

Tuesday, January 30, 2018 | periodic publication

# IT Recap: January 2018

#### **IT**, Poland

Analyst: Paweł Szpigiel +48 22 438 24 06

- The WIG INFO index outperformed the broad market by 1.4pp in January after gaining 6.2%, thanks mainly to an upward shift in ACP stock, its most heavily-weighted component. The IT sector is currently valued at 17.0x median 12M fwd P/E, a premium of 12.4% over the average for the last three years. US technology stocks have provided strong returns this month, with the S&P 500 IT index up 8% MTD.
- The upcoming 2017 Q4 earnings season is set to bring across-the-board improvement in IT company earnings except Comarch (with EBITDA up by an average 26%). When it comes to the outlook for 2018, however, public orders seem to have stalled again in recent weeks, and given Poland's recent cabinet reshuffle ahead of the local government elections in November an imminent revival in government spending is not likely. Against this backdrop, we recommend taking a selective approach to the sector.
- At 16.0x 2018E P/E, Asseco Poland (ACP) is currently trading with a 27% premium to its 3-year historical average while showing a small, 7% discount to peers. The Company is set to report a strong rebound in the net profit for Q4 2017 thanks to an adjustment to the value of its investment in Formula Systems after regaining control. The recurring net profit is expected to show flat y/y growth at an estimated PLN 77.2m, suggesting a big improvement from the double-digit falls reported in previous quarters, but keep in mind the bearish outlook for Asseco's Polish business (responsible for ca. 40% of annual earnings) in the next two years in the wake of public spending curbs and the loss of a material government contract.
- CMR stock will come under pressure in February after reporting 6% y/y contraction in the revenue for Q4 2017 (led by slow public orders, a weaker euro, and a high year-ago base), resulting in a 24% slump in EBITDA and a 17% drop in net profit on flat costs. At an estimated PLN 113.1m, Comarch's full-year EBITDA for FY2017 is set to miss the PLN 140m consensus. We might revise downward our future forecasts for the Company by several percentage points to reflect worsened market conditions and rising labor costs.
- Among small IT stocks, our top picks are Atende (ATD), trading at 10.3x 2018E P/E, expected to double earnings in Q4 2017, and Asseco South Eastern Europe (ASE), set to report further 5% growth in Q4'17 from a high year-ago base, which trades at attractive multiples of 12.4x 2018E P/E and 5.5x EV/EBITDA.
- We have lowered our 2018 and 2019 net earnings forecasts for Wasko (WAS) by 5.1% and 4.4%, respectively, but we continue to rate the stock as **overweight** because of a lucrative GSM-R contract which does not seem to be priced in at the current level.
- We are **neutral** on Ailleron (**ALL**) and Asseco Business Solutions (**ABS**), both trading at overpriced multiples (20.8x and 15.6x 2018E P/E, respectively) despite slow growth anticipated in the coming quarters due to a lack of exposure to the public sector. With that said, both companies develop interesting solutions which can boost their prospects in the long term. ABS is set to report a 30% surge in Q4 earnings thanks to the acquisition of Macrologic, but on a recurring basis its EBITDA will edge only about 1.5% higher on a y/y basis, and net profit will probably register a 3.7% drop.

Performance		
Poland	1M*	YTD
Atende	+18.6%	+19%
Asseco PL	+8.7%	+9%
Asseco BS	+7.0%	+7%
Asseco SEE	+1.9%	+2%
Comarch	+1.1%	+1%
Ailleron	-1.1%	-1%
Wasko	-5.5%	-5%
WIG INFO	+6.2%	+6%
WIG	+4.7%	+5%
World	1M*	YTD
Oracle	+10.3%	+10%
Fiserv	+9.1%	+9%
Tieto	+8.5%	+8%
Capgemini	+7.5%	+7%
Indra Sistem	+6.5%	+7%
Atos	+5.9%	+6%
Computacentr	-0.4%	-0%
SAP	-2.3%	-2%
Sage Group	-5.4%	- 5 %
Software AG	-7.0%	-7%
Europe IT**	+3.4%	+3%
World IT * *	+8.0%	+8%
World Ind	1M*	YTD
MSCI EU	+2.7%	+3%
EU Equity	+5.7%	+6%

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\*Dec. 31 - Jan. 29 \*\*MSCI EU/World IT

