Romania

It is getting very interesting

Raffaella Tenconi raffaella.tenconi@wood.com

May 2023



A quick overview of the near term

Macro forecasts

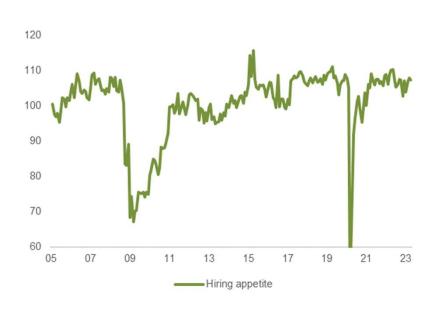
Romania				Woo	d	Consensus	
YoY changes unless otherwise stated	2020	2021	2022	2023E	2024E	2023E	2024E
Real GDP	-3.2	5.3	4.3	3.5	3.5	2.3	3.5
CPI avg	2.6	5.0	13.6	11.3	6.2	10.3	5.3
Lending growth (households +NFCs)	5.0	10.5	14.6	6.6	4.3		
M3 growth	13.7	16.0	10.5	5.5	5.5		
Current account % GDP	-5.0	-7.2	-9.3	-7.5	-7.0	-7.8	-7.0
FDI % GDP (-ve = capital inflow)	-1.4	-3.7	-4.0	-4.5	-3.8		
General gov budget balance % GDP	-9.3	-7.1	-5.8	-4.8	-3.5	-4.9	-4.0
General government debt % GDP	47.0	49.0	47.7	48.0	49.5		
Policy rate, % eop	1.50	1.75	7.00	7.00	6.00	6.90	5.35
10 yr sovereign local currency fair value, avg	3.9	3.9	7.4	8.0	7.0	7.6	6.8
RON-EUR fair value, avg	4.8	4.9	4.9	5.1	5.2	5.0	5.0

Source: Bloomberg, CEIC, INSSE, NBR, MoF; and ADA Economics in association with WOOD Research

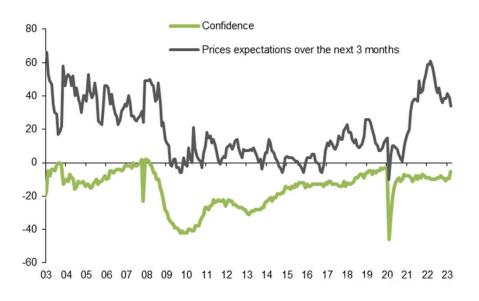


Leading indicators of GDP

Hiring appetite across sectors in Romania



Construction sector sentiment indices

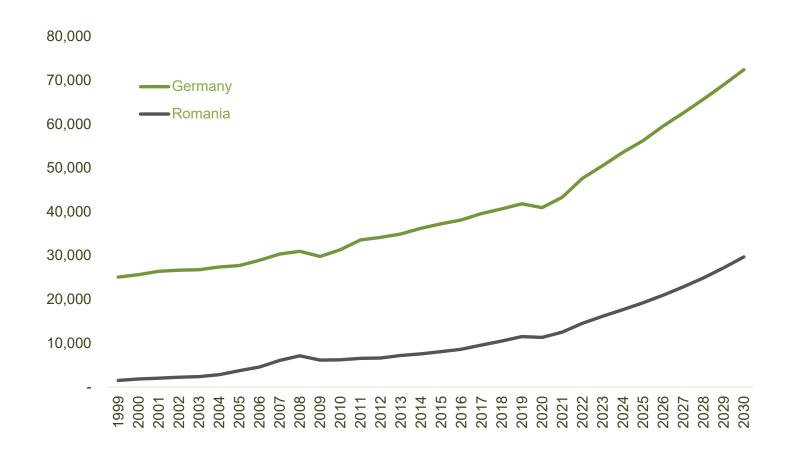


- The economy is rebalancing gradually towards savings and a little less consumption
- ...without showing signs of particular strain on the consumer or the business sector
- Hiring appetite is stable and the construction sector is moderating from very high euphoria levels. This is not the same picture that we see in other countries and it is a testimony to the robust competitiveness of Romania



