

Romgaz

Buy

Unchanged

Price: RON 40.0
Price target: RON 47.6
(from RON 65.6)

Keeper for the longer term

After the peak seen in summer 2022, driven by the gas price rally, the Romgaz share price has been dragged down by news of the solidarity tax, and the accelerated decline in European gas prices. We see Neptun Deep as a game changer for the company, with the FCF yield during the plateau years at close to 30%, which could push the dividend yield towards 20% by 2028E. Until first gas from Neptun, which is expected in 2027E, investors should get a minimum 50% payout from the net result, with an average yield over 2023-27E of 8%. We keep our BUY rating on the stock and continue to use a dividend discount model (DDM) to set our target price. We have reduced our European gas price estimates and accounted for the solidarity tax, which has lowered our figures considerably vs. our [previous update](#). This has led us to cut our 12M price target (PT) to RON 47.6 (from RON 65.6).

Peak profitability in 2024E. Although we see better operating profitability yoy in 2023E, from lower taxation applicable to volumes sold at regulated prices, the upside could be offset by the solidarity tax at the net profit level, which consumes 36% of the profit before the tax. We do not expect the tax to be extended beyond the end of 2023E, and thus forecast a jump in 2024E profitability. In the longer term, we expect European gas prices to fall towards EUR 25/MWh, which would lead to the removal of the regulated price system, in our view, and thus declining profitability once taxation becomes aggressive again after March 2025E. We see the dividend yield at 8-12% over 2023-25E, before falling to 5% in 2026E.

Neptun Deep to jumpstart profit. At the end of June, OMV Petrom and Romgaz took the final investment decision (FID) to develop Neptun Deep, which should almost double Romgaz's production from 2028E-onwards. The fiscal burden for offshore exploration is much less cumbersome vs. onshore, leading to a stronger positive impact on profitability from the added output. Assuming gas prices of EUR 25/MWh, we see Neptun adding c. RON 3.1bn p.a. to Romgaz's EBIT of in the plateau years of 2028-37E.

Expected payout of >50% until 2028E. We see Romgaz keeping its payout at just above 50% over the coming years, as it will be shoring up reserves to fund the Neptun development capex (EUR 2bn for Romgaz). The yield should be ~9% in 2023E, jumping to 12% in 2024E, then falling from 2025E on lower gas prices. With the end of the Neptun investment cycle, we assume a hike in the payout to 80% from 2028E, and a generous rise in yields towards 19%.

Multiples paint a mixed picture. With higher capex due to Neptun and increased debt, combined with a weakening EBITDA due to lower gas prices, we see net debt/EBITDA peaking at 2.6x in 2026E. This pushes the 2025E EV/EBITDA close to 6x, significantly above its peers. On the P/E multiples, the stock is cheaper than its peers in 2024E, on lower taxation, and in line for 2023E and 2025E. The peers comparison fails to capture the upside from Neptun, where production is scheduled to start in 2027E, in our view.

Key risks: i) extension of the solidarity tax into 2024E; ii) faster deregulation of the market and a return to harsher taxation; iii) a faster and more abrupt decrease in gas prices; iv) cost overruns and delays in developing Neptun; v) a worsening production profile; and vi) cost inflation.

Expected events

2Q23 results	11 August
3Q23 results	15 November

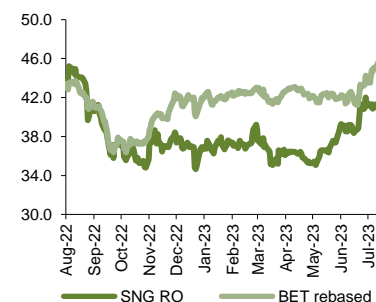
Key data

Market cap (EURm)	3,115
Free float	30.0%
3M ADTV (EURm)	0.65
Shares outstanding	385.4m
Major shareholder	RO State (70.0%)
Bloomberg code	SNG RO
BET index	13,111

Price performance

52w range	RON 34.6-45.2
52w performance (TR)	-8%
Relative performance	-12%

Romgaz 12M share price performance



	Sales	EBITDA	EBIT	Net inc.	EPS	P/E	P/CF	P/BV	EV/EBITDA	ROCE	DPS	Div yield
	RONm	RONm	RONm	RONm	RON	x	x	x	x	%	RON	%
2021	5,853	2,785	2,099	1,915	4.97	7.8	5.7	1.7	4.0	23%	3.80	10%
2022	13,360	4,527	3,977	2,542	6.59	5.7	4.0	1.4	3.1	37%	3.42	9%
2023E	9,258	5,323	4,748	2,581	6.70	6.0	4.3	1.4	2.6	39%	3.47	9%
2024E	8,848	4,985	4,357	3,716	9.64	4.1	4.3	1.1	3.2	29%	4.99	12%
2025E	8,048	3,294	2,663	2,265	5.88	6.8	5.1	1.1	5.8	15%	3.04	8%
2026E	7,069	2,392	1,759	1,458	3.78	10.6	7.8	1.1	9.0	9%	1.96	5%

Analysts: Iuliana Ciopraga, CFA; Jonathan Lamb
E-mail: iuliana.ciopraga@wood.com, jonathan.lamb@wood.com

Bucharest: +40 316 30 1185
Website: www.wood.com

Contents

Company snapshot – BUY, PT RON 47.6	3
Strategy focused on gas	4
Valuation	7
Financials	9
Important disclosures	11

Closing Prices as of 04 August 2023

© 2023 by WOOD & Company Financial Services, a.s.

All rights reserved. No part of this report may be reproduced or transmitted in any form or by any means electronic or mechanical without written permission from WOOD & Company Financial Services, a.s. This report may not be lent, resold, hired out or otherwise disposed of by way of trade in any form of binding or cover other than that in which it is published without written permission from WOOD & Company Financial Services, a.s.