#### Q4 2017 expectations

(PLN m)	ALL	YoY	ABS	YoY	ACP	YoY	ASE	YoY	ATD	YoY	CMR	YoY	WAS	YoY
Revenue	38.9	+12.0%	68.9	+49.0%	2320.9	+2.7%	163.6	-8.8%	89.9	+21.5%	348.8	-5.9%	72.7	+4.0%
EBITDA	7.2	+29.3%	23.0	+33.4%	291.9	+3.1%	31.8	+4.9%	18.6	+84.1%	63.7	-23.8%	6.1	+1.9%
EBIT	5.4	+39.2%	18.8	+29.7%	217.5	+7.2%	21.3	+4.7%	17.1	+107%	49.2	-27.9%	2.8	+16.9%
Net profit	5.3	+20.7%	14.7	+23.1%	157.2	+105%	17.0	-16.1%	12.4	+94.8%	41.7	-16.7%	2.3	+4.0%

Source: E - estimates by Dom Maklerski mBanku

#### IT Stocks vs. WIG & MSCI IT Europe Indices



#### Median 12M Forward P/E for IT Stocks



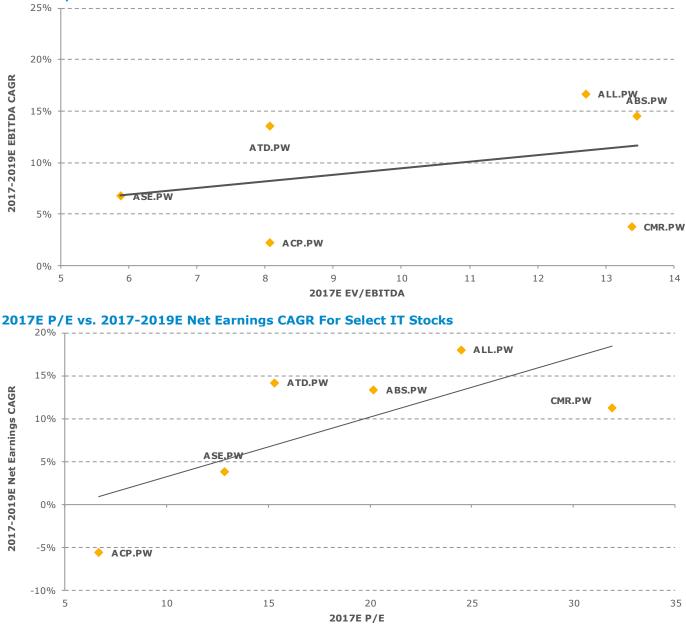


#### 2017-2019 Financial Projections (PLN m) and Recommendations for Polish IT Stocks

			Net		Re	venue			EBITDA			EBIT			Ne	et Profit	
Company	МСар	EV	Debt	D/E*	2017	2018	2019	2017	2018	2019	2017	2018	20	019	2017	2018	2019
Ailleron	217	212	4.2	0.3	101	117	126	16.7	20.4	23.3	9.5	5 12.1	. 1	14.4	8.9	10.4	12.5
Asseco BS	966	995	47.3	0.7	213	254	265	73.9	86.3	93.8	60.3	L 69.0	7	75.9	47.9	56.2	61.8
Asseco PL	3,967	7,523	447.5	0.4	7,724	8,882	9,146	933.2	1,114.4	1,143.0	643.9	809.6	83	34.6	595.9	248.7	253.4
Asseco SEE	688	620	-35.0	-0.3	574	597	625	105.4	109.7	114.5	65.3	68.3	7	71.2	53.6	55.4	57.7
Atende	176	189	17.5	1.2	237	265	284	23.4	27.7	30.9	17.0	) 21.1	2	24.3	11.5	14.0	15.8
Comarch	1,562	1,513	-18.5	-0.1	1,100	1,353	1,435	113.1	178.7	196.3	52.0	) 116.8	13	33.5	48.9	81.6	96.6
Wasko	204	166	-16.3	-0.8	235	307	348	20.6	30.1	35.6	7.3	3 16.8	2	22.3	5.7	12.9	17.2
Company	Rati	ng	Target				P/E		EV	/EBITD/	۱.	EV/	Sales		P	EG Ratio	
company	Current	Change	Price	Price	e Chng	2017	2018	2019	2017	2018	2019	2017 20	018	2019	2017	2018	2019
Ailleron	Ν		-	17.60	) -1.1%	24.5	20.8	17.4	12.7	10.0	8.2	2.1	1.7	1.5	1.4	1.2	1.0
Asseco BS	Ν		-	28.90	) +7.0%	20.2	17.2	15.6	13.5	11.5	10.6	4.7	3.9	3.7	1.5	1.3	1.2
Asseco PL	Ν	-	44.80	47.80	) +8.7%	6.7	16.0	15.7	8.1	6.7	6.6	1.0	0.8	0.8	-1.2	-2.8	-2.8
Asseco SEE	OW		-	13.25	5 +1.9%	12.8	12.4	11.9	5.9	5.5	5.1	1.1	1.0	0.9	3.3	3.2	3.1
Atende	OW		-	4.85	5 +18.6%	15.3	12.6	11.2	8.1	7.0	6.5	0.8	0.7	0.7	1.1	0.9	0.8
Comarch	OW	-	205.00	192.00	) +1.1%	31.9	19.1	16.2	13.4	8.7	7.8	1.4	1.1	1.1	2.8	1.7	1.4
Wasko	OW		-	2.24	4 -5.5%	36.1	15.9	11.9	8.1	5.8	4.9	0.7	0.6	0.5	0.2	0.1	0.1
Median						20.2	16.0	15.6	8.1	7.0	6.6	1.1	1.0	0.9	1.4	1.2	1.0

