Alro



HOLD

Alro: weaker-than-expected 4Q22 results

4021

1,034

146.0

98.5

64.2

50.9

1022

1,102

97.0

60.3

23.0

-18.0

2022

1,034

211.4

159.3

124.0

33.3

3022

798

35.8

-6.1

-47.2

-124.8

BBG Ticker	ALR RO
Market Cap (USD mil)	269
Price	1.74
Price target	1.62
Upside	-6.6%

Alro reported its 4Q22 results on 27 February. The reported gross result was negative and much weaker than our expectations, and net result stood at RON 522m, 25% below our numbers, due to the negative gross result and the lower compensation for indirect emissions booked for 2022. The company did not disclose the breakdown of segments, so we cannot work out what drove the underperformance on the gross result. As expected, the company booked RON 803m of compensation for indirect emissions, of which RON 367m for 2021 and RON 436m for 2022. The latter is 12% lower than our estimate. We are looking forward to more details in the call, following the release of final results, scheduled for 27 March. The FY22 net profit reached RON 412m, vs. the RON 26m reported for 2021.

Excluding the compensation for 2021, the FY22 group EBIT stands at RON 319m and the EBT at RON 157m, with the net profit likely around RON 123m, on our estimates. If we treat this as a normalised result, the company is trading at a 2022 P/E of close to 10.5x, somewhat above its peers.

4022

620

-65.0

611.1

586.5

521.6

yoy 40%

nm

nm

nm

nm

WOOD

643

33.5

814.5

699.7

qoq 22%

nm

nm 853.5

nm

nm

Diff

-4%

-294%

-28%

-28%

-25%

Iuliana Ciopraga, CFA

E-mail: iuliana.ciopraga@wood.com Phone: +40 316 30 1185



Source: Company data, WOOD Research

Alro 4Q22 results review RON mn

Sales

EBITDA

Net profit

EBIT

Gross profit



14 March 2023

DISCLAIMER

Important Disclosures

This investment research is published by WOOD & Company Financial Services, a.s. ("WOOD&Co") and/or one of its branches who are authorised and regulated by the Czech National Bank (CNB) as Home State regulator and in Poland by the Polish Financial Supervision Authority (KNF), in Slovakia by the National Bank of Slovakia (NBS), in Italy by the Companies and Stock Exchange Commission (CONSOB) and in the UK by the Financial Conduct Authority (FCA) as Host State regulators.

This investment research was prepared by the assignment of Bucharest Stock Exchange (having its registered office in Bucharest, 34-36 Carol I Avenue, 13-14th Floor, 2nd District, registered with the Trade Register under no J40/12328/13.07.2005, VAT Number RO, Unique Registration Code 17777754) ("BSE") under the agreement which was concluded by and between BSE and WOOD&Co and WOOD&Co will receive a renumeration for this commitment. BSE shall not be liable for the content of this investment research, especially for the accuracy and completeness of the information therein and for the forecasts and conclusions. The views expressed in this investment research are those of WOOD&Co and can in no way be taken to reflect the official opinion of BSE. WOOD&Co is entitled to all copyrights regarding this investment research.

This investment research was completed on 14/03/2023 at 15:00 CET and disseminated on 14/03/2023 at 15:00 CET.

WOOD&Co's rating and price target history for Alro over the preceeding 12-month period:					
Date	Rating	Date	PT		
15/04/2021	BUY - initiation of coverage	15/04/2021	RON 4.40		

 15/04/2021
 BUY - initiation of coverage
 15/04/2021
 RON 4.40

 31/05/2022
 HOLD
 31/05/2022
 RON 1.62

The meanings of the recommendations made in WOOD&Co's investment research are as follows:

BUY: The stock is expected to generate total returns of over 15% during the next 12 months as measured by the price target.

HOLD: The stock is expected to generate total returns of 0-15% during the next 12 months as measured by the price target.

SELL: The stock is expected to generate a negative total return during the next 12 months as measured by the price target.

RESTRICTED: Financial forecasts, and/or a rating and/or a price target is restricted from disclosure owing to Compliance or other regulatory/legal considerations such as a blackout period or a conflict of interest.

NOT RATED: Suspension of rating after 30 consecutive weekdays where the current price vis-à-vis the price target has been out of the range dictated by the current BUY/HOLD/SELL rating.

COVERAGE IN TRANSITION: Due to changes in the Research team, the disclosure of a stock's rating and/or price target and/or financial information are temporarily suspended.

