

Marvipol Development

1Q25 pre-sales and deliveries

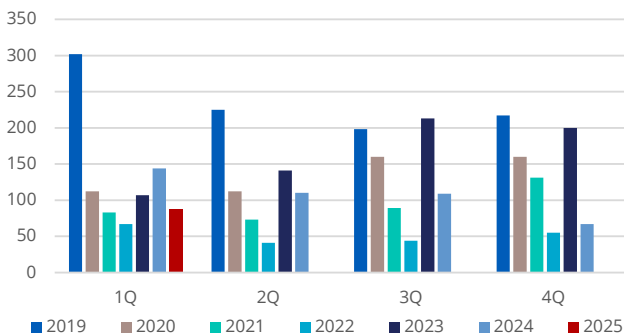
Marvipol Development reported the following operating data:

- The company reported **pre-sales** of 87 units in 1Q25 (-40% y/y and +30% q/q; the value of units sold amounted to PLN 65.6m, implying average value of ca. PLN 754.0k. -11% y/y). As a reminder, the company had dwelling offer of 691 units as of end-4Q24.
- At the same time, the company **delivered** 18 units (vs. 14 flats in 1Q24; with value of PLN 20.9m).

Opinion: In y/y terms, we point to the demanding base regarding pre-sales, due to BK2% program impact on 2H23-1Q24 volumes. Thus, the massive drop in yearly comparison is not surprising. In quarterly terms, the strong improvement is in line with the management board's statement presented during recent conference call. We suppose that the recovery was partially underpinned by higher offer (+24% y/y).

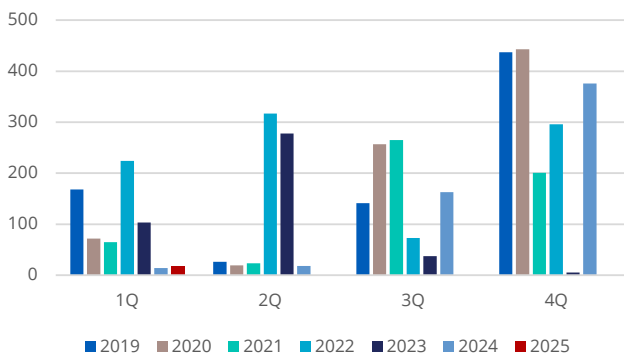
In the case of deliveries, the change in nominal terms in comparison with 1Q24 was negligible and the volumes were driven by unfavourable projects schedules (there were no projects, which ended in 1Q25; we highlight that MVP will end construction of 458 units in In Place II and Trio Park I-II projects in 2Q25E, and we expect a visible improvement since 2Q25E).

Figure 1. Marvipol Development quarterly pre-sales (number of units)



Source: Company, IPOPEMA Research

Figure 2. Marvipol Development quarterly deliveries (number of units)



Source: Company, IPOPEMA Research

Real Estate

Marvipol Development
BUY

FV PLN 8.93

33.3% upside

Price as of 2 April 2025 PLN 6.70

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The definitions of terms used in the document include:

NII – Net interest income – interest income minus interest expense.

Net F&C – Net fee and commission income – fee and commission income minus fee and commission expense.

LLP – loan loss provisions – an expense set aside as an allowance for bad loans.

NPL – non-performing loan – loans that are in default or close to be in default.

Cost/Income – operating expenses divided by total banking revenue.

ROE – return on equity – net income (or adjusted net income) divided by the average shareholders' equity.

ROA – return on assets – net income (or adjusted net income) divided by the average assets.

EBIT – earnings before interests and tax.

EBITDA – earnings before interests, tax, depreciation and amortization.

EPS – earnings per share – the net income (or adjusted net income) divided by the number of shares outstanding.

P/E – price to earnings ratio – price divided by earnings per share.

PEG – P/E ratio divided by the annual EPS growth, usually over a certain period of time.

CAGR – compound annual growth rate.

BVPS – book value per share, the book value of the Company's equity divided by the number of shares outstanding.

P/BV – price to book value - price divided by the BVPS.

DPS – dividend per share – dividend of a given year divided by the number of shares outstanding.

DY – dividend yield – dividend of a given year divided by the current price.

DDM – dividend discount model – a fundamental method of valuation based on the assumption that the value of stock equals the sum of all discounted future dividends.

FV – Fair Value, calculated based on valuation methods outlined in the document.

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Rating	Difference between FV and price at recommendation
Buy	Above 10%
Hold	In between (and including) -10% and 10%
Sell	Below -10%

IPOPEMA Research - Distribution by rating category (1 January – 31 March 2025)

	Number	%
Buy	13	81%
Hold	1	6%
Sell	2	13%
Total	16	100%

Rating History – Marvipol Development

Date	Recommendation	Fair Value	Price at recommendation	Author
07/09/2023	BUY	PLN 10.49	PLN 8.00	Adrian Górniak
12/12/2023	BUY	PLN 10.07	PLN 7.20	Adrian Górniak
20/03/2024	BUY	PLN 11.15 (adjusted on 02.05.2024 to PLN 10.09 by PLN 1.06 DPS)	PLN 8.26	Adrian Górniak
29/08/2024	BUY	PLN 9.30	PLN 7.06	Adrian Górniak
11/12/2024	BUY	PLN 8.93	PLN 6.12	Adrian Górniak