Source: Dom Maklerski mBanku; OW - overweight, N - neutral, UW - underweight; \*Net debt/Equity

#### 2017E EV/EBITDA vs. 2017-2019E EBITDA CAGR For Select IT Stocks

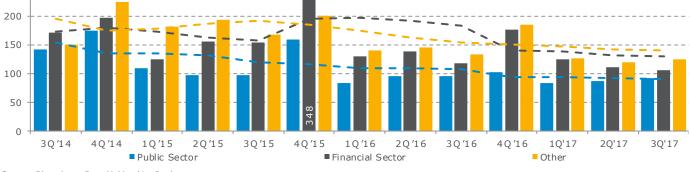


#### **Quarterly Financial Highlights\***

Company	3Q'14	4Q'14	1Q′15	2Q'15	3Q'15	4Q′15	1Q'16	2Q'16	3Q'16	4Q′16	1Q'17	2Q'17	3Q'17
YoY pct. Cha	-												
Ailleron	480.1%	209.9%	388.3%	15.9%	-13.4%	11.6%	12.0%	2.9%	112.0%	31.3%	19.0%	20.2%	6.0%
Asseco BS	4.2%	-13.0%	-5.2%	12.6%	10.8%	3.3%	11.4%	12.4%	15.6%	6.2%	16.1%	5.6%	30.5%
Asseco PL	8.6%	10.2%	12.6%	14.3%	18.1%	19.8%	15.9%	12.4%	8.4%	2.9%	12.1%	8.7%	-12.4%
Asseco SEE	7.6%	10.2%	-0.7%	0.7%	10.4%	-15.6%	21.6%	15.0%	3.2%	28.4%	11.1%	6.7%	-2.6%
Atende	-8.6%	9.4%	16.5%	41.2%	98.1%	-2.3%	-28.3%	8.8%	-47.3%	-11.5%	34.5%	-9.6%	9.5%
Comarch	4.8%	15.9%	18.0%	17.3%	-8.7%	10.7%	-1.3%	5.5%	-0.3%	-7.9%	-0.4%	-8.9%	13.6%
Wasko	-16.2%	-1.8%	36.1%	2.8%	36.0%	12.0%	-61.5%	-46.8%	-61.5%	-43.5%	30.7%	12.7%	5.7%
Gross Profit	Margin												
Ailleron	40.5%	54.0%	38.4%	48.9%	50.9%	43.3%	31.7%	34.8%	33.8%	32.6%	28.6%	33.7%	33.0%
Asseco BS	36.0%	39.9%	39.8%	36.7%	39.5%	41.9%	43.4%	39.9%	44.8%	44.1%	45.8%	42.4%	40.8%
Asseco PL	25.3%	23.8%	24.4%	24.2%	25.0%	23.1%	24.0%	23.1%	24.6%	22.6%	21.7%	20.3%	23.5%
Asseco SEE	25.3%	22.0%	26.5%	26.3%	26.9%	23.7%	23.4%	24.1%	23.6%	24.3%	22.9%	25.1%	25.4%
Atende	27.8%	26.3%	24.3%	24.9%	17.8%	28.4%	34.8%	31.6%	33.0%	32.8%	33.6%	23.3%	28.6%
Comarch	32.9%	35.7%	25.8%	31.5%	25.6%	34.2%	25.1%	32.6%	20.8%	39.5%	17.3%	19.6%	21.1%
Wasko	11.2%	17.4%	18.5%	16.7%	14.9%	20.0%	20.7%	22.4%	21.8%	22.4%	20.9%	23.5%	15.8%
SG&A/Sales													
Ailleron	46.3%	29.8%	28.8%	28.7%	47.4%	29.5%	28.3%	23.9%	25.3%	21.5%	24.7%	21.9%	24.8%
Asseco BS	14.2%	12.5%	13.8%	14.2%	12.1%	12.6%	12.6%	12.8%	12.4%	12.7%	12.4%	14.1%	16.3%
Asseco PL	14.4%	13.5%	13.9%	14.0%	13.7%	13.4%	13.8%	14.1%	13.9%	13.8%	13.5%	13.4%	15.3%