Requests for permission to make copies of any part of this report should be mailed to:

WOOD & Company Financial Services a.s.
Palladium, Namesti Republiky 1079/1a,
110 00 Prague 1 – Czech Republic
tel.: +420 222 096 111
fax: +420 222 096 222
<http://www.wood.cz>

Company snapshot – BUY, PT RON 47.6

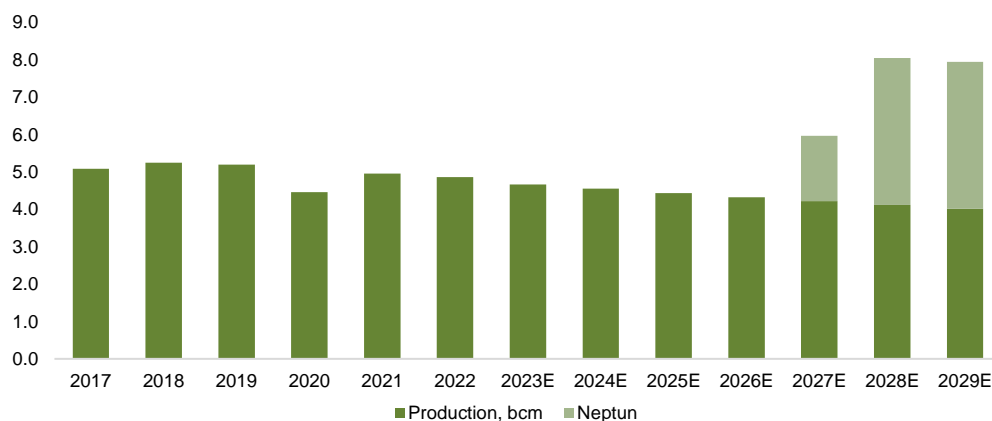
BUY		SHARE PRICE PERFORMANCE		COMPANY DESCRIPTION											
Bloomberg ticker	SNG RO			<p>Romgaz is the largest domestic natural gas exploration and production (E&P) company in Romania, producing c.55% of Romanian output (4.9bcm in 2022). At end-2021, Romgaz had 49.8bcm of proved (1P) and 61.3bcm of proved and probable (2P) reserves. It has c.130 commercial reservoirs and production comes mostly from mature fields, which have been producing for 30+ years, in many cases. Romgaz targets (and has been successful so far) keeping the production decline below 2.5% p.a. It owns and operates five underground gas storage (UGS) facilities, with total capacity of 2.77bcm. Romgaz is investing in a new 430 MW gas-fired power plant, which is planned to become operational at end-2024E. In mid-2022, Romgaz concluded the acquisition of a 50% stake in the Neptun offshore block, where resources are estimated at 100bcm. In mid-2023, Petrom and Romgaz made the final investment decision (FID) regarding the Neptun project. Capex for Neptun Deep is estimated at up to EUR 4bn (split equally between the two partners) and production from the block is anticipated to start in 2027E.</p>											
Closing price (RON)	40.0														
Price target (RON)	47.6														
Upside to PT	19.0%														
Shares outstanding (m)	385.4														
MCAP (EUR m)	3,115														
Free float	30.0%														
3M ADTV (EUR m)	0.65														
52 Week Range (RON)	34.6 - 45.2														
RATIOS															
PER SHARE RATIOS		2020	2021	2022	2023E	2024E	2025E	FINANCIAL RATIOS		2020	2021	2022	2023E	2024E	2025E
EPS	3.24	4.97	6.59	6.70	9.64	5.88		Working capital to sales, days	16	10	-19	-41	-9	-13	
DPS	1.79	3.80	3.42	3.47	4.99	3.04		Capex/depreciation	0.9x	0.6x	10.2x	2.5x	6.5x	6.5x	
BVPS	20.20	23.30	26.14	29.42	35.59	36.48		Capex/net fixed assets	0.10x	0.08x	0.54x	0.13x	0.28x	0.23x	
CEPS	22.31	25.40	30.66	33.27	43.96	49.38		Oper. cash flow/capex	3.4x	6.1x	0.6x	2.5x	0.9x	0.7x	
VALUATION RATIOS		2020	2021	2022	2023E	2024E	2025E	EBITDA margin		50.3%	47.6%	33.9%	57.5%	56.3%	40.9%
P/E	8.7x	7.8x	5.7x	6.0x	4.1x	6.8x		EBIT margin	33.8%	35.9%	29.8%	51.3%	49.2%	33.1%	
P/CF	5.2x	5.7x	4.0x	4.3x	4.3x	5.1x		Pre-tax margin	35.0%	36.9%	31.1%	52.2%	50.0%	33.5%	
P/BV	1.4x	1.7x	1.4x	1.4x	1.1x	1.1x		Net margin	30.6%	32.7%	19.0%	27.9%	42.0%	28.1%	
EV/EBITDA	4.1x	4.0x	3.1x	2.6x	3.2x	5.8x		ROE	16.7%	22.8%	26.7%	24.1%	29.7%	16.3%	
EV/CE	1.0x	1.1x	1.2x	1.1x	0.9x	1.0x		ROCE (ave.)	16.9%	22.8%	36.8%	38.5%	29.3%	14.8%	
EV/sales	2.1x	1.9x	1.0x	1.5x	1.8x	2.4x		Net debt/EBITDA	-1.2x	-1.4x	-0.1x	-0.3x	0.1x	1.1x	
EV/EBIT	6.1x	5.3x	3.5x	3.0x	3.7x	7.1x									
FCF, RON m	1,462	2,194	-1,993	2,126	-519	-1,108									
FCF yield	13.5%	14.6%	-13.7%	13.8%	-3.4%	-7.2%									
Dividend yield	6.4%	9.7%	9.1%	8.7%	12.5%	7.6%									
COMPANY FINANCIALS															
INCOME STATEMENT, RONm		2020	2021	2022	2023E	2024E	2025E	BALANCE SHEET, RONm		2020	2021	2022	2023E	2024E	2025E
Net sales	4,075	5,853	13,360	9,258	8,848	8,048		Cash & cash equivalents	2,412	3,998	1,983	2,502	2,357	1,037	
Operating expenses	-2,024	-3,068	-8,832	-3,935	-3,863	-4,754		Accounts receivable	593	1,352	1,291	987	944	697	
EBITDA	<u>2,051</u>	<u>2,785</u>	<u>4,527</u>	<u>5,323</u>	<u>4,985</u>	<u>3,294</u>		Inventories	245	305	284	289	365	332	
DD&A	-672	-686	-550	-576	-628	-630		Other CA	69	72	415	415	415	415	
EBIT	<u>1,379</u>	<u>2,099</u>	<u>3,977</u>	<u>4,748</u>	<u>4,357</u>	<u>2,663</u>		Total current assets	3,319	5,728	3,974	4,194	4,081	2,482	
Financial expenses	48	58	182	112	108	108		PP&E	5,613	5,241	5,039	5,264	5,436	5,606	
Pre-tax profit	<u>1,427</u>	<u>2,157</u>	<u>4,149</u>	<u>4,834</u>	<u>4,424</u>	<u>2,697</u>		Other LT assets	329	325	5,382	6,001	9,267	12,582	
Income tax	-179	-242	-1,608	-2,253	-708	-431		Total fixed assets	5,943	5,565	10,422	11,265	14,703	18,187	
Net profit	<u>1,248</u>	<u>1,915</u>	<u>2,542</u>	<u>2,581</u>	<u>3,716</u>	<u>2,265</u>		Total assets	9,261	11,293	14,395	15,458	18,784	20,669	
CASH FLOW, RON m		2020	2021	2022	2023E	2024E	2025E	Accounts payable		230	328	410	470	449	408
CF from operations	<u>2,075</u>	<u>2,626</u>	<u>3,633</u>	<u>3,544</u>	<u>3,546</u>	<u>3,007</u>		ST debt	0	0	322	322	322	322	
Thereof depreciation	699	687	610	576	628	630		Other ST liabilities	432	1,177	1,846	1,846	1,069	909	
Thereof changes in w/c	114	325	-782	358	-830	78		Total current liabilities	662	1,505	2,578	2,637	1,839	1,638	
CF from investments	<u>-614</u>	<u>-433</u>	<u>-5,625</u>	<u>-1,419</u>	<u>-4,066</u>	<u>-4,115</u>		Asset retirement obligations	539	413	230	230	230	230	
Dividends	-620	-690	-1,464	-1,318	-1,336	-1,924		Pension obligation	129	156	169	199	231	264	
Change in net debt	<u>-974</u>	<u>-1,587</u>	<u>3,462</u>	<u>-807</u>	<u>1,855</u>	<u>3,031</u>		Debt	8	7	1,133	844	2,555	4,266	
								Other		136	230	211	211	211	211
								Total LT liabilities		812	807	1,743	1,484	3,227	4,971
								Total shareholders' equity		7,787	8,981	10,074	11,337	13,718	14,059
								Total liabilities & equity		9,261	11,293	14,395	15,458	18,784	20,669
								Net debt		-2,405	-3,991	-529	-1,336	519	3,550
								Net working capital		607	1,330	1,165	807	860	621
OPERATIONS		2020	2021	2022	2023E	2024E	2025E	MACRO ASSUMPTIONS		2020	2021	2022	2023E	2024E	2025E
Net production (mcm)	4,456	4,959	4,862	4,668	4,551	4,437		CEGH gas price, EUR/MWh	10.0	46.3	150.0	52.0	45.0	30.0	
Production, boepd	79	88	87	83	81	79		RON/EUR	4.84	4.92	4.93	4.95	5.02	5.10	
Growth, %	-14%	11%	-2%	-4%	-3%	-3%		Average realised price, EUR/MWh	14	19	46	33	32	28	
Sales to third parties	4,406	4,967	4,741	4,382	4,265	4,186		PROFITABILITY TRENDS							
Sales at regulated prices	1,222	0	1,589	3,725	3,412	1,024		EPS		DPS		Net sales		EBITDA	
Power produced, GWh	938	640	1,111	1,000	1,000	1,318									
Per barrel economics (USD/bbl)															
Revenues, USD/boe	33.3	43.7	90.2	67.9	65.7	60.4									
EBITDA, USD/boe	16.8	20.8	30.6	39.0	37.0	24.7									

