

# **EQUITY NOTE: PANNERGY NYRT.**

Recommendation: BUY

Target price (12M): HUF 1,387

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## **Highlights**

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The 12M target price for Pannergy is increased from HUF 1,204 to HUF 1,387 due to two main developments: 1) on the company's side, the expected capacity increase this year will result in higher EBITDA going forward, 2) the peers's EV to EBITDA ratio increased from 9.1 to 10.6, reflecting the positive effects of global liquidity injections on valuations. Additionally, the management improved its EBITDA guidance as well. For 2022, the company expects the EBITDA to be around HUF 3-3.1 billion and HUF 3.15-3.25 billion for 2023. Moreover the company may start to pay dividends (HUF 15 per share) if the proposal is accepted on the General Meeting, while continuing the share repurchase program may be also on the table.

Concerning 2020, production was slightly lower than a year before, however EBITDA increased from HUF 2.665 billion to HUF 2.735 billion. Net income decreased from HUF 734 million to HUF 237 million due to the negative effect of the depreciating HUF on the financial results.

Overall, the financial results for 2020 did not bring major surprises; the effect of the depreciating HUF was expected. Aside from that, the capacity-enhancing measures and the improved forward guidance is a good news.

### Financial highlights of the earnings report

Revenue for 2020 was HUF 5,923 billion (+4.9% YoY), while revenue from geothermal heat sales amounted to HUF 5,07 billion, exceeding our forecast of HUF 5,005 billion. Revenue from other operations increased from HUF 588 million to HUF 853 million, mainly reflecting the effect of the depreciation of the HUF. However, the margin on this kind of sales is almost zero; therefore, it has no effect on profitability.

In 2020, heat sales reached 1,601,882 GJ, somewhat smaller than the management's plan and the production level in 2019. The smaller production is due to lower output in Q4, which is a result of temporarily lower output due to some capacity enhancing investment. Due to this, production levels could be somewhat higher this year.

Direct costs amounted to HUF 4,478 billion (+6.8% YoY), which can be mainly attributed to the increase in revenue of other operations (cost of goods sold, mediated services category). Without this item, costs are almost stagnated.

**Depreciation** is increased from HUF 1,468 billion to HUF 1,66 billion due to the activation of some capacity-enhancing investment and the revision and adjustment of the useful life of some asset categories. Among the direct costs items, **maintenance costs** increased by 5.9%, reflecting the costs of the capacity-enhancement measures. The other items were broadly in line. Because of the interaction of revenue and direct costs, **gross profit margin** 

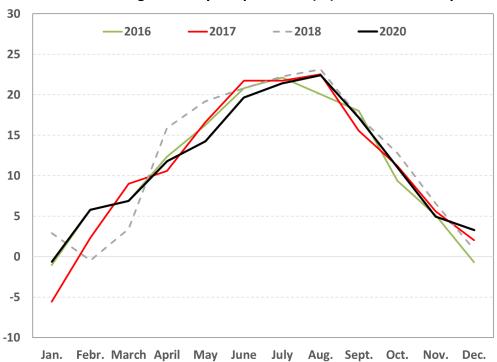


decreased from 25.8% to 24.4%. The average gross profit margin between 2016 and 2018 was 19.4%.

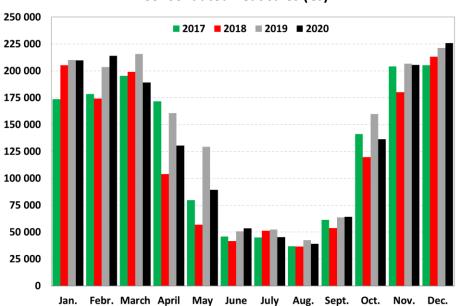
**SGA costs** increased by 11.3 YoY due to the increase in administrative and projects costs related to the refinancing of the existing loans. The effect of COVID-19 on the office costs was negligible. This brings the **EBIT to HUF 1,075 million (-10% YoY).** 

EBITDA amounted to HUF 2,735 billion (+3% YoY), while the EBITDA ratio declined to 46.2% from 47.2%. The decline is the indirect results of the increase in revenues from electricity sales (which is an almost no-margin operation).

#### Combined average monthly temperatures (°C) in Miskolc and Győr



#### Consolidated heat sales (GJ)





The company reported a financial loss of HUF 813 million, which is almost HUF 400 million higher than, it was in 2019. The difference can be attributed to the depreciating HUF (10.65%) in 2020 and the results of financial settlement relating to investment credit agreements. However looking ahead, the FX rate fluctuations will be a lot smaller issue. The share of FX loans was 56%, but due to the refinancing operations, its share decreased to 22.8%. This means, that when the HUF depreciates the financial loss will be lower, but the positive effect on the revenue side will stay the same.

