

UNIBEP (Last valuation 12.5 PLN/share as of 15.09.2023)**Summary of 2023 preliminary results****The results for 2023 turned out to be significantly lower than our forecasts.**

- According to preliminary estimates, the consolidated revenues of the Unibep group in 2023 amounted to PLN 2,429.8 million. Revenues in the construction segment amounted to PLN 2,013.9 million, in the modular construction segment - PLN 222.9 million, and in the development segment - PLN 315.8 million.
- The consolidated gross loss on sales is estimated at PLN 37.8 million and the operating loss at PLN 137.8 million. At the end of December 2023, the order portfolio to be fulfilled amounted to PLN 3.6 billion and was higher by 9.1% y/y. The cash level at the end of Q4'23 was PLN 311.1 million and financial debt - PLN 327.7 million.
- The Management Board of Unibep S.A. expects to achieve positive operating profitability in 2024 (EBIT profitability of 1.0 - 1.5%) and positive net profit at the level of the consolidated results of the capital group.

	4Q'22	1Q'23	2Q'23	3Q'23	4Q'23 preliminary	4Q'23F	2023 preliminary	2023F
Revenues	663,1	523,7	711,9	597,7	596,5	830,0	2429,8	2663,3
Gross profit on sales	22,2	29,3	29,9	-12,9	-84,1	-54,7	-37,8	-34,7
EBIT	-2,9	12,9	14,8	-28,8	-136,8	-62,0	-137,9	-63,1
Net profit	-17,7	4,4	4,7	-26,5	-139,4	-65,0	-156,9	-82,5
Gross profit margin on sales	3,3%	5,6%	4,2%	-2,2%	-14,1%	-6,6%	-1,6%	-1,3%
EBIT margin	-0,4%	2,5%	2,1%	-4,8%	-22,9%	-7,5%	-5,7%	-2,4%
Net income margin	-2,7%	0,8%	0,7%	-4,4%	-23,4%	-7,8%	-6,5%	-3,1%

Source: Unibep, F - Noble Securities forecasts

Comment on the results

- The financial results are clearly lower than our forecasts, most likely due to the much higher level of reserves established on individual contracts. The level of revenues achieved in Q4'23 is also significantly lower than our forecasts. We evaluate the results negatively.
- Gross margin on sales at the consolidated level in Q4'23 amounted to -14.1%, which is the lowest level in the entire stock exchange history of Unibep.
- As indicated by the company, the main reasons for the poor results were: increases in prices of certain groups of materials and services, increases in energy and transport costs, shortages of employees with appropriate competences, an increase in the minimum wage, a decrease in margins in the housing construction segment, resulting from the relatively low demand for this type of services construction and the difficult situation in modular construction.
- A slightly positive element is the high level of cash at the end of the year - only PLN 16.6 million of net debt (PLN 182.1 million of net debt at the end of Q3'23). The Management Board also indicates that it will initiate a review of strategic options that will help reduce debt, including: by selling some assets and optimizing the process of managing the financial situation and cash flows of the capital group.
- We have a slightly negative assessment of the level of EBIT margin in 2024 signaled by the management board - in our forecasts we assumed 2.9%.

Dariusz Nawrot
Senior Analyst
dariusz.nawrot@noblesecurities.pl
+48 783 931 515

LEGAL DISCLAIMER**FUNDAMENTAL RULES FOR ISSUING ANALYTICAL REPORT**

This analytical report, hereinafter referred to as the "Report", was prepared by Noble Securities S.A. ("NS") based in Warsaw.

The basis for the preparation of the Report were publicly available information known to the Analyst as at the date of preparing the Report, in particular information provided by the Issuer in current ana periodic reports prepared as part of its disclosure obligations.

The Report only expresses the analyst's knowledge ana views as at the date of its preparation.

The forecasts ana evaluation elements presented in the Report are based solely on the analysis performed by the Analyst, without arrangements with the Issuer or with other entities, ana are based on a number of assumptions that may turn out to be irrelevant in the future.

NS or the Analyst do not give any assurance that the forecasts will work.

The report issued by NS is valid for a period of 24 months, unless it is previously updated. The frequency of updates results from the date of publication by the Issuer of financial results for a given reporting period, the market situation or subjective assessment of the Analyst.

