VIGO System

Awaiting a breakthrough

We expect VIGO to deliver in 2021E PLN 67.6m in revenues (up 26% y/y, in line with the strategic target) and PLN 25.2m of norm. net income (up 39% y/y). VIGO is on the path to deliver 5Y CAGR of 22% (2016-21E) with regular improvements each year. According to the strategy update published in June 2021, the management targets 2021-23E revenue CAGR at the same 22% level as in the past years, which could be perceived as slightly disappointing, considering the company's change towards a more aggressive investment strategy (CAPEX at PLN 30-40m annually, full allocation of cash to end of investment). Nevertheless, we stress the challenging base for 2022E (record high 2021E sales in the military segment). We also highlight that the current investment program is only partially visible in the top line, as VIGO still has not started delivering major volumes of affordable detectors and materials for the photonics, and thus its impact remains marginal. We believe that management's calculations do not include large potential contracts with high utilization of production capacity in the short term, which presents upside potential. With regard to new investments, we expect them to bear fruit more in the long-term perspective, and therefore we increase our Terminal Growth Rate assumption to 4%, up from 3%. The company trades on our forecasts at a P/E of 19.7x and 17.5x in 2021/22E. We maintain our BUY recommendation, setting the FV at PLN 750.0 (10% upside), down from PLN 850.0.

Updated strategy, ESOP program and mid-term outlook

We believe that VIGO's strategy is strongly geared toward long-term growth; however, 2021-23E financial targets (the targets of new ESOP established in September 2021) at PLN 100m in revenues and PLN 60m in adj. EBITDA in 2023E are present more evolutionary improvements, with major new products still in the preproduction stages. In 2022E we expect VIGO to deliver PLN 79.4m in revenues and PLN 28.6m in norm. net income (up 18% and 14% y/y, respectively), driven by strong sales in industry (up 25% y/y) and a slow-down in military (down 33% y/y) as well as wage pressure on the cost side. In 2023E we forecast VIGO to deliver PLN 107.0m in revenues and PLN 38.0m in norm. net income (up 35%/33% y/y), driven by industry, medicine and materials for photonics. We assume full dilution from the 2021-23E ESOP program.

Semiconductor materials segment

On 23 November VIGO contracted for the delivery of a new epitaxy machine for EUR 5.4m (PLN 25m). The machine is likely to start operating at the beginning of 2023E (installation in 2H22E). We estimate the sales potential from two machines at PLN 80-100m annually (standard utilization, maximum likely 1.5x higher). Despite increased investments, we only slightly increase our forecast for 2022E revenues to PLN 9.1m (in line with management's target), as the company is still in the prototyping phase. In long-term we forecast 60% of two-machine capacity to be utilized, which translates to PLN 60m in segmental revenues in 2026E (28% of VIGO revenues), with norm. net income margin at 30%.

Figure 1. Summary of financial data (PLN m)

	2019	2020	2021E	2022E	2023E	2024E
Revenues	42.9	53.5	67.6	79.4	107.0	138.0
EBITDA	18.6	26.5	33.0	37.3	53.9	66.3
Norm. net income	13.9	18.1	25.2	28.6	38.0	49.1
EV/EBITDA (x)	17.0	17.4	17.3	16.7	11.5	8.8
P/E (x)	19.6	22.8	19.7	17.5	13.2	10.5
DY	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Source: Company, IPOPEMA Research

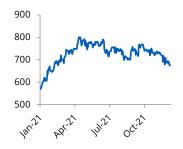
TMT | Technology

VIGO SYSTEM

BUY FV PLN 750.0 from PLN 850.0

10% upside

Price as of 9 December 2021 PLN 682.0 maintained



Share data

Number of shares (m)	0.7
Market cap (EUR m)	109.8
12M avg daily volume (k)	0.3
12M avg daily turnover (EUR m)	0.1
12M high/low (PLN)	818.0/555.0
WIG weight (%)	0.1
Reuters	VGOP.WA
Bloomberg	VGO PW

Total performance

1M	-6.3%
3M	-7.8%
12M	+18.6%

Shareholders

Warsaw Equity Management	14.3%
Józef Piotrowski	11.9%
TFI Investors SA	9.7%
Janusz Kubrak	6.6%
Mirosław Grudzień	5.1%
Pozostali	46.6%