Asseco SEE	15.3%	12.3%	17.7%	14.7%	15.6%	13.1%	15.2%	14.8%	14.2%	12.8%	13.2%	13.1%	15.1%
Atende	23.2%	13.3%	27.0%	25.8%	13.1%	15.7%	43.2%	23.4%	26.2%	22.2%	33.9%	26.4%	25.8%
Comarch	17.0%	18.8%	17.4%	20.9%	24.3%	17.8%	19.3%	20.8%	22.4%	21.1%	21.5%	22.3%	20.6%
Wasko	8.9%	9.0%	7.6%	11.4%	7.9%	10.5%	21.1%	20.6%	17.9%	15.1%	15.9%	13.8%	21.6%
EBITDA													
Ailleron	-0.1	6.4	1.6	4.3	1.3	4.3	2.0	3.7	3.3	5.6	2.4	4.6	3.5
Asseco BS	10.2	14.4	12.4	10.7	12.6	15.5	15.5	13.5	16.4	17.2	18.8	14.5	17.6
Asseco PL	228.9	245.7	229.3	234.6	270.2	274.0	257.9	248.0	280.7	283.0	246.3	222.3	214.8
Asseco SEE	18.1	22.3	16.8	21.4	22.5	22.7	18.9	22.9	21.9	30.3	22.3	27.7	23.7
Atende	4.0	12.5	-0.1	2.8	5.8	12.4	-0.8	6.9	5.0	10.1	1.5	0.2	3.1
Comarch	46.3	59.3	33.0	36.5	19.1	78.0	28.3	39.5	24.1	83.7	3.9	23.5	15.6
Wasko	6.3	11.9	16.8	4.8	13.5	13.1	2.8	1.3	4.2	6.0	5.5	7.9	1.0
EBITDA Marg	in												
Ailleron	-0.9%	27.1%	12.4%	22.0%	13.5%	16.3%	13.9%	18.8%	16.8%	16.1%	13.9%	19.0%	16.7%
Asseco BS	31.4%	34.2%	33.5%	30.5%	35.0%	35.6%	37.5%	34.2%	39.2%	37.2%	39.2%	34.9%	32.4%
Asseco PL	15.4%	13.4%	14.4%	13.7%	15.4%	12.5%	14.0%	12.9%	14.8%	12.5%	11.9%	10.6%	12.9%
Asseco SEE	15.7%	13.5%	17.0%	17.6%	17.7%	16.3%	15.8%	16.3%	16.7%	16.9%	16.7%	18.5%	18.5%
Atende	8.5%	14.7%	-0.3%	5.5%	6.2%	14.8%	-2.6%	12.3%	10.0%	13.7%	3.5%	0.4%	5.7%
Comarch	18.9%	16.3%	13.4%	14.1%	8.5%	19.4%	11.6%	14.5%	10.8%	22.6%	1.6%	9.5%	6.2%
Wasko	7.1%	10.8%	14.5%	5.2%	11.2%	10.6%	6.2%	2.6%	9.1%	8.6%	9.4%	14.6%	2.1%
Net Profit Ma													
Ailleron	-10.6%	18.4%	8.3%	19.7%	1.5%	5.8%	2.6%	11.3%	3.2%	12.6%	3.1%	10.4%	4.3%
Asseco BS	18.7%	22.4%	21.7%	19.0%	22.8%	24.3%	25.1%	22.6%	26.8%	25.9%	27.9%	23.0%	18.8%
Asseco PL	5.7%	4.9%	4.9%	3.5%	5.7%	5.7%	3.6%	4.0%	4.3%	3.4%	2.9%	2.5%	3.9%
Asseco SEE	8.0%	8.3%	8.2%	9.6%	10.0%	7.9%	6.8%	8.7%	8.3%	11.3%	7.6%	10.3%	8.6%
Atende	2.8%	9.6%	-3.4%	0.2%	3.8%	9.7%	-8.0%	6.6%	5.5%	8.5%	-0.3%	-3.1%	2.0%
Comarch	8.7%	9.2%	7.6%	6.8%	0.1%	10.9%	3.1%	2.0%	3.2%	-	-	2.4%	-0.2%

