

Friday, October 02, 2020 | Monthly Market Outlook, an excerpt

VRG buy (no change)

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VRG generated better-than-expected results in Q2 2020 thanks to lower SG&A expenses offset by coronavirus relief and rent suspensions during lockdown. Net debt as of 30 June 2020 was PLN 79m vs. PLN 150m in June 2019, and the net debt/EBITDA ratio stood at 1.3x after decreasing by 0.2x from the year-ago level in spite of lower earnings. VRG generated operating cash flow of PLN 14.7m in the first half of 2020 vs. negative OCF of PLN -43.7m posted in the same period a year earlier, an improvement owed largely to the optimization of working capital (inventory reductions and extension of payment terms). In August, VRG reported another consecutive month of improving sales with revenues up by 1.3% year over year. In September, VRG's principal shareholder, Jerzy Mazgaj, increased his stake in the Company. We have recently raised our earnings outlook for VRG, but even at the updated levels our current forecasts are not as optimistic as the goals that the Company has set for its top executives as part of a new 2021-2023 incentive scheme. The objectives for FY2020 remain unchanged, and they include online store growth to 25% of total sales, revenue contraction of no more than 20%, tight management of SG&A expenses, and a positive IAS 17 EBITDA result.

Current Price	2.34 PLN	Upside
9M Target Price	3.14 PLN	+34.2%

	rating	target price	issued
unchanged	buy	3.14 PLN	2020-09-23

Key Metrics			VRG PW	vs. WIG
Ticker	VRG PW	1M Price Chng	+0.6%	+4.4%
ISIN	PLVSTLA00011	YTD Price Chng	-42.1%	-26.9%
Outst. Stock (m)	234.5	ADTV 1M		PLN 0.5m
MC (PLN m)	548.6	ADTV 6M		PLN 0.8m
EV (PLN m)	618.3	EV/EBITDA 12M fwd	9.8	+15.1%
Free Float	36.7%	EV/EBITDA 5Y avg	8.5	premium

Earnings Projections (adjusted for IFRS 16)

(PLN m)	2018	2019	2020P	2021P	2022P
Revenue	806	1,068	904	1,066	1,185
EBITDA adj.	89	111	39	67	94
EBITDA margin	11.1%	10.4%	4.4%	6.3%	7.9%
EBIT	72	87	19	48	74
Net income	54	66	8	29	53
P/E	10.2	8.3	68.8	18.9	10.3
P/B	0.7	0.6	0.6	0.6	0.6
EV/EBITDA adj.	6.9	5.5	15.7	8.6	5.9
DPS	0.00	0.00	0.00	0.00	0.00
DYield	0.0%	0.0%	0.0%	0.0%	0.0%
Forecast Update (% change)			2020P	2021P	2022P
EBITDA			0.0%	0.0%	0.0%
Net income			0.0%	0.0%	0.0%
B&M sales/sqm			0.0%	0.0%	0.0%
SG&A/sqm			0.0%	0.0%	0.0%
Floorspace			0.0%	0.0%	0.0%

Financial Highlights (adjusted for IFRS 16)

(PLN m)	2018	2019	2020P	2021P	2022P
Fashion Sales	483	692	544	648	746
Fashion EBIT	33	43	-17	12	36
Jewelry Sales	323	376	360	418	439
Jewelry EBIT	39.4	44.5	35.7	42.6	45.0
Gross profit margin	51.2%	52.1%	49.6%	50.7%	51.0%
Operating cash flow	54	109	110	156	151
D&A	17	24	21	19	20
D&A (IFRS 16)	0	87	96	99	104
Working capital	-21	-75	7	9	-25
Investing cash flow	-19	-17	-15	-20	-22
Financing cash flow	-18	-100	-73	-141	-132
Credit/loans	8	-5	27	-42	-28
FCF	37	-6	35	48	33
FCF/EBITDA	41%	-6%	88%	71%	35%
OCF/EBITDA	60%	19%	35%	84%	51%

Key Ratios (adj. for IFRS 16)

