# **Scope Fluidics**

# Unfavorable market delays BacterOMIC partnering

We reiterate our BUY rating for Scope Fluidics with the new FV set at PLN 235.4ps, 43% above the current market price. The change in FV is due to the new RFR, FX forecasts and the change in the expected BacterOMIC exit to 2026E. The current market situation and reluctance on the part of large MedTech companies to invest in innovative projects has resulted in an adjustment in Scope Fluidics' strategy; the company will focus on further development of the diagnostic panels, launching of BacterOMIC in selected markets and securing of IVDR certification. In our view, the start of a cycle of interest rate cuts in the US should improve sentiment for the industry within a few quarters and enable BacterOMIC to be sold on favorable terms. A new project is the announced DSC001 for stroke risk diagnostics; we view its announcement as supportive, but due to its early stage of development we do not yet include it in the valuation.

BacterOMIC - a new strategy in response to the state of the market. MedTech companies are currently avoiding acquisitions of innovative companies, the consolidation of which would cause EPS dilution and increasing of R&D and certification costs. Given the slim chances of a quick sale of BacterOMIC, Scope Fluidics has decided to adjust its strategy for this project: BacterOMIC will enter selected markets (e.g., Arab countries), complement its diagnostic panel portfolio (new panels UNI MAX and PBC) and registration (according to the current IVDR standard). We have updated our assumptions on the timing of the transaction and expect it in 2026E (we had previously assumed 2025E). Our valuation of BacterOMIC is PLN 437m or PLN 160 per share.

PCR|ONE – no changes to our assumptions. Bio-Rad continues to develop the PCR|ONE project and still has plans to market it. We have left the milestone payment schedule unchanged, and assume that PCR|ONE can commence FDA and CE registration in 2H24E. In our base case scenario, we assume the first milestone payment of USD 10m in late 2024. Our valuation of PCR|ONE is PLN 127m or PLN 47/share.

**DSC001 - the first project from Scope Discovery.** After one year of Scope Discovery's activities, the team has nominated the first project for further development. The schedule is in line with the strategy and our assumptions. DSC001 is a device for diagnosing stroke risk. Scope estimates a development time of five years for the project until registration starts. According to the company, the most important arguments for the decision are the large, growing market (USD 4bn), the lack of direct competition and patent restrictions. In our opinion, the second project for further development will be selected in 2025E. At this point, due to the early stage of development, we do not include DSC001 in our valuation.

**Recommendation and valuation.** We increase our FV to PLN 235.4ps from PLN 230.2ps and as the new FV implies 43% upside vs. the current price, we maintain our BUY rating.

Figure 1. Scope Fluidics financial forecasts summary

rigure 1. Scope riului	cs illialicial for	ccasts sum	iiiai y			
PLN m	2021	2022	2023	2024E	2025E	2026E
Revenues	0.0	0.4	0.5	0.4	1.0	1.2
EBITDA	-9.8	-24.2	-27.6	-28.1	-32.7	-61.0
EBIT	-10.2	-24.8	-28.7	-29.3	-34.2	-62.6
Net profit	-16.6	318.5	-18.8	-23.3	3.7	576.2
EPS (PLN)	-6.2	117.7	-6.9	-8.5	1.3	211.4
DPS (PLN)	0.0	0.0	85.6	0.0	0.0	6.9
EV/EBITDA (x)	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
P/E (x)	n.m.	1.8	n.m.	n.m.	122.7	0.8

Source: Company, IPOPEMA Research

Biotechnology & Healthcare

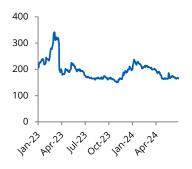
## **Scope Fluidics**

# BUY FV PLN 235.4 from PLN 230.2

43% upside

Price as of 28 June 2024 PLN 164.6

Maintained



#### Share data

Number of shares (m)	2.7
Market cap (EUR m)	104
12M avg daily volume (k)	2.2
12M avg daily turnover (EUR m)	0.1
12M high/low (PLN)	219.0/153.0
WIG weight (%)	0.06%
Reuters	SCP.WA
Bloomberg	SCP PW