Overall, the company reported HUF 236 million net income after tax, which is lower than the HUF 728 million net income in 2020. The difference is mainly due to the effect of the depreciation of the HUF and the increase in cost items related to capacity-enhancing measures.

Looking ahead, the company expects heat sales to reach 1,733,000 GJ in 2021 and EBITDA could by between HUF 2.8-2.88 billion (+2.4-5.3% YoY).

P/L Table consolidated (million HUF)	2015	2016	2017	2018	2019	2020
Revenue	2 726	4 529	4 699	4 679	5 648	5 923
Net other revenue	871	101	537	407	192	132
OPEX	1 983	2 914	3 012	2 903	2 982	3 320
From which:						
* SGA	1 180	684	492	456	457	501
* Depreciation	1 241	1 435	1 300	1 317	1 468	1 660
EBITDA	1 614	1 715	2 241	2 231	2 666	2 735
EBIT	373	281	923	906	1 198	1 075
EBT	217	-131	626	525	782	262
Income Taxes	183	28	121	90	47	25
Net income	78	-151	488	434	728	236
EPS (HUF)	4,28	-8,47	27,60	23,55	40,77	14,01

#### Financial highlights of the 2020 report

	2015	2016	2017	2018	2019	2020
EPS (HUF)	4,28	-8,47	27,60	23,55	40,77	14,01
EBITDA (HUFm)	1 614	1 715	2 241	2 231	2 666	2 735
Gross profit rate	25,0%	19,0%	18,7%	20,4%	25,8%	24,4%
EBIT rate	13,7%	6,2%	19,6%	19,4%	21,2%	18,2%
EBITDA rate	59,2%	37,9%	47,7%	47,7%	47,2%	46,2%
ROE	0,8%	-1,7%	5,4%	4,6%	7,3%	2,4%
ROA	0,3%	-0,6%	1,9%	1,7%	2,8%	0,9%
ROS	2,9%	-3,3%	10,4%	9,3%	12,9%	4,0%

### New capacity enhancing measures for 2021:

**Several – small-scale – capacity-enhancing measures planned for the year** and could take effect from around the start of the winter season. The proposed measures are: 1) drilling a new producing well in Miskolc, increasing the lower well-head temperature from 86 °C to 102-103 °C. This is expected to be completed in 2022 and would result in +70TJ (+4.3% capacity). 2) Increase the flow capacity of the secondary pipe system in Győr (+5TJ, +0.3%), 3) increase some important back-up technical and electrical equipment (no data regarding capacity increase), 4) increase heat transfer capacities at heat centres through



expansion and conversion (+ 21-28 TJ, +1.3-.17%), 5) achieve direct system access to certain direct local consumers (+7-10 TJ, +0.4-0.6%), 6) carry out technological improvements in order to enable the more efficient, more economical and safer installation (no data on the expected output).

Overall, the above measures expected to increase the capacity by 33-43 TJ in 2021 and 70 TJ in 2022. This would increase the EBITDA by HUF 340-380 million. However, the materials also contains the following sentence: "In the event the plans for drilling a new well in Miskolc are scrapped, the EBITDA projected for 2023 would be identical with that of 2022." Due to that sentence, a conservative approach applies. All the capacity enhancement measures will be incorporated, except the drilling of a new well in Miskolc. The resulted increase in capacity will take off from the beginning of 2022. For the new well, we do not incorporate any increase in production for now. If it will be certain that it will be completed, we will incorporate its effect into the valuation.

#### Announcements and proposals for the General Meeting meeting:

There will be many issues on the meeting; we only highlight those, which might have an effect on the valuation of the company.

- 1) **Dividends:** HUF 15 per ordinary shares dividend is proposed, financed by last year's profit and retained earnings. (1.8% dividend yield, BUX: 0.66%, Stoxx 600 Utilities: 3.65%)
- 2) Share-repurchases: The share repurchase programme is expected to continue with a capacity of HUF 0.5 billion, until the share price reaches HUF 900. The period would be one year. For now, we do not incorporate the effects of dividends and share repurchased until accepted on the General Meeting.