Source: Company data, WOOD Research

Strategy focused on gas

Stronger production decline in 2023E. Romgaz reported a 2% production decline for FY22, despite guiding for flat yoy output at the start of 2022. Since 4Q22, the quarterly production figures have shown 5-6% annual falls. Management claims that the annual reduction should be below 2.5% in 2023E, as per the approved company strategy, but with 1H23 output down 5% yoy, we rather expect the FY23E fall to be 4% yoy. From 2024E, we expect the decline to reduce towards 2-2.5% p.a.

Production, showing Neptun production cumulated



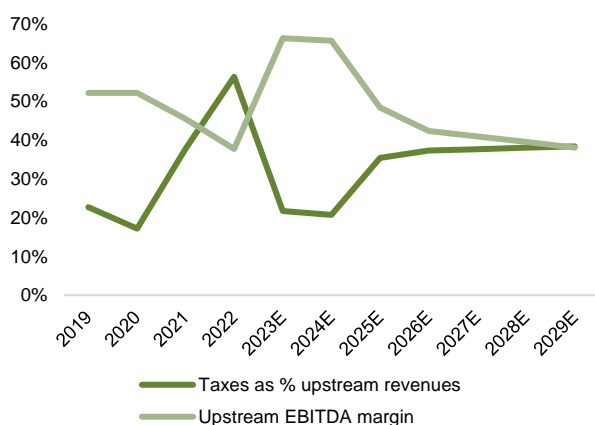
Source: Company data, WOOD Research, OMV Petrom

We now expect a stronger decline in gas prices than anticipated in our previous update, in **September 2022**. We see European gas prices at close to EUR 50/MWh in 2023E, dropping to EUR 45/MWh in 2024E and EUR 30/MWh in 2025E, then stabilising at EUR 25/MWh from 2026E. We expect spot and forward gas prices on the Romanian commodities exchange to follow European trends.

