

# EQUITY NOTE: RÁBA Automotive Holding

Recommendation: SELL (revised down)

Target price (12M): HUF 1,100 (revised down)

23 May 2022

---

## Highlights

**Equity Analyst:**  
Ákos Szemán

**Phone:**  
+36 1 486 6277

**Email:**  
akos.szeman@otpbank.hu

**We revised down our 12M target price on Rába Automotive Holding (RABA HB; RABA.BU) to 1,100 HUF / share from the previous HUF 1,350. We have also changed our recommendation from HOLD to SELL. Export activities were still strong in Q1 in the EU and USA, but the smaller CIS and other markets segments had significant revenue declines YoY, while domestic figures slightly increased. Raw material and energy prices, however, remained elevated given tight commodity markets and supply chain issues caused by the Russia-Ukraine conflict. Additionally, the combined effects of inflationary pressures and limited labour market capacities resulted in higher human resource costs. These variables had a significant negative impact on the bottom line. It remains to be seen how Rába can manage the challenges in terms of cost control measures, efficiency improvements and price increases. The short-term outlook remains gloomy in terms of profitability.**

In terms of revenues the company performed well in Q1, group sales increased to HUF 13.26bn (+16.6% YoY), domestic numbers rose to HUF 3.71bn (3.1% YoY) and export reached HUF 9.55bn (+22.8% YoY). Export activities were still strong in the EU and USA, but the smaller CIS and other markets segments registered a decline of 54% and 53%, respectively YoY.

The slight moderation in spot commodity prices towards the end of 2021 and in early 2022 did not last long, the Russia-Ukraine conflict put an extra pressure on the already tight market. According to Rába, the safety of supply has become even more important, which contributed to higher purchase prices. Direct cost of sales rose by 24.3% in Q1 on a YoY basis to HUF 11.34bn, while G&A expenses grew by a whopping 50.1% YoY to HUF 2.53bn. As a result, the company had an operating loss of HUF 484m and a net loss of HUF 570m.

Meanwhile, the broader economic outlook is continuously deteriorating, the EC's latest economic forecast (European Economic Forecast – Spring 2022) now projects 2.7% real GDP growth in 2022 and 2.3% in 2023 in the EU, down from 4% and 2.8%. It is worth noting as well that the registration figures of medium and heavy-duty trucks in the EU showed a modest decline of 6.6% in March YoY (28,333 vs. 30,344), where Germany posted the steepest decline (-11.6%) according to ACEA.

### Financial highlights of Q1 2022 earnings report

HUFm	2022 Q1	2021 Q1	YoY Change
Domestic sales	3 710	3 599	3%
Export sales	9 555	7 778	23%
<b>Net sales income</b>	<b>13 265</b>	<b>11 377</b>	<b>17%</b>
Direct cost of sales	11 347	9 126	24%
<b>Gross profit</b>	<b>1 918</b>	<b>2 250</b>	<b>-15%</b>
Cost of sales and marketing	110	122	-9%
General managing costs	2 534	1 688	50%
Other operating expenses	208	185	12%
Total operating expenditures	<b>2 852</b>	<b>1 995</b>	<b>43%</b>
<b>Other incomes</b>	<b>450</b>	<b>143</b>	<b>214%</b>
<b>EBIT</b>	<b>-484</b>	<b>398</b>	<b>-</b>
<b>Net financial profit</b>	<b>-64</b>	<b>66</b>	<b>-</b>
Pre-tax profit	-493	476	-
Tax	77	113	-32%
<b>After-tax profit</b>	<b>-570</b>	<b>364</b>	<b>-</b>

	2022 Q1	2021 Q1	YoY Change
EPS (HUF)	-42	27	-
4Q-rolling EPS (HUF)	25	6	291%
<b>EBITDA (HUFm)</b>	<b>137</b>	<b>1 013</b>	<b>-86%</b>
Gross profit rate	14.5%	19.8%	-5.3pp
EBIT rate	-3.7%	3.5%	-7.2pp
EBITDA rate	1.0%	8.9%	-7.9pp
ROE	-2.7%	1.8%	-4.5pp
4Q-rolling ROE	1.6%	0.9%	0.7pp
ROA	-1.2%	0.8%	-2.0pp
4Q-rolling ROA	0.7%	0.4%	0.3pp