Analyst

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						P&L (PLN m)	2019	2020	2021E	2022E	2023E	2024E
VIGO System	1					Revenues	42.9	53.5	67.6	79.4	107.0	138.0
-				5		COGS	-15.9	-17.8	-22.6	-29.7	-46.0	-62.9
BUY				FV PLI	N 750	Gross profit	27.0	35.6	45.0	49.7	61.0	75.1
Mkt Cap EUR 109.8m				upsid	e +10%	Selling costs	-2.4	-3.4	-3.8	-4.4	-5.8	-7.3
						G&A costs	-12.2	-15.9	-20.0	-21.8	-26.4	-29.2
Valuation multiples	2020	2021E	2022E	2023E	2024E	Other operating income net	1.6	3.8	4.9	5.4	9.6	10.8
P/E (x)	22.8	19.7	17.5	13.2	10.5	EBITDA	18.6	26.5	33.0	37.3	53.9	66.3
EV/EBITDA (x)	17.4	17.3	16.7	11.5	8.8	Norm. EBITDA	17.1	24.5	30.0	30.9	43.2	54.4
EV/Sales (x)	7.9	7.7	6.5	4.6	3.5	EBIT	14.0	20.2	26.1	28.9	38.4	49.4
P/BV (x)	4.1	3.7	3.0	2.5	2.1	Financial income (cost) net	-0.1	-2.1	-0.9	-0.4	-0.3	-0.3
FCF yield (%)	2.0%	0.0%	1.6%	3.9%	9.7%	Pre-tax profit	13.9	18.1	25.2	28.6	38.0	49.1
DY (%)	0.0%	0.0%	0.0%	0.0%	0.0%	Income tax	0.0	14.5	9.7	2.4	-0.6	-2.5
Dayahara	2020	20215	20225	20225	20245	Net profit	13.9	32.5	34.9	31.0	37.4	46.7
Per share No. of shares (m units)	2020 0.7	2021E 0.7	2022E 0.7	2023E 0.7	2024E 0.8	Norm. Net profit*	13.9	18.1	25.2	28.6	38.0	49.1
norm. EPS (PLN)	24.8	34.5	38.9	51.5	64.8	BALANCE SHEET (PLN m)	2019	2020	2021E	2022E	2023E	2024E
BVPS (PLN)	138.0	183.8	224.5	273.9	328.5	Non-current assets	98.8	129.1	178.7	229.0	247.5	265.1
FCFPS (PLN)	11.6	-0.1	10.9	26.3	61.5	Goodwill and intangible assets	12.4	14.9	13.4	47.4	53.0	63.6
DPS (PLN)	0.0	0.0	0.0	0.0	0.0	Expenditures on R&D	16.7	24.7	42.4	50.8	61.0	67.1
- v· · /	3.0	3.0	3.0	3.0	3.0	Investments in associates	2.3	4.3	4.7	4.7	4.7	4.7
Change y/y (%)	2020	2021E	2022E	2023E	2024E	tangible assets	67.5	70.7	94.0	99.5	102.8	106.2
Revenues	24.6%	26.4%	17.6%	34.7%	29.0%	Deferred tax assets	0.0	14.5	24.2	26.5	25.9	23.5
EBITDA	42.3%	24.7%	12.9%	44.5%	23.1%	Other non-current assets	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	44.3%	28.9%	11.0%	32.5%	28.7%	Current assets	28.9	38.0	46.5	54.0	77.8	111.1
Norm. net profit	30.3%	39.2%	13.5%	33.1%	29.1%	Inventories	6.9	9.2	9.9	11.6	15.3	19.3
						Trade receivables	7.1	9.9	10.8	12.6	17.0	22.0
Leverage and return	2020	2021E	2022E	2023E	2024E	Cash and equivalents	12.8	13.2	14.1	18.7	34.3	58.4
Gross margin (%)	66.6%	66.5%	62.6%	57.0%	54.4%	Other current assets	2.1	5.6	11.7	11.1	11.2	11.4
EBITDA margin (%)	49.5%	48.9%	46.9%	50.4%	48.1%	Total assets	127.7	167.1	225.2	282.9	325.4	376.2
EBIT margin (%)	37.8%	38.6%	36.4%	35.9%	35.8%	Equity	68.1	100.6	134.0	164.9	202.4	249.0
Norm. net margin (%)	33.8%	37.3%	36.0%	35.6%	35.6%	Non-current liabilities	47.1	49.6	73.5	99.2	101.7	103.3
Net debt / EBITDA (x)	0.7	0.9	0.6	-0.1	-0.6	Loans and borrowings	26.8	24.1	33.6	29.6	25.6	20.6
Net debt / Equity (x)	0.2	0.2	0.1	0.0	-0.1	Other non-current liabilities	20.3	25.5	39.8	69.6	76.1	82.6
Net debt / Assets (x)	0.1	0.1	0.1	0.0	-0.1	Current liabilities	12.5	16.9	17.8	18.8	21.3	23.9