#### Recent information's effect on our valuation

Overall, Pannergy's valuation is lifted from HUF 1,204 to HUF 1,387. The large upgrade is mainly due to the relative valuation, where the average EV/EBITDA ratio increased from 9.1 to 10.6, mirroring the positive effect of large scale, global liquidity injections on valuations. The remaining part of the upgrade is due to the expected capacity-enhancing measures taking place in 2021. As mentioned before, the analysis does not contain the effect of the planned upgraded well in Miskolc. We incorporate it later, when there is more certainty about it.

### Risks surrounding PannErgy's economic activity

- 1. **Price risk:** The administered price is set at a level that takes into account the cost of doing business and providing a fair profit. However, the administered price setting has inherent risks related to the administrative authority.
- Moreover, at the moment PannErgy provides heat at a lower cost than its peers (natural gas). However, if natural gas prices fall significantly, then consumers who do not have mandatory purchase agreement with PannErgy could switch to other sources of heat.
- 2. **Environmental risks:** Extreme weather conditions during the heating season could harm the company's profit target. If the winter season is too short or too cold due to



global warming or other extreme weather conditions – the costs are higher, as the output from the drilling wells drops.

- 3. **Operational risks:** Maintenance costs increased significantly at the Győr Project in 2016 due to scaling issues concerning the tubing and pumps, and this has reduced production. Although the problem was addressed, we identify it as a source of risk in the future as well. This could be a risk to our depreciation forecast as well.
- 4. **Improving energy efficiency risk:** It is not necessarily a PannErgy-specific risk, but in the long term, the building of passive houses and the coming investment which increases the energy efficiency of houses and flats could decrease demand for heat.
- 5. **Pandemic risks:** Based on our current knowledge, covid-19 has no material effect on the company. However, the covid crisis and its economic effects may change rapidly and unpredictably in the future. This may pose some unforeseen risks for PannErgy as well.

#### **Appendix:**

#### Income statement

P/L Table consolidated (million HUF)	2018	2019	2020	2021F	2022F	2023F
Revenue from geothermal-heat	4 152	5 060	5 070	5 065	5 183	5 185
Other revenue	407	192	132	115	117	95
OPEX	2 903	2 982	3 320	3 266	3 337	3 354
from which: Depreciation	1 317	1 468	1 660	1 635	1 644	1 650
EBITDA	2 231	2 666	2 735	2 768	2 816	2 778
EBIT	906	1 198	1 075	1 133	1 171	1 129
EBT	525	782	262	969	1 053	1 055
Income Taxes	90	47	25	116	126	127
Non-controlling interest	1	0	0	0	0	0
Net income	434	728	236	853	927	929
EPS (HUF)	25	43	14	51	55	55

#### **Balance sheet**

Balance sheet - consolidated (million HUF)	2017	2018	2019	2020	2021F	2022F	2023F
Non-current assets	21 633	22 780	23 177	23 634	22 559	21 505	19 745
Current assets	3 389	3 030	2 796	3 099	3 753	3 673	4 502
Total assets	25 022	25 810	25 973	26 733	26 312	25 178	24 247
Total equity	9 025	9 867	10 213	9 747	10 600	11 526	12 455
Non-current liabilities	13 066	12 256	11 910	14 441	12 581	10 721	8 861
Current liabilities	2 931	3 687	3 850	2 545	3 131	2 931	2 931
Total equity and liabilities	25 022	25 810	25 973	26 733	26 312	25 178	24 247

#### **Cash flow statement**

Cash flow statement (million HUF)	2018	2019	2020	2021F	2022F	2023F
Profit before taxes	525	782	262	969	1 053	1 055
Cash flow from operations	2 266	2 601	1 238	3 417	2 371	2 578
Cash flow from investment	-2 766	-1 790	-1 639	-314	-220	-220
Cash flow from financing activities	320	-575	-278	-1 989	-1 640	-1 640
Change in cash and cash equivalents	-180	236	-679	1 114	511	718



## **FCFF** valuation

Valuation summary (million HUF)	2020 last year	2021F	2022F	2023F	2024F	2025F	2026F	2027F	2028F	2029F	2030F	Terminal year
Revenue from geothermal heat	5 070	5 065	5 183	5 185	5 187	5 234	5 338	5 445	5 554	5 665	5 778	5 894
EBITDA	2 735	2 768	2 816	2 778	2 764	2 771	2 808	2 846	2 883	2 921	2 959	3 018
Depreciation	1 660	1 635	1 644	1 650	1 655	1 660	1 660	1 660	1 660	1 660	1 660	1 660
Working capital sales	106	380	0	0	0	0	0	0	0	0	0	0
Capex	93	93	93	93	93	93	93	93	93	40	40	40
FCFF	2 407	2 159	2 583	2 550	2 539	2 545	2 578	2 611	2 644	2 730	2 763	2 815
WACC		7,7	7,7	7,7	7,7	7,7	7,7	7,7	7,7	7,7	7,7	9,2
PV(FCFF)		2 005	2 227	2 043	1 888	1 758	1 654	1 555	1 463	1 403	1 318	16 287