Source: Companies, Dom Maklerski mBanku; \*Figures in green indicate a positive change and figures in red indicate a negative change relative to the corresponding year -ago period, except for changes in revenues, where the colors signify an acceleration or a deceleration from the previous quarter

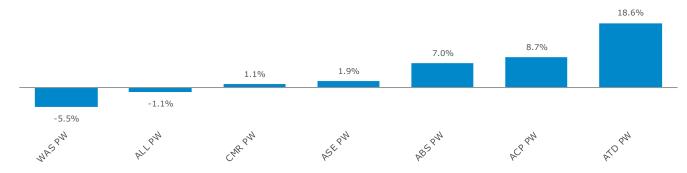


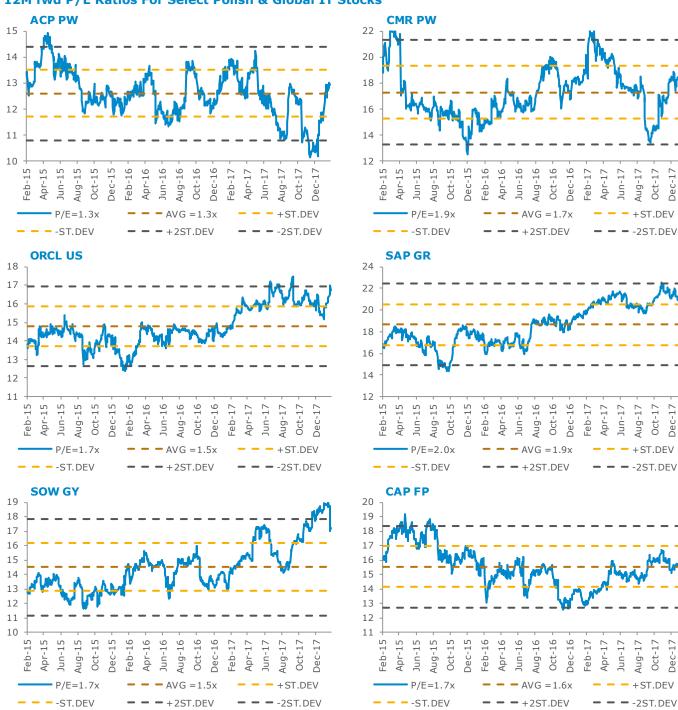


Source: Bloomberg, Dom Maklerski mBanku



#### **1M Performance Of Polish IT Stocks**





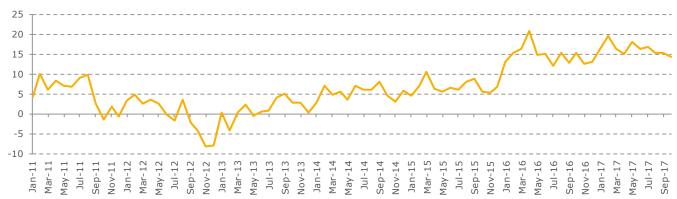
12M fwd P/E Ratios For Select Polish & Global IT Stocks

Source: Bloomberg, Dom Maklerski mBanku

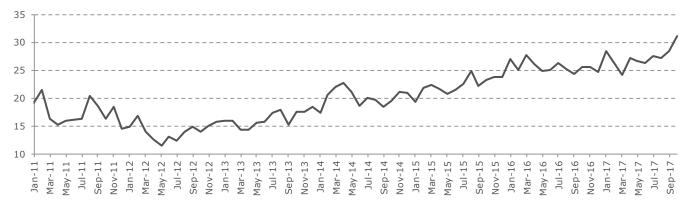
#### 20 18 16 14 12 10 8 6 4 Jul-12 -Mar-14 -Jul-14 -Sep-14 -Jan-15 -Jul-15 -Sep-15 -Jul-16 -May-12 May-13 Jul-13 Jan-14 May-14 Nov-14 Mar-15 Jan-16 Mar-11 Jul-11 Jan-12 Sep-12 Jan-13 Mar-13 Nov-15 Mar-16 May-16 Sep-16 Nov-16 Jan-17 Mar-17 Jul-17 Jan-11 Nov-11 Mar-12 Sep-13 Nov-13 May-15 Sep-11 Nov-12 Sep-17 May-11 May-17

