

## 2019-11-09 12:15

| Target price [PLN]          | 1,44   |
|-----------------------------|--------|
| DCF valuation [PLN]         | 0,92   |
| Comparative valuation [PLN] | 1,92   |
| Market price [PLN]          | 1,2300 |
| Mkt capitalisation [mn PLN] | 36,60  |
| Free float [mn PLN]         | 26.01  |
| Sector                      | GAMES  |
| WSE code                    | VVD    |
| Bloomberg ticker            | VVD PW |

### Analyst:

Tomasz Czarnecki

Phone: +48 (22) 53 95 542

Artur Wizner

Phone: +48 (22) 53 95 548

## Company profile:

A modern development studio involved in the design, production and publishing of games for modern mobile phones (smartphones) - which constitute the most dynamically developing sector of the market.

| Source: Bankier.pl    |       |
|-----------------------|-------|
| Major Stockholders:   | [%]   |
| Remigiusz Kościelny   | 21.61 |
| Jaroslaw Wojczakowski | 21.46 |
| Other                 | 56.93 |

# **VIVID GAMES S.A.**

## Update of the Analytical Report

Vivid Games, named a "Hidden Tiger" in the Initiative Analytical Report, has so far proved to be a Paper Tiger. The forecasts presented in the report, both in terms of estimating Vivid Games's revenues in 2019 and the likelihood of risk materialization, turned out to be too optimistic. However, at the level of net profit, the forecasts proved to be too conservative in relation to the company's ability to translate sales revenues into the net result. Instead of the loss forecast for Q3'19, the company reported 0.56 million net profit and it forecasts the closing of 2019 in the plus, with lower revenues than previously assumed. This is positive information, demonstrating effectiveness of the management board who have been able to generate sufficient cash flow to cover current liabilities and repay loans, but not high enough to repay bonds. The latter element, i.e. the materializing credit risk, may soon play a key role in the market valuation of Vivid Games shares.

| 2018-        | 2018-08-09 | 2018-10-09 | 2018       | 2018       | 2019-01-09 | 2019-      | 2019-03-09 | 2019-04-09 | 2019-05-09 | 2019-06-09 | 2019-      | 2019-      | 2019-      | 2019-      |                 |
|--------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------------|
| 1 60-20-8102 | 2018-08-09 | 10-09      | 2018-11-09 | 2018-12-09 | 01-09      | 2019-02-09 | 03-09      | 04-09      | 60-50      | 60-90      | 2019-07-09 | 2019-08-09 | 2019-09-09 | 2019-10-09 | <sup>⊥</sup> 90 |
|              |            |            | -          | M          | M          |            | ı          | ~          | ٠٨,        | ~          | ·~         | ~~         | ~_         | ~~         | - 10            |
| 2            |            | ľ          | ۱۸         |            | ſ          | M.         | ~~         |            |            |            |            |            |            |            | - 11            |
| 3            |            | 1          | h          |            |            | 4          | Ν'         | _          |            |            |            |            |            |            | 12              |
| 4            | W          | W.         |            |            |            |            |            |            |            |            |            |            |            |            | - 13            |
| - h          |            |            |            |            |            |            |            | ŗγ         | '          | ~          |            | Ť          |            |            | - 14            |
| 5            |            |            |            |            |            |            |            | L          | μ٨         | M          | m          | V          | _          | ۲V         | 15              |
| 6            |            |            |            |            |            |            |            |            |            |            |            |            | ∱          | ۸٨,        | 16              |
| 7            |            |            |            |            |            |            |            |            |            |            |            |            |            |            | 18              |

| [in million PLN]     | 2018  | 2019P | 2020P | 2021P | 2022P | 2023P |
|----------------------|-------|-------|-------|-------|-------|-------|
| Income from sales    | 10,3  | 11,2  | 14,8  | 15,7  | 17,3  | 19,0  |
| EBITDA               | 1,9   | 5,8   | 7,6   | 8,2   | 9,5   | 9,6   |
| EBITDA margin        | 18,1% | 52,0% | 51,2% | 52,4% | 55,0% | 50,2% |
| EBIT                 | -4,4  | 0,7   | 2,8   | 3,1   | 4,0   | 3,7   |
| Net profit (loss)    | -5,4  | 0,2   | 2,6   | 2,4   | 3,3   | 3,0   |
| Shareholders' equity | 15,7  | 16,1  | 28,7  | 31,1  | 34,3  | 37,4  |
| Net debt             | 11,8  | 13,6  | 3,4   | 2,3   | 0,5   | -2,9  |
| P/E                  | -6,7  | 239,1 | 14,2  | 15,2  | 11,2  | 12,0  |
| P/BV                 | 2,3   | 2,3   | 1,3   | 1,2   | 1,1   | 1,0   |
| EV/EBITDA            | 25,8  | 8,6   | 5,3   | 4,7   | 3,9   | 3,5   |