#### **Total performance**

1M	0.6%
3M	2.8%
12M	5.3%

#### Shareholders (% of equity)

TOTAL FIZ	16.5%
Mr. Piotr Garstecki	13.4%
Mr. Marcin Izydorzak	13.1%

#### Analyst

Łukasz Kosiarski lukasz.kosiarski@ipopema.pl + 48 882 108 382

0.0

-18.8

554.8

598.9

SCOPE FLUI	חוכפ	•				P&L (PLN m)	2021	2022	2023	2024E	2025E	202
SCOPE FLUI	DICS	)				Revenues	0.0	0.4	0.5	0.0	0.0	
DUV			г\	/ DINI	225 4	COGS	10.7	25.2	29.1	29.7	35.2	6
BUY			FV	/ PLN :	235.4	Other operating income (cost) ne	0.5	0.0	-0.1	0.0	0.0	
Mkt Cap EUR 104m				Upsid	e +43%	EBITDA	-9.8	-24.2	-27.6	-28.1	-32.7	-6
·				•		EBITDA adj.*	-9.8	-24.2	-27.6	-28.1	-32.7	-(
						EBIT	-10.2	-24.8	-28.7	-29.3	-34.2	-6
						Financial income (cost) net	-1.5	419.9	10.0	6.1	37.8	63
Valuation multiples	2022	2023	2024E	2025E	2026E	Pre-tax profit	-11.7	395.1	-18.7	-23.1	3.6	57
P/E (x)	1.8	n.m.	-19.3	122.4	0.8	Income tax	0.0	69.1	0.1	0.2	0.0	
EV/EBITDA (x)	n.m.	n.m.	n.m.	n.m.	n.m.	Net profit	-16.6	318.5	-18.8	-23.3	3.7	57
EV/Sales (x)	585.37	707.35	870.21	386.62	n.m.							
P/BV (x)	1.69	5.56	7.79	7.32	0.73	BALANCE SHEET (PLN m)	2021	2022	2023	2024E	2025E	202
FCF yield (%)	61%	-7%	-6%	1%	128%	Non-current assets	7.0	9.5	11.0	12.7	13.8	1
DY (%)	0%	52%	0%	0%	4%	Goodwill	0.0	0.0	0.0	0.0	0.0	
						Intangible assets		6.1	6.4	6.5	6.6	
Per share	2022	2023	2024E	2025E	2026E			0.3	1.9	3.5	5.0	
No. of shares (m units)	2.7	2.7	2.7	2.7	2.7	Right-of-use assets	1.5	2.4	2.2	2.2	1.7	
EPS (PLN)	117.7	-6.9	-8.5	1.3	211.4	Other non-current assets	0.2	0.7	0.5	0.5	0.5	
BVPS (PLN)	123.0	29.7	21.1	22.5	227.0	Current assets	45.7	336.7	90.5	65.9	68.8	62
FCFPS (PLN)	125.8	-11.4	-9.2	0.9	210.4	Inventories	0.3	0.7	0.7	0.7	0.7	
DPS (PLN)	0.0	85.6	0.0	0.0	6.9	Trade receivables	1.2	4.4	2.6	2.7	3.1	
						Cash and equivalents	18.1	331.6	66.3	41.7	44.0	59
Change y/y (%)	2022	2023	2024E	2025E	2026E	Other current assets	26.1	0.0	20.9	20.9	20.9	2
Revenues	n.m.	27.7%	-13.4%	123.7%	n.m.	Total assets	52.7	346.2	101.5	78.7	82.6	64
EBITDA	145.8%	14.2%	1.6%	16.7%	86.3%	Equity	6.7	333.0	80.9	57.6	61.3	61
EBITDA adj.	145.8%	14.2%	1.6%	16.7%	86.3%	Minorities	0.0	0.0	0.0	0.0	0.0	
EBIT	142.2%	15.6%	2.1%	16.7%	83.1%	Non-current liabilities	17.3	8.2	14.4	14.9	14.9	1.
Net profit	n.m.	n.m.	n.m.	-115.7%	n.m.	Loans and borrowings	1.2	1.9	1.5	2.0	2.0	
•						Other non-current liabilities	16.1	6.3	12.9	12.9	12.9	1
Leverage and returr	2022	2023	2024E	2025E	2026E	Current liabilities	28.7	4.9	6.1	6.2	6.4	
EBITDA margin (%)	n.m.	n.m.	n.m.	n.m.	n.m.	Trade payables	0.3	0.5	1.5	1.5	1.8	
Adj. EBITDA margin (%)	n.m.	n.m.	n.m.	n.m.	n.m.	Loans and borrowings	20.2	0.6	0.9	0.9	0.9	
EBIT margin (%)	n.m.	n.m.	n.m.	n.m.	n.m.	Other current liabilities	8.2	3.8	3.8	3.8	3.8	
Net margin (%)	n.m.	n.m.	######	n.m.	n.m.	Equity & liabilities	52.7	346.2	101.5	78.7	82.6	64
Net debt / EBITDA (x)	13.6	3.1	2.1	1.9	10.1	Cash conversion cycle (days)	n.m.	2527.4	2486.3	2154.5	1067.2	n
Net debt / Equity (x)	-1.0	-1.0	-1.0	-1.0	-1.0	Gross debt (PLN m)	21.3	2.5	2.4	2.9	2.9	
Net debt / Assets (x)	-1.0	-0.8	-0.8	-0.8	-1.0	Net debt (PLN m)	3.2	-329.1	-84.8	-59.7	-62.1	-616
ROE (%)	187.5%	-9.1%	-33.6%	6.2%	169.5%	-						
ROA (%)	159.7%	-8.4%	-25.9%	4.5%	159.2%	CASH FLOW (PLN m)	2021	2022	2023	2024E	2025E	202
					_	Operating cash flow	-21.4	-28.2	-19.1	1.2	1.2	(
Assumptions	2022	2023	2024E	2025E	2026E	Net income	-16.6	318.5	-18.8	-23.3	3.7	57
Milestones (USDm)	100.0	0.0	10.0	10.0	190.0	D&A (incl. D&A of RoU)	0.4	0.6	1.1	1.2	1.4	
PCR ONE	100.0	0.0	10.0	10.0	30.0	Change in WC	2.2	-9.1	8.4	0.0	-0.2	-
BacterOMIC	0.0	0.0	0.0	0.0	160.0	Other	-7.4	-338.2	-9.8	23.3	-3.7	-57
						Investment cash flow	-3.3	371.1	-12.0	-26.3	1.1	573
						Change in PP&E and intangibles	-0.1	-0.2	-1.9	-3.0	-2.5	
						Other	-3.2	371.3	-10.1	-23.3	3.7	57
						Financial cash flow	17.9	-30.3	-234.2	0.5	0.0	-1
						Change in equity	0.0	0.0	0.0	0.0	0.0	
						Change in debt	19.8	-18.9	0.0	0.5	0.0	
									0.0	0.5	0.0	