#### IT Industry Business Confidence Index (ppts)

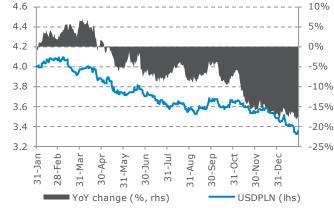
### IT Industry Hiring Expectations Index (ppts)



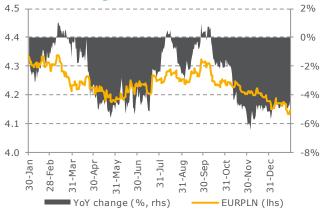
#### Barriers To Growth: Shortage of Skilled Tech Workers (ppts)







#### **EURPLN Exchange Rate Chart**



Source: GUS, Bloomberg, Dom Maklerski mBanku



#### **Global Peer Valuations**

Compone.	Current	1M		P/E		E\	//EBITC	A	E	V/Sales	;	P	EG Ratio	D		DYield	
Company	Price	Change	2017	2018	2019	2017	2018	2019	2017	2018	2019	2017	2018	2019	2017	2018	2019
Atos	128.55	+5.9%	15.8	14.2	13.1	8.6	7.9	7.5	1.1	1.0	1.0	0.8	0.7	0.6	1.4%	1.5%	1.7%
Capgemini	106.30	+7.5%	18.0	16.9	15.6	11.4	10.7	10.0	1.6	1.5	1.4	2.3	2.2	2.0	1.6%	1.7%	1.8%
Computacentr	11.48	-0.4%	0.7	17.2	16.9	9.3	9.2	9.0	0.3	0.3	0.3	0.1	2.0	2.0	2.2%	2.3%	2.4%
Fiserv	143.03	+9.1%	28.3	24.3	21.6	16.8	15.7	14.9	6.1	5.8	5.5	1.7	1.5	1.3	-	-	-
Indra Sistem	12.15	+6.5%	17.1	15.9	13.5	10.6	9.5	8.5	0.9	0.9	0.9	0.6	0.6	0.5	-	0.8%	1.9%
Oracle	51.94	+10.3%	22.9	17.7	16.3	13.5	10.9	10.3	5.4	5.1	5.0	1.6	1.2	1.1	1.2%	1.4%	1.4%
Sage Group	7.55	-5.4%	27.2	22.5	20.4	23.2	16.1	14.7	5.2	4.7	4.4	1.1	0.9	0.8	2.0%	2.3%	2.5%
SAP	91.28	-2.3%	27.2	20.5	18.4	17.9	14.8	13.5	4.9	4.6	4.3	1.5	1.2	1.0	1.4%	1.6%	1.7%
Software AG	43.60	-7.0%	23.2	17.3	16.1	12.5	11.7	11.0	3.7	3.6	3.5	1.7	1.3	1.2	1.4%	1.6%	1.7%
Tieto	28.18	+8.5%	17.2	16.3	15.5	11.5	10.8	10.3	1.5	1.4	1.4	2.3	2.2	2.1	4.7%	5.0%	5.2%
Median			20.4	17.3	16.2	12.0	10.8	10.3	2.6	2.6	2.5	1.5	1.2	1.1	1.5%	1.6%	1.8%