Share price estimation	
Enterprise value	33 601
Net debt ( - )	10 767
Equity value	22 834
Number of shares	16 854
Required return on equity	12,9
Target price for the next 12 M (HUF)	1530

Relative valuation						
Company name	Country	Market capitalzation (billion HUF)	EV/EBITDA			
Plaris Infrastructure	Canada	89,5	5,1			
Ormat Technologies	USA	1282,3	11,9			
ARISE	Germany	58,9	12,2			
ABO Invest	Germany	47,0	10,0			
Northland Power	Canada	2228,6	11,6			
Falck	Denmark	669,1	13,0			
		Average	10,6			
		Median	11,7			



#### Notes:

The initiation report, which contains the assumptions of the models used, is available here.

The valuation methodology used in this present equity research note to determine our price targets and recommendations is available here. (Also available in Hungarian)

This investment recommendation has not used proprietary models.

The risk warning, which includes the adequate explanations of the length of time of the investment to which the recommendation relates as well as a sensitivity analysis of the assumptions, is indicated in the part of this recommendation where the length of time and the risks of the investment are presented.

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OTP Bank Plc's recommendations and price targets history for PannErgy in the past twelve months:

Date	Recommendations	Target Price	Publication
15/12/2017	BUY	HUF 1,024	Initiation of coverage
16/01/2018	BUY	HUF 1,024	Equity note
13/02/2018	BUY	HUF 1,024	Equity note
21/03/2018	BUY	HUF 1,032	Equity note
17/04/2018	BUY	HUF 1,032	Equity note
17/07/2018	BUY	HUF 1,032	Equity note
03/08/2018	BUY	HUF 1,032	Equity note
04/09/2018	BUY	HUF 1,046	Equity note
02/10/2018	BUY	HUF 1,072	Equity note
16/10/2018	BUY	HUF 1,072	Equity note
16/01/2019	BUY	HUF 1,090	Equity note
25/03/2019	Under revision	-	Equity note
16/04/2019	Under revision	-	Equity note
30/04/2019	BUY	HUF 1,106	Equity note
16/07/2019	BUY	HUF 1,106	Equity note
04/09/2019	BUY	HUF 1,106	Equity note
16/10/2019	BUY	HUF 1,196	Equity note
16/01/2020	BUY	HUF 1,196	Equity note
30/03/2020	BUY	HUF 1,196	Equity note
15/04/2020	BUY	HUF1,196	Equity note
20/07/2020	BUY	HUF 1,196	Equity note
20/07/2020	BUY	HUF 1,216	Equity note
16/10/2020	BUY	HUF 1,204	Equity note
18/01/2021	BUY	HUF 1,204	Equity note



Period	Recommendations	Percent of recommendation		
	BUY	100%		
2017Q4	HOLD	0%		
	SELL	0%		
	BUY	100%		
2018Q1	HOLD	0%		
	SELL	0%		
	BUY	100%		
2018Q2	HOLD	0%		
	SELL	0%		
	BUY	100%		
2018Q3	HOLD	0%		
	SELL	0%		
	BUY	100%		
2018Q4	HOLD	0%		
	SELL	0%		
	BUY	93,5%		
204004	HOLD	0%		
2019Q1	SELL	0%		
	Under revision	6,5%		
	BUY	67%		
204002	HOLD	0%		
2019Q2	SELL	0%		
	Under revision	33%		
	BUY	100%		
2019Q3	HOLD	0%		
	SELL	0%		
	BUY	100%		
2019Q4	HOLD	0%		
	SELL	0%		
	BUY	100%		
2020Q1	HOLD	0%		
	SELL	0%		
	BUY	100%		
2020Q2	HOLD	0%		
	SELL	0%		
	BUY	100%		
2020Q3	HOLD	0%		
	SELL	0%		
	BUY	100%		
2020Q4	HOLD	0%		
	SELL	0%		



#### The list of all recommendations made in the past 12 months is available here.

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