#### INFORMATION AND LEGAL DISCLAIMER

This Report expresses the knowledge and views of the authors as at the date of its preparation. In the Report, the authors do not take into consideration any individual investment goals, financial standing, or needs or requests of any potential recipients of the report or of its ordering parties).

The Report is published as a part of the Pilot Analytical Support Program run by the Warsaw Stock Exchange (Gielda Papierow Wartosciowych S.A. of Warsaw) ("the Ordering Party").

This Report is not: (1) a personal recommendation; or (2) any investment advice, legal advice, or any other type of advice; or (3) incentives to operate, invest or dispose of investments in a specific manner; or (4) any assessment or assurance of profitability of any investments in the financial instruments covered by it.

This Report is an "investment study" not implemented as part of an investment advisory or portfolio management service within the meaning of the Act on Trading in Financial Instruments of 29 July 2005 (consolidated text in Journal of Laws of 2018, Item 2286, 2243, 2019, Item 730, 875).

This Report is a "commercial publication" within the meaning of Commission Delegated Regulation (EU) 2017/565 of 25 April 2016 supplementing Directive 2014/65/EU of the European Parliament and of the Council with regard to organizational requirements and operating conditions of investment companies and concepts defined for the purposes of this Directive. The Report has not been prepared in accordance with legal requirements ensuring independence of investment research and is not subject to any prohibitions regarding dissemination of investment studies.

The Report is not a "recommendation" in the understanding of Regulation (EU) No. 596/2014 of the European Parliament and of the Council of 16 April 2014 on market abuse (market abuse regulation) and repealing Directive 2003/6/EC of the European Parliament and of the Council and Commission Directives 2003/124/EC, 2003/125/EC and 2004/72/EC.

The Report has been prepared with due diligence, and on the basis of information available to the public on the day of publication of the report, or obtained from reliable sources for the Brokerage House of BPS S.A. The Brokerage House of BPS S.A. does not guarantee the completeness, accurateness or accuracy of source data. The Brokerage House of BPS S.A. may not be held liable for any investment decisions taken on the basis of this Report nor for any damages incurred as a result of such investment decisions.

The presented data refer to the past, and the results achieved in the past do not guarantee any specific results in the future.

The Brokerage House of BPS S.A. will receive remuneration from the Ordering Party for the preparation of this Report in the amount of up to PLN 50,000 net per year for a period of two years. The Ordering Party is not interested in the result of the investment study.

The Brokerage House of BPS S.A. itself or its stockholder or employees may hold any stocks of an Issuer that are contemplated in this Report.

In the period of 12 months preceding the Report's publication, the Brokerage House of BPS S.A. did not offer the Issuer's financial instruments either in the primary trading or in the initial public offerings, nor did it act as an animator for the newly issued financial instruments to which the Report refers.

In the period of 12 months preceding the Report's publication, the Brokerage House of BPS S.A. did not purchase or sell the Issuer's financial instruments on its own account to order to perform any contract for investment or service sub-issues.

It is probable that in the course of conducting its statutory activity, the Brokerage House of BPS S.A. will submit to the Issuer an offer to provide services under the license, and that - as a result of submitting such an offer - contracts may be concluded with the Issuer.

To the best knowledge of the Brokerage House of BPS S.A. the Issuer of financial instruments covered by the Report does not hold any stocks in the Brokerage House or its related entities.

Reproduction or publication in any form of this Report, or its part, and use of the material for one's own studies for publication, without the written consent of the Brokerage House of BPS S.A. is prohibited. This Report is legally protected in accordance with the Copyright and Related Rights Act of 4 February 1994.

Operations of the Brokerage House of BPS S.A. are supervised by the Polish Financial Supervision Authority with its registered office in Warsaw, Poland, at ul. Piekna 20.