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Haitong Bank in a report from 8th May initiates coverage of Atal with NEUTRAL (FV at PLN 46.55ps), maintains BUY on Dom Development (FV up 7% to PLN 98.70ps), raises LC Corp from Neutral to BUY (FV up 9% to PLN 3.23ps) and upgrades Ronson to NEUTRAL (FV down 2% to PLN 1.40ps).

**Valuation Methodology**

Haitong Bank analysts use a scenario analysis to arrive at what they consider to be a conservative pipeline value. Their approach favors RE companies with a higher proportion of standing properties, but also rewards developers for near-term pipeline projects with secured financing and construction in progress, as both asset groups are factored into their equity valuation calculation at an estimated market value with a 100% weighting. Analysts attach a lower value to projects in extended pipelines, which are more likely to be postponed (or abandoned entirely in extreme cases).

Their fair value takes into account a developer's ability to generate value via new projects. To account for varying levels of risk, analysts have adopted a scenario approach using: 1) a truncated pipeline; and 2) an extended pipeline. As all the companies from Haitong Bank's residential coverage universe offer relatively solid balance sheets and proven access to external funding, analysts believe they are unlikely to face any difficulties financing their development pipeline and servicing debt requirements in the quarters ahead. Combined with relatively favorable macro prospects going forward, they apply a significantly higher weight to their extended pipeline scenario (75%) versus the truncated pipeline scenario (25%) across the board.

The truncated pipeline scenario takes into consideration only projects that are currently standing or under construction, meaning that the financing has been secured and the company is actively working on the site.

The extended pipeline scenario takes into consideration all projects that the company has in its pipeline that are expected to be finalized in the next three years (to add comparability) and also includes a terminal value.

In both scenarios, analysts also add the estimated value of the secured land bank, as well as capital expenditures on particular projects to date.

The estimated fair value for Atal (initiated with a NEUTRAL rating) stands at PLN 46.55 per share, implying 6.5% upside.

The estimated fair value for Dom Development (BUY rating maintained) stands at PLN 98.70 per share (raised by 6.8%), implying 13.7% upside.

The estimated fair value for LC Corp (rating upgraded to BUY) stands at PLN 3.23 per share (raised by 9.5%), implying 19.2% upside.

The estimated fair value for Ronson (rating upgraded to NEUTRAL) stands at PLN 1.40 per share (lowered by 2.1%), implying 9.4% upside.

**Risks to Fair Value**

**Atal**

- weaker/stronger than expected pick-up in dwellings prices across the country's main agglomerations going forward
- stronger/weaker than anticipated pick-up in construction costs, hitting the firm's gross margins going forward
- abnormal delays in project realizations, linked to the growing shortage of a construction workforce across the country
- mounting problems/delays in obtaining legal permits for the schemes in the pipeline
- earlier/later than-originally-anticipated base interest rate hike in Poland, hitting housing pre-sales volumes
- tightening/easing of mortgage lending availability / material increase/decrease in the margins on mortgage loans in the country
- difficulties in the purchase of attractively located land plots at reasonable prices

- stronger/weaker than expected increase in land prices in the years ahead, affecting the company's gross margins
- potential share capital increase within the statutory capital (such option available) putting downward pressure on the stock price
- limited funding availability for the company / potential difficulties in debt rollover
- stronger/weaker than originally anticipated downward pressure on residential rental rates in the main PL cities, linked to potential acceleration of the government cheap flats for rent Mieszkanie+ program in the mid-term
- material downturn in domestic economy / falling consumer confidence
- potential costs related to pending tax control (trademark related)
- potential ABB from the main shareholder
- limited free-float

#### **Dom Development**

- weaker than expected pick-up to apartment prices across the country's main agglomerations going forward
- stronger than anticipated pick-up in construction costs, hitting the firm's gross margins going forward
- abnormal delays in the projects realization, linked to a growing shortage of construction workforce across the country
- mounting problems/delays in obtaining legal permits for the schemes in the pipeline
- earlier than originally anticipated base interest rate hike in Poland, hitting housing pre-sales volumes
- tightening of mortgage lending availability or a material increase in the margins on mortgage loans in the country
- abnormally high volume of new housing projects hitting the market or fast-growing competition
- difficulties in the purchase of attractively located land plots at reasonable prices
- stronger than expected increase in land prices in the years ahead, affecting the company's gross margins
- limited funding availability for the company or potential difficulties in debt rollover
- stronger than originally anticipated downward pressure on residential rental rates in the main PL cities, linked to potential acceleration of the government cheap flats for rent Mieszkanie+ program in the midterm
- material downturn in domestic economy or falling consumer confidence

#### **LC Corp**

- loss of anchor tenants in commercial properties / deterioration of key rental agreements' terms following lead s/holder Leszek Czarnecki exit from the firm (companies controlled by Mr. Czarnecki comprise key tenants in most of LCC's standing office projects at present)
- difficulties in renting out of under-construction office schemes given a lack of demand from former lead s/holder related entities
- earlier than-originally-anticipated base interest rate hike in Poland, hitting housing pre-sales volumes
- tightening of mortgage lending availability / material increase in the margins on mortgage loans in the country
- abnormally high volume of new housing projects hitting the market / fast-growing competition
- abnormally high supply of new office space in Polish main agglomerations, putting downward pressure on rental rates
- fall in demand for commercial properties in the country, pushing up real estate yield levels
- unfavorable FX movements (PLN as accounting currency, portfolio of yielding assets values in EUR; PLN strengthening hitting the firm's revaluation result)
- difficulties in the purchase of attractively located land plots at reasonable prices
- delays in obtaining legal permits for the schemes in the pipeline / delays in the projects realization
- limited funding availability for the company / potential difficulties in debt rollover
- potential material pressure on residential rental rates in the main PL cities, linked to the planned kick-off of the government cheap flats for rent Mieszkanie+ program in the mid-term

**Ronson**

- weaker than expected pick-up to apartment prices across the country's main agglomerations going forward
- stronger than anticipated pick-up in construction costs, hitting the firm's gross margins going forward
- earlier than originally anticipated hike in Polish base interest rates, hitting housing pre-sales volumes
- tightening of mortgage lending availability or material increase in the margins on mortgage loans in the country
- difficulties in the purchase of attractively located land plots at reasonable prices
- delays in obtaining legal permits for the schemes in the pipeline
- limited funding availability for the company or potential difficulties in debt rollover
- stronger than anticipated downward pressure on residential rental rates in the main PL cities, linked to potential acceleration of the government cheap flats for rent Mieszkanie+ program in the mid-term
- material downturn in domestic economy or falling consumer confidence

**Upside risks:**

- stronger-than-assumed increase in dwellings prices in the primary market
- weaker than anticipated pick-up in construction costs in the years ahead
- later than originally anticipated increase to PL base interest rates
- visible fall in the supply of new residential projects in the domestic market
- purchase of attractively located land plot at a low price, allowing for realization of a solid developer margin, without causing liquidity issues
- speed up in the process of projects realization
- material acceleration in the domestic economy and visibly growing consumer confidence

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