

Noctiluca S.A.



FV: PLN 208.90

Update

Rating: N/A

Noctiluca (NCL)'s 2023 results were slightly below our estimates as part of the orders from last year will only be booked in 2024E. In Jan-Dec 2023, the company continued to successfully develop innovative high-performance materials for the OLED industry. At the end of 2023, Noctiluca had business relationships with 8 out of the 10 largest display companies in the world and few mid and small size players. During 2023, NCL signed 9 new contracts and entered into collaborations with a couple of the world's most renowned scientific institutions. In H2/24E, the company plans a private placement with a volume PLN 9-17m, which should provide it with sufficient cash until the monthly break-even at the end of 2024E/Q1 2025E. While we have kept our valuation of Noctiluca at USD 81.75m (currently: PLN 325.37m/PLN 208.90 per share), we believe that NCL's value can further increase provided that joint-development projects (JDP) are launched in H2/24E. The main risks, which we see, are the following ones: 1. The inability to raise additional funding for financing operations until break-even, and 2. The still high costs of OLED compared to LED.

The results for 2023 were slightly below our estimates. In 2023, Noctiluca generated total revenues of PLN 754k (our estimate: PLN 850k), an EBIT of PLN -5.17m (PLN -4.78m) and net loss of PLN -5.12m (PLN -4.72m). Net sales of products increased by 272.3% to PLN 734k. At the end of December 2023, Noctiluca had net cash of PLN 2m.

For the year 2024E, we have maintained our revenue estimate of PLN 4.67m, but have decreased our profitability forecasts due to higher-than-expected costs in 2023, resulting in new EBIT and net income estimates of PLN -4.6m (previously: PLN -4m) and PLN -4.57m (previously: PLN -3.95m) respectively. In January 2024, as the first worldwide NCL filed a patent application for the latest 5th generation of OLED emitters. According to its management, the company plans to file at least 4 more patent applications in 2024E, which will increase the value of its IP portfolio further.

Company profile	
Noctiluca S.A. is a Polish deep-tech material science company. The firm develops innovative materials for the OLED industry.	
Date of publication	23 February 2024 / 6:30 am
Website	www.noctiluca.eu
Sector	Material Science
Country	Poland
ISIN	PLNCTLC00018
Reuters	NCL.WA
Bloomberg	NCL.PW
Share information	
Last price	108.20
Number of shares (m)	1.56
Market cap. (PLNm)	168.52
Market cap. (EURm)	39.10
52-weeks range	PLN 159.80 / PLN 93.60
Average volume (shares)	1,133
Performance	
4-weeks	-7.20%
13-weeks	7.13%
26-weeks	-11.31%
52-weeks	-3.22%
YTD	-7.52%
Shareholder structure	
Synthex Technologies Sp. z o.o	32.65%
Mariusz Bosiak (CEO)	6.42%
Polski Instytut Badan i Rozwoju Inwestycje	6.23%
ASI ValueTech Seed	6.23%
Free float	48.47%
Financial calendar	
Q1/2024 report	May 13, 2024
Analysts	
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in PLNm	2019	2020	2021	2022	2023	2024E
Total revenue	0.88	0.67	0.56	1.03	0.75	4.67
EBITDA	-0.12	-1.33	-2.03	-2.39	-3.77	-2.70
EBIT	-0.13	-1.35	-2.34	-2.81	-5.17	-4.60
Net income / loss	-0.13	-1.40	-2.37	-2.85	-5.12	-4.57
EPS	-0.08	-0.90	-1.52	-1.83	-3.28	-2.64
DPS	0.00	0.00	0.00	0.00	0.00	0.00
Dividend yield	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
ROE	-51.16%	-50.89%	-49.09%	-144.07%	-154.78%	-42.46%
Net gearing	-14.82%	-92.85%	-84.05%	-45.89%	-61.52%	-73.95%
EV/Sales	n.a	n.a	n.a	159.34x	218.32x	35.25x
EV/EBITDA	n.a	n.a	n.a	neg	neg	neg
P/E	n.a	n.a	n.a	neg	neg	neg

Results for 2023

Revenues and Profitability

In 2023, Noctiluca generated total revenues of PLN 754k (-27% y-o-y). Net sales reached PLN 734k (+272.3% y-o-y, -13.6% vs our estimates). In 2022, most of the revenues were due to positive changes in inventories (PLN 836k) rather than actual sales; in 2023, the impact of these changes on the income statement was minimal. Due to increased operating expenses of PLN 6.94m (+63.5% y-o-y), NCL generated a negative EBIT of PLN -5.17m (2022: PLN -2.81m, we expected PLN -4.78m in 2023), and net loss of PLN 5.12m (2022: PLN -2.86m, our estimate for 2023: PLN -4.72m).