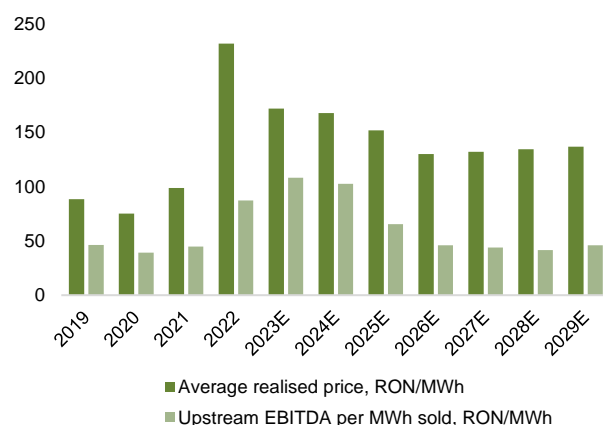
The company is guiding that 88% of its gas will be sold at the regulated price of RON 150/MWh (c. EUR 30/MWh) in 2023E. On these volumes, it does not pay the windfall tax and royalties are paid at the realised price, not the Central European gas hub (CEGH) level, which is the reference price for the calculation of royalties. Looking at net realised prices, excluding royalties and the windfall tax, the net price for the volumes sold stood at RON 104/MWh in 2022, on our numbers, vs. RON 57/MWh in 2021. In 2023E, with 85% sold at RON 150/MWh and no windfall tax on these volumes, the net realised price is closer to RON 126/MWh. This is the key driver behind the 20% increase in EBIT in 2023E vs. 2022, on our numbers. We assume the same regulatory environment and 80% of output sold at RON 150/MWh in 2024E, which results in a marginally-lower net realised price yoy for the gas sold.

As we see gas prices moving to EUR 30/MWh in 2025E, we expect the current regulatory environment to cease, and the taxation system to go back to “normal”, with: 1) royalties paid on CEGH levels for volumes sold; and 2) the windfall tax back at 60% for prices between RON 47.5/MWh and RON 85/MWh, and 80% when prices exceed RON 85/MWh, with deductions for royalties and 30% from the tax base for investments applicable to the bracket to RON 85/MWh. We see net realised prices at RON 91/MWh in 2025E, moving to RON 74/MWh in 2026E.

Upstream taxes as % of revs, EBITDA margin*



Average realised price, EBITDA/MWh sold*



Source: Company data, WOOD Research; *both charts exclude Neptun Deep

We estimate RON 1.5bn of solidarity tax payments for 2023E. On 28 December 2022, the government introduced a solidarity tax, to be paid by oil & gas exploration companies, refiners and coal producers from both the 2022 and 2023 results. The tax stands at 60% of the respective year's taxable profit, minus 1.2x the average taxable profit over 2018-21. Romgaz computed the solidarity tax for 2022 at RON 1.0bn. Based on the reported EBT figures, however, we believe it would have been close to RON 1.3bn, with the discrepancy to the tax reported by Romgaz coming from the differences in taxable profit vs. EBT. We do not have enough details on the items leading to the divergence to say whether the same delta would occur in 2023E. In 1Q23, the booked solidarity tax of RON 537m was 15% lower than that computed using the 1Q23 EBT and the average of 2018-21 1Q EBT. To determine the solidarity tax payable for 2023E, we have used our EBT estimate and the average 2018-21 reported EBT, and applied a 15% discount.

At the beginning of April 2023, Romgaz closed a new contract with Duro Felguera for the completion of work at the new Iernut power plant. The work started on 1 August and Duro Felguera has 16 months to finalise the project. We expect the plant to be commissioned towards the end of 2024E and become operational in 2025E. With capacity of 430MW, the new plant should use c.2MWh of gas for 1MWh of power produced, and its CO₂ emissions should be considerably lower, at 0.35t/MWh power produced vs. close to 0.6t/MWh at the moment. We expect the plant to generate an annual profit before tax of RON 200m, starting in 2026E.

The storage business has been deregulated since April 2021 and tariffs were raised 46% in April 2022 and 18% in April 2023. We expect this to generate improving profitability for the segment, given the broadly-fixed cost base.

Neptun Deep. Following the FID on Neptun, which is 50:50 owned by OMV Petrom (BUY, PT RON 0.654) and Romgaz, we have decided to present the main data points for the project once more. These were disclosed by OMV Petrom, following the FID.

- ✓ Capex of EUR 3.8-4.0bn, with the bulk to be deployed over 2024-26E.
- ✓ Gross gas resources of 100bcm, with first gas in 2027E. The plateau should be reached in 2028E and last 10 years, after which production will decline gradually. Gross production at the plateau is seen at 140kboe/day, of which half will be Romgaz's.
- ✓ Royalties of 13%, the maximum level, given the expected production per well.
- ✓ Unit production costs estimated at an average of USD 3/boe for the life of the field.
- ✓ The infrastructure to take the gas over and inject it into the National Transport System, to be built by gas operator Transgaz (HOLD, PT RON 278), should be ready by end-2025E.

Neptun Deep: key figures

See below our estimates for the project, assuming:

1. European gas prices of EUR 25/MWh for the life of the project, and a net realised gas price of EUR 23/MWh for Romgaz, with the difference reflecting mainly transport costs.
2. EUR 4bn of capex, with the bulk deployed over 2024-26E.
3. A production profile in line with Petrom's guidance, of 140kboe/day (split 50:50 between Romgaz and Petrom), with a 10-year plateau and a 20-year total life.
4. Royalties of 13%.
5. No windfall tax payable under the current legislation, based on the assumed realised gas price, which is below the lowest threshold from the sliding scale determining the windfall tax payable, i.e. no tax payable for prices below RON 85/MWh, adjusted by inflation, starting from 2019.
6. Opex in line with the guidance, at USD 3/boe for the life of the field.