As of the end of the last calendar quarter, the proportion of all WOOD&Co's investment research vis-à-vis the proportion of subject companies that were investment banking clients over the previous 12 months is as follows:

	BUY	HOLD	SELL	Restricted	NOT RATED	Coverage in transition
Equity Research Coverage	61%	32%	6%	1%	n.a.	n.a.
IB Clients	1%	1%	n.a.	n.a.	n.a.	n.a.

Any prices of financial instruments quoted in this investment research are taken as of the previous day's market close on the home market unless otherwise stated.

Details of the methodologies used to determine WOOD&Co's price targets and risk assessment related to the achievement of the targets are outlined throughout the most recent substantive report/note on the subject company.

It should be assumed that the risks and valuation methodology presented in daily news or flash notes, and not changing WOOD&Co's estimates or ratings, are as set out in the most recent substantive research report/note on the subject company and can be found on our website at https://research.wood.com.

WOOD&Co.'s policy is to update investment research as it deems appropriate, based on developments in the subject company, sector or market that may have a material impact on the views or opinions stated in the investment research.

14 March 2023

WOOD Research Disclosures (as of 14 March 2023)

Company	Disclosures	Company	Disclosures
Alior Bank	5	Kruk	5
AmRest	5	Lotos	5
Astarta Holding	4	MedLife	4
Banca Transilvania	5	MONETA Money Bank	5
Bank of Cyprus	4	NLB Group	5
BRD	5	Nuclearelectrica	5
Bucharest Stock Exchange	5	O2 Czech Republic	4, 5
CCC	5	OMV Petrom	5
CD Projekt	5	Orange PL	5
Colt CZ Group	3, 5	Pekao	4,5
CEZ	5	PGE	5
Dino	5	PGNiG	5
DO&CO	5	Philip Morris CR	5
Electrica	5	PKN Orlen	5
Erste Group Bank	5	PKO BP	4, 5
Eurobank	4	PZU	4,5
Eurocash	5	Romgaz	5
Fondul Proprietatea	4.5	Santander Bank Polska	5
Kazatomprom	5	Siauliu Bankas	5
Kernel	5	STS	1, 2, 3
кднм	5	TBC Bank	3
Kofola CS	5	Transelectrica	5
Komercni	4, 5	Transgaz	5

Description

- 1 The company currently is, or in the past 12 months was, a client of WOOD & Co or any of its affiliates for the provision of corporate finance/investment banking services.
- 2 In the past 12 months, WOOD & Co or any of its affiliates have received compensation for corporate finance/investment banking services from the company.
- In the past 12 months, WOOD & Co or any of its affiliates have been lead manager or co-lead manager of a publicly disclosed offer of the company's financial instruments.
- 4 In the past 12 months, WOOD & Co or any of its affiliates have acted as broker to the company
- 5 WOOD & Co or any of its affiliates are market maker(s) or liquidity provider(s) in relation to financial instruments of the company.
- 6 In the past 12 months, WOOD & Co or any of its affiliates have provided to the company any services set out in Sections A and B or Annex I to the Directive 2014/65/EU of the European Parliament and of the Council, other than services listed under points 1, 3, 4 or 5 above, or received compensation for such services from the company.
- 7 The authoring analyst or any individual involved in the preparation of this investment research have purchased/received shares in the company prior to a public offering of those shares; and the price at which they were acquired along with the date of acquisition are disclosed above.
- 8 The authoring analyst or any individual involved in the preparation of this investment research has a direct ownership position in securities issued by the company.
- 9 A partner, director, officer, employee or agent of WOOD & Co and its affiliates, or a member of his/her household, is an officer, or director, or serves as an advisor or board member of the company.
- 10 WOOD & Co or its affiliates hold a net long or short position exceeding the threshold of 0,5% of the total issued share capital of the company, calculated in accordance with Article3 of Regulation (EU) No 236/2012 and with Chapters III and IV of Commission Delegated Regulation (EU) No 918/2012.
- 11 The company owns more than 5% of the total issued share capital in WOOD & Co or any of its affiliates.

The authoring analysts who are responsible for the preparation of this investment research have received (or will receive) compensation based upon (among other factors) the overall profits of WOOD&Co, which includes corporate finance/investment banking, sales and trading and principal trading revenues. However, such authoring analysts have not received, and will not receive, compensation that is directly based upon or linked to one or more specific activities, or to recommendations contained in the investment research. One factor in equity research analyst compensation is arranging corporate access events/meetings between institutional clients and the management teams of covered companies (with the company management being more likely to participate when the analyst has a positive view of the company).

