

This report is prepared for the Warsaw Stock Exchange SA within the framework of the Analytical Coverage Support Program 4.0.

735/2023/AR

November 23, 2023

Company	LT fundamental recommendation	12M EFV (PLN)	ST market-relative bias	Analyst
Bowim	Not rated	6.9	Not rated	Michał Zamel

Event: Final 3Q23 results released – in line with the preliminary figures.

Before Thursday's market opening Bowim released 3Q23 financial results which are in line with the preliminary figures.

- 3Q23 revenues at PLN 490.5 million (down 36%/2% yoy/qoq) are in line with the preliminary ones. A negative qoq dynamic stemmed mainly from declining prices of metallurgical products. Higher volumes though helped limit declines in value terms.
- In 3Q23 volumes reached 129,891 t (down 9% yoy and up 13% qoq); in 1-3Q23 volumes stood at 376,976 t (down 2% yoy).
- The assortment mix resembles the mix observed in previous quarters with the biggest share in sales attributed to metal sheets (over 40%). The most important clients are enterprises from the steel structure industry.
- 3Q23 EBITDA and EBIT reached PLN 10.1 million (up 40%) and PLN 7.9 million (up 44% yoy), respectively, helped by last year's low base. EBIT was in line with the preliminary figures.
- The EBIT/ EBITDA margin stood at 2.1%/1.6%.
- Net financial result reached PLN -7.4 million.
- Gross profit reached PLN 0.5 million.
- NI fell to PLN 2.3 million (down 76% yoy).
- OCF reached PLN 57.6 million vs PLN 62.5 million in 3Q22.

Bowim; 3Q23 financial results

cons. (PLN million)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	Preliminary 3Q23	Preliminary vs final results	yoy chg
Sales	645.4	786.4	767.7	553.2	585.6	501.6	490.5	490.5	→	-36%
EBITDA	72.7	89.6	7.2	12.4	13.1	11.0	10.1	-	-	40%
EBITDA margin	11.3%	11.4%	0.9%	2.2%	2.2%	2.2%	2.1%	-	-	-
EBIT	71.0	87.8	5.5	10.4	10.9	8.8	7.9	7.9	→	44%
EBIT margin	11.0%	11.2%	0.7%	1.9%	1.9%	1.8%	1.6%	1.6%	-	-
Gross profit	57.9	76.1	3.4	5.0	3.0	3.7	0.5	-	-	-84%
Gross margin	9.0%	9.7%	0.4%	0.9%	0.5%	0.7%	0.1%	-	-	-
NI attributed to the parent company	45.3	53.5	9.6	1.1	2.5	2.6	2.3	2.3	→	-76%
Net margin	7.0%	6.8%	1.3%	0.2%	0.4%	0.5%	0.5%	0.5%	-	-

In the preliminary results Bowim presents NI while in the historic results it shows NI attributed to the parent company's shareholders; in consequence, there is a small difference between preliminary 2Q23 figures and final ones
 Source: Company, DM BOŚ estimates

Expected impact: Neutral. Final results are in line with the preliminary figures revealed in the first half of November. The information about the qoq volume growth is positive.

The report is not 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 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.