

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

737/2023/AR

November 23, 2023

Company	LT fundamental recommendation	12M EFV (PLN)	ST market-relative bias	Analyst
Cloud Technologies	Hold	88.0	Neutral	Tomasz Rodak, CFA

Event: 3Q23 financial results preview.

On November 27 the Company will release 3Q23 financial results.

Cloud Technologies informed that the sales dynamic in July/ August/September (in US\$) with regard to the key clients reached 22%/ 16%/ 23% yoy. According to our estimations, given the US\$ weakening (yoy) vs PLN, these dynamics in PLN terms should equal 2%/11%/5% yoy. Thus, in 3Q23 we expect the Company's revenues in the data sales segment to grow 5% yoy, which is an average of the reported monthly dynamics. We assume relatively flat qoq revenues from other activities. Due to the US\$ appreciation vs PLN by c. 7% in 3Q23, we forecast FX positive differences at PLN 1 million. All in all, we expect revenues and clean EBITDA to increase by 5% and 13% yoy, respectively, in 3Q23. At the same time we forecast a 30% yoy decline of clean NI due to very high positive FX differences booked in the base quarter.

Cloud Technologies; 3Q23E financial results

IFRS cons. (PLN m)	3Q23E (DM BOS)			qoq chg	yoy chg
	2Q23	3Q22			
Revenues, including:	12.9	14.5	12.3	-11%	5%
Data sales	10.2	11.8	9.8	-13%	5%
Other activities	2.7	2.7	2.5	0%	7%
Operating costs, including:	11.0	11.7	10.1	-6%	9%
Media and data costs	3.1	3.5	3.2	-12%	-2%
Other costs	7.9	8.1	7.0	-3%	14%
EBITDA	5.6	6.6	4.9	-15%	15%
Adj EBITDA	6.2	7.2	5.5	-13%	13%
EBIT	2.4	3.4	2.6	-28%	-7%
Adj EBIT	3.0	4.0	3.2	-24%	-5%
NI	3.0	1.4	4.5	111%	-33%
Adj NI	3.6	2.0	5.1	79%	-30%

* Adjusted figures exclude the impact of the incentive program costs (c. PLN million quarterly)
Source: Company, DM BOS estimates

Expected impact: depending on the actual results.

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.