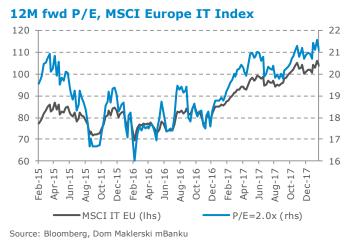
Source: Bloomberg

#### **1M Performance of Global IT Stocks**

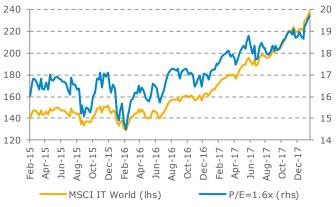


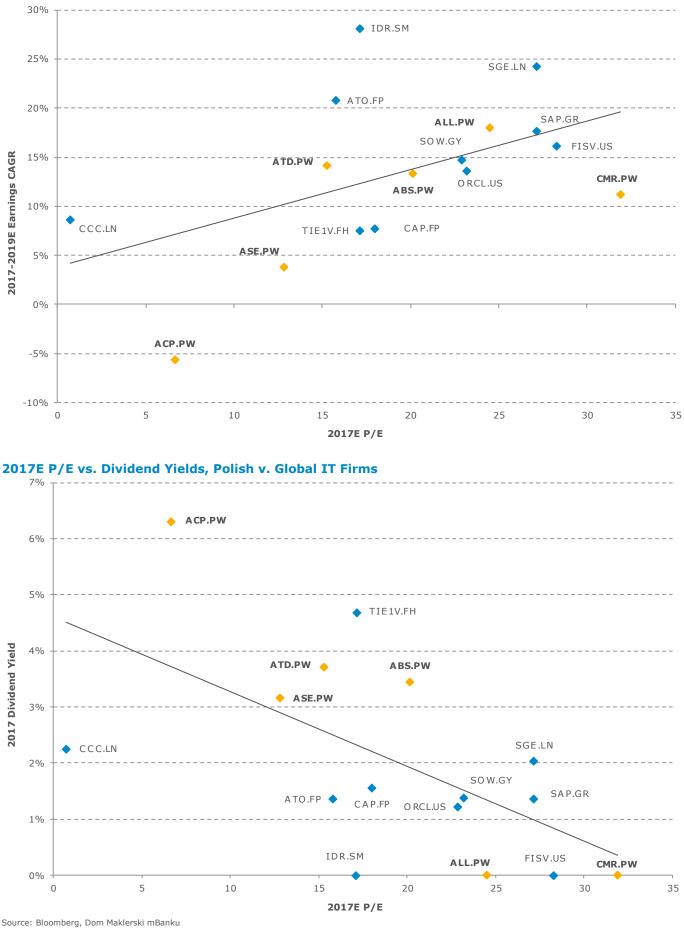
Source: Bloomberg, Dom Maklerski mBanku





#### 12M fwd P/E, MSCI World IT Index





#### 2017E P/E vs. 2017-2019E Earnings CAGR, Polish vs. Global IT Firms



EV - net debt + market value (EV - economic value) EBIT - Earnings Before Interest and Taxes EBITDA - EBIT + Depreciation and Amortisation EBIT/EV - operating profit to economic value EBITDA/EV - EBIT + Depreciation and Amortisation to economic value P/E - (Price/Earnings) - price divided by annual net profit per share P/BV - (Price/Book Value) - price divided by book value per share Net debt - credits + debt papers + interest bearing loans - cash and cash equivalents MCap - current market capitalization Monthly price change (MoM price change) - change in the price of a stock since the date of the previous publication or in the course of the past month

**OVERWEIGHT (OW)** – a rating which indicates that we expect a stock to outperform the broad market **NEUTRAL (N)** – a rating which indicates that we expect the stock to perform in line with the broad market **UNDERWEIGHT (UW)** – a rating which indicates that we expect the stock to underperform the broad market

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A recommendation is valid for a period of 6-9 months, unless a subsequent recommendation is issued within this period. Expected returns from individual recommendations are as follows:

**BUY** – we expect that the rate of return from an investment will be at least 15% **ACCUMULATE** – we expect that the rate of return from an investment will range from 5% to 15% **HOLD** – we expect that the rate of return from an investment will range from -5% to +5% **REDUCE** – we expect that the rate of return from an investment will range from -5% to -15% **SELL** – we expect that an investment will bear a loss greater than 15% Recommendations are updated at least once every nine months.

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The production of new recommendations was completed on January 30, 2017, 8:52 AM.

New recommendations were first disseminated on January 30, 2017, 8:52 AM.

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**DCF** – acknowledged as the most methodologically correct method of valuation; it consists in discounting financial flows generated by a company; its weak point is the significant susceptibility to a change of forecast assumptions in the model.

Relative – based on a comparison of valuation multipliers of companies from a given sector; simple in construction, reflects the current state of the market better than DCF; weak points include substantial variability (fluctuations together with market indices) as well as difficulty in the selection of the group of comparable companies.

