

Thursday, July 02, 2020 | Monthly Market Outlook, an excerpt

## Comarch hold (no change)

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Our current outlook on Comarch, updated in May, assumes lower profits than initially forecast. We expect that, on slightly higher revenue (+1.8% y/y), Comarch will register EBITDA contraction of 7.1% in 2020. Shares in the Company are still trading at attractive levels of 7.4x EV/2020E EBITDA, but its profits are about turn south, and its dividends are very modest at just about 0.7%. Comarch generated strong financial results for Q1 2020, but this was probably its last such as successful quarter this year due to probable cutbacks in IT expenditures. Even as it faces a all in demand, according to its CFO Comarch has no plans to scale back its plans as regards hiring or capital investment, indicating contraction in FCFE.

<b>Current Price</b>	217.00 PLN	<b>Upside</b>
<b>9M Target Price</b>	220.30 PLN	<b>+1.5%</b>

	rating	target price	issued
<b>unchanged</b>	<b>hold</b>	<b>220.30 PLN</b>	<b>2020-05-13</b>

Key Metrics			CMR PW	vs. WIG
Ticker	CMR PW	1M Price Chng	+5.9%	+2.9%
ISIN	PLCOMAR00012	YTD Price Chng	+16.0%	+29.4%
Outst. Stock (m)	8.1	ADTV 1M		PLN 1.4m
MC (PLN m)	1,764.9	ADTV 6M		PLN 1.1m
EV (PLN m)	1,679.5	EV/EBITDA 12M fwd	6.5	-10.7%
Free Float	60.9%	EV/EBITDA 5Y avg	7.3	discount

### Earnings Projections

(PLN m)	2018	2019	2020P	2021P	2022P
Revenue	1,370	1,437	1,463	1,593	1,692
EBITDA	153	228	212	232	242
EBITDA margin	11.2%	15.9%	14.5%	14.6%	14.3%
EBIT	88	143	125	144	151
Net income	31	105	74	103	108
P/E	57.6	16.8	23.9	17.1	16.4
P/B	2.0	1.8	1.7	1.6	1.4
EV/EBITDA	12.0	7.6	7.9	7.1	6.7
DPS	1.50	1.50	1.50	1.50	1.50
DYield	0.7%	0.7%	0.7%	0.7%	0.7%

Forecast Update (% change)	2020P	2021P	2022P
Revenue	0.0%	0.0%	0.0%
EBITDA	0.0%	0.0%	0.0%
EBIT	0.0%	0.0%	0.0%
Net income	0.0%	0.0%	0.0%
CAPEX	0.0%	0.0%	0.0%

### Financial Highlights

(PLN m)	2018	2019	2020P	2021P	2022P
<b>Revenue</b>	<b>1,370</b>	<b>1,437</b>	<b>1,463</b>	<b>1,593</b>	<b>1,692</b>
TMT	316	336	363	384	404
Finance & Banking	205	191	195	203	211
Retail Solutions	202	252	257	295	316
Manufacturing	138	179	183	198	207
Public Sector	193	130	143	158	173
SME	260	291	262	293	317
Other	54	58	61	62	64
Gross profit margin	362	421	412	448	469
	26.4%	29.3%	28.1%	28.1%	27.7%
Selling expenses	139	146	147	160	170
G&A expenses	106	128	134	140	145
<b>EBIT</b>	<b>88</b>	<b>143</b>	<b>125</b>	<b>144</b>	<b>151</b>
margin	6.4%	10.0%	8.6%	9.1%	8.9%
<b>Net income</b>	<b>30.6</b>	<b>104.8</b>	<b>73.8</b>	<b>103.0</b>	<b>107.9</b>

### Key Balance Sheet Figures

(PLN m)	2018	2019	2020P	2021P	2022P
<b>Operating cash flow</b>	<b>160</b>	<b>179</b>	<b>182</b>	<b>170</b>	<b>183</b>
OCF/EBITDA	105%	78%	86%	73%	76%
<b>CAPEX</b>	<b>-87</b>	<b>-45</b>	<b>-79</b>	<b>-107</b>	<b>-107</b>
Assets	1,740	1,843	1,920	2,058	2,192
Equity	876	971	1,032	1,123	1,219
<b>Net debt</b>	<b>46</b>	<b>-58</b>	<b>-104</b>	<b>-132</b>	<b>-173</b>
Net debt/EBITDA (x)	-0.2	-0.3	-0.5	-0.6	-0.7