WOOD&Co and its affiliates may have a corporate finance/investment banking or other relationship with the company that is the subject of this investment research and may trade in any of the designated investments mentioned herein either for their own account or the accounts of their clients, in good faith or in the normal course of market making. Accordingly, WOOD&Co or their affiliates, principals or employees (other than the authoring analyst(s) who prepared this investment research) may at any time have a long or short position in any such designated investments, related designated investments or in options, futures or other derivative instruments based thereon.

WOOD&Co manages conflicts of interest arising as a result of preparation and publication of research through its use of internal databases, notifications by the relevant employees and Chinese Walls as monitored by Compliance. For further details, please see our website at https://www.wood.cz/mifid-information/.____

The information contained in this investment research has been compiled by WOOD&Co from sources believed to be reliable, but (with the exception of the information about WOOD&Co) no representation or warranty, express or implied, is made by WOOD&Co, its affiliates or any other person as to its fairness, accuracy, completeness or correctness. WOOD&Co has not independently verified the facts, assumptions, and estimates contained herein. All estimates, opinions and other information contained in this investment research constitute WOOD&Co' judgement as of the date of this investment research, are subject to change without notice and are provided in good faith but without legal responsibility or liability.

WOOD&Co salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients and our proprietary trading desk that reflect opinions that are contrary to the opinions expressed in this investment research. WOOD&Co's affiliates, proprietary trading desk and investing businesses may make investment decisions that are inconsistent with the recommendations or views expressed in this investment research.

This investment research is provided for information purposes only and does not constitute or form part of an offer or invitation or solicitation to engage in investment activity or to buy or sell any designated investments discussed herein in any jurisdiction. As a result, the designated investments discussed in this investment research may not be eligible for offer or sale in some jurisdictions. This investment research is not, and under no circumstances should be construed as, a solicitation to act as a securities broker or dealer in any jurisdiction by any person or company that is not legally permitted to carry on the business of a securities broker or dealer in that jurisdiction.

This investment research is prepared for general circulation to WOOD&Co's clients and does not have regard to the investment objectives, financial situation or particular needs of any particular person. Investors should consider this report as only a single factor in making their investment decision and obtain advice based on their own individual circumstances before making an investment decision. To the fullest extent permitted by law, none of WOOD&Co, its affiliates or any other person accepts any liability whatsoever for any direct or consequential loss arising from or in connection with the use of this investment research.

For United Kingdom or EU Residents:

This investment research is only for persons who are eligible counterparties or professional clients within the meaning of Directive 2014/65/EU of the European Parliament and of the Council of 15 May 2014 on markets in financial instruments and amending Directive 2002/92/EC and Directive 2011/61/EU and is exempt from the general restrictions in section 21 of the Financial Services and Markets Act 2000 (or any analogous legislation) on the communication of invitations or inducements to engage in investment activity on the grounds that it is being distributed in the United Kingdom only to persons of a kind described in Article 19(5) (Investment Professionals) and 49(2) (High Net Worth companies, unincorporated associations, etc.) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended). It is not intended to be distributed or passed on, directly, or indirectly, to any other class of persons. This material is not for distribution in the United Kingdom or Europe to retail clients, as defined under the rules of the Financial Conduct Authority.

For United States Residents:

This investment research distributed in the United States by WOOD&Co, and in certain instances by Brasil Plural Securities LLC ("Brasil Plural"), a U.S. registered broker dealer, only to "major U.S. institutional investors", as defined under Rule 15a-6 promulgated under the U.S. Securities Exchange Act of 1934, as amended, and as interpreted by the staff of the U.S. Securities and Exchange Commission ("SEC"). This investment research is not



14 March 2023

intended for use by any person or entity that is not a major U.S. institutional investor. If you have received a copy of this research and are not a major U.S. institutional investor, you are instructed not to read, rely on or reproduce the contents hereof, and to destroy this research or return it to WOOD&Co or to Brasil Plural. Analyst(s) preparing this report are employees of WOOD&Co who are resident outside the United States and are not associated persons or employees of any U.S. registered broker-dealer. Therefore the analyst(s) are not be subject to Rule 2711 of the Financial Industry Regulatory Authority ("FINRA") or to Regulation AC adopted by SEC which, among other things, restrict communications with a subject company, public appearances and personal trading in securities by a research analyst. Any major U.S. Institutional investor wishing to effect transactions in any securities referred to herein or options thereon should do so by contacting a representative of Brasil Plural. Brasil Plural is a broker-dealer registered with the SEC and a member of FINRA and the Securities Investor Protection Corporation. Its address is 545 Madison Avenue, 8th Floor, New York, NY 10022 and its telephone number is 212-388-5613. WOOD&Co is not affiliated with Brasil Plural or any other U.S. registered broker-dealer.