Dividend

Change in cash

Cash as of eop

Other

0.0

-1.9

-6.8

18.1

0.0

-11.4

312.7

331.6

-233.3

-265.3

-0.9

66.3

0.0

0.0

-24.6

41.7

0.0

0.0

2.4

44.0

Source: Company data, IPOPEMA Research

# **Valuation**

We value Scope Fluidics using a SOTP valuation. We value the PCR|ONE and BacterOMIC projects using the rNPV method (risk-adjusted net present value) probability weighing its subsequent phases. Based on our forecasts, we arrive at fair value of PLN 235.4 per share, i.e. 43% above the current market price, which implies a BUY recommendation.

Figure 2. Scope Fluidics: SOTP valuation (PLNm)

	PLNm	PLN/share
PCR   ONE - rNPV valuation (Enterprise value)	126.7	46.5
BacterOMIC - rNPV valuation (Enterprise value)	437.4	160.4
Enterprise value	564.0	206.9
Net cash (1Q24)	77.7	28.5
Fair value Fair value	641.7	235.4

Source: Company, IPOPEMA Research

### rNPV valuation - PCR | ONE

Figure 3. Scope Fluidics PCR | ONE: Valuation assumptions

Phase	Year Probab	ility of success	Cumulative ability of success	Milestone/Upfront payment (USDm)
Partnering	2022	100%	100%	100.0
Development	2023	100%	100%	0.0
Clinical trial	2024	90%	90%	10.0
NDA submission	2025	90%	81%	10.0
Commercial sale	2026	100%	81%	50.0
Average annual sales (USDm)	119.8			
Peak sales (USDm)	160.0			
rNPV (PLNm)	126.7			
rNPV (PLN/share)	46.5			

Source: Company, IPOPEMA Research

Figure 4. Scope Fluidics PCR | ONE assumptions

	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	Terminal
Phase	Clinical trial	Approval	Market								
TAM	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600
Market share	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Peak sales	160.0	160.0	160.0	160.0	160.0	160.0	160.0	160.0	160.0	160.0	160.0
Sales curve	0%	0%	5%	19%	36%	51%	65%	75%	84%	91%	97%
Revenues (USDm)	0.0	0.0	8.0	30.4	57.6	81.6	104.0	120.0	134.4	145.6	155.2
Royalties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Milestones	10.0	10.0	30.0	20.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Costs	-2.3	-2.3	-6.8	-4.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Success rate	90%	90%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Cumulative probability of success	100%	90%	81%	81%	81%	81%	81%	81%	81%	81%	81%
Risk adj net FCF (USDm)	7.7	7.0	18.8	12.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Discount	88%	78%	69%	61%	54%	48%	43%	38%	33%	29%	26%
USDPLN	3.91	3.76	3.83	3.83	3.83	3.83	3.83	3.83	3.83	3.83	3.83
Net present CF (PLNm)	26.8	20.5	49.9	29.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0
rNPV (PLNm)	126.7										