The largest cost block in 2023 were external services in the amount of PLN 2.6m (+4.9% y-o-y, 37.6% of OPEX), but other expense categories grew >74% y-o-y e.g. salaries (+120.3% y-o-y to PLN 1.56m, 22.5% of OPEX), and depreciation & amortization (+232.9% y-o-y to PLN 1.4m, 20.2% of OPEX). According to the latest information from management, approximately 50% of the funds used were attributable to R&D activities, while IP and legal costs accounted for approximately 9% of total costs.

in PLNm	2023	2023E	2022	2023 vs. 2023E	2023 vs. 2022
Net sales	0.73	0.85	0.20	-13.6%	272.3%
Total revenues	0.75	0.85	1.03	-11.3%	-27.0%
EBITDA	-3.77	-3.38	-2.39	11.5%	57.5%
<i>EBITDA margin</i>	<i>-499.8%</i>	<i>-397.6%</i>	<i>-231.6%</i>		
EBIT	-5.17	-4.78	-2.81	8.1%	83.7%
<i>EBIT margin</i>	<i>-685.5%</i>	<i>-562.4%</i>	<i>-272.3%</i>		
Net income/loss	-5.12	-4.72	-2.86	8.4%	79.1%
<i>Net margin</i>	<i>-678.5%</i>	<i>-555.3%</i>	<i>-276.4%</i>		

Source: East Value Research GmbH

In 2023, Noctiluca opened a new laboratory in Poland and increased its scientific team by the factor 2. Last year the company also carried out the first commercialization of its own materials. While revenues were lower than one would expect given the number of contracts signed, NCL emphasizes that, at this stage, rather than regular revenues, it prefers to receive valuable feedback that accelerates its technological development.

The main business partners in 2023 that purchased materials and R&D services offered by Noctiluca were: Inuru (Germany, supplier contract), Inkbit Corporation (USA, chemical CRO = R&D), Filgen (Japan, distribution contract) and Synthex Technologies (parent company, joint third-party projects).

Balance sheet and Cash flow

At the end of 2023, Noctiluca had equity of PLN 3.3m (ratio: 72% compared to 52.3% in the previous FY).

The average monthly cash burn in the last quarter of 2023 equalled PLN 422k, resulting in a decrease of the cash balance from PLN 3.3m at the end of 9M/23 to 2.03m (our estimate: PLN 2.25m). Other notable positions on the assets side were fixed assets of PLN 903k (+27.2% y-o-y) due to the purchase of new laboratory equipment, intangible assets of PLN 849k (+44.3% y-o-y) due to completed R&D activities, and current receivables of PLN 780k (+387.5% y-o-y).

Liabilities consisted of current liabilities of PLN 337k (+33.1% y-o-y) and accruals of PLN 947k (-39.2% y-o-y, PLN 615k short term). At the end of December 2023, the company had no interest-bearing debt.

In 2023, Noctiluca reported an operating cash flow of PLN -4.94m compared to PLN -3.06m in the previous year. Investing cash flow equalled PLN -348k (2022: PLN -52k), while cash from financing increased to PLN 6.4m (2022: PLN -48k) due to a share issue.

Changes to our forecasts

Revenues and profitability

In 2023, Noctiluca reported a higher-than-expected negative EBITDA and net loss. Our changes to 2024E reflect the slightly increased operating expenses, which we now expect to rise by +3.1m to PLN 10m (+ 45% y-o-y). We have maintained our revenue forecast for 2024E of PLN 4.67m, but have slightly increased the EBITDA loss to PLN -2.7m (previously: PLN -2.08m) and net loss to PLN -4.57m (PLN -3.95m).

We have not forecast the revenues in the next years due to high uncertainty of R&D activities. Our estimates are in-line with management's expectations of 4x-5x revenue growth y-o-y. In 2024E, the company expects to sell materials to several of its >15 business partners.

