

Miraculum

3Q24E Results Preview

Miraculum is due to publish its 3Q24E results on 15 November 2024.

Opinion: We expect Miraculum to report weak 3Q24E results, mainly given slight y/y deterioration of sales and pressure on gross margin and operating costs. As a result, we forecast EBITDA loss of nearly PLN 1.0m (vs. profit PLN 0.7m reported in 3Q23). Given the above-mentioned, we point that our latest forecast of PLN 3.1m EBITDA in 2024E seems challenging (our 3Q24E forecast implies EBITDA of PLN 0.4m in 9M24E).

Revenues. Miraculum has already reported its preliminary monthly data with revenue of PLN 2.7m in July (-15% y/y), PLN 4.3m in August (+17% y/y) and PLN 3.6m in September (-7% y/y), resulting in PLN 10.7m in 3Q24E (-1% y/y). We point that sales in modern channel increased by 49% y/y at that time to PLN 5.9m, while export declined by over 70% y/y to PLN 0.9m (vs. PLN 3.0m reported in 3Q23).

Gross profit. We estimate gross profit of PLN 3.4m (-19% y/y), as we expect deterioration of gross margin to 31.9% (vs. 39.3% generated in 3Q23).

EBITDA. We expect SG&A costs at slightly higher q/q level of PLN 4.5m that implies a 17% y/y growth. As a result, we forecast EBITDA loss of PLN 0.9m and operating loss of PLN 1.2m in 3Q24E (vs. profit of PLN 0.7m and PLN 0.4m in 3Q23, respectively).

Net profit. We forecast net loss of PLN 1.4m in 3Q24E, assuming net financial costs of PLN 0.2m (comparable q/q).

Figure 1. Miraculum results summary (PLNm)

	3Q23	4Q23	1Q24	2Q24	3Q24E	y/y	q/q
Revenues	10.77	11.85	12.78	12.87	10.68	-1%	-17%
COGS	-6.54	-7.94	-7.83	-8.66	-7.27	11%	-16%
Gross profit	4.23	3.91	4.96	4.21	3.41	-19%	-19%
SG&A costs	-3.83	-4.04	-4.18	-4.40	-4.50	17%	2%
Selling costs	-2.57	-2.73	-2.86	-2.93	-2.96	15%	1%
G&A costs	-1.26	-1.31	-1.33	-1.47	-1.54	23%	5%
Other operating profit/cost	0.02	-0.05	-0.01	0.03	-0.10	n.m.	n.m.
EBITDA	0.72	0.12	1.05	0.12	-0.91	n.m.	n.m.
D&A	0.30	0.29	0.29	0.28	0.28	-6%	1%
EBIT	0.42	-0.17	0.76	-0.16	-1.19	n.m.	n.m.
Net financial costs	-0.35	-0.60	-0.50	-0.21	-0.21	-39%	0%
Pre-tax profit	0.07	-0.77	0.26	-0.37	-1.40	n.m.	n.m.
Income tax	0.09	-0.48	-0.25	-0.04	0.00	-100%	-100%
Net profit	0.16	-1.25	0.01	-0.41	-1.40	n.m.	n.m.
<i>Gross margin (%)</i>	<i>39.3%</i>	<i>33.0%</i>	<i>38.8%</i>	<i>32.7%</i>	<i>31.9%</i>	-	-

Source: Company, IPOPEMA Research

Consumer discretionary

Miraculum

HOLD

FV PLN 1.20

20% upside

Price as of 22 October 2024 PLN 1.00

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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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	Number	%
Buy	18	56%
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Rating History – Miraculum

Date	Recommendation	F V	Price at recommendation	Author
22/09/2023	HOLD	PLN 1.25	PLN 1.33	Marek Szymański
09/02/2024	HOLD	PLN 1.35	PLN 1.36	Marek Szymański
28/06/2024	HOLD	PLN 1.20	PLN 1.11	Marek Szymański