Source: Company, IPOPEMA Research

### rNPV valuation - BacterOMIC

Figure 5. Scope Fluidics BacterOMIC: Valuation assumptions

Phase	Year Probab	ility of success p	Cumulative robability of success	Milestone/Upfront payment (USDm)
Development	2023	100%	100%	0.0
Clinical trial	2026	90%	90%	0.0
Partnering	2026	90%	90%	0.0
NDA submission	2027	90%	81%	160.0
Commercial sale	2028	100%	81%	50.0
Average annual sales (USDm)	173.9			
Peak sales (USDm)	247.4			
rNPV (PLNm)	437.4			
rNPV (PLN/share)	160.4			

Source: Company, IPOPEMA Research

Figure 6. Scope Fluidics BacterOMIC assumptions

	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	Terminal
Phase	Develop-	Develop-	Clinical	Annroyal	Market						
Pridse	ment	ment	trial	Approval	Market	Market	Market	Market	Market	Market	iviai ket
TAM	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700
Market share	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%
Peak sales	255.0	255.0	255.0	255.0	255.0	255.0	255.0	255.0	255.0	255.0	255.0
Sales curve	0%	0%	0%	5%	19%	36%	51%	65%	75%	84%	91%
Revenues (USDm)	0.0	0.0	0.0	12.8	48.5	91.8	130.1	165.8	191.3	214.2	232.1
Royalties	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Milestones	0.0	0.0	160.0	50.0	50.0	0.0	0.0	0.0	0.0	0.0	0.0
Costs	-5.0	-6.0	-40.2	-11.3	-11.3	0.0	0.0	0.0	0.0	0.0	0.0
Success rate	100%	100%	90%	100%	100%	100%	100%	100%	100%	100%	100%
Cumulative probability of success	100%	100%	100%	90%	90%	90%	90%	90%	90%	90%	90%
Risk adj net FCF (USDm)	-5.0	-6.0	119.8	34.8	34.8	0.0	0.0	0.0	0.0	0.0	0.0
Discount	88%	78%	69%	61%	54%	48%	43%	38%	33%	29%	26%
USDPLN	3.91	3.76	3.83	3.83	3.83	3.83	3.83	3.83	3.83	3.83	3.83
Net present CF (PLNm)	-17.3	-17.7	318.1	81.8	72.4	0.0	0.0	0.0	0.0	0.0	0.0
rNPV (PLNm)	437.4										

Source: Company, IPOPEMA Research

# Recent developments

## BacterOMIC strategy update

Scope Fluidics has provided an update on the development plan for the BacterOMIC system project.

The ultimate goal of the project's development remains unchanged – maximizing shareholder value and selling the entire project to a strategic investor. However, given the current market situation and feedback from meetings with MedTech companies (the Board has recently attended several industry conferences), Scope Fluidics plans to market BacterOMIC on its own and complete the registration. In the Management Board's opinion, the current expectations of buyers indicate a better chance of selling a project that is already on the market and generating initial revenues than an R&D project that requires further investment before entering the market.

In preparation for the launch, Scope plans to start selling BacterOMIC in international markets that recognize its current IVDD registration (e.g., Middle East and Asian countries) and, at the same time, obtain a current IVDR certification, which will allow sales in the EU. The IVDR certification is a longer and more complicated than the previous IVDD registration, and can take up to 18 months in total. At this point, the company does not plan to register with the FDA due to high costs; this step is left to the discretion of the potential buyer of the project.

Two new panels are planned. In addition to the already-certified UNI25 panel, the company plans to develop and register two additional panels. The first is UNI MAX, which is an expanded version of the basic UNI25 panel, with more tests. The second panel announced is Positive Blood Culture (PBC) – for the diagnosis of blood infections. Both panels will undergo IVDR certification. In addition, the company plans to introduce new software for test analysis – an interpreter. The new Al-supported software would reduce the time to obtain results from 16 to 6-8 hours. The interpreter also requires IVDR certification.

Figure 7. Scope Fluidics planned portfolio of diagnostic panels

	UNI25	UNI MAX	PBC
No of antibiotics	25	All clinically relevant	TBD
Competitiveness	Mid	High	High
Est. production cost	Low	Low	Low
Profit margin	Low	Low to mid	High
Use cases	Standard bacterial infections	Standard & highly resistant bacterial infections	Sepsis, bloodstream potentially lethal infections
Development time	CE-IVD certified product	R&D stage	Early stage

Source: Company, IPOPEMA Research

In our opinion, the feedback obtained after meetings with potential partners minimizes the chances for the transaction to take place in the immediate quarters. Scope Fluidics has not even announced plans to select a strategic advisor for the transaction. Large MedTech companies, i.e. potential buyers of BacterOMIC, are facing revenue and profit pressure at the moment, and despite the high cash position built after the Covid-19 pandemic, they are not willing to acquire entities with early-stage projects, whose consolidation would mean no revenue impact (project several years from market entry) and EPS dilution (requiring development and certification costs). The appetite for risky assets is also not helped by persistent interest rates in the US, but the start of a cycle of interest rate cuts could reverse this trend.