(PLN)	2018	2019	2020P	2021P	2022P
Sales/sqm, Fashion	1,318	1,048	719	927	1,049
Sales/sqm, Jewelry	2,540	2,689	2,314	2,693	2,759
SG&A/sqm, Fashion	420	598	538	626	643
SG&A/sqm, Jewelry	1,118	1,216	1,140	1,304	1,368
Cash (PLN m)	34	25	47	42	40
Net debt (PLN m)	63	66	70	33	7
Net debt/EBITDA (x)	0.7	0.6	1.8	0.5	0.1

Relative Valuation Summary

	P/E			EV/EBITDA		
	20P	21P	22P	20P	21P	22P
Minimum	6.1	5.9	5.2	4.7	3.7	3.5
Maximum	174.6	53.4	28.2	22.0	23.9	15.2
Median	18.3	19.9	13.5	8.2	7.2	5.7
Weight	0%	25%	25%	0%	25%	25%

DCF Analysis (adj. for IFRS 16)

(PLN m)	20P	21P	22P	23P	24P	25P	26P	27P	28P	29P	+
Sales/sqm (PLN)	1,408	1,675	1,808	1,804	1,818	1,824	1,829	1,834	1,840	1,845	1,845
SG&A/sqm (PLN)	652	772	808	805	811	814	820	826	832	839	839
Sales area (ksqm)	53	53	56	57	59	59	60	61	62	62	62
Revenue	904	1,066	1,185	1,227	1,266	1,290	1,309	1,329	1,350	1,371	1,399
EBITDA	39	67	94	105	108	110	109	107	106	104	106
EBITDA margin	4.4%	6.3%	7.9%	8.6%	8.5%	8.5%	8.3%	8.1%	7.9%	7.6%	7.6%
EBIT	19	48	74	85	87	89	88	86	85	83	85
Tax	-3	9	14	16	17	17	17	16	16	16	16
CAPEX	15	20	22	22	22	21	21	20	20	20	21
Working capital	7	9	-25	-22	-8	-8	-8	-9	-9	-6	-6
FCF	35	48	33	45	62	64	63	62	60	61	62
PV FCF	34	43	27	34	43	41	38	34	31	29	
WACC	8.6%	8.7%	8.8%	8.5%	8.5%	8.4%	8.0%	8.0%	8.0%	8.0%	8.0%
Risk-free rate	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%

DCF Summary

(PLN m)	
Beta	1.0
FCF perp. growth rate	2.0%
PV FCF	845
Net debt	66
Other adjustments	0
Value per share (PLN)	3.32

Valuation Summary

(PLN)	Weight	Price
Relative Val.	50%	2.60
DCF Val.	50%	3.32
Implied Price		2.96
Cost of equity (9M)		6.4%
9M Target Price		3.14

List of abbreviations and ratios contained in the report:

EV – net debt + market value (EV – economic value)
EBIT – Earnings Before Interest and Taxes
EBITDA – EBIT + Depreciation and Amortisation
PBA – Profit on Banking Activity
P/CE – price to earnings with amortisation
MC/S – market capitalisation to sales
EBIT/EV – operating profit to economic value
P/E – (Price/Earnings) – price divided by annual net profit per share
ROE – (Return on Equity) – annual net profit divided by average equity
P/BV – (Price/Book Value) – price divided by book value per share
Net debt – credits + debt papers + interest bearing loans – cash and cash equivalents
EBITDA margin – EBITDA/Sales

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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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%
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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 Company in the 12 months prior to this publication

Rating	buy	accumulate	hold	hold	buy	accumulate
Rating date	2020-09-23	2020-07-02	2020-06-03	2020-04-06	2020-02-05	2019-12-02
Target price (PLN)	3.14	2.43	2.43	2.00	4.50	4.50
Price on rating day	2.51	2.33	2.40	1.94	3.93	3.94

Comparable Companies Used In Relative Valuation Models

VRG H&M, Inditex, Kappahl, Marks & Spencer, Next, Hugo Boss, CCC, LPP, Tiffany, Pandora, Lao Feng, Chow Sang, Luk Fook, Chow Tai Fook, Lao Fen Xiang

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