ROE (%)	21.5%	21.5% 12.8%	19.1%	20.7% 12.5%	21.8%	Trade payables	1.6 6.5	1.7 6.4	2.9 7.1	3.6 6.6	5.7 6.1	7.7 5.6
ROA (%) ROIC (%)	12.3% 19.8%	16.6%	11.2% 13.1%	14.5%	14.0% 18.0%	Loans and borrowings Other current liabilities	4.5	8.7	7.1	8.5	9.5	10.5
NOIC (%)	13.070	10.070	13.170	14.570	10.070	Equity & liabilities	127.7	167.1	225.2	282.9	325.4	376.2
IR detectors	2020	2021E	2022E	2023E	2024E	Cash conversion cycle (days)	2.6	79.4	72.4	66.4	65.4	64.4
Revenues	51.5	63.8	70.3	90.6	110.9	Gross debt (PLN m)	33.3	30.6	40.8	36.3	31.8	26.3
Industry	23.6	30.3	37.8	45.4	53.6	Net debt (PLN m)	20.5	17.3	26.6	17.6	-2.5	-32.1
Military	13.4	21.0	14.1	16.2	18.3							
Transport	6.2	8.0	9.0	10.0	10.7	CASH FLOW (PLN m)	2019	2020	2021E	2022E	2023E	2024E
Medicine and Science	7.8	4.0	4.6	9.2	11.5	Operating cash flow	15.4	21.2	26.2	29.1	38.0	48.4
Others	0.4	0.4	0.5	0.5	0.5	Pre-tax profit	13.9	18.1	25.2	28.6	38.0	49.1
Affordable d. module	0.0	0.0	4.3	9.3	16.4	D&A	4.6	6.2	6.9	8.3	15.5	16.9
EBIT	19.3	25.1	26.2	34.1	41.7	Change in WC	-1.6	-5.1	-1.2	-2.8	-6.2	-7.0
EBITDA	25.2	31.1	33.7	47.6	56.7	Other	-1.5	2.0	-4.7	-5.0	-9.4	-10.6
norm. net profit*	18.3	24.2	25.8	33.7	41.4	Investment cash flow	-31.1	-15.9	-34.9	-20.1	-17.5	-18.5
n. net profit marg.*	35.5%	37.9%	36.7%	37.3%	37.3%	Grants	8.9	10.1	20.0	36.2	17.1	18.5
					:	CAPEX excl. R&D	-32.0	-8.5	-28.3	-12.0	-10.2	-10.6
Semiconduct. mat.	2020	2021E	2022E	2023E	2024E	CAPEX on R&D	-7.4	-12.0	-18.5	-44.2	-24.5	-26.4
Revenues	1.9	3.8	9.1	16.4	27.1	Net investment in subsidiaries	-0.6	-2.5	-2.2	0.0	0.0	0.0
EBIT EBITDA	0.9	1.0	2.8	4.3	7.7	other	0.0 19.2	-3.0 - E 1	-6.0 9.9	0.0	0.0 -4.8	0.0
	1.2	1.8	3.6	6.2	9.6	Financial cash flow		-5.1		-4.5		-5.8
norm. net profit* n. net profit margin*	-0.2 -8.5%	26.8%	2.8 30.2%	4.3 26.2%	7.7 28.5%	Change in equity Change in debt	0.0 19.7	0.0 -4.7	0.0 10.2	0.0 -4.1	0.0 -4.5	0.0 -5.5
	-0.3%	∠0.6%	JU.270	20.270	20.3%	Interest paid	-0.4	-4.7 -0.4	-0.2	-4.1 -0.4	-4.5 -0.3	-5.5 -0.3
n. net pront margin						· ·					-0.3	
	วกวก	2021⊑	20225	20225	20245	Dividend	(1) (1)	0.0	\cap \cap	\cap \cap	0.0	
Cost by type	2020 -18.8	2021E	2022E	2023E	2024E	Dividend Other	0.0	0.0	0.0	0.0	0.0	
Cost by type Salaries, other benefits	-18.8	-22.4	-28.8	-37.8	-47.2	Other	0.0	0.0	0.0	0.0	0.0	0.0 0.0 24 1
Cost by type												

Source: Company data, IPOPEMA Research *net profit normalized by non-cash change in deferred tax



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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 (July 1 – September 30, 2021)					
	Number	%			
Buy	52	74%			
Hold	14	20%			
Sell	4	6%			
Total	70	100%			

Rating History – VIGO System							
Date	Recommendation	Fair Value	Price at recommendation	Author			
02.08.2019	BUY	380.0	330.0	Michał Wojciechowsk			
16.04.2020	BUY	480.0	384.0	Michał Wojciechowsk			
29.07.2020	BUY	650.0	550.0	Michał Wojciechowsk			
08.12.2020	BUY	660.0	550.0	Michał Wojciechowsk			
19.05.2021	BUY	850.0	760.0	Michał Wojciechowsk			
13.12.2021	BUY	750.0	682.0	Michał Wojciechowsk			