Given the current market situation and the outlook for the next few quarters, we have postponed the assumed timing of the sale of BacterOMIC to 2026E from 2025E. In our model we assume a similar transaction to the sale of Curiosity Diagnostics (sale of 100% of shares + milestone payments), but we do not rule out the possibility that the transaction might proceed in a different way, such as, for example, if a strategic investor were to sign a distribution agreement in the first stage or acquire a minority stake. This type of transaction was hinted at by Scope Fluidics in a recent presentation, and such a deal would not generate a negative effect on EPS for a potential buyer.



## DSC001 – the first project from Scope Discovery

A year has passed since the announcement of the new strategy and the decision to develop new projects within Scope Discovery. Given the company's stated 12-month project evaluation period to decide on further development, we assumed that the first project selected for further development could be revealed in mid-2024. On Friday, June 21, Scope Fluidics announced the selection of the DSC001 project for further development as an SPV, meaning that the project had to be one of the first evaluated under the auspices of Scope Discovery. The SPV, which will be a 100% subsidiary of Scope Fluidics, should be established by the end of August 2024.

The DSC001 project aims to develop a product that will enable the prevention and ongoing diagnosis of people at risk of stroke. The product will consist of a device and integrated software using Al algorithms. According to preliminary assumptions, the end user of the product will be individuals, but other scenarios are also possible.

Scope Fluidics presented its arguments for choosing this project for further development during the webinar. First of all, the management, after consultations with the medical community, identified a large market need, currently unmet. The market size in the US and EU is estimated at USD 4bn, and is growing at a high single-digit rate. Another argument is that there is little competition when it comes to the technologies being developed, and there are ample patent opportunities. DSC001 will be a different product from the company's two previous projects (PCR | ONE and BacterOMIC); it will not be a typical diagnostic system using microfluidic technology, and the sales and registration model will be different. Registration in the EU will take place for the MDR procedure (Medical Devices Regulation) and the registration of analyzers is currently being undertaken for the IVDR procedure (In Vitro Diagnostic Regulation). The timing of both is quite similar, at 9-18 months.

DSC001 is at an early stage of development. The R&D budget for the first 12 months is PLN 4m. Scope estimates the development time required to begin the certification process at five years.

According to strategic assumptions, Scope Discovery plans to select yet another project for further development by the end of 2025E. We do not rule out that this could happen later this year, but an announcement only in 2025E is more likely. Scope Fluidics' strategy is to sell new projects on a regular basis from 2028/29E, so new projects should be launched regularly each year.