The views and sentiments expressed in this investment research and any findings thereof accurately reflect the analyst's truthful views about the subject securities and or issuers discussed herein.

$\underset{C O M}{WO} \underbrace{O}_{\& O D}_{A N Y}$

14 March 2023

Czech Republic namesti Republiky 1079/1a Palladium 110 00 Praha 1 Tel +420 222 096 111 Fax +420 222 096 222

Research

Co-Head of Research/Head of Research Poland Marta Jezewska-Wasilewska +48 22 222 1548 marta.jezewska-wasilewska@wood.com

Head of Turkey Research Atinc Ozkan +90 542 202 3632 atinc.ozkan@wood.com

Head of Financials Can Demir +44 203 530 0623 can.demir@wood.com

Consumer/Real Estate Jakub Caithaml +420 222 096 481 jakub.caithaml@wood.com

Greece Fani Tzioukalia +30 216 200 5260 fani.tzioukalia@wood.com

Sales

Kristen Andrasko +420 222 096 253 kristen.andrasko@wood.com

Ioana Pop ++44 20 3530 0693 ioana.pop@wood.com

Tatiana Sarandinaki Brasil Plural in association with WOOD & Co. +1 212 388 5613 tsarandinaki@wood-brasilplural.com

Sales Trading and Execution Services

Zuzana Mora +420 222 096 283 zuzana.hronska@wood.com Poland Centrum Marszalkowska Marszalkowska 126/134, 7th Floor 00 008 Warszawa Tel +48 22 222 1530 Fax +48 22 222 1531

> Co-Head of Research/Head of Greek Research Alex Boulougouris +30 216 200 5621 alex.boulougouris@wood.com

Head of Russia Research Ildar Davletshin +44 203 530 0631 ildar.davletshin@wood.com

Head of TMT Piotr Raciborski +48 22 222 1551 piotr.raciborski@wood.com

Energy/Utilities Ondrej Slama +420 222 096 484 ondrej.slama@wood.com

Russia Dmitry Vlasov +44 750 714 6702 dmitry.vlasov@wood.com

Ilgin Erdogan ++420 222 096 708 ilgin.erdogan@wood.com

Michal Sergejev +420 732 297 143 michal.sergejev@wood.com

Ermir Shkurti

+420 222 096 847

ermir.shkurti@wood.com

UK 16 Berkeley Street London W1J 8DZ

Tel: +44 20 3530 0691

Italy Via Luigi Settembrini, 35 20124 Milan Italy Tel +39 02 36692 500 Fax +39 02 67910 761

Consumer/Industrials Lukasz Wachelko +48 22 222 1560 lukasz.wachelko@wood.com

Head of Romania Research Iuliana Ciopraga +40 727 383 933 iuliana.ciopraga@wood.com

Energy Jonathan Lamb +44 203 530 0621 jonathan.lamb@wood.com

Gaming/Mid-caps Maria Mickiewicz +48 602 450 718 maria.mickiewicz@wood.com

Financials Miguel Dias +420 735 729 418 miguel.dias@wood.com

Jan Koch +48 22 222 1616 jan.koch@wood.com

Grzegorz Skowronski +48 22 222 1559 grzegorz.skowronski@wood.com Kristen Andrasko Head of Equities +420 222 096 253 kristen.andrasko@wood.com http://www.wood.com Bloomberg page WUCO

Macroeconomics Raffaella Tenconi +44 203 530 0685 raffaella.tenconi@wood.com

Macroeconomics Alessio Chiesa +44 75177 06102 alessio.chiesa@wood.com

Utilities/Mining/Pharma Bram Buring +420 222 096 250 bram.buring@wood.com

Turkey Can Yurtcan +420 222 096 780 can.yurtcan@wood.com

Real Estate Peter Palovic +420 222 096 486 peter.palovic@wood.cz

Piotr Kopec +48 22 222 1615 piotr.kopec@wood.com

Jarek Tomczynski +48 22 222 1611 jarek.tomczynski@wood.com

Vladimir Vavra +420 222 096 397 vladimir.vavra@wood.com

Prague Sales, Trading, Research Tel.: +420 224 236 065