STRONG ANA WEAKNESSES OF VALUATION METHODS APPLIED BY NS IN THE REPORT

The DCF (eng. discounted cash flow) method - is considered the methodologically most appropriate valuation technique ana consists in discounting financial flows generated by the rated entity. Strengths of this method include taking into account all cash flows that flow in ana out of the company ana the cost of money over time. The disadvantages of the DCF valuation method are: a large number of assumptions ana parameters that need to be estimated ana the sensitivity of valuation to changes in these factors. A variation of this method is the discounted dividend method.

Comparative method - is based on a comparison of valuation multipliers of companies in the industry in which the rated entity operates. This method very well reflects the current state of the market, requires fewer assumptions ana is simpler to apply (relatively high availability of indicators for compared entities). Its disadvantages include high volatility related to price fluctuations ana stock exchange indices (in the case of comparison to listed companies), subjectivism in the selection of a group of comparable companies ana simplification of the company image leading to the omission of some important parameters (eg growth rate, corporate governance, non-operational assets, differences in accounting standards).

INTERESTS OR CONFLICTS OF INTERESTS THAT MAY AFFECT THE REPORTING OBJECTIVITY OF THE REPORT

The report was prepared by NS for consideration, on behalf of the Warsaw Stock Exchange S.A.

The Analyst is not a party to any contract concluded with the Issuer ana does not receive remuneration from the Issuer. The Analyst's remuneration for preparing the Report due from NS is not directly related to transactions in brokerage services provided by NS or other types of transactions carried out by NS or any other legal entity that is part of the group to which NS belongs or with transaction fees that they receive NS or these people. It can not be ruled out that the remuneration that may be due in future to a NS Analyst by another title may be indirectly dependent on NS financial results, including those obtained as part of investment banking transactions related to the Issuer's financial instruments. The Analyst is not a party to any contract concluded with the Issuer ana does not receive remuneration from the Issuer. The Analyst's remuneration for preparing the Report due from NS is not directly related to transactions in brokerage services provided by NS or other types of transactions carried out by NS or any other legal entity that is part of the group to which NS belongs or with transaction fees that they receive NS or these people. It can not be ruled out that the remuneration that may be due in future to a NS Analyst by another title may be indirectly dependent on NS financial results, including those obtained as part of investment banking transactions related to the Issuer's financial instruments.

It is possible that NS has or will have the intention to submit an offer to provide services to the Issuer.

ORGANIZATIONAL ANA ADMINISTRATIVE SOLUTIONS ANA INFORMATION BARRIERS ESTABLISHED TO PREVENT CONFLICT OF INTERESTS ANA TO AVOID THEMSELVES

Detailed rules of conduct in the event of conflicts of interest are set out in the "Regulations of Conflicts of Interest Management at Noble Securities SA" available at the website www.noblesecurities.pl in the tab: "About us" / "Regulations" / "Information policy".

The internal structure of NS ensures organizational separation of analysts from individuals (teams) performing activities that involve the risk of a conflict of interest ana prevents conflicts of interest, ana in the event of such conflict enables protection of the Client's interests against the harmful effects of this conflict. In particular, Analysts do not have access to information about transactions concluded on the NS's own account ana to Client orders. NS ensures that there is no possibility for third parties to exert any adverse influence on the performance of the work by Analysts. NS ensures that there are no links between the amount of remuneration of employees of one organizational unit ana the amount of remuneration of employees of another organizational unit, or the amount of income earned by that other organizational unit, if these units perform activities that involve the risk of a conflict of interests

NS has implemented internal regulations regarding the flow of confidential ana professional information, which is aimed at securing confidential information or professional secrecy ana preventing its unjustified flow or misuse. NS limits to a minimum the circle of people who have access to confidential information or professional secrecy. In order to control access to relevant non-public information, within NS there are internal limitations ana barriers in the transfer of information, so-called *Chinese walls*, i.e. rules, procedures ana physical solutions to prevent the flow ana use of confidential information ana constitute professional secrecy. NS uses restrictions in physical access (separate rooms, lockable filing cabinets) ana in access to information systems.