Revenue Source	Est. Annual revenue per contract (in USDm)	Est. Annual revenue per contract (in PLNm)	Quantity	Total in 2024E (PLNm)	Notes
Inuru	0.25	1.00	1.00	1.00	Sales of proprietary high performance materials (applications: marketing)
JDP contract (major)	0.80	3.20	0.25	0.80	Sales of proprietary high performance materials for LG Display & other
JDP contract (minor)	0.50	2.00	0.30	0.60	Sales of proprietary high performance materials for developing new products
MTA contract (major)	0.10	0.40	2.50	1.00	Sales of proprietary high performance materials for testing
MTA contract (minor)	0.05	0.20	1.50	0.30	
Total from own material sales				3.70	
Custom Synthesis & cCRO				0.97	
TOTAL Revenues				4.67	

Source: East Value Research GmbH

Inuru, to which Noctiluca is a direct supplier, will open its print-based OLED factory in March 2024E. As a result, we are very confident that our estimated revenues with Inuru will reach PLN 1m in 2024E. In H2/24E, Noctiluca plans to enter multiple joint-development projects (JDP), which could generate revenues of max. USD 1m annually each. In particular, we expect a significant contribution of an expected JDP contract with LG Display. Currently, Noctiluca estimates the probability that this contract will be signed at 80%.

The joint development with a Swiss company, the world's largest watchmaker, also looks promising. Noctiluca presented a complete white OLED display for use in a watch and the development of the final product is about to begin on one production line of the client, with the possibility of expanding to 16 production lines in the future.

We believe that Noctiluca can rapidly increase its value and that there is high potential for exponential growth. With a growing popularity of devices based on OLED technology (e.g. smartphones, TVs, monitors), we expect a very high demand for materials that can enhance OLED devices. In theory, OLED technology allows to produce displays that are fully flexible, foldable and even transparent. Such features increase the potential customer base and therefore the demand for OLED devices.

The patent application for the 5th generation of OLED emitters underscores Noctiluca's prowess in discovery. In 2024E, NCL plans to file at least 4 more patents that are supposed to cover a new family of chemical compounds (emitters but also materials for other layers).

Liquidity & financing

With an estimated average cash burn of c. PLN 420k per month that is expected to increase by PLN 300-400k in 2024E and taking into accounts the firm's cash position and credit line with the parent company, Noctiluca has decided to conduct another funding round in 2024E. After listing on the main market of the Warsaw Stock Exchange (likely in Q3/24E), Noctiluca will issue maximum 173,000 new shares (share dilution of up to 10%). We think that given Noctiluca's prospects, the company should have no problem raising the necessary funds, which management expects to be in the range of PLN 9-17m. After a successful round, we believe that the Polish company will be solvent until it reaches the monthly break-even point at the end of 2024E or in Q1/25E.

Valuation

The valuation is based on a comparison of Noctiluca with other companies developing innovative materials for the OLED industry. We have valued Noctiluca using a comparable companies' methodology, which has been divided into two categories: Valuation based on funding rounds of peers – Cynora, Credoxys, beeOLED (50%) and valuation based on a qualitative comparison to the market leader – Kyulux (50%).

We have refrained from using income-based valuation methods, given the challenge of forecasting the anticipated economic benefits generated by the company in the future. The TADF technology is gradually advancing, but due to several uncertain factors with many beyond Noctiluca's direct control we have decided to use comparable companies' valuation. The value of Noctiluca is closely tied to how it is valued by OLED panel manufacturers.

Valuation based on funding rounds of peers

Date	Company name	Total Raised (in USDm)	Stake %	Pre-money valuation (in USDm)	Post-money valuation (in USDm)	Notes
2011	Cynora	4.28	52%	3.97	8.25	Series A
2017	Cynora	29.83	24%	95.66	125.49	Series B
2019	Cynora	25	15%	142.85	167.85	Series C
02/2022	CREDOXYS	1.38	16%	7.19	8.57	Seed round
08/2023	beeOLED	14.43	39%	22.44	36.87	Series A
11/2023	CREDOXYS	Undisclosed	18%	n.a	n.a	Pre-Series A
Average				54.42	69.41	

Source: German national court registry, company's websites, CapitalIQ, East Value Research GmbH

To use this valuation method, we have utilized German national court registry, and public announcements. Details are provided above.

First, we have examined past M&A transactions in the OLED materials industry. Due to the innovative technology Noctiluca is developing there is just one past transaction that closely resembles what Noctiluca is doing: The acquisition of Cynora by Samsung for USD 300m in 2022, whereby some industry experts suggest that the price for Cynora's IP was USD 100-200m.