Source: Rába Automotive

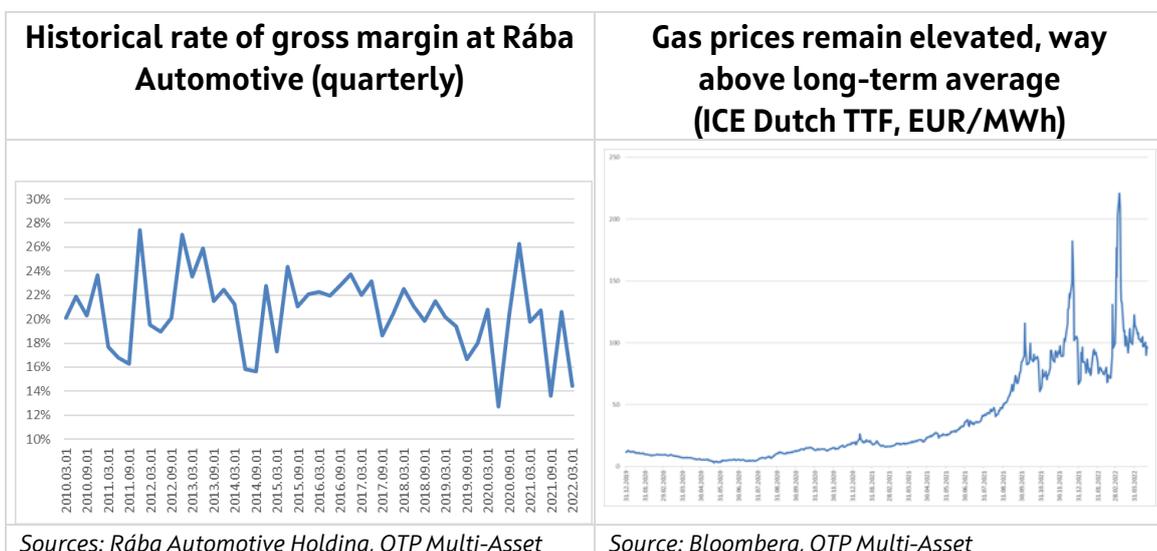
#### Export activities were still strong in the USA and EU, but declines elsewhere

Rába Automotive's net sales revenue increased to HUF 13.26bn (+16.6% YoY) in Q1 2022, with domestic sales rising to HUF 3.71bn (3.1% YoY) and export revenues rising to HUF 9.55bn (+22.8% YoY). The company mentioned that during Q1 2022 there was still substantial business activity on the European truck and global agricultural vehicle markets, while the portfolio of used vehicles has not declined either, which has triggered strong demand for spare parts as well. As a result, in Q1 2022 demand activity was higher YoY across all major commercial vehicle markets of Rába. It has to be noted, however, that March registration data for European passenger cars showed a significant decline in volume.

Export revenues to the USA jumped by almost 184% to HUF 866 million in Q1 2022 on a YoY basis (in USD terms up +170% to USD 2.7 million). There was significant revenue growth in the EU markets as well, exports were up around 28.2% in HUF-terms (-8.17bn HUF) YoY. On the other hand, the CIS and 'other markets' geographical segments did not perform well, revenues were down 54% and 53%, respectively YoY. These markets, however, only represent a relatively smaller portion of the overall revenues (-4% in Q1 2022 and -9.7% in Q1 2021).

In terms of business units, the export performance was driven by 'Axles' in Q1 as USA sales jumped by 184% and EU sales were up by 28% YoY, which more than offset the decline in CIS and 'other markets' revenues. The 'Automotive Components' segment performed good as well, EU sales grew by 28.7% YoY. The 'Vehicles' segment did not have any export revenues during Q1 2022 and the base period.