NS has implemented regulations in the scope of performing activities consisting in preparing investment analyzes, financial analyzes ana other general recommendations regarding transactions in financial instruments, as well as the internal procedure regulating the subject scope. NS discloses in the content of Reports prepared by itself all connections ana circumstances that could affect the objectivity of the Reports being prepared. It is forbidden to accept material or non-material benefits by NS or the Analyst from entities having a significant interest in the content of the Report, suggesting to the Issuer by NS or Analyst content favorable to that Issuer. It is forbidden to make available to the Issuer or other persons than Analysts, the Report, containing the content of the recommendation or the target price, before commencing its distribution for purposes other than verification of the NS's compliance with its legal obligations.

NS has implemented internal regulations regarding the rules of concluding personal transactions by involved persons, including prohibits the use of information obtained in connection with business activities for personal transactions. In addition, Analysts may not enter into personal transactions regarding the Issuer's financial instruments or related financial instruments prior to the dissemination of the Report, as well as personal transactions that conflict with the content of the Report ana when NS starts or works on issuing Issuer's financial instruments since the Issuer's information in this respect until the prospectus is published - in the case of a public offer or for launching an offer.

OTHER INFORMATION ANA RESERVATIONS

NS ensures that the Report has been prepared with due diligence ana integrity based on generally available facts ana information recognized by the Analyst as reliable, reliable ana objective, however NS nor the Analyst does not guarantee that they are fully accurate ana complete. If the Report indicates the addresses of the websites used in the preparation of the Report, neither the Analyst nor NS takes responsibility for the content of these websites.

Investing can involve high investment risk. The analytical report cannot be treated as an assurance or guarantee of avoiding losses, or achieving potential or expected results, in particular profits or other benefits from transactions carried out on its basis, or in connection with refraining from such transactions. A general description of financial instruments ana the risk related to investing in individual financial instruments is presented at www.noblesecurities.pl in the tab Brokerage House / Brokerage Account/ Documents. NS points out that although the above information has been prepared with due diligence, in particular in a reliable manner ana in accordance with NS's best knowledge, it may not be exhaustive ana may exist or be updated in the specific situation in which an investor is or will be located other risk factors than those indicated in the above information by NS. The investor should bear in mind that investments in individual financial instruments may result in the loss of some or all of the funds invested, ana even involve the additional costs.

Investors using the Report may not resign from independent assessment ana take into account other circumstances than indicated by the Analyst or by NS.

The Report has been prepared in accordance with legal requirements ensuring independence, in particular from the Commission Delegated Regulation (EU) 2016/958 of 9 March 2016 supplementing Regulation (EU) No 596/2014 of the European Parliament ana of the Council with regard to regulatory technical standards concerning technical means for the purpose of presenting investment recommendations or other information recommending or suggesting an investment strategy ana disclosing particular interests or indications of conflicts of interest. The report is an investment study referred to in art. 36 par. 1 Commission Delegated Regulation (EU) 2017/565 of 25 April 2016 supplementing Directive 2014/65 / EU of the European Parliament ana of the Council with regard to organizational requirements ana operating conditions for investment firms ana concepts defined for the purposes of this directive.

The Report or any of its entries do not state:

- offer within the meaning of art. 66 of the Act of 23 April 1964 - the Civil Code.
- grounds for concluding a contract or creating a liability.
- public offering of financial instruments within the meaning of art. 3 of the Act of July 29, 2005 on Public Offering, Conditions Governing the Introduction of Financial Instruments to Organized Trading, and Public Companies.
- invitations to subscribe for or purchase securities of the Issuer.
- investment advisory services or portfolio management services referred to in the Act of 29 July 2005 on Trading in Financial Instruments.
- investment, legal, accounting or other types of advice.

The Report

- is published on the NS website: <https://noblesecurities.pl/dom-maklerski/analizy2/program-wsparcia-pokrycia-analitycznego-gpw/2524-unibep-s-a>.
- is intended for distribution only on the territory of the Republic of Poland, and is not intended for distribution or transmission, directly or indirectly, in the United States of America, Canada, Japan or Australia, or any other jurisdiction, where such distribution would violate relevant provisions of the given jurisdiction or require registration in that jurisdiction.
- does not contain all information about the Issuer and does not allow full assessment of the Issuer, in particular as regards the Issuer's financial situation, because only certain data regarding the Issuer were selected for the Report.
- is for information purposes only, so it is not possible to comprehensively evaluate the Issuer based on the Report.