In 2016, Cynora started a Joint Development Project (JDP) with LG Display and in 2018 had a next-generation blue OLED emitter with EQE 20% (today's standard >30%) and expected commercialization plans in 2020. In 2019, Cynora was valued at USD 167.85m and the company hired a new CEO to help with the commercialization of its next-gen blue emitter but in the end failed to do so. In 2020, it indeed introduced its first commercial product - a blue emitter - but from older generation. As due to rising operational costs - in 2021, it generated a net loss of EUR 19.2m with over 100 employees - Cynora was seeking different ways to become solvent, the close cooperation with Samsung turned out to be a lifesaver for its investors. In 2022, Samsung acquired the research company for about USD 300m, but effectively was seeking only its IP, as the company was liquidated shortly afterwards.

When it comes to funding a technology material company, it is important to distinguish investments made by financial investors (mostly VCs), and strategic investors (OLED manufacturers). Strategic investors such as LG or Samsung might value companies much more because of synergies and the possibility to fully utilize the potential of the material company's developed projects.

New start-ups have also joined the race to create a next generation deep-blue OLED emitter and other innovative materials for the OLED industry. CREDOXYS that was established in 2021 in Dresden, completed its first funding round in that year, receiving funds from the German government, among others. In 2023, the company completed its pre-series A round with various VC funds for an undisclosed amount. beeOLED, which is also based in Dresden and was founded in 2020, has recently raised USD 14.4m resulting in a post-money valuation of USD 36.9m. As of now, beeOLED solely focuses on developing a next-generation deep-blue emitter. In a recent interview, its CEO stated that the company's emitters would be tested by business partners in 2024E and there were still 3-4 years until its emitters would be fully commercialized. For comparison: Noctiluca's own emitters have been tested by leading display manufacturers at least since 2022.

We believe that all the high-performance materials (including deep blue emitters) from the above mentioned companies are at a similar technological level to Noctiluca. As beeOLED is further away from commercialising its emitters, Noctiluca should currently be valued more. Cynora was valued at c. USD 96m a year after starting its JDP with LG Display. NCL plans to establish a JDP with LG Display in late 2024E. What differentiates Noctiluca from its competitors and is positive in our view, is the diversification of its business partners. Additionally, the aforementioned three German companies solely focus on developing a particular material (2 of them focus only on the deep-blue next-gen OLED emitter), while Noctiluca is developing materials for various layers of the OLED stack. Additionally, Noctiluca develops business relationships not only with the market leaders, but also with smaller players, helping them not only with materials R&D, but also with the development of their products. Having analysed the development phases of Noctiluca's competitors excluding the market leader, we have valued Noctiluca at an equity value of USD 70m.

Valuation based on a comparison to the market leader

In addition, we have analysed how Noctiluca compares with the independent leader in next-generation OLED materials, Kyulux. Our valuation is based on four key factors: team (20% weight), products (20%), commercialization process (10%), and intellectual property (50%).

Team

Kyulux: In its management, Kyulux has a highly experienced team specializing in OLED development/materials. Additionally, its founder Mr. Adachi is the inventor of an OLED TADF device with multiple patents and innovative materials discovered and is widely regarded as the top researcher in OLED technology. Kyulux has a R&D centre in Boston, close to the Massachusetts Institute of Technology, and thus has access to the best technical graduates in the world.

Noctiluca: The Torun-based company has a relatively young team, but its management consists of experienced scientists and VC managers, who facilitate the commercialization of its materials. In addition, NCL has very experienced and renowned advisors, including Prof. Kwon, a former chief researcher at Samsung SDI and dr Kim, ex Quality Control lead at LG Chem. Additionally, by working with the world's leading research centres, NCL's team is able to gain valuable know-how and practical experience.

Comment: Comparing workforces enables us to assess the potential of future endeavours on both the research and commercialization side. Kyulux has a much larger and more experienced team and much more research resources. Even though the academic contributions of Kyulux' team are significantly greater, NCL has managed to establish partnerships with researchers from world's leading research centres such as: Karlsruhe Institute of Technology, ITRI, and Fraunhofer IAP, to bridge the research gap. Nevertheless, both companies differ quite significantly in this regard.

Products

Kyulux: The Japanese company is a pioneer in TADF technology and has one of the best emitter systems currently available.