Long-term perspectives: a great convergence outlook

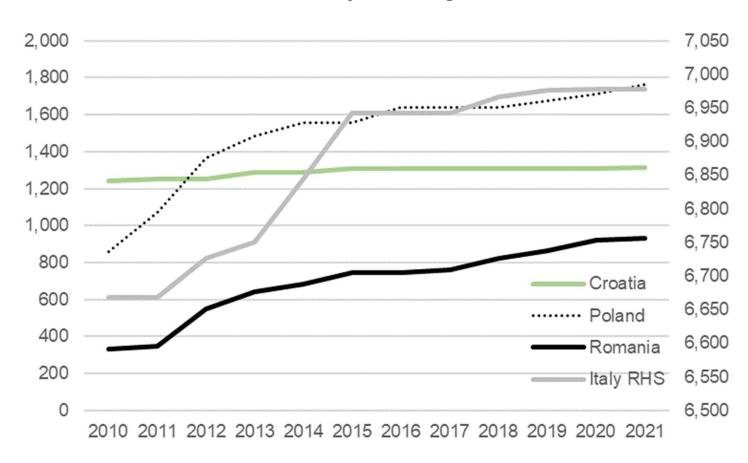
Our nominal GDP per capita (Euros/ year) projections to 2030





Long-term perspectives: easy productivity gains still ahead

Motorways, total length KM



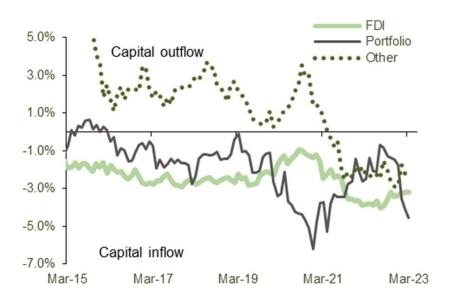


Balance of payments: it is not as bad as it looks

Current account deficit in % GDP (12mr)

4% 2% 0% -2% -4% -6% -8% -10% Current account to GDP -12% Mar-13 Mar-19 Mar-15 Mar-17 Mar-21 Mar-23

Funding for the current account deficit, % GDP (12mr)

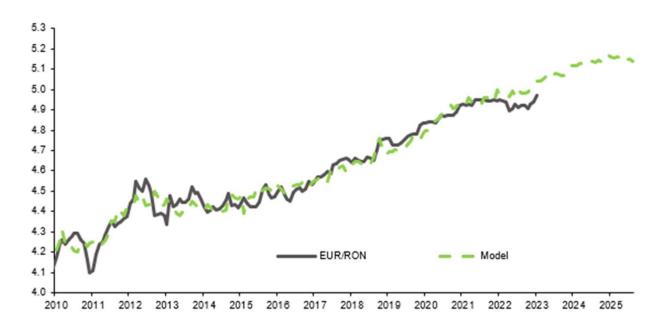


- The current account deficit is wide, but it is consolidating, thanks to lower energy prices and moderating consumption
- Funding is well diversified, with strong FDI and other investment together accounting for 6% of GDP / annual reflecting strong competitiveness
- NBR is a skilful financial regulator and has appropriate (and rising) FX reserves (reserves 5.5 months of imports)



The currency is well anchored to fundamentals

Our fair value model for the currency based on the macro parameters



- The mild depreciation path is coherent with higher growth/higher inflation relative to the Eurozone, but it is very contained, due partly to the underlying steady improving competitiveness of the country
- The NBR takes a prudent-realistic approach to the currency: it occasionally limits the volatility and occasionally allows the currency to realign up to avoid excessive FX mismatch in the country



Important, long-term factors, that you should be aware of

- Convergence in terms of average income is recently benefiting the full income distribution and not just the top, as was the case until a few years ago. This helps to keep the political landscape fairly balanced around the middle, contrary to what we observe in most developed countries today, where politics is increasingly about extremes, with falling willingness to meet in the reasonable middle
- Since its EU entry in 2007, Romania has, eventually, got better at absorbing EU funds and it is also doing fairly well with the RRF. Romania was eligible for EUR 41.7bn in the 2014-20 Budget, it is eligible for EUR 46.5bn in the current budget 2021-27 and, for RRF, it will be able to tap EUR 14.2bn in grants and EUR 15bn in loans
- The budget execution has become less extreme than in the past (but still more active than in most countries). The RRF framework introduces some external constraints on fiscal policy. In the past, sudden policy changes that are evidently undesirable tended to be corrected within a week
- Beware: 2024 may see a lot of elections EU parliamentary elections, local elections, presidential elections and, potentially, also general elections