FINAL REMARKS

Analyst preparing the Report: Dariusz Nawrot

Date and time of completion of the Report: 11/03/2024 at 12:55 p.m. Date and time of the first dissemination of the Report: 11/03/2024 at 01:15 p.m.

The proprietary copyrights to the Report are held by the Stock Exchange in Warsaw S.A. Dissemination or reproduction of the Report (in whole or in any part) without the written consent of the Warsaw Stock Exchange S.A. is forbidden.

NS is subject to the supervision of the Polish Financial Supervision Authority.

All recommendation distributed by NS in last 12 months:

Company	Direction	Target price	Price at publication	Current price	Difference to price target	Date of publication (1)	Validity date (2)	Prepared by (3)
CD Projekt	Buy	192,8	106,2	107,75	79%	05.03.2024	9M	Mateusz Chrzanowski
Torpol	Hold	31,5	30,4	34,00	-7%	05.03.2024	9M	Dariusz Nawrot
Celon Pharma	Buy	25,5	14,9	14,80	72%	05.03.2024	9M	Krzysztof Radojewski
Tauron PE	Reduce	3,1	3,6	3,06	1%	01.03.2024	9M	Michał Sztabler
LPP	Buy	19282,0	16000,0	17580,00	10%	16.02.2024	9M	Dariusz Dadej
Forte	Accumulate	25,2	23,8	23,50	7%	12.01.2024	9M	Dariusz Dadej
Torpol	Buy	28,3	23,1	34,00	-17%	18.12.2023	9M	Dariusz Nawrot
Amica	Buy	109,2	80,7	75,80	44%	12.12.2023	9M	Mateusz Chrzanowski
MCI Capital	nd	40,3	23,7	25,90	56%	08.12.2023	9M	Krzysztof Radojewski
Answear.com	Hold	31,8	31,2	31,00	3%	07.12.2023	9M	Dariusz Dadej
Sonel	nd	12,4	11,7	14,10	-12%	05.12.2023	9M	Michał Sztabler
Ailleron	Accumulate	22,7	19,2	15,90	43%	04.12.2023	9M	Dariusz Dadej
Celon Pharma	Buy	29,1	14,2			01.12.2023	9M	Krzysztof Radojewski
LW Bogdanka	Reduce	28,6	33,8	33,48	-15%	30.11.2023	9M	Michał Sztabler
Captor Therapeutics	Buy	137,1	86,8	84,80	62%	29.11.2023	9M	Krzysztof Radojewski
MO-BRUK	Buy	390,3	290,0	305,00	28%	23.11.2023	9M	Dariusz Dadej
XTB	Buy	67,7	35,0	52,15	30%	23.11.2023	9M	Mateusz Chrzanowski
Selvita	Accumulate	72,6	60,3	59,80	21%	22.11.2023	9M	Krzysztof Radojewski
Apator	Accumulate	16,9	14,9	15,70	8%	21.11.2023	9M	Michał Sztabler
Molecure	Buy	23,5	17,9	18,00	31%	20.11.2023	9M	Krzysztof Radojewski
Aplisens	nd	29,3	22,4	22,80	29%	17.11.2023	9M	Michał Sztabler
Pepco Group	Hold	19,0	19,8	18,81	1%	15.11.2023	9M	Dariusz Dadej
Ryvu Therapeutics	Buy	77,7	56,0	59,70	30%	10.11.2023	9M	Krzysztof Radojewski
TIM	Sell	40,6	47,7	50,50	-20%	06.11.2023	9M	Michał Sztabler
LPP	Buy	16795,0	13000,0			20.10.2023	9M	Dariusz Dadej
Auto Partner	Buy	33,9	22,8	27,20	25%	04.10.2023	9M	Mateusz Chrzanowski
InterCars	Buy	708,0	557,0	585,00	21%	04.10.2023	9M	Mateusz Chrzanowski
Mabion	nd	23,6	17,0	16,80	40%	02.10.2023	9M	Krzysztof Radojewski
Wielton	Buy	10,2	8,4	8,32	23%	19.09.2023	9M	Michał Sztabler
Dino Polska	Accumulate	431,8	378,1	419,40	3%	19.09.2023	9M	Dariusz Dadej
Eurocash	Hold	15,0	14,8	15,31	-2%	19.09.2023	9M	Dariusz Dadej
Bioton	nd	5,4	3,8	3,60	50%	19.09.2023	9M	Krzysztof Radojewski
Unibep	nd	12,5	10,4	9,50	32%	15.09.2023	9M	Dariusz Nawrot
Photon Energy	nd	13,9	10,8	7,90	76%	11.09.2023	9M	Michał Sztabler
Toya	nd	10,1	6,3	7,90	28%	07.09.2023	9M	Dariusz Nawrot
Mabion	nd	22,9	18,0			07.09.2023	9M	Krzysztof Radojewski
Pepco Group	Buy	42,1	32,0			30.08.2023	9M	Dariusz Dadej
LW Bogdanka	Accumulate	42,3	38,6	33,48	26%	31.07.2023	9M	Michał Sztabler
Torpol	Buy	22,6	18,0			18.07.2023	9M	Dariusz Nawrot
Forte	Accumulate	31,0	28,0			17.07.2023	9M	Dariusz Dadej
Tauron PE	Buy	4,2	2,8			07.07.2023	9M	Michał Sztabler
STS Holding	Sell	16,3	24,3			04.07.2023	9M	Mateusz Chrzanowski
Answear.com	Buy	48,0	34,5			04.07.2023	9M	Dariusz Dadej
Molecure	Accumulate	25,1	21,3			30.06.2023	9M	Krzysztof Radojewski
Celon Pharma	Buy	32,6	15,9			30.06.2023	9M	Krzysztof Radojewski
Captor Therapeutics	Buy	183,6	149,0			30.06.2023	9M	Krzysztof Radojewski
Ryvu Therapeutics	Buy	81,3	60,0			30.06.2023	9M	Krzysztof Radojewski
Apator	Accumulate	19,2	16,2			27.06.2023	9M	Michał Sztabler
Ailleron	nd	30,0	23,4			18.05.2023	24M	Dariusz Dadej
Sonel	nd	12,9	10,6			17.05.2023	24M	Michał Sztabler
TIM	nd	41,6	49,2			16.05.2023	24M	Michał Sztabler
MO-BRUK	Accumulate	337,2	290,0			09.05.2023	9M	Dariusz Dadej
Selvita	Accumulate	83,0	74,6			08.05.2023	9M	Krzysztof Radojewski
XTB	Buy	78,9	35,3			26.04.2023	9M	Mateusz Chrzanowski
Aplisens	nd	20,3	17,3			21.04.2023	24M	Michał Sztabler
Bioton	nd	5,3	3,5			20.04.2023	24M	Krzysztof Radojewski
MCI Capital	nd	36,1	19,5			20.04.2023	24M	Krzysztof Radojewski
Amica	Accumulate	84,8	79,7			24.03.2023	9M	Mateusz Chrzanowski
Dino Polska	Reduce	358,6	415,5			21.03.2023	9M	Dariusz Dadej