### Relative Valuation Summary

	P/E			EV/EBITDA		
	20P	21P	22P	20P	21P	22P
Minimum	24.7	23.1	20.7	16.6	15.8	14.3
Maximum	9.3	8.4	7.7	5.5	5.2	5.1
Median	16.5	15.6	14.1	9.2	9.1	9.0
Weight	33%	33%	33%	33%	33%	33%

### DCF Analysis

(PLN m)	20P	21P	22P	23P	24P	25P	26P	27P	28P	29P	+
Revenue	1,463	1,593	1,692	1,765	1,840	1,913	1,983	2,051	2,121	2,193	
EBITDA	212	232	242	249	255	263	269	275	280	286	
EBITDA margin	14.5%	14.6%	14.3%	14.1%	13.9%	13.7%	13.6%	13.4%	13.2%	13.1%	
D&A	87	88	91	94	97	101	104	108	112	116	
EBIT	125	144	151	155	158	162	165	166	168	170	
Tax	33	39	41	42	43	44	44	45	45	46	
NOPLAT	92	106	110	113	116	118	120	122	123	124	
CAPEX	-79	-107	-107	-85	-89	-89	-90	-92	-93	-97	
Working capital	-4	-24	-19	-17	-19	-21	-21	-22	-23	-24	
FCF	96	62	76	104	106	109	113	116	119	119	122
PV FCF	91	54	61	78	72	69	66	62	59	54	
WACC	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	
Net debt / EV	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Risk-free rate	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	

### DCF Summary

(PLN m)	
Beta	1.0
FCF perp. growth rate	2.0%
PV FCF	1,519
Net debt	-58
Other adjustments	19
<b>Value per share (PLN)</b>	<b>191.60</b>

### Valuation Summary

(PLN)	Weight	Price
Relative Val.	40%	230.34
DCF Val.	60%	191.60
Implied Price		207.10
Cost of equity (9M)		6.4%
<b>9M Target Price</b>		<b>220.30</b>

**List of abbreviations and ratios contained in the report:**

**EV** – net debt + market value (EV – economic value)  
**EBIT** – Earnings Before Interest and Taxes  
**EBITDA** – EBIT + Depreciation and Amortisation  
**PBA** – Profit on Banking Activity  
**P/CE** – price to earnings with amortisation  
**MC/S** – market capitalisation to sales  
**EBIT/EV** – operating profit to economic value  
**P/E** – (Price/Earnings) – price divided by annual net profit per share  
**ROE** – (Return on Equity) – annual net profit divided by average equity  
**P/BV** – (Price/Book Value) – price divided by book value per share  
**Net debt** – credits + debt papers + interest bearing loans – cash and cash equivalents  
**EBITDA margin** – EBITDA/Sales

**OVERWEIGHT (OW)** – a rating which indicates that we expect a stock to outperform the broad market  
**NEUTRAL (N)** – a rating which indicates that we expect the stock to perform in line with the broad market  
**UNDERWEIGHT (UW)** – a rating which indicates that we expect the stock to underperform the broad market

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**Discounted Dividends (DDM)** – discounting of future dividends; the weak point is high sensitivity to changes in the assumptions as to future dividends made in the valuation model.

**NAV** – valuation based on equity value, one of the most frequently used method in case of developing companies; the weak point of the method is that it does not factor in future changes in revenue/profits of a company.

**mBank issued the following investment recommendations for the Company in the 12 months prior to this publication**

Rating	hold	buy	buy
Rating date	2020-05-13	2019-11-25	2019-07-25
Target price (PLN)	220.30	250.00	231.00
Price on rating day	210.00	189.50	178.50

**Comparable Companies Used In Relative Valuation Models**

**Comarch** Asseco Poland, Atos, CAP Gemini, Computacenter, Fiserv INC, Indra Sistemas, Oracle Corp, Sage Group, SAP, Software AG, Tieto

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