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Bogdanka SA - Sell

Target Price: PLN 18.80 | Close as of 25/11/2020: PLN 18.58

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Final 3Q'20 figures with strong cash flows, but negative outlook

LW Bigdanka reported final 3Q'20 figures with following highlights:

- **EBITDA of PLN 96.5mn i.e. down 45% y/y** and in line with preliminary figures
- EBITDA per tonne amounted to PLN 44.3 i.e. down 43% y/y and the lowest since 2018
- Net loss of PLN 1.8mn in line with preliminary
- **Coal production and sales volumes** in line with prelimanary figures with coal yield falling to 60.2% from 64.6% a year ago and from 68.4% a quarter ago.
- Inventories at very low level of 17 thousand tonnes, which looks solid comparing to the oversupply of Polish market, but it also means that upcoming quarter will not experience such a boost to sales volumes as Q3 figures did
- Coal price of PLN 234/t i.e. flat y/y and down 3% q/q, which compares poorly with the price of PLN 241.6/t seen in 1H'20 and with 3% y/y growth seen then.
- Unit cash cost of PLN 191.6/t i.e. up 22% y/y i.e. above our estimate of PLN 188/t based on preliminary figures
- Strong operating cash flow of PLN 179mn i.e. at 185% of reported EBITDA, which follows 165% of EBITDA seen in Q2 clearly such a strong cash flows are not sustainable in upcoming quarters.
- Low capex of PLN 104mn resulting in FCF of PLN 75mn in Q3 but negative PLN 41mn in 9M'20. Low volume of preparatory works of only 6.6km (down 12% y/y) likely supported FCF and contrasts with Management guidance (unless Q4 will be very strong in preparatory works).
- Net cash position increased PLN 326mn from PLN 252mn a quarter ago

OPINION. NEGATIVE

LW Bogdanka delivered key P&L figures in line with preliminary figures hence offering no surprises. Moreover it reported strong cash flows and net cash position, which should also be seen to the positive side. However, we find Q3 figures as indicating weaker earnings in upcoming quarters, which is related to:

 Coal price went down 3% q/q and high prices of H1 were not maintained, which might be an indication of lower pricing in future, especially given the oversupply of the market

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- Coal yield went down to 60% i.e. the weakest performance since 1Q'18
- Weak cost performance with unit cost rising 22% y/y, while coal sales volume went down only by 4.9% y/y
- The strong cash flow performance is not sustainable and weaker cash flows should result in weaker perception of future balance sheet outlook
- Low inventories mean no support to guided low production figures in Q4 should be expected.

Given our expectations for negative outlook for both 4Q'20 figures and 2021e, we reitarate our negative stance on the stock.

LW Bogdanka, Key figures, PLN mn

| P&L (PLN m) | 3Q19 | 4Q19 | 1Q20 | 2Q20 | 3Q20 | YoY | QoQ |
|------------------------------|-------|-------|--------|-------|-------|-------|-------|
| Revenues | 527.8 | 531.7 | 464.1 | 384.9 | 504.5 | -4% | 31% |
| Gross profit on sales | 123.2 | 96.2 | 82.3 | 42.9 | 38.6 | -69% | -10% |
| SG&A | -43.0 | -42.2 | -38.3 | -37.9 | -38.7 | -10% | 2% |
| Profit from sales | 80.2 | 54.1 | 44.0 | 5.0 | -0.1 | -100% | -102% |
| Other income/ (expense), net | -2.3 | 1.5 | 0.9 | 0.0 | 0.9 | | |
| EBITDA | 176.9 | 156.2 | 134.8 | 86.3 | 96.5 | -45% | 12% |
| EXBITDA excl. one-offs | 176.9 | 156.2 | 134.8 | 86.3 | 96.5 | -45% | 12% |
| Operating profit | 77.9 | 55.5 | 44.9 | 5.0 | 0.8 | -99% | -83% |
| Financial income / (expense) | 1.6 | 0.5 | -1.3 | -1.6 | -2.3 | | |
| Profit before tax | 79.4 | 56.1 | 43.6 | 3.4 | -1.4 | | |
| Income tax expense | -13.4 | -11.3 | -9.9 | -0.4 | -0.4 | | |
| Net profit - recurring | 66.0 | 44.8 | 33.5 | 3.1 | -1.8 | na | na |
| Operational data | 3Q19 | 4Q19 | 1Q20 | 2Q20 | 3Q20 | YoY | QoQ |
| Coal production,k tonnes | 2 302 | 2 323 | 2 066 | 1 631 | 1 841 | -20% | 13% |
| Coal sales volume, kt | 2 291 | 2 298 | 1 918 | 1 604 | 2 178 | -5% | 36% |
| Inventories, thousand tonnes | 153.0 | 178.0 | 326.0 | 353.0 | 16.0 | -90% | -95% |
| Coal price PLN/t (1) | 226 | 226.0 | 234.9 | 234.2 | 227 | 0% | -3% |
| Coal price PLN/t (2) | 234.4 | 232.9 | 241.6 | 241.6 | 234.2 | 0% | -3% |
| Unit cash cost PLN/t (2) | 157.2 | 163.7 | 171.8 | 182.4 | 188.0 | 20% | 3% |
| EBITDA per tonne (1) | 77.2 | 68.0 | 70.3 | 53.8 | 44 | -43% | -18% |
| EBITDA per tonne (2) | 77.2 | 68.0 | 70.3 | 53.8 | 44.3 | -43% | -18% |
| OCF | 181 | 206.5 | 77.3 | 142.8 | 179.0 | | |
| Capex | 123 | 113.9 | 201.5 | 135.0 | 104 | | |
| Free cash flow | 57 | 92.6 | -124.1 | 7.8 | 75.1 | | |
| Net debt (cash) | -263 | -369 | -244 | -252 | -326 | | |
| BVPS | 93.4 | 94.6 | 95.6 | 95.6 | 95.9 | | |

Source: Company, Erste Group Research

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