Economic profits – discounting of future economic profits; the weak point is high sensitivity to changes in the assumptions made in the valuation model. Discounted Dividends (DDM) – discounting of future dividends; the weak point is high sensitivity to changes in the assumptions as to future dividends made in the valuation model.

NAV - valuation based on equity value, one of the most frequently used method in case of developing companies; the weak point of the method is that it does not factor in future changes in revenue/profits of a company.

mBank issued the following investment recommendations for the companies in the 12 months prior to this publication

Asseco BS		
Rating	Neutral	Neutral
Rating date	2018-01-30	2017-11-28
Target price (PLN)	-	-
Price on rating day	28.90	26.29

#### Asseco PL

ASSECO PL						
Rating	Hold	Reduce	Hold	Reduce	Reduce	Reduce
Rating date	2017-12-01	2017-11-03	2017-08-30	2017-07-20	2017-04-27	2017-02-24
Target price (PLN)	44.80	44.80	44.00	44.80	48.79	53.00
Price on rating day	44.47	47.00	44.54	47.23	54.70	55.81

Ailleron		
Rating	Neutral	Neutral
Rating date	2018-01-30	2017-11-28
Target price (PLN)	-	-
Price on rating day	17.60	18.73

Asseco SEE		
Rating	Overweight	Overweight
Rating date	2018-01-30	2017-11-28
Target price (PLN)	-	-
Price on rating day	13.25	11.45

Atende		
Rating	Overweight	Overweight
Rating date	2018-01-30	2017-11-28
Target price (PLN)	-	-
Price on rating day	4.85	4.46

Comarch						
Rating	Buy	Accumulate	Accumulate	Hold	Hold	Accumulate
Rating date	2017-11-27	2017-11-03	2017-10-02	2017-09-01	2017-06-02	2017-03-01
Target price (PLN)	205.00	185.00	195.00	195.00	205.00	205.00
Price on rating day	178.30	163.50	178.50	195.00	223.00	204.80

#### Wasko

Wasku		
Rating	Overweight	Overweight
Rating date	2018-01-30	2017-11-28
Target price (PLN)	-	-
Price on rating day	2.24	1.98



### Dom Maklerski mBanku

Senatorska 18 00-082 Warszawa http://www.mbank.pl/

### **Research Department**

Kamil Kliszcz director +48 22 438 24 02 kamil.kliszcz@mbank.pl energy, power generation

Jakub Szkopek +48 22 438 24 03 jakub.szkopek@mbank.pl industrials, chemicals, metals

Piotr Bogusz +48 22 438 24 08 piotr.bogusz@mbank.pl retail

## Sales and Trading

#### Traders

Piotr Gawron director +48 22 697 48 95 piotr.gawron@mbank.pl

Jędrzej Łukomski +48 22 697 49 85 jedrzej.lukomski@mbank.pl

Andrzej Sychowski +48 22 697 48 46 andrzej.sychowski@mbank.pl

#### Sales, Foreign Markets

Marzena Łempicka-Wilim deputy director +48 22 697 48 82 marzena.lempicka@mbank.pl

### **Private Broker**

Kamil Szymański director, active sales +48 22 697 47 06 kamil.szymanski@mbank.pl Michał Marczak +48 22 438 24 01 michal.marczak@mbank.pl strategy

Paweł Szpigiel +48 22 438 24 06 pawel.szpigiel@mbank.pl media, IT, telco Michał Konarski +48 22 438 24 05 michal.konarski@mbank.pl banks, financials

Piotr Zybała +48 22 438 24 04 piotr.zybala@mbank.pl construction, real-estate development

Krzysztof Bodek +48 22 697 48 89 krzysztof.bodek@mbank.pl

Adam Prokop +48 22 697 47 90 adam.prokop@mbank.pl

Tomasz Galanciak +48 22 697 49 68 tomasz.galanciak@mbank.pl

Bartosz Orzechowski

+48 22 697 48 47 bartosz.orzechowski@mbank.pl

Jarosław Banasiak deputy director, active sales +48 22 697 48 70 jaroslaw.banasiak@mbank.pl Tomasz Jakubiec +48 22 697 47 31 tomasz.jakubiec@mbank.pl

Szymon Kubka, CFA, PRM +48 22 697 48 54 szymon.kubka@mbank.pl

Magdalena Bernacik +48 22 697 47 35 magdalena.bernacik@mbank.pl