# Financial forecasts

Figure 8. Scope Fluidics financial forecasts 2020-2027E

Rachunek wyników (PLNm)	2020	2021	2022	2023	2024E	2025E	2026E	2027E
Przychody	0.0	0.0	0.4	0.5	0.4	1.0	1.2	0.0
Koszty	-8.9	-10.7	-25.2	-29.1	-29.7	-35.2	-63.8	-51.8
Pozostała działalność operacyjna	3.5	0.5	0.0	-0.1	0.0	0.0	0.0	0.0
EBITDA	-5.1	-9.8	-24.2	-27.6	-28.1	-32.7	-61.0	-50.0
EBIT	-5.4	-10.2	-24.8	-28.7	-29.3	-34.2	-62.6	-51.8
Przychody (koszty) finansowe	0.0	-1.5	419.9	10.0	6.1	37.8	634.9	264.8
Zysk brutto	-5.4	-11.7	395.1	-18.7	-23.1	3.6	572.3	213.0
Podatek	0.0	0.0	-69.1	-0.1	-0.2	0.0	4.0	1.5
Działalność zaniechana	0.0	-4.9	-7.6	0.0	0.0	0.0	0.0	0.0
Zysk netto	-5.4	-16.6	318.5	-18.8	-23.3	3.7	576.2	214.5
EPS (PLN)	-2.2	-6.2	117.7	-6.9	-8.5	1.3	211.4	78.7
Marża EBITDA (%)	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Marża EBIT (%)	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Marża netto (%)	n.m.	n.m.	n.m.	n.m.	n.m.	366.7%	n.m.	n.m.
ROE	-28.1%	-110.5%	187.5%	-9.1%	-33.6%	6.2%	169.5%	38.3%
Bilans (PLN m)	2020	2021	2022	2023	2024E	2025E	2026E	2027E
Aktywa trwałe	14.0	7.0	9.5	11.0	12.7	13.8	15.4	16.8
Rzeczowe aktywa trwałe	0.6	0.4	0.3	1.9	3.5	5.0	6.5	7.9
Aktywa z tytułu prawa do użytk.	1.4	1.5	2.4	2.2	2.2	1.7	1.7	1.7
Wartość firmy	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Wartości niematerialne i prawne	11.8	5.0	6.1	6.4	6.5	6.6	6.7	6.7
Pozostałe	0.1	0.2	0.7	0.5	0.5	0.5	0.5	0.5
Aktywa obrotowe	28.0	45.7	336.7	90.5	65.9	68.8	626.2	505.4
Zapasy	0.4	0.3	0.7	0.7	0.7	0.7	0.7	0.7
Należności handlowe	1.8	1.2	4.4	2.6	2.7	3.1	5.7	4.6
Środki pieniężne i ekwiwalenty	25.7	18.1	331.6	66.3	41.7	44.0	598.9	479.2
Pozostałe aktywa obrotowe	0.0	26.1	0.0	20.9	20.9	20.9	20.9	20.9
Aktywa razem	41.9	52.7	346.2	101.5	78.7	82.6	641.5	522.2
Kapitał własny	23.4	6.7	333.0	80.9	57.6	61.3	618.7	500.0
Mniejszości	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Zobowiązania długoterm.	15.7	17.3	8.2	14.4	14.9	14.9	14.9	14.9
Kredyty i pożyczki	1.2	1.2	1.9	1.5	2.0	2.0	2.0	2.0
Pozostałe zobow. długoterm.	14.5	16.1	6.3	12.9	12.9	12.9	12.9	12.9
Zobowiązania krótkoterminowe	2.8	28.7	4.9	6.1	6.2	6.4	7.9	7.3
Kredyty i pożyczki	0.3	20.2	0.6	0.9	0.9	0.9	0.9	0.9
Zobowiązania handlowe	0.6	0.3	0.5	1.5	1.5	1.8	3.2	2.6
Pozostałe zobow. krótkoterm.	1.9	8.2	3.8	3.8	3.8	3.8	3.8	3.8
Pasywa	41.9	52.7	346.1	101.5	78.7	82.6	641.5	522.2
Dług netto	-24.2	3.2	-329.1	-84.8	-59.7	-62.1	-616.9	-497.2
Dług netto/EBITDA (x)	4.7	-0.3	13.6	3.1	2.1	1.9	10.1	10.0
Rachunek przepływów pieniężnych (PLN m)	2020	2021	2022	2023	2024E	2025E	2026E	2027E
Przepływy operacyjne	-9.7	-21.4	-28.2	-19.1	1.2	1.2	0.5	2.3
Zysk netto	-5.4	-16.6	318.5	-18.8	-23.3	3.7	576.2	214.5
Amortyzacja	0.3	0.4	0.6	1.1	1.2	1.4	1.6	1.8
Zmiana kapitału obrotowego	-1.6	2.2	-9.1	8.4	0.0	-0.2	-1.1	0.5
Pozostałe	-2.9	-7.4	-338.2	-9.8	23.3	-3.7	-576.2	-214.5
Przepływy inwestycyjne	-2.8	-3.3	371.1	-12.0	-26.3	1.1	573.1	211.3
Przepływy finansowe	19.9	17.9	-30.3	-234.2	0.5	0.0	-18.8	-333.2
Gotówka na początek okresu	18.3	25.7	18.9	331.6	66.3	41.7	44.0	598.9
Gotówka na koniec okresu	25.7	18.9	331.6	66.3	41.7	44.0	598.9	479.2
DPS (PLN)	0.0	0.0	0.0	85.6	0.0	0.0	6.9	122.2

Source: Company, IPOPEMA Research



This document has been prepared by IPOPEMA Securities S.A. with its registered seat in Warsaw, Próżna 9, 00-107 Warsaw, Poland, entered into the Register of Entrepreneurs of the National Court Register maintained by the District Court for the City of Warsaw, XII Commercial Division of the National Court Register under entry number KRS 0000230737, the initial capital and paid capital in the amount of PLN 2.993.783,60, NIP 5272468122, www.ipopema.pl. IPOPEMA Securities S.A. is supervised by the Polish Financial Supervision Authority (Komisja Nadzoru Finansowego), Piękna 20, 00-549 Warsaw, Poland.

This document was prepared by IPOPEMA Securities S.A. for information purposes only. This document is addressed to IPOPEMA Securities S.A. clients entitled to receive it on the basis of contracts for the provision of services. This document, using mass media distribution channels, may also reach other investors. It has been produced independently of the company mentioned in this document and any forecasts, opinions and expectations are entirely those of IPOPEMA Securities S.A. Unless otherwise specified, the estimates and opinions contained in the document constitute an independent assessment of IPOPEMA Securities S.A. analysts preparing the document as of the date of issuing the document.