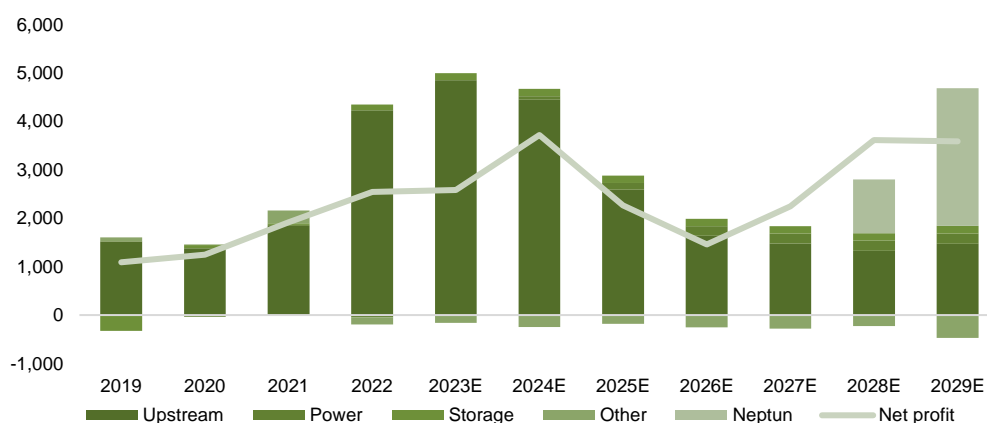
Based on our projections, the IRR for the project stands at 22%, with the NPV to Romgaz at RON 7.0bn, using our WACC estimate, and the average EBIT to Romgaz during the plateau years at RON 3.1bn p.a.

Neptun Deep: key figures

RONm	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E
Production (bcm)	0.0	0.0	0.0	0.0	3.5	7.9	7.9	7.9
Capex	-1,238	-6,532	-6,629	-5,176	-788	-107	-108	-110
Revenues	0	0	0	0	4,525	10,317	10,472	10,629
Opex/boe (USD)	0.0	0.0	0.0	0.0	3.8	2.8	2.8	2.8
Opex	0	0	0	0	-407	-681	-691	-702
Royalties	0	0	0	0	-639	-1,458	-1,480	-1,502
Windfall tax	0	0	0	0	0	0	0	0
SGA	0	0	0	0	-300	-350	-357	-364
EBITDA	0	0	0	0	3,178	7,828	7,944	8,061
OCF	0	0	0	0	2,822	6,918	7,016	7,116
FCF	-1,238	-6,532	-6,629	-5,176	2,034	6,811	6,908	7,006
EBIT	0	0	0	0	2,229	5,688	5,795	5,904

Source: WOOD Research

EBT breakdown segments, net profit, RONm



Source: Company data, WOOD Research

Weaker 2Q23 results yoy

The company had already disclosed its gas production and sales volumes for 2Q23. We have assumed that 85% of the gas sold to third parties went to households and heating producers at RON 150/MWh. With no windfall taxes and royalties paid on the effective price for these volumes, instead of CEGH levels, we expect a jump in 2Q23E EBITDA of 37% yoy. We estimate the solidarity tax at RON 395m, which pushes the net result to RON 630m, down 16% vs. the net profit reported in 2Q22. We note that Romgaz booked the full 2022 solidarity tax in 4Q22, while this year we are going to see the results impacted quarterly by the tax.

Although the drop in net profit comes solely from the fact that the 2Q22 results were not restated to reflect the impact of the solidarity tax, there could be some disappointment over the results (due on Friday 11 August). This could turn into a good buying opportunity in our view.

Romgaz 2Q23E results preview

RONm	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23E	yoy	qoq
Gross gas production, mcm	1,307	1,208	1,172	1,249	1,237	1,147	-5%	-7%
Gas sold, mcm	1,374	1,108	1,041	1,219	1,302	1,048	-5%	-19%
Revenues	3,926	3,570	3,317	2,547	2,909	2,237	-37%	-23%
EBITDA	1,227	956	712	1,637	1,882	1,310	37%	-30%
EBIT	1,138	826	562	1,457	1,742	1,180	43%	-32%
EBT	1,169	888	612	1,484	1,785	1,220	37%	-32%
Solidarity tax	0	0	0	1,003	538	395	n/m	-27%
Net profit	980	746	512	309	970	630	-16%	-35%

Source: Company data, WOOD Research

Valuation

We base our valuation for Romgaz on our dividend discount model (DDM), which we believe is better suited for the company, given that it is State-owned and its strategy and capital allocation are determined by the majority shareholder. Our new price target (PT) is RON 47.6/share, implying 19% upside and yielding a BUY rating.

We base our DDM valuation on the following assumptions:

- ✓ A risk free rate (RFR) of 7.5% over 2023-25E, and 5.5% going forward and in the TV.
- ✓ An equity risk premium (ERP) of 5.0%.
- ✓ A levered Beta of 1.2.
- ✓ Equity at 80% of the capital structure.
- ✓ An average payout ratio over 2023-27E of 52%, and 80% starting 2028E.
- ✓ A terminal growth rate of -3%.

Dividend discount model valuation

RON	2023E	2024E	2025E	2026E	2027E	2028E	2029E
DPS	3.47	4.99	3.04	1.96	3.01	7.50	7.44
Discount factor	0.89	0.78	0.70	0.63	0.57	0.51	0.46
Discounted dividends	3.09	3.92	2.14	1.24	1.71	3.81	3.39
TV growth rate	-3%						
TV	49.77						
Discounted TV	22.65						
Sum of discounted dividends	19.28						
Equity value per share	41.93						
12-month target price	47.6						
Current share price	40.0						
<i>Upside</i>	<i>19.0%</i>						

Source: WOOD Research, dividends reflected in the year for which they are due, not paid

WACC

	2023-25E	2026E-TV
Beta	1.2	1.2
Risk free rate	7.5%	5.5%
Equity risk premium	5.0%	5.0%
Cost of equity	13.5%	11.5%
Cost of debt pre tax	8.0%	6.0%
Marginal tax rate	16.0%	16.0%
Cost of debt after tax	6.7%	5.0%
Weight k (e)	80%	80%
Weight k (d)	20%	20%
WACC %	12.1%	10.2%

Source: WOOD Research

DDM sensitivity analysis (RON)

	Levered Beta (x)						
	0.9	1.0	1.1	1.2	1.3	1.4	1.5
0.0%	64.4	61.1	58.1	55.3	52.8	50.5	48.4
-1.0%	60.2	57.4	54.7	52.3	50.1	48.1	46.2
-2.0%	56.8	54.2	51.9	49.8	47.8	46.0	44.3
-3.0%	53.8	51.6	49.5	47.6	45.8	44.1	42.6
-4.0%	51.3	49.3	47.4	45.7	44.1	42.5	41.1
-5.0%	49.1	47.3	45.6	44.0	42.5	41.1	39.8
-6.0%	47.2	45.6	44.0	42.5	41.1	39.8	38.6