Noctiluca: NCL's management is of the opinion that its emitters are as good as those of its competitors or even better. The company wants to be the supplier of materials for the entire emission layer, which will consist of two hosts, a sensibiliser (TADF) and an MR-TADF emitter. In contrast to Kyulux, the company works in both PVD – which is the current market standard for big displays - and IJP technology.

Comment: Regarding technological advancement of materials, we do not observe significant differences when it comes to the next-gen products offered by both companies. Kyulux has struggled with developing an efficient deep-blue emitter, while Noctiluca, despite a later start, has closed the technological gap to Kyulux quite quickly. The key difference is that Kyulux is partly owned by Samsung and LG, and its organic materials are much closer to being used in the end devices of these companies, thus covering the majority of the OLED materials market, especially in the largest submarkets (smartphones, TVs). However, the large dependence on the Korean giants also has disadvantages as it excludes other players from using Kyulux' technology.

Commercialization

Kyulux: The Japanese company was the first in the world to start commercial shipping of TADF materials in 2020. In 2023, it achieved full-scale commercialization of green material systems and is supposed to achieve the same in 2024E for red and blue material systems. The firm expects to achieve full-scale mass production from 2025E.

Noctiluca: NCL reported the first commercial sales of own red and green emitters in 2023.

Comment: The commercialization process is where Noctiluca has made the largest progress in the last 2 years. Recently, NCL's management has conducted a business trip to South-East Asia, where the largest potential customer base is located. The firm has entered multiple Material Transfer Agreements with the world's largest display companies and is expected to work in a form of joint-development project with LG Display from late 2024E. On the other hand, Kyulux already established its base of business partners many years ago. The display market leaders LG and Samsung even invested in Kyulux in 2016. Currently, the Japanese company is leading the race for commercialization of the highly demanded deep-blue next-gen OLED emitter (expected in 2025E), however is dependent on the two Korean giants.

Intellectual property

Kyulux: The firm has a unique IP portfolio thanks to being a spin-off from Kyushu University and having close ties with this university. In 2023, the company appeared in Kikkei Business's Top 40 patent value growth ranking.

Noctiluca: The Polish company currently has 3 patents applications, with at least 4 more expected to be filed in 2024E. NCL has developed over 1,200 chemical compounds out of which c. 30% are patented.

Comment: We would like to emphasize that comparing the number of patents is a wrong approach, as one patent might carry the majority of the company's total IP value, while others might be without practical use in the industry and as a consequence worthless from the market perspective.

There are transactions in the OLED market between companies concerning solely IP. Noctiluca has a significantly lower number of patents than its competitors. NCL's management explained us that it is not a priority for them, but after observing the OLED transaction market we have concluded that patents are what carries value and therefore are important for valuing developers of OLED emitters. The effective value of a patent and the potential it provides for entering a joint development project is determined by the industry player. NCL's IP strategy is to carry out as many joint projects as possible with commercial partners in order to obtain joint IP, rather than filing a large number of patents. Because of this approach, NCL delays the filling of patents, but is able to save a lot of money and is closer to the final commercialisation of its innovations. Moreover, its competitors do not get access to its R&D results too early.

It is impossible for us to determine the true value of Noctiluca's patented chemical substances and this is yet to be determined by its industry partners. We have based our estimation on the willingness of major display manufactures to cooperate with Noctiluca. So far, Noctiluca has only patented its innovative chemical compounds, while Kyulux' patents also cover various other aspects of OLED TADF technology.

Factor Valuation

Factor	Weight	% of Kyulux
Team	20%	25%
Products	20%	80%
Commercialization	10%	30%
Intellectual property	50%	20%
Weighted Average		34%

Source: East Value Research GmbH

Kyulux is currently valued at c. USD 275m. We have concluded that Noctiluca currently represents about 34% of Kyulux potential, which results in a valuation of USD 93.5m.

Valuation Summary

Type	Value	Weight
Market Leader Valuation	93.50	50%
Funding Valuation	70.00	50%
Fair Value (in USDm)	81.75	100%
PLN-USD	3.98	
Fair Value (in PLNm)	325.37	
No of shares	1.56	
Fair Value per share (in PLN)	208.90	

Source: East Value Research GmbH

Based on our methodology, which weights both methods by 50%, we derive a fair equity value for Noctiluca of PLN 325.37m, which implies a FV per share of PLN 208.90.

