Quercus TFI

(Buy, TP PLN 13.7)

As of April 13th, 2026

2Q26 net profit 16% above our estimates.

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Quercus TFI released 2Q26 figures with the following highlights:

- **2Q26 net profit** of Quercus TFI came in at PLN 22.2m (74% y/y, 38% q/q) and was 16% above our estimates (PLN 19.2m). Earnings beat was driven by higher than expected revenues (+6% vs. our estimates due to better management fee and revenues from purchase/redemption orders) and slightly better net financial income. Opex came broadly in line with our estimates (+1% vs. our expectations).
- Total **revenues** in 2Q26 amounted to PLN 66m (31% y/y, 18% q/q) and were 6% above our expectations. Management fee (incl. reported success fee) increased 24% y/y (19% q/q) and revenues from purchase/redemption orders went up 55% y/y (10% q/q). Share of low margin debt funds in total AUM declined to 69% on average (vs. 70.5% in 1Q26 and 69% in 2Q25).
- In 2Q26 reported **success** fee came in at PLN 13.5m (vs. PLN 7.9m in 1Q26 and PLN 7.0m in 2Q26). Provision for success fee amounted to PLN 9.4m (vs. PLN 0m in 1Q26 and PLN 10.6m in 2Q25).
- **Total costs** in 2Q26 came in at PLN 40m (11% y/y, 7% q/q) and came broadly in line with our estimates, although with higher than expected staff costs and lower distribution costs. Distribution costs went up 37% y/y, staff costs increased 27% y/y and external services costs grew 5% y/y.
- At the end of 2Q26 **AUM** of Quercus TFI came in at PLN 9,601m (26% y/y, 7% q/q). Y/y growth was largely driven by rising assets of *QRS Global Balanced* (146% y/y), *QRS Dłużny Krótkoterminowy* (36% y/y) and *QRS Obligacji Skarbowych* (75% y/y).. Quarterly growth of total assets was driven by rising AUM of *QRS Global Balanced* (47% q/q), *QRS Dłużny Krótkoterminowy* (6% q/q) and *QRS Agresywny* (10% q/q).
- In 2Q26 **net flows** to Quercus TFI amounted to PLN +266m (vs. PLN -6m in 1Q26, PLN 1,663m in FY 2025 and PLN 504m in FY 2024).
- **Meeting with the Management** – today, 10:00 at **LINK**

Our view: POSITIVE

2Q26 was another very solid quarter for Quercus. Net profit came in at PLN 22.2m (74% y/y) and was 16% above our expectations. Earnings beat was largely driven by better than expected revenues on the back of higher management fee and better performance of Xelion. Management fee (up 24% y/y, 19% q/q) was supported not only by growing AUM (26% y/y, 7% q/q), but also by PLN 13.5m reported success fee on the back of solid rates of return of QRS's funds. Provision for success at the end of 2Q26 amounted to PLN 9.4m (vs. PLN 0m in 1Q26). At the same time revenues from purchase/redemption orders increased 55% y/y (10% q/q). Total costs were in line with our expectations although with a different structure – distribution costs were lower and staff costs higher than we had assumed. All in all, we see the 2Q26 results of Quercus as solid and supportive. In our earnings estimates we had expected net profit of Quercus TFI at PLN 54m in FY 2026 and at PLN 50m in FY 2027e. Given PLN 38m net profit reported in 1H26 (75% y/y) our forecast - especially for 2026e - may appear far too conservative.

Quercus TFI – P&L, PLN mn

	2Q25	3Q25	4Q25	1Q26	2Q26	y/y	q/q	Pekao	vs. Pekao
Revenues	50.7	48.2	69.8	56.3	66.4	31%	18%	62.6	6%
Total costs	-35.9	-31.5	-40.6	-37.0	-39.7	11%	7%	-39.3	1%
EBIT	14.9	16.7	29.2	19.3	26.7	79%	38%	23.4	14%
EBITDA	15.9	17.7	30.2	20.4	27.8	75%	37%	24.4	14%
Net financial income	1.6	1.7	1.4	1.7	2.1	32%	24%	1.5	45%
Pre-tax profit	16.4	18.4	30.6	21.0	28.8	75%	37%	24.8	16%
Net profit	**12.8**	**14.2**	**24.1**	**16.0**	**22.2**	74%	38%	**19.2**	16%
AUM eop	7 592	8 606	9 021	8 981	9 601	26%	7%		
AUM average	7 315	8 083	8 866	9 187	9 291	27%	1%		

Source: Company, Pekao Equity Research

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Michał Fidelus	Expert, Analyst	Quercus TFI	0			

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Our company valuations are based on two valuation methods selected from among the following: discount model, multiples-based model or asset-based valuation method.

Discount models are characterized by simultaneous and comprehensive consideration of key determinants of intrinsic value, e.g. operating cash flow, capex, cost of capital (WACC). They are theoretically appealing and provide a direct computation of intrinsic value. However, discount model valuations are highly sensitive to changes in assumptions, particularly the risk free rate and terminal growth rate. Moreover, projections cannot be stated with certainty; unforeseen future events can cause income or earnings projections to be invalid.

Multiples-based models are based on the analysis of the valuation multipliers of a given company in relation to other similar companies in the industry. Among strengths of multiplier models we can highlight their simplicity, as they are easy to compute as well as to understand. Moreover, only the key statistics for investors are chosen for valuation. On the other hand, multiples are based on historic data or near-term forecasts. Valuations based on multiples will therefore fail to capture differences in projected performance over the longer term. Finally, it may be problematic to select a suitable peer group.

Asset-based models can be used even if a company has a brief record of earnings or its future existence is uncertain. However, it may be challenging to determine market value of some assets, particularly intangibles. Additionally, asset-based models do not take into account future changes in financial results, nor do they include non-balance sheet items, such as know-how.

Valuation models are dependent on macroeconomic factors, such as interest rates, exchange rates, raw materials, and on assumptions about the economy. Furthermore, market sentiment affects the valuation of companies. The valuation is also based on expectations that might change rapidly and without notice, depending on developments specific to individual industries. Our recommendations and target prices derived from the models might therefore change accordingly.

The investment ratings generally relate to a 12-month horizon. They are, however, also subject to market conditions and can only represent a snapshot. The ratings may in fact be achieved more quickly or slowly than expected, or need to be revised upward or downward. In the tables and charts throughout this report, we designate the years with an “E” to denote that the figures presented are forecasts and estimates.

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A **Buy** is applied when the expected total return over the next twelve months is higher than 15%.
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P/E – „Price/Earnings" is the ratio of the financial instrument price to the net financial result for the issuer of the financial instrument.
P/B – „Price/Book Value" is the ratio of the price of the financial instrument to the issuer's equity capital.
EPS – „Earnings per Share", i.e. net profit per share.
BVPS – „Book Value per Share".
FWD – „Forward" - stands for the ratio (eg. P/E) calculated on the basis of the expected results.
DPS – „Dividend per Share".
DY – "Dividend Yield", a ratio calculated as dividends per share divided by the current share price.
EBIT – „Earnings Before Interest and Taxes".
EBITDA - „Enterprise Value / Earnings Before Interest, Taxes, Depreciation and Amortization".
EV/EBITDA – "Enterprise Value / Earnings Before Interest, Taxes, Depreciation and Amortization" is the company's market capitalization (price x number of shares) increased by the value of net financial debt and the value of minority shareholders divided by the operating result increased by the value of the company's asset depreciation.
AGM – Annual General Meeting