

FLASH NOTE

Quercus TFI -

Target Price: PLN | Close as of 02/10/2025: PLN 11.55

Analyst:

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3Q25 Results Preview

Quercus TFI is due to publish its 3Q25 results on October 20. We expect net profit of PLN 13.7 mn (+7% q/q, +73% y/y).

AuM and yield: Average AuM amounted to PLN 8.08 bn in the quarter (+11% q/q, +39% y/y). We estimate gross management fee yield declined further to 1.23% in 3Q25 (vs. 1.26% in 2Q25 and 1.34% a year ago). Average assets in Xelion were approx. 5% higher q/q.

Revenues: As a result of abovementioned factors, we estimate revenues from management fee improved 30% y/y. We also assume increase in others revenues (Xelion) by 21% y/y. We assume PLN 6.4 mn of success fee in the quarter, mostly in funds with HWM.

OPEX: We expect proportional increase in distribution costs and small decline in SG&A costs, which is an effect of accounting issues in the previous guarters.

We estimate that as of end of 3Q25 **conditional success fee** was PLN 13-14 mn (up from PLN 10.6 mn as of the end of 3Q25).

Summary of Financial Data

Revenues 34.5 50.7 48.2 -5% 40% Management fee 19.1 26.0 25.0 -4% 30% Success fee 1.4 7.0 6.4 -9% 357% Others 13.9 17.8 16.9 -5% 21% OPEX 28.6 35.9 32.3 -10% 13% Distribution 14.6 17.6 19.8 12% 35% SG&A 14.0 18.2 12.5 -31% -11% EBIT 5.8 14.9 15.9 7% 173% Net financial income 4.5 1.6 1.7 Gross profit 10.3 16.4 17.6 7% 71% Tax 2.1 3.3 3.4 Minorities 0.2 0.4 0.5	100.8 51.8	135.0	0.40/
Success fee 1.4 7.0 6.4 -9% 357% Others 13.9 17.8 16.9 -5% 21% OPEX 28.6 35.9 32.3 -10% 13% Distribution 14.6 17.6 19.8 12% 35% SG&A 14.0 18.2 12.5 -31% -11% EBIT 5.8 14.9 15.9 7% 173% Net financial income 4.5 1.6 1.7 Gross profit 10.3 16.4 17.6 7% 71% Tax 2.1 3.3 3.4	51.8		34%
Others 13.9 17.8 16.9 -5% 21% OPEX 28.6 35.9 32.3 -10% 13% Distribution 14.6 17.6 19.8 12% 35% SG&A 14.0 18.2 12.5 -31% -11% EBIT 5.8 14.9 15.9 7% 173% Net financial income 4.5 1.6 1.7 Gross profit 10.3 16.4 17.6 7% 71% Tax 2.1 3.3 3.4	01.0	69.9	35%
OPEX 28.6 35.9 32.3 -10% 13% Distribution 14.6 17.6 19.8 12% 35% SG&A 14.0 18.2 12.5 -31% -11% EBIT 5.8 14.9 15.9 7% 173% Net financial income 4.5 1.6 1.7 Gross profit 10.3 16.4 17.6 7% 71% Tax 2.1 3.3 3.4	7.9	15.8	100%
Distribution 14.6 17.6 19.8 12% 35% SG&A 14.0 18.2 12.5 -31% -11% EBIT 5.8 14.9 15.9 7% 173% Net financial income 4.5 1.6 1.7 Gross profit 10.3 16.4 17.6 7% 71% Tax 2.1 3.3 3.4	41.1	49.2	20%
SG&A 14.0 18.2 12.5 -31% -11% EBIT 5.8 14.9 15.9 7% 173% Net financial income 4.5 1.6 1.7 Gross profit 10.3 16.4 17.6 7% 71% Tax 2.1 3.3 3.4	81.2	94.2	16%
EBIT 5.8 14.9 15.9 7% 173% Net financial income 4.5 1.6 1.7 Gross profit 10.3 16.4 17.6 7% 71% Tax 2.1 3.3 3.4	40.5	53.0	31%
Net financial income 4.5 1.6 1.7 Gross profit 10.3 16.4 17.6 7% 71% Tax 2.1 3.3 3.4	40.7	41.2	1%
Gross profit 10.3 16.4 17.6 7% 71% Tax 2.1 3.3 3.4	19.5	40.8	109%
Tax 2.1 3.3 3.4	11.2	5.1	-54%
	30.8	45.9	49%
Minorities 0.2 0.4 0.5	6.0	9.0	50%
Willionties 0.2 0.4 0.5	0.9	1.3	43%
Net profit 7.9 12.8 13.7 7% 73%	23.8	35.6	49%
Key figures 3Q24 2Q25 3Q25E q/q y/y	9M24	9M25E	y/y
Average AuM (PLN mn) 5 813 7 315 8 083 11% 39%	5 281	7 397	40%
AuM (eop, PLN mn) 6 002 7 592 8 605 13% 43%	6 002	8 605	43%
Net flows (PLN mn) 400 275 811 195% 103%	1 216	1 585	30%
AuM yield (gross) 1.34% 1.26% 1.23% -3% -9%	1.38%	1.25%	-9%
Distribution / revenues* 44% 40% 47%	44%	45%	
SG&A/ revenues 41% 36% 26%	40%	30%	
Effective tax rate 20.8% 19.8% 19.5%	19.5%	19.6%	

Source: Erste Group Research. *excl. success fee







Opinion. Positive. The company's results have been supported by growth in AuM and the robust performance of its flagship funds. The question now is no longer whether the company's net income will exceed PLN 50 mn this year, but by how much.

Based on our estimates, the current AuM enables Quercus to generate around PLN 40 mn of recurring net income without a success fee. As the company has proven its ability to generate alpha in different market conditions, we believe it is reasonable to expect a net income of over PLN 50 million next year, which would give a forward P/E ratio of around 10x.







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Company	ISIN	5% of the share	for	of investment firms	about the production	production of	offering over the	issuer prior its	issued share	the issued share	the issued share
, ,		capital of issuer or	issuer/instrumen	over the previous 12	of analyses	analyses	previous 12 months	publication	capital of the	capital of issuer	capital of issuer
		vice verca	ts	months					issuer		
Quercus TFI	PLQRCUS00012										

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