Source: WOOD Research

DDM sensitivity analysis (RON)

	Equity risk premium (%)						
	2.0%	3.0%	4.0%	5.0%	6.0%	7.0%	8.0%
2.5%	91.8	78.5	68.3	60.4	54.0	48.8	44.5
3.5%	81.1	70.4	62.1	55.4	50.0	45.5	41.7
4.5%	72.6	63.8	56.9	51.2	46.5	42.6	39.2
Risk free rate 2026E-TV (%)	65.7	58.4	52.5	47.6	43.5	40.0	37.1
6.5%	59.9	53.8	48.7	44.5	40.9	37.8	35.1
7.5%	55.2	49.9	45.5	41.7	38.6	35.8	33.4
8.5%	51.1	46.5	42.6	39.3	36.5	34.0	31.9

Source: WOOD Research

DCF

We do not use the DCF result in our valuation, but have presented it for comparison purposes.

Discounted cash flow valuation

RONm	2023E	2024E	2025E	2026E	2027E	2028E	2029E
EBIT	4,748	4,357	2,663	1,759	2,729	4,314	4,218
NOPLAT	3,988	3,660	2,237	1,478	2,292	3,624	3,544
CAPEX	-1,419	-4,066	-4,115	-3,388	-1,194	-853	-854
Depreciation	576	628	630	632	1,109	1,707	1,714
Working capital	358	-830	78	-154	-16	-21	0
FCF	3,502	-608	-1,169	-1,432	2,192	4,457	4,403
Discount factor	0.95	0.85	0.76	0.69	0.62	0.57	0.51
Discounted FCF	3,339	-517	-886	-985	1,368	2,524	2,262
Sum of discounted FCF	7,106						
TV growth rate	-3.0%						
TV	32,333						
Discounted TV	16,615						
EV	23,721						
Net debt end-2022 ex. 2022 DPS	789						
Provisions end-March 2023	395						
Equity value	22,537						
Value per share	58.5						

Source: WOOD Research

Multiples paint a mixed picture

With higher capex due to Neptun Deep, and thus higher debt, combined with the weakening EBITDA due to lower gas prices, we see net debt/EBITDA at 1.1x in 2025E and peaking at 2.6x in 2026E. This pushes the EV/EBITDA in 2025E to close to 6x, significantly above its peers. Looking at the P/E multiples, the stock is cheaper than its peers in 2024E, due to lower taxation, while it trades in line in both 2023E and 2025E. We believe the multiples fail to capture the impact from Neptun, where production starts in 2027E.

Oil and gas peers

	EV/EBITDA			P/E			FCF yield			Dividend yield		
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
ENI	2.9	3.0	3.1	6.0	6.6	7.5	12%	10%	12%	7%	7%	7%
OMV	2.5	2.6	2.8	4.7	5.3	5.9	16%	17%	16%	10%	9%	9%
MOL	3.1	2.6	2.3	4.9	4.5	4.8	16%	17%	16%	12%	8%	9%
PKN	1.8	2.2	2.5	3.8	5.1	5.5	10%	-5%	-10%	8%	6%	6%
Repsol	2.0	2.2	2.3	4.1	5.5	6.1	9%	13%	10%	5%	5%	6%
Galp	3.7	3.9	3.8	10.3	11.0	10.7	12%	8%	8%	4%	5%	5%
Equinor	2.0	2.2	2.9	6.4	5.4	6.8	15%	13%	8%	11%	8%	7%
BP	3.2	3.2	3.3	6.7	7.0	7.5	14%	15%	13%	4%	5%	5%
OMV Petrom (BBG)	2.0	2.2	2.9	6.4	5.4	6.8	9%	3%	4%	10%	8%	9%
OMV Petrom (WOOD)	2.6	2.8	3.3	10.2	5.5	6.6	9%	3%	4%	8%	8%	9%
Integrated oil & gas, median	2.5	2.6	2.9	6.0	5.4	6.8	12%	13%	10%	8%	7%	7%
Romgaz	2.6	3.2	5.8	6.0	4.1	6.8	14%	-3%	-7%	9%	12%	8%
Premium/(discount) to peers	5%	24%	96%	-1%	-23%	1%	1.9pp	n.m.	n.m.	0.8pp	5.5pp	1.0pp

Source: Bloomberg, Prices as of 4 August 2023, WOOD Research

Financials

Income statement

RONm	2020	2021	2022	2023E	2024E	2025E	2026E
Revenues	4,075	5,853	13,360	9,258	8,848	8,048	7,069
Cost of commodities sold	-19	-282	-184	-200	-212	-222	-229
Gross profit	4,056	5,571	13,176	9,058	8,636	7,826	6,839
Other gains and losses	11	373	-65	-100	-100	-100	-100
Changes in inventory	-16	75	-2	-50	-50	-50	-50
Raw materials and consumables used	-58	-81	-118	-130	-138	-144	-149
Employee benefit expenses	-767	-767	-846	-958	-1,044	-1,123	-1,196
Provisions	-17	-17	-27	-30	-32	-33	-34
Exploration expenses	-27	-1	-60	0	0	0	0
Other expenses	-1,131	-2,369	-7,531	-2,467	-2,287	-3,083	-2,919
EBITDA	2,051	2,785	4,527	5,323	4,985	3,294	2,392
Depreciation, amortisation and impairment	-672	-686	-550	-576	-628	-630	-632
Operating profit	1,379	2,099	3,977	4,748	4,357	2,663	1,759
Investment income	48	58	177	99	88	71	31
Interest expenses	0	0	-5	-13	-20	-37	-54
Net financial result	48	58	172	86	67	33	-23
Profit before tax	1,427	2,157	4,149	4,834	4,424	2,697	1,736
Upstream	1,376	1,844	4,229	4,847	4,446	2,585	1,635
Neptun Deep	0	0	0	0	0	0	0
Power	-35	16	-50	-17	72	141	199
Storage	67	33	116	147	151	154	154
Other	18	264	-146	-142	-246	-183	-252
Income tax expense	-179	-242	-1,608	-2,253	-708	-431	-278
Net profit	1,248	1,915	2,542	2,581	3,716	2,265	1,458
Dividends	690	1,465	1,318	1,336	1,924	1,172	755