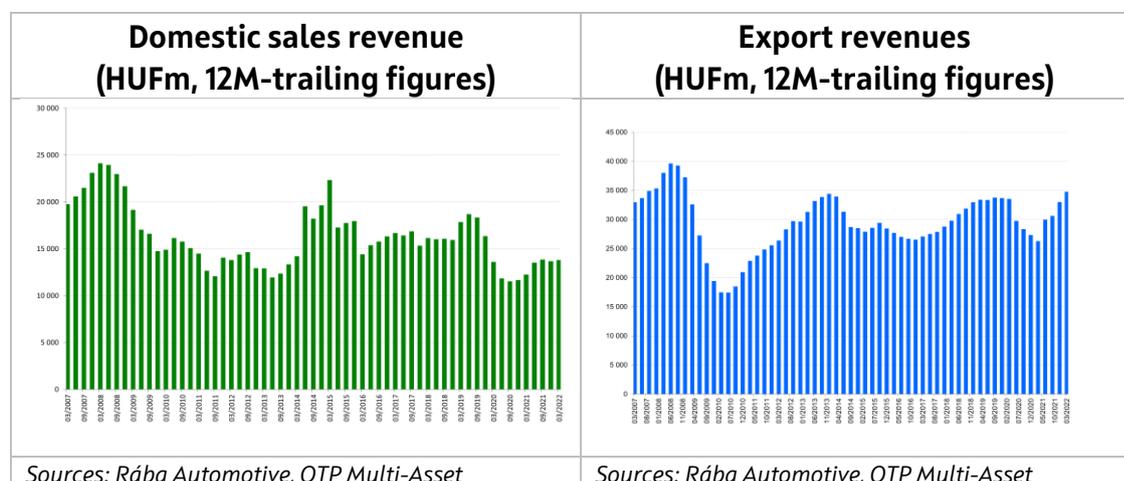
The weakening HUF supported sales performance in HUF-terms as the EUR/HUF rose by 0.9% and the USD/HUF rose by 8.3% YoY when comparing quarterly averages.



As a result of strong export revenue growth on a Group level, the export's share in total sales revenue increased to 72% in Q1 2022, the same ratio was 68.4% in Q1 2021.

**Slightly better overall domestic sales figures in Q1, mixed segment results**

Domestic sales performance was slightly better in Q1, revenues increased by 3.1% YoY to HUF 3.71bn. The 'Axles' unit was able to expand in the domestic market by 33.4% YoY to HUF 1.65bn. On the other hand, domestic sales were down by 6.8% YoY in the 'Automotive Components' segment and down by 85.8% in 'Vehicles'. The sales figures of the 'Vehicles' business unit are fundamentally influenced by the reorganisation of the production of steel structures for civilian applications from the 'Vehicles' business unit into the activities of the 'Axles' business unit.

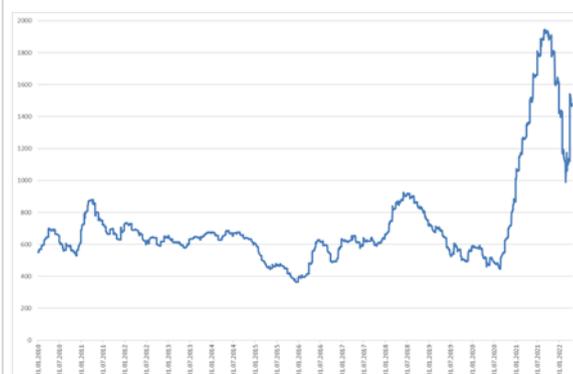


## Higher raw material and energy purchase prices, big jump in expenses

In the past several quarters, cost-side pressures intensified in the automotive manufacturing sector just like in other industries as raw material prices rose significantly and rising energy prices in Europe cast a shadow on manufacturing companies' profitability (steel prices, gas, electricity, and oil prices all surged). The slight moderation in commodity prices towards the end of 2021 and in early 2022 did not last long, the Russia-Ukraine conflict put an extra pressure on the already tight market. According to the company, the safety of supply has become even more important, which contributed to higher purchase prices. In addition, the combined effects of inflationary pressures and limited labour market capacities resulted in higher human resource costs.

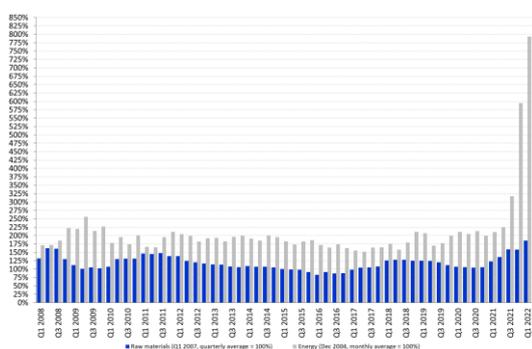
As a result of this, the direct cost of sales rose by 24.3% in Q1 on a YoY basis to HUF 11.34bn, while G&A expenses grew by a whopping 50.1% YoY to HUF 2.53bn. This was slightly offset by a ~10% decrease in sales and marketing expenses. The company mentions as well that their contracting terms made it difficult to fix energy purchase prices. The group passes on increased costs to its customers under the terms of existing agreements, with a quarterly delay in the case of most of the products.

