflicts of interest related to recommendations. A special organizational arrangement that constitutes an information barrier is so called Chinese walls prohibiting an uncontrolled flow of information among particular organizational units or employees of DM BOŚ SA. Where justified, DM BOŚ SA can create Chinese walls upon the realization of a particular project. Potential conflicts of interests referring to a specific recommendation which is made available to the public or to a wide range of persons are disclosed either in the recommendation or in the document attached. The person(s) preparing this report receive(s) variable compensation indirectly based upon the financial results of DM BOŚ SA which in turn depend – among other factors – on the result on the brokerage activity.

DM BOŚ SA has not held any long or short position net exceeding 0.5% of the issuer's basic capital in total with respect to the company/companies indicated.

During the last 12 months DM BOŚ SA rendered for Unimot brokerage services at Polish Power Exchange (TGE) and received a fee by virtue of this.

During the last 12 months DM BOS SA rendered brokerage services on behalf of Unimot pursuant to the agreement signed and received a remuneration by virtue of this.

Apart from the mentioned above cases, there are neither ties of any kind between DM BOS SA, the analyst/ analysts involved in the preparation of the report and the issuer(s) of securities as referred to in the report nor circumstances that can justifiably be expected to have a negative impact on objectivity of the recommendation with regard to interests or conflicts of interests on their part or on the part of any natural person or legal entity which pertains to the financial instrument or the issuer.

The report was not shown to the analyzed company before the distribution of the report.

### Stockbrokers

Piotr Kalbarczyk tel.: +48 (22) 504 32 43 p.kalbarczyk@bossa.pl

## Research

Sobiesław Pająk, CFA (Equity strategy, TMT)

Sylwia Jaśkiewicz, CFA (Construction materials, Consumer staples & discretionary, Health care)

*Tomasz Rodak, CFA* (Consumer discretionary, Video games)

*Łukasz Prokopiuk, CFA* (Chemicals, Mining, Mining – machinery, Oil & gas)

Michał Sobolewski, CFA, FRM (Financials)

Jakub Viscardi (Telco, Consumer staples & discretionary, IT – hardware distribution, Utilities)

> *Maciej Wewiórski* (Residential construction, Construction, Real estate)

> > *Mikołaj Stępień* Associate

> > > Michał Zamel Associate

Copyright © 2021 by DM BOS S.A.

Dom Maklerski Banku Ochrony Środowiska Spółka Akcyjna ul. Marszałkowska 78/80 00-517 Warszawa www.bossa.pl Information: (+48) 0 801 104 104