Source: Company data, WOOD Research

Balance sheet

RONm	2020	2021	2022	2023E	2024E	2025E	2026E
PPE	5,613	5,241	5,039	5,264	5,436	5,606	5,773
Intangible assets	15	16	5,140	5,140	5,140	5,140	5,140
Other long-term assets	315	309	242	861	4,126	7,441	10,029
Fixed assets	5,943	5,565	10,422	11,265	14,703	18,187	20,943
Inventories	245	305	284	289	365	332	292
Receivables	593	1,352	1,291	987	944	697	612
Financial assets	1,996	418	100	100	100	100	100
Cash	417	3,580	1,884	2,402	2,258	937	59
Other short-term assets	69	72	415	415	415	415	415
Current assets	3,319	5,728	3,974	4,194	4,081	2,482	1,478
Total assets	9,261	11,293	14,395	15,458	18,784	20,669	22,421
Share capital	385	385	385	385	385	385	385
Reserves	2,252	2,999	3,579	3,579	3,579	3,579	3,579
Retained earnings	5,150	5,597	6,110	7,372	9,753	10,095	10,380
Total equity	7,787	8,981	10,074	11,337	13,718	14,059	14,345
Decommissioning provisions	539	413	230	230	230	230	230
Pension liabilities	129	156	169	199	231	264	298
Long-term portion of bank loans	8	7	1,133	844	2,555	4,266	5,977
Other	136	230	211	211	211	211	211
Non-current liabilities	812	807	1,743	1,484	3,227	4,971	6,716
Short-term debt	0	0	322	322	322	322	322
Trade liabilities	230	328	410	470	449	408	359
Other liabilities	432	1,177	1,846	1,846	1,069	909	679
Current liabilities	662	1,505	2,578	2,637	1,839	1,638	1,359
Total liabilities and equity	9,261	11,293	14,395	15,458	18,784	20,669	22,421
Total debt	8	7	1,455	1,166	2,876	4,587	6,298
Net debt	-2,405	-3,991	-529	-1,336	519	3,550	6,140

Source: Company data, WOOD Research

Cash flow statement

RONm	2020	2021	2022	2023E	2024E	2025E	2026E
Net profit	1,248	1,915	2,542	2,581	3,716	2,265	1,458
DD&A	699	687	610	576	628	630	632
Other non-cash (FX, impairment)	14	-300	1,263	30	32	33	34
Cash earnings	1,961	2,302	4,415	3,187	4,376	2,929	2,125
Change in NWC	114	325	-782	358	-830	78	-154
Operating cash flow	2,075	2,626	3,633	3,544	3,546	3,007	1,971
Capex	-614	-433	-506	-800	-800	-800	-800
Other (Neptun)	0	0	-5,119	-619	-3,266	-3,315	-2,588
Net Investment	-614	-433	-5,625	-1,419	-4,066	-4,115	-3,388
Dividends	-620	-690	-1,464	-1,318	-1,336	-1,924	-1,172
Change in borrowings	0	0	1,446	-289	1,711	1,711	1,711
Other	132	82	0	0	0	0	0
Cash from financing	-488	-608	-19	-1,607	375	-213	538
Net (decrease)/increase in cash	973	1,586	-2,011	518	-144	-1,320	-879
Cash eop	2,412	3,998	1,987	2,502	2,357	1,037	158
Change in net debt	-974	-1,587	3,462	-807	1,855	3,031	2,589

Source: Company data, WOOD Research

Financial ratios

	2020	2021	2022	2023E	2024E	2025E	2026E
Working capital to sales, days	15.7	9.5	-18.6	-41.0	-8.6	-13.0	-6.9
Capex/depreciation	0.9	0.6	10.2	2.5	6.5	6.5	5.4
Capex/net fixed assets	0.1	0.1	0.5	0.1	0.3	0.2	0.2
Operating cash flow/capex	3.4	6.1	0.6	2.5	0.9	0.7	0.6
EBITDA margin	50%	48%	34%	57%	56%	41%	34%
EBIT margin	34%	36%	30%	51%	49%	33%	25%
Pre-tax margin	35%	37%	31%	52%	50%	34%	25%
Net margin	31%	33%	19%	28%	42%	28%	21%
ROE	17%	23%	27%	24%	30%	16%	10%
ROCE (ave.)	17%	23%	37%	39%	29%	15%	9%
Net debt/EBITDA	-1.2	-1.4	-0.1	-0.3	0.1	1.1	2.6

Source: Company data, WOOD Research

Ratios

	2020	2021	2022	2023E	2024E	2025E	2026E
P/E (x)	8.7	7.8	5.7	6.0	4.1	6.8	10.6
P/CF (x)	5.2	5.7	4.0	4.3	4.3	5.1	7.8
P/BV (x)	1.4	1.7	1.4	1.4	1.1	1.1	1.1
EV/EBITDA (x)	4.1	4.0	3.1	2.6	3.2	5.8	9.0
EV/CE (x)	1.0	1.1	1.2	1.1	0.9	1.0	1.0
EV/sales (x)	2.1	1.9	1.0	1.5	1.8	2.4	3.0
EV/EBIT (x)	6.1	5.3	3.5	3.0	3.7	7.1	12.3
FCF (RONm)	1,462	2,194	-1,993	2,126	-519	-1,108	-1,417
FCF yield (%)	13%	15%	-14%	14%	-3%	-7%	-9%
Dividend yield (%)	6%	10%	9%	9%	12%	8%	5%

Source: Company data, WOOD Research

Important disclosures

This publication is issued 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), in Ireland by Central Bank of Ireland (CBI), in Romania by the Financial Supervisory Authority (ASF) 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 remuneration 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 08/08/2023 at 13:45 CET and disseminated on 09/08/2023 at 07:35 CET.