Important disclosures continued

	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 Article3 of Regulation (EU) No 236/2012 and with Chapters III and IV o
	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 investment sdiscussed 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 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 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 in investments to engage in investment activity on the grounds that it is being distributed in the United Kingdown or Legislation of a kind described in Article 19(5) (Investment Professionals) and 49(2) (Fligh Net Vinancials) exempted). It is not indicated, to describe a section of the Conduct Authority of the Conduct Aut

For United States Residents

This investment research distributed in the United States by WOOD&Co, and in certain instances by 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 in the 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 in the U.S. registered broker dealer, only or reproduce the contents hereof, rely on or reproduce the contents hereof, rely on or responsible to destroy that the 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 within, among other things, restrict communications with a subject company, public appearances and personal trading in securities by a research 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 18th Floor, New York,

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.





The Leading Investment Bank in Central & Eastern Europe

Kristen Andrasko **Head of Equities** Tel: +420 222 096 253

Mobile: +420 739 265 757

Email: kristen.andrasko@wood.com

Czech Republic Palladium náměstí Republiky 1079/1a 110 00 Prague 1

Tel.: +420 222 096 111

Italy Via Luigi Settembrini, 35

201 24 Milan

Tel.: +39 02 36692 500

Poland

Centrum Marszalkowska Marszalkowska 126/134, 7th Floor

00-008 Warsaw Tel.: +48 22 222 1530 Romania

Lamda Building 7A Bucuresti-Ploiesti Street, 4th Floor

Tel.: +40 316 301 181

013682 Bucharest 1

Slovak Republic

Laurinská 18 811 01 Bratislava

Tel.: +421 232 409 000

United Kingdom

16 Berkeley Street1 London W1J8DZ

Tel.: +44 (0) 20 3530 0685

Legal Notice

This presentation has been prepared by WOOD & Company Financial Services, a.s. ("WOOD & Co") and/or one of its branches, which are regulated by the Czech National Bank as the Home State regulator, in Poland by the Komisja Nadzoru Finansowego (KNF), in Slovakia by the NBS, in Italy by the CONSOB and in the UK by the Financial Services Authority (FSA) as Host State regulators. More detailed information on WOOD & Co, its investment services, financial instruments, associated risks and safeguarding client assets (incl. compensation schemes) and contractual relationship is available on the webpage of WOOD & Co under section About us.

These materials do not constitute an offer or invitation by WOOD & Co or any of its officers, employees or agents to sell, purchase or subscribe for any investment or security or a solicitation or recommendation of such an offer or invitation in any jurisdiction. These materials are a financial promotion within the scope of the FSA's rules

Except with the prior written consent of WOOD & Co. these materials shall not be disseminated, quoted, referred to, copied or reproduced or distributed, disclosed or communicated in whole or in part at any time or in any manner, nor should any other person act on it. These materials have been prepared for information purposes

Except in the case of fraudulent misrepresentation, no responsibility, liability or obligation is accepted by WOOD & Co or by any of its officers, employees or agents as to or in relation to the accuracy or sufficiency of these materials or any other written or oral information and any such liability is expressly disclaimed. Any projections, estimates, forecasts, targets, prospects and returns contained herein are not a reliable indicator of future performance. Nothing in these materials should be relied upon as a promise or representation as to the future.

WOOD & Co may from time to time underwrite, make a market or otherwise buy or sell as principal investments, securities or other instruments described herein or, together with their directors, officers and employees, may have either a long or short position in such investments, securities or other instruments mentioned in these materials. One or more directors, officers and/or employees of WOOD & Co may be a director of any of the entities mentioned in these materials. WOOD & Co may have managed or co-managed a public offering of securities or acted as initial purchaser or placement agent for a private placement of securities of any entity mentioned herein or may, from time to time, perform or seek to perform investment banking, lending or other services or business for any of the entities mentioned herein.

With prejudice to any liability for fraudulent misrepresentation, WOOD & Co and each of its officers, employees and agents disclaims any liability which may arise from these materials, or any other written or oral information provided in connection therewith, and any errors contained therein and/or omissions therefrom.

All rights reserved



2022 WOOD & Company Financial Services, a.s.