IPOPEMA Securities S.A. prepared this document with the preservation of all adequate diligence, thoroughness and reliability on the basis of publicly available information which IPOPEMA Securities S.A. believes to be reliable. The sources of data are primarily: Bloomberg, Reuters, EPFR, Polska Agencja Prasowa, WSE, Główny Urząd Statystyczny, Narodowy Bank Polski, financial press, online financial and economic services. While due diligence has been taken by IPOPEMA Securities S.A. to ensure that the facts stated herein are accurate and than any forecasts, opinions and expectations contained herein are fair and reasonable, IPOPEMA Securities S.A. has not independently verified all the information given in this document. Accordingly, no representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information and opinions contained in this document. The opinions expressed in the document can change without notice and IPOPEMA Securities S.A. is under no obligation to keep these opinion current. None of the IPOPEMA Securities S.A. or any other person accepts any liability whatsoever for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection therewith provided that IPOPEMA Securities S.A. has been exercised due diligence and integrity during its preparation. This document may be sent to the mass media, however its copying or publishing in whole or in part as well as dissemination of information enclosed to it is allowed only with prior permission of IPOPEMA Securities S.A. This document nor any copy hereof is not to be distributed directly or indirectly in the United States, Australia, Canada, Serbia or Japan, subject to the following section.

Important disclosures for U.S. Persons: Auerbach Grayson & Company Inc. may distribute this document in the U.S. This document is provided for distribution to Major U.S. Institutional Investors in reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended and may not be furnished to any other person in the U.S. Each Major U.S. Institutional Investor that receives this document shall not distribute or provide it to any other person. Under no circumstances should any U.S. recipient of this document effect any transaction to buy or sell securities or related financial instruments based on the information provided in this document should do so only through Auerbach Grayson & Company Inc. 25 West 45th Street, Floor 16, New York, NY 10036 U.S. which is a registered broker dealer in the U.S. IPOPEMA Securities S.A. is not a registered broker-dealer in the U.S. and, therefore, is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. IPOPEMA Securities S.A. and its research analysts are not associated persons of Auerbach Grayson & Company, nor are they affiliated with Auerbach Grayson & Company. The author of this document whose name appears in this document is not registered or qualified as a research analyst with the Financial Industry Regulatory Authority ("FINRA"), is not subject to the SEC rules on research analysts and is not subject FINRA's rules on debt research analysts and debt research reports, equity research analysts and equity research reports. U.S. recipients should take into account that information on non-U.S. securities or related financial instruments discussed in this document may be limited. The financial instruments of non-U.S. issuers may not be registered with, or be subject to the regulations of, the SEC. Foreign companies may not be subject to audit and reporting standards and regulatory requirements comparable to those in effect within the U.S.

This document does not constitute any offer to sell or induce any offer to buy or sell any financial instruments, cannot be relied on in connection with any contract or liability and does not constitute advertising or promotion of a financial instrument or the company. Investment decisions should only be made on the basis of a prospectus or other publicly available information and materials.

The document was prepared without taking into account the needs and situation of the recipients of the document. When preparing the document, IPOPEMA Securities S.A. does not examine the recipient's investment objectives, risk tolerance level, time horizon and financial standing of the investors. The company or the financial instruments discussed in the document may not be suitable for the users of the document, i.e. it may not be suitable for the specific objectives and time horizon or the financial situation. Information included in the document cannot be regarded as a substitute for obtaining investment advice service. The value of financial instruments may fluctuate, including declines. Changes in FX rates may have an adverse effect on the value of investments. The investment in financial instruments is linked to investment risks including loss of entire or part of the invested capital. Past performance is not necessarily indicative of future results. IPOPEMA Securities S.A. points out that the price of financial instruments is affected by many different factors that are or may be independent of the company and the results of its operations. These include, among others changing economic, legal, political and tax conditions. IPOPEMA Securities S.A. may have issued in the past or may issue other documents in the future, presenting other conclusions, not consistent with those presented herein document. Such documents reflect different assumptions, points of view and analytical methods adopted by the analysts preparing them.

Investors should be aware that IPOPEMA Securities S.A. or its related entities may have a conflict of interest that could affect this document's objectivity. The investor should assume that IPOPEMA Securities S.A. or its related entities may provide services in favour of the company and obtain remuneration on this account. They may also have another financial interest with respect to the company. IPOPEMA Securities S.A. or its related entities may seek to do business with the company or other entities mentioned in this document. IPOPEMA Securities S.A. has an organizational structure and internal regulations in place to ensure that the client's interests are not compromised in the event of a conflict of interests, in relation to preparing this document. Conflict of interest management policy is available on the website at <a href="https://www.ipopemasecurities.pl/analizy-i-rekomendacje.p162">https://www.ipopemasecurities.pl/analizy-i-rekomendacje.p162</a>. This document was prepared irrespective and independently of the interests of IPOPEMA Securities S.A., the company that is the subject of this document and holder of financial instrument issued by aforementioned company. IPOPEMA Securities S.A., its shareholders, employees and associates may hold long or short positions in the company's financial instruments or other financial instruments related to the company's financial instruments.