WOOD&Co's ratings and price target history for Romgaz in the preceding 12-month period

Date	Rating	Date	PT
01/07/2021	BUY	01/07/2021	RON 38.4
12/09/2022	BUY – transfer of coverage	12/09/2022	RON 65.6
		09/08/2023	RON 47.6

The history of all WOOD&Co's investment research disseminated during the preceding 12-month period can be accessed via our website at <https://research.wood.com>.

The meanings of 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.

UNDER REVIEW: 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 until further notice.

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	UNDER REVIEW
Equity Research Coverage	61%	32%	6%	1%	n.a.	n.a.
IB Clients	n.a.	n.a.	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.

WOOD Research Disclosures (as of 9 August 2023)

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

Santander Bank Polska	5
Siauliu Bankas	5
TBC Bank	3
Transelectrica	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.
- 3 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 Article 9 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's 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 European Economic Area (EEA) Residents:

In the United Kingdom, this investment research is only for 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. In the EEA, this investment research is only for persons who are 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. This investment research is not intended to be distributed or passed on, directly or indirectly, to any other class of persons. Accordingly, this investment research must not be acted on or relied on by any other class of persons. This material is not for distribution in the United Kingdom or EEA to persons regarded as retail clients in their home jurisdictions.

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 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 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.

CONTACTS

Czech Republic

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

Poland

Centrum Marszalkowska
Marszalkowska 126/134
7th Floor
00 008 Warszawa
Poland
Tel +48 22 222 1530
Fax +48 22 222 1531

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

Bloomberg page
WUCO

www.wood.com

Romania

Lamda Building
7A Bucuresti-Ploiesti Street
4th Floor
013682 Bucharest 1
Tel.: +40 316 30 11 81

Research

Co-Head of Equities/ Head of Research

Marta Jezewska-Wasilewska
+48 22 222 1548
marta.jezewska-wasilewska@wood.com

Head of Consumer/Industrials

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

Macroeconomics

Raffaella Tenconi
+44 20 3530 0685
raffaella.tenconi@wood.com

Head of Turkey Research

Atinc Ozkan
+90 542 202 3632
atinc.ozkan@wood.com

Head of Romania Research

Iuliana Ciopraga
+40 316 30 1185
iuliana.ciopraga@wood.com

Head of Financials

Can Demir
+44 20 3530 0623
can.demir@wood.com

Head of TMT

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

Macroeconomics

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

Energy

Jonathan Lamb
+44 20 3530 0621
jonathan.lamb@wood.com

Utilities/Mining/Pharma

Bram Buring
+420 222 096 250
bram.buring@wood.com

Consumer/Real Estate

Jakub Caithaml
+420 222 096 481
jakub.caithaml@wood.com

Gaming/Mid-caps

Maria Mickiewicz
+48 602 450 718
maria.mickiewicz@wood.com

Turkey

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

Russia

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

Financials

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

Real Estate

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

Sales

Co-Head of Equities

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

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

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

Piotr Kopec
+48 22 222 1615
piotr.kopec@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

Co-Head of Equities

Zuzana Mora
+420 222 096 283
zuzana.mora@wood.com

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

Ermir Shkurti
+420 222 096 847
ermir.shkurti@wood.com

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

RECENTLY PUBLISHED REPORTS

Date	Company/Sector	Title	Analyst
07/08/23	EME Macro/Strategy	Macro all-in-one (31 July-6 August)	Raffaella Tenconi, Alessio Chiesa
07/08/23	European Oil and Gas Monthly	July 2023	Jonathan Lamb
02/08/23	The Rear-View Mirror – EME markets	Gains in all geographies – Turkey back on top	Research Team
31/07/23	EME Macro/Strategy	Macro all-in-one (24-30 July)	Raffaella Tenconi, Alessio Chiesa
27/07/23	OMV Petrom	Awaiting the special dividend	Iuliana Ciopraga, Jonathan Lamb
26/07/23	Sphera Group	Waiting for redemption	Lukasz Wachelko, Iuliana Ciopraga
24/07/23	EME Macro/Strategy	Macro all-in-one (17-23 July)	Raffaella Tenconi, Alessio Chiesa
18/07/23	Budimex	Beneficiary of large investments in Poland	Maria Mickiewicz, Jakub Caithaml
17/07/23	EME Macro/Strategy	Macro all-in-one (10-16 July)	Raffaella Tenconi, Alessio Chiesa
13/07/23	Ford Otosan	Bright expectations are mostly priced in	Can Yurtcan, Atinc Ozkan
11/07/23	MONETA Money Bank	Solid, but still locked, equity story	Marta Jezewska-Wasilewska, Miguel Dias
11/07/23	Komerční Banka	Safe harbour for yield seekers	Marta Jezewska-Wasilewska, Miguel Dias
10/07/23	EME Macro/Strategy	Macro all-in-one (3-9 July)	Raffaella Tenconi, Alessio Chiesa
06/07/23	European Oil and Gas Monthly	June 2023	Jonathan Lamb
05/07/23	Al Arabia Outdoor Advertising	More growth drivers ahead	Dmitry Vlasov, Piotr Raciborski
04/07/23	The Rear-View Mirror – EME markets	Markets rally as inflation continues to abate	Research Team
03/07/23	EME Macro/Strategy	Macro all-in-one (26 June-2 July)	Raffaella Tenconi, Alessio Chiesa
30/06/23	EMEA Petrochemicals	A better neighbourhood in a tough market	Jonathan Lamb, Dmitry Vlasov
30/06/23	Photon Energy	Diversification starting to pay off	Ondrej Slama, Bram Buring
28/06/23	AUGA Group	Agtech direction clearly set	Ondrej Slama; Peter Palovic
28/06/23	WAG Payment Solutions (Eurowag)	Democratising digitalisation for small truckers	Bram Buring, Peter Palovic

Although the information contained in this report comes from sources WOOD & Company believes to be reliable, we do not guarantee its accuracy, and such information may be incomplete or condensed. All opinions and estimates included in this report constitute our judgment as of this date and are subject to change without notice. This report is for information purposes only and is not intended as an offer or solicitation with respect to the purchase or sale of any security.