### Steel market prices decreased but are still over long-term average (hot-rolled coil, USD/MT)



Source: Bloomberg, OTP Multi-Asset

### Input cost indices of Rába Automotive (quarterly averages)



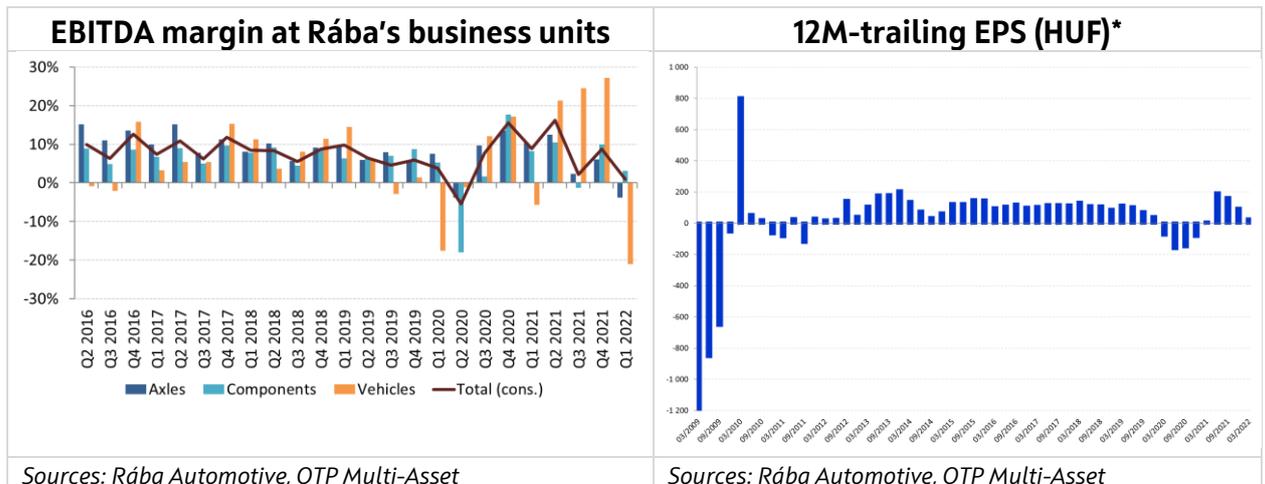
Source: Rába Automotive Holding, OTP Multi-Asset

## Significant operating and after-tax loss primarily due to higher costs

Quarterly gross profit fell by almost 15% YoY in the January-March period, to HUF 1.92bn, while EBIT was negative, HUF (484m), down from HUF 398m one year before. Gross profit rate was only 14.5% in Q1 and 5.3pp lower YoY as strong revenue growth was more than offset by cost increases. The EBITDA rate basically evaporated, it was only 1% (HUF 137m), down by 7.9pp YoY. The 'Automotive Components' unit generated HUF 19m operating profit, while there was a HUF 771m loss in 'Axles' as this is the most energy-intensive segment. The 'Vehicle' unit had an operating loss of HUF 28m.

Net financial loss amounted to HUF 64m, which also weighed on quarterly profitability. After taxation, quarterly loss was HUF 569m after HUF 111m profit in

Q4 2021 and HUF 363m profit in Q1 2021. Consequently, quarterly EPS was negative, HUF (42), while it was HUF 27 a year before.



\*Q2 and Q3 2021 EPS w/o one-off effect of property sale in Q2 2021.

## Comments

- Rába's performance was weak in Q1 despite higher export revenues given the significant cost pressures.** As outlined above, extremely high material and energy prices and continuously rising wages had a major impact on the bottom line. Given the current market environment (supply chain issues, deteriorating economic outlook) and the ongoing Russia-Ukraine conflict the profitability outlook remains gloomy.
- The registration figures of medium and heavy-duty trucks in the EU** showed a modest decline of 6.6% in March YoY (28,333 vs. 30,344), where Germany posted the steepest decline (-11.6%) according to ACEA. Looking at the first three months of the year, sales of new trucks in the EU dropped by 2%, reaching close to 75,000 units (Germany recorded a decline of 5.2% YoY). It is worth noting that so far, the medium and heavy-duty market held up better than the light commercial vehicles market, which registered a 28.7% decline in March YoY. These figures, however, all point to a deteriorating economic outlook.
- Rába's European peer and major global player, Volvo, reported Q1 figures, where net sales increased but net income was somewhat lower YoY.** The company said that transport activity across most regions is on good levels and demand for trucks is high, but the supply chain continued to be strained, which caused disturbances and stoppages in production. Despite these issues, truck deliveries increased by 6% to 55,600 vehicles which is a record for a first quarter. At the same time, Volvo expects that the inflationary pressure will continue. Another peer, Scania, had somewhat worse Q1, sales slightly declined and net income was 31% lower YoY. The company noted that the demand for trucks is strong but cited that the entire industry is impacted by rising raw material and energy prices and a shortage of manpower.
- The **demand for medium and heavy buses & coaches in the EU** jumped by 21.6% in March YoY (2,402 vs. 1,976), where Spain had triple-digit growth. Overall, new bus and coach registrations across the EU in Q1 were basically flat YoY (-0.2%), despite the substantial increase in March noted ACEA.