Eurocash	Buy	18,7	13,8	21.03.2023	9M	Dariusz Dadej
----------	-----	------	------	------------	----	---------------

(1) Date of publication is simultaneously date of first publication.

(2) recommendation is valid for a period of 9 months, unless it is previously updated.

(3) Job position: Krzysztof Radojewski – Deputy Head of Research and Advisory Department. Michał Sztabler – Equity Analyst. Dariusz Dadej - Equity Analyst. Mateusz Chrzanowski – Junior Equity Analyst. Dariusz Nawrot – Senior Equity Analyst

MARKET RESEARCH DEPARTMENT

Sobiesław Kozłowski

sobieslaw.kozlowski@noblesecurities.pl

tel: +48 22 213 22 39

model portfolios

Krzysztof Radojewski

krzysztof.radojewski@noblesecurities.pl

Biotechnology

Michał Sztabler

michal.sztabler@noblesecurities.pl

tel: +48 22 213 22 36

industrials, utilities, mining

Dariusz Dadej

dariusz.dadej@noblesecurities.pl

tel: +48 22 660 24 83

retail, industrials

Dariusz Nawrot

dariusz.nawrot@noblesecurities.pl

Mateusz Chrzanowski

mateusz.chrzanowski@noblesecurities.pl

Krzysztof Ojczyk

krzysztof.ojczyk@noblesecurities.pl

tel: +48 12 422 31 00

technical analysis