Profit and loss statement

in PLNm	2019	2020	2021	2022	2023	2024E
Total revenues	0.88	0.67	0.56	1.03	0.75	4.67
CoGS	-1.13	-2.00	-2.76	-3.53	-4.70	-6.85
Gross profit	-0.25	-1.33	-2.19	-2.50	-3.95	-2.18
Other operating income	0.16	0.03	0.34	0.41	1.04	0.80
Administrative expenses	-0.02	-0.03	-0.17	-0.29	-0.84	-1.31
Other operating expenses	0.00	0.00	0.00	-0.01	-0.03	-0.02
EBITDA	-0.12	-1.33	-2.03	-2.39	-3.77	-2.70
Depreciation & amortization	-0.01	-0.02	-0.31	-0.42	-1.40	-1.90
EBIT	-0.13	-1.35	-2.34	-2.81	-5.17	-4.60
Net financial results	0.00	-0.05	-0.03	-0.04	0.05	0.04
EBT	-0.13	-1.40	-2.37	-2.85	-5.12	-4.57
Income taxes	0.00	0.00	0.00	0.00	0.00	0.00
Minority interests	0.00	0.00	0.00	0.00	0.00	0.00
Net income / loss	-0.13	-1.40	-2.37	-2.85	-5.12	-4.57
EPS	-0.08	-0.90	-1.52	-1.83	-3.28	-2.64
DPS	0.00	0.00	0.00	0.00	0.00	0.00
Share in total sales						
Total revenues	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
CoGS	-129.04 %	-296.74 %	-489.19 %	-341.73 %	-623.31 %	-146.63 %
Gross profit	-29.04 %	-196.74 %	-389.19 %	-241.73 %	-523.31 %	-46.63 %
Other operating income	17.81 %	3.86 %	60.40 %	39.61 %	137.91 %	17.15 %
Administrative expenses	-1.95 %	-3.77 %	-30.39 %	-28.17 %	-111.08 %	-28.00 %
Other operating expenses	0.00 %	-0.07 %	-0.12 %	-1.15 %	-3.33 %	-0.34 %
EBITDA	-13.18 %	-196.72 %	-359.30 %	-231.43 %	-499.81 %	-57.82 %
Depreciation & amortization	-1.56 %	-3.66 %	-55.51 %	-40.71 %	-185.67 %	-40.77 %
EBIT	-14.74 %	-200.39 %	-414.81 %	-272.14 %	-685.48 %	-98.59 %
Net financial results	-0.07 %	-6.69 %	-5.57 %	-4.12 %	6.98 %	0.75 %
EBT	-14.81 %	-207.07 %	-420.38 %	-276.26 %	-678.50 %	-97.85 %
Income taxes	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Minority interests	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Net income / loss	-14.81 %	-207.07 %	-420.38 %	-276.26 %	-678.50 %	-97.85 %

Balance sheet

in PLNm	2019	2020	2021	2022	2023	2024E
Cash and cash equivalents	0.22	3.34	4.08	0.91	2.03	7.96
Other financial assets	0.00	0.00	0.00	0.00	0.00	0.00
Inventories	0.00	0.05	0.00	0.00	0.00	0.10
Trade accounts and notes receivables	0.06	0.84	0.10	0.16	0.78	1.24
Purchased receivables at amortised costs	0.00	0.00	0.00	0.00	0.00	0.00
Other current assets	0.87	0.02	0.58	1.42	0.02	0.00
Assets-held-for-sales	0.00	0.00	0.00	0.00	0.00	0.00
Current assets	1.16	4.25	4.76	2.49	2.84	9.30
Property, plant and equipment	0.00	0.00	0.87	0.71	0.90	2.21
Other intangible assets	0.08	0.96	0.79	0.59	0.85	1.11
Goodwill	0.00	0.00	0.00	0.00	0.00	0.00
Investments at-equity	0.00	0.00	0.00	0.00	0.00	0.00
Other investments	0.00	0.00	0.00	0.00	0.00	0.00
Deferred tax assets	0.00	0.00	0.00	0.00	0.00	0.00
Non-current assets	0.08	0.96	1.66	1.30	1.75	3.32
Total assets	1.23	5.22	6.42	3.79	4.59	12.62
Trade payables	0.11	0.99	0.15	0.19	0.25	0.55
Short-term financial debt	0.18	0.80	0.01	0.00	0.00	0.00
Other liabilities	0.01	0.14	0.29	0.34	0.70	0.91
Provisions	0.00	0.00	0.00	0.00	0.00	0.00
Current liabilities	0.30	1.93	0.45	0.53	0.95	1.46
Long-term financial debt	0.00	0.00	0.00	0.00	0.00	0.00
Other long-term liabilities	0.68	0.54	1.13	1.28	0.33	0.40
Provisions	0.00	0.00	0.00	0.00	0.00	0.00
Deferred tax liabilities	0.00	0.00	0.00	0.00	0.00	0.00
Long-term liabilities	0.68	0.54	1.13	1.28	0.33	0.40
Total liabilities	0.98	2.47	1.59	1.81	1.28	1.85
Shareholders equity	0.25	2.74	4.83	1.98	3.31	10.76
Minority interests	0.00	0.00	0.00	0.00	0.00	0.00
Total liabilities and equity	1.23	5.22	6.42	3.79	4.59	12.62

