

## ALTEO OFFERS PRIVATE PLACEMENT OF SECURITIES

ALTEO Group (the "Company") informed the market participants that the Company wants to make an offering of securities to a closed group of investors (private placement of securities).

The Company has made several investments since 2016:

- The Acquisition of the remaining 51% stake in the Zugló-Therm Ltd.
- R&D project for energy storage (HUF 1.1 billion – 2018/2019)
- In the recent months the Company acquired three solar power plants with a total capacity of 18-20MW: Balatonberény (7 MW - 2019), Monor (4 MW - 2018) and Nagykőrös (7 MW- 2019), Domaszék (2MW – 2017)
- Executing energy services and projects for MOL-Petrolkémia or Sopron Power Plant. Company has made several investments since 2016
- Landfill gas expansion in Debrecen (HUF 300 million - 2017)

Moreover the Company has established a subsidiary in Germany to start its expansion abroad and in early 2019 has launched the Waste Management segment, which will be presumably the third profit center inside the Company.

In 2017 the Company made an equity offering to raise capital for its expansion. In that year the management guidance was that the Company will have spent approximately HUF 15 billion by the end of 2019. To date, by our calculation the Company spent approximately HUF 12 billion. The current macro environment is supportive thus the management has the ability to find investment projects and/or assets which may offer high return.

In order to take advantage of the opportunities, the Company makes a private placement of securities. Private placement occurs when a company makes an offering of securities to an individual or a small group of investors, mostly institutional investors. In the current situation the ALTEO offers minimum HUF 500 million, maximum HUF 2 billion to institutional investors. The investors have to buy minimum EUR 100 thousand (approximately HUF 32 million) worth of stocks. The offering price will be between HUF 660 and 670. We believe the management has identified several high return projects and/or assets so it is crucial to raise capital quickly to finance the next round of expansion. According to the statement in the first hand the investments contain renewable power plants. The total

CapEx of the newly identified projects and/or assets may be between HUF 7 billion and HUF 10 billion.

The investors who want to participate in the equity offerings must make a commitment at least 19 March 2019.

At first sight this step fits in the ALTEO's growth story, but to assess the real effect on the stock price and free cash flow, we put our target price under review.

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**Prior researches**

MKB Bank wrote an initiation report on 15 December 2017. The research is available on the web page of the BSE (Budapest Stock Exchange):

<https://bet.hu/BET-elemzesek/elemzesek/alteo-elemzesek>

MKB Bank wrote flash notes on 12 January 2018, and on 31 January 2018, 8 February 2018, 2 March 2018, 19 March 2018 and 11 May 2018. These researches are available on the web page of the BSE (Budapest Stock Exchange):

<https://bet.hu/BET-elemzesek/elemzesek/alteo-elemzesek>

### **Methodology used for equity valuation and recommendation of covered companies**

The discounted cash flow valuation is a method of valuing a company (or project, assets, business, etc.) with the time value of the money. The model forecasts the company's free cash flow (free cash flow to firm) and discounts it with the average cost of capital (WACC). The cash flow is simply the cash that is generated by a business and which can be distributed to investors. The free cash flow represents economic value, while accounting metric like net earning doesn't. The WACC represents the required rate of return by the investors. If a business is riskier the required rate of return, the WACC will be higher.

Discounted cash flow model (DCF): We analyze the companies using five year forecast period and set a terminal value based on the entity's long term growth or on different exit multiples like EV/EBITDA or EV/EBIT. In certain cases the forecast period may differ from five years. In this case the analysts must define the reason for difference. The cash flows are discounted by the company's WACC unless otherwise specified.

In the first step we have to forecast the company's cash flow. The free cash flow to firm (FCFF) is based on the earnings before interest and taxes (EBIT), the tax rate, depreciation and amortization (D&A), net change in working capital (which is based on the current assets and current liabilities) and the capital expenditures (CAPEX). The model requires a terminal value which can be based on the long term growth or on an exit multiple like EV/EBITDA, or EV/EBIT. Forecasting the terminal value is a crucial point because in most cases it makes up more than 50% of the net present value.

The discount rate (WACC): The average cost of capital of the company is dependent on the industry, the risk free rate, tax, the cost of debt and the equity risk premium. The cost of equity is calculated by the CAPM model, where the independent variables are the risk free rate, the industry specific levered beta, and the equity risk premium. The WACC is dependent on the capital structure, so the forecast of the equity/debt mix is crucial.

At the end we get the enterprise value (EV). The EV is the market capitalization plus the total debt and preferred equity and minority interest, minus the company's cash. In the last step we have to reduce the EV with the net debt. This figures divided by the shares outstanding we arrive at the target share price.

The discounted cash flow model includes sensitivity analysis which takes the effects of the change in the WACC, the long term growth or the used exit multiples on which the terminal value is based.

Our target price is based on a 12 month basis, ex-dividend unless stated otherwise.

Peer group valuation: For comparison we use peer group valuation. The analysis based on important indicators and multiples like P/E, EV/EBITDA, EV/EBIT, market capitalization, P/S, EBITDA margin, net debt to EBITDA, EBITDA growth, dividend yield and ROIC. If the industry justifies we may use other multiples. The peer group is compiled according to the companies' main business, with respect to the region (DM or EM market).

### **Recommendations**

- **Overweight:** A rating of overweight means the stock's return is expected to be above the average return of the overall industry, or the index benchmark over the next 12 months.
- **Underweight:** A rating of underweight means the stock's return is expected to be below the average return of the overall industry, or the index benchmark over the next 12 months.
- **Equal-weight:** A rating of equal-weight means the stock's return is expected to be in line with the average return of the overall industry, or the index benchmark over the next 12 months.
- **Buy:** total return is expected to exceed 10% in the next 12 months.
- **Neutral:** Total return is expected to be in the range of -10 - +10% In the next 12 months.
- **Sell:** Total return is expected to be below -10% in the next 12 months.

- Under revision: If new information comes to light, which is expected to change the valuation significantly.

**Change from the prior research**

Our first research was published on 05. December 2017. In that Initial Coverage our price target was HUF 823, but the changes in fundamental factors and the latest acquisition justified the update of our model. Our new price target is HUF 970 which is higher by 18% than our first price target.