- **Economic growth in the EU in 2022/23 is now projected to be lower than previously estimated due to high energy prices.** The seasonally adjusted GDP in Q1 2022 increased by 0.3% in the euro area and by 0.4% in the EU QoQ according to Eurostat. Compared with the same quarter of the previous year, seasonally adjusted GDP increased by 5.1% in the euro area and by 5.2% in the EU. The EC's latest economic forecast (European Economic Forecast – Spring 2022) now projects 2.7% real GDP growth in 2022 and 2.3% in 2023 in the EU, down from 4% and 2.8%. The main hit to the global and EU economies comes through energy commodity prices. As a result, inflation in the EU is expected to increase from 2.9% in 2021 to 6.8% in 2022 and fall back to 3.2% in 2023. Supply chain disruptions caused by the Russia-Ukraine conflict and lockdowns in China add to the disturbances in global trade.
- **Raw material & energy prices are still extremely high:** steel prices have skyrocketed over Q1-Q3 last year, which was followed by a sharp downturn towards the end of 2021 and in early 2022. This did not last long, however, and prices bounced back somewhat following the start of the Russia-Ukraine conflict. European natural gas prices remain elevated as well, the Dutch TTF spot spiked above 200 EUR / MWh in early March and still hovers around 100 EUR / MWh and a very similar pattern can be observed in electricity prices as well. Finally, oil prices are still above 100 USD / barrel, a level not seen since 2014 given tight market structure and the Russia-Ukraine conflict. Additionally, refinery margins jumped as well given limited refining capacity, which resulted in even higher fuel product prices (such as diesel, gasoline, jet fuel). As we mentioned previously, Rába is able to forward price increases in the range of 3 to 6 months in case of raw materials but it has not got this tool concerning energy price hikes. Overall, the profitability outlook remains gloomy in the short-term.

## Valuation

- The profitability outlook for Rába is still dim given the significant challenges (cost inflation, supply-chain issues etc.) that automotive suppliers must face. Uncertainties abound in both the revenue and the cost sides, which makes forecasting challenging.
- Revenue growth was still significant in Q1 and there was still substantial business activity on the truck and agricultural vehicle markets, but the passenger vehicle segment was characterised by a substantial decline due to supply issues. Furthermore, registration figures of medium and heavy-duty trucks in the EU modestly fell in March YoY and economic growth in the EU in 2022/23 is now projected to be lower than previously estimated. All these point to a continuously deteriorating economic outlook.
- The Q3 and Q4 figures showed that delays, rising raw material and energy prices plus labour costs heavily eat into profits. The profitability ratios only got worse during Q1, and it remains to be seen how Rába can manage these challenges through cost management measures, efficiency improvements and price increases.
- In terms of revenue, we assume a relatively low growth this year, while profits are expected to be smaller given the many headwinds mentioned above. We expect HUF 478m EBIT and HUF 2.85bn EBITDA in 2022 down from HUF 1.4bn and HUF 3.8bn, respectively.
- After 12M EPS of HUF 94 last year, our forecasts suggest 12M EPS could decrease to HUF 12 in 2022. We assume no dividends paid in 2022 and 2023 given the challenges.
- We revised down our 12M target price to 1,100 HUF/share from the previous HUF 1,350. The new TP reflects the ongoing issues related to energy prices, raw materials and other cost elements that eat into profits. Our valuation model focuses on the forecast horizon between 2022 and 2026.
- The new 12M TP is 6.8% lower than the HUF 1,180 closing price on 20 May.