Cash Flow Statement

in PLNm	2019	2020	2021	2022	2023	2024E
Net income / loss	-0.13	-1.40	-2.37	-2.85	-5.12	-4.57
Depreciation & amortization	0.01	0.02	0.31	0.42	1.40	1.90
Change of working capital	-0.14	0.00	-0.81	-0.67	-1.17	0.11
Others	0.00	0.04	-0.03	0.04	-0.05	0.00
Net operating cash flow	-0.25	-1.33	-2.89	-3.06	-4.94	-2.56
Cash flow from investing	-0.09	-0.01	-0.08	-0.05	-0.35	-3.50
Free cash flow	-0.35	-1.33	-2.97	-3.12	-5.28	-6.06
Cash flow from financing	0.56	4.46	3.70	-0.05	6.42	11.98
Change of cash	0.22	3.13	0.73	-3.16	1.12	5.93
Cash at the beginning of the period	0.00	0.22	3.34	4.08	0.91	2.03
Cash at the end of the period	0.22	3.34	4.08	0.91	2.03	7.96

Financial ratios

Fiscal year	2019	2020	2021	2022	2023	2024E
Profitability and balance sheet quality						
Gross margin	-29.04%	-196.74%	-389.19%	-241.73%	-523.31%	-46.63%
EBITDA margin	-13.18%	-196.72%	-359.30%	-231.43%	-499.81%	-57.82%
EBIT margin	-14.74%	-200.39%	-414.81%	-272.14%	-685.48%	-98.59%
Net margin	-14.81%	-207.07%	-420.38%	-276.26%	-678.50%	-97.85%
Return on equity (ROE)	-51.16%	-50.89%	-49.09%	-144.07%	-154.78%	-42.46%
Return on assets (ROA)	-10.52%	-26.78%	-36.96%	-75.33%	-111.48%	-36.22%
Return on capital employed (ROCE)	-13.81%	-39.48%	-37.58%	-79.52%	-121.54%	-38.71%
Economic Value Added (in PLNm)	-0.26	-1.81	-3.18	-3.29	-5.74	-6.21
Net debt (in PLNm)	-0.04	-2.55	-4.06	-0.91	-2.03	-7.96
Net gearing	-14.82%	-92.85%	-84.05%	-45.89%	-61.52%	-73.95%
Equity ratio	20.57%	52.62%	75.30%	52.29%	72.02%	85.31%
Current ratio	3.88	2.37	25.22	9.85	8.43	12.91
Quick ratio	0.95	2.33	22.15	4.24	8.36	12.77
Net interest cover	-215.33	-29.97	-74.57	-66.12	98.26	131.55
Net debt/EBITDA	0.33	1.92	2.00	0.38	0.54	2.95
Tangible BVPS	0.11	1.14	2.60	0.90	1.58	6.20
Capex/Sales	-10.43%	-0.95%	-13.30%	-19.60%	-57.47%	-74.95%
Working capital/Sales	97.81%	364.52%	810.47%	216.83%	331.68%	183.72%
Cash Conversion Cycle (in days)	-69	135	38	30	352	64
Trading multiples						
EV/Sales	n.a	n.a	n.a	159.34	218.32	35.25
EV/EBITDA	n.a	n.a	n.a	-68.85	-43.68	-60.96
EV/EBIT	n.a	n.a	n.a	-58.55	-31.85	-35.75
P/Tangible BVPS	n.a	n.a	n.a	119.5x	67.8x	17.3x
P/E	n.a	n.a	n.a	-58.4x	-32.6x	-40.5x
P/FCF	n.a	n.a	n.a	-53.5x	-31.5x	-27.5x

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