Information on the conflict of interest arising in connection with the preparation of the document (if any) is provided below.

On the order of the Warsaw Stock Exchange S.A. ("WSE"), IPOPEMA Securities S.A. creates analytical materials for the following companies: Marvipol Development S.A., Medicalgorithmics S.A., Miraculum S.A., ML System S.A., Scope Fluidics S.A., Sunex S.A., VIGO Photonics S.A. The WSE has proprietary copyrights to these materials. For the preparation of IPOPEMA Securities S.A. receives remuneration from the WSE. Information on the program is available on the website <a href="https://www.gpw.pl/gpwpa">https://www.gpw.pl/gpwpa</a>.

On the order of the Bursa de Valori Bucuresti S.A. ("BVB"), IPOPEMA Securities S.A. creates analytical materials for the following companies: Bittnet Systems S.A., Impact Developer & Contractor S.A., OMV Petrom S.A. and Safetech Innovations S.A. The BVB has proprietary copyrights to these materials. For the preparation of IPOPEMA Securities S.A. receives remuneration from the BVB.

IPOPEMA Securities S.A. uses a number of valuation methodologies including discounted cash flows models (such as discounted operating earnings or dividend discount model), and earnings and cash-flow based models, which are often related to comparisons with selected peer companies. Cash flow models encapsulate the cash streams forecast to flow to a company, and are widely used in the investment industry. Peer comparisons factor in amongst other factors, differential growth rates, and indicate how expensive one company might appear relative to a chosen comparator. The subjective opinions of the report's author or authors, formed by their knowledge and experience, play a significant role in the valuation. Also included are assumptions on numerous economic variables, particularly interest rates, inflation and exchange rates and varying these assumptions could results in significantly different opinions. The strength of the earnings and cash flow based models is the closer attention to a company on a standalone basis, and tying the valuation to its fundamental value. The weakness of such method is the number of assumptions, which need to be adopted and resulting sensitivity to those assumptions. The peer comparisons methods are less dependent on the analyst's judgment as to the individual parameters, however the problem with this method appears when the peer comparator is over- or undervalued. Moreover, leading multiples (based on the future earnings, book values, operating profit or cash flows) include an analyst's estimate of those values.

This document was not transferred to the company prior to its publication. This document was prepared according to the author's own view, assumptions and knowledge.

Recommendations issued by IPOPEMA Securities S.A. they are valid for a period of 12 months from the date of issue, unless they are updated during this period. IPOPEMA Securities S.A. updates the issued recommendations depending on the market situation and subjective analysts' assessment. In the last 12 months IPOPEMA Securities S.A. has not prepared any recommendation concerning the company.

This document is an investment research within the meaning of Art. 36 par. 1 of the Commission Delegated Regulation (EU) 2017/565.

List of all recommendations regarding any financial instrument or issuer that have been disseminated within the last 12 months by IPOPEMA Securities S.A. is available on the website at <a href="https://www.ipopemasecurities.pl/analizy-i-rekomendacje.p162">https://www.ipopemasecurities.pl/analizy-i-rekomendacje.p162</a>.



The date and the time stated on the front page is the date of the preparation of this document. The price used throughout the recommendation to calculate adequate ratios is the "last" price stated on the front page of this document.

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.

The author of this document has no conflict of interest with the company that is the subject of this document. The point of view expressed in the document reflects the personal opinion of the author of the document on the analyzed company and its financial instruments. Investors should be aware that flexible part of the author's compensation may depend on general financial performance of IPOPEMA Securities S.A.

IPOPEMA Securities S.A. shall act with due diligence, honestly, fairly, professionally and in accordance with the provisions of the applicable law.

IPOPEMA Securities S.A. does not guarantee achieving the investor's investment objective, the performance of company or prospective prices referred to herein.

When applying ratings for companies following criteria are used with regards to the difference between IPOPEMA's FV and company's price at the date of recommendation:

Rating	Difference between FV and price at recommenda				
Buy				Above 10%	
Hold			In between (and including) -10% and 10%		
Sell				Below -10%	
IPOPEMA Research - Distribution	on by rating category (1 January – 31 March 2024)				
		١	lumber	%	
Buy		12		75%	
Hold		3		19%	
Sell		1		6%	
Total		16		100%	
Rating History – Scope Fluidics					
Date	Recommendation	Fair Value	Price at recommendation	Author	
11.09.2023	BUY	PLN 235.8	PLN 166.0	Łukasz Kosiarski	
15.11.2023	BUY	PLN 230.2	PLN 165.0	Łukasz Kosiarski	
30.06.2024	BUY	PLN 235.4	PLN 164.6	Łukasz Kosiarski	