### Deduction of 12M target price

Rába's valuation (HUFm)	2020	2021	2022	2023	2024	2025	2026	FCFF in the explicit period
FCFF	2 466	-2 450	-2 707	372	657	685	1 297	
Discount factor	0,95	0,94	0,92	0,84	0,76	0,70	0,64	
DCF	2 334	-2 300	-2 488	311	502	479	830	-364
Terminal value (HUFm)								37 691
Net present value (HUFm) of TV								24 111
Enterprise Value (incl. possible future property sale) HUFm								25 490
Net debt								11 893
Equity value - Dec 31 2022, HUFm								13 596
Number of shares								13 352 765
Expected return on equity								8,3%
12M Target price								<b>1 100</b>
Current price								1 180
Upside/Downside								-6,8%
TR Upside/Downside								-6,8%

Source: OTP Multi-Asset

CONSOLIDATED INCOME STATEMENT		HUFm				
	2019	2020	2021	2022E	2023E	2024E
Domestic sales	16 257	11 560	13 578	13 849	13 572	13 707
Export sales	33 525	27 194	32 857	33 905	33 227	33 559
<b>Total sales revenue</b>	<b>49 782</b>	<b>38 754</b>	<b>46 436</b>	<b>47 753</b>	<b>46 798</b>	<b>47 266</b>
Direct cost of sales	-40 463	-30 722	-37 617	-38 919	-38 141	-37 813
<b>Gross profit</b>	<b>9 319</b>	<b>8 032</b>	<b>8 819</b>	<b>8 834</b>	<b>8 658</b>	<b>9 453</b>
Indirect costs of sales	-7 979	-7 806	-6 841	-8 357	-7 862	-7 799
<b>EBIT</b>	<b>1 340</b>	<b>227</b>	<b>1 978</b>	<b>478</b>	<b>796</b>	<b>1 654</b>
<b>EBITDA</b>	<b>3 455</b>	<b>2 568</b>	<b>4 370</b>	<b>2 846</b>	<b>3 140</b>	<b>3 976</b>
Net financial profit/loss	-411	-900	-208	-300	-300	-300
<b>Profit before tax</b>	<b>1 004</b>	<b>-669</b>	<b>1 775</b>	<b>233</b>	<b>496</b>	<b>1 354</b>
Tax	-433	-361	-503	-72	-154	-420
<b>After-tax profit</b>	<b>572</b>	<b>-1 030</b>	<b>1 272</b>	<b>161</b>	<b>342</b>	<b>934</b>
Dividend	267	0	0	0	0	177
<b>EPS</b>	<b>43</b>	<b>-77</b>	<b>94</b>	<b>12</b>	<b>26</b>	<b>70</b>
<b>Adjusted EPS**</b>	<b>43</b>	<b>-77</b>	<b>33</b>	<b>12</b>	<b>26</b>	<b>70</b>
<b>DPS</b>	<b>20</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>14</b>

\*Unconfirmed, estimated on the basis of official consolidated total sales and preliminary export sales figures.

\*\*W/o one-off effect of property sale terminated in Q2 2021

CONSOLIDATED BALANCE SHEET		HUFm				
	2019	2020	2021	2022E	2023E	2024E
Property, plant, equipment	25 394	25 986	25 417	25 544	25 436	26 190
Intangible assets	175	89	41	28	23	21
<b>Non-current assets</b>	<b>26 563</b>	<b>26 979</b>	<b>26 285</b>	<b>26 715</b>	<b>26 602</b>	<b>26 944</b>
Inventories	7 651	5 863	9 942	12 010	11 466	10 871
Receivables and other current assets	6 488	5 948	7 683	9 551	10 296	10 399
Cash and cash equivalents	805	3 303	1 246	1 146	1 170	1 418
<b>Current assets</b>	<b>15 006</b>	<b>15 226</b>	<b>18 872</b>	<b>22 706</b>	<b>22 931</b>	<b>22 688</b>
<b>TOTAL ASSETS</b>	<b>41 569</b>	<b>42 205</b>	<b>45 156</b>	<b>49 422</b>	<b>49 533</b>	<b>49 632</b>
Share capital	13 473	13 473	13 473	13 473	13 473	13 473
Own shares	-109	-109	-109	-109	-109	-109
Capital reserve	0	0	0	0	0	0
Stock option reserve	0	0	0	0	0	0
Retained earnings	7 833	6 533	7 816	7 977	8 319	9 066
<b>Total Equity</b>	<b>21 197</b>	<b>19 897</b>	<b>21 180</b>	<b>21 341</b>	<b>21 683</b>	<b>22 431</b>
Long-term loans and other liabilities	3 567	6 207	8 253	8 267	9 094	8 639
Provisions	237	40	0	40	40	40
<b>Non-current liabilities</b>	<b>3 917</b>	<b>6 540</b>	<b>8 516</b>	<b>8 521</b>	<b>9 243</b>	<b>8 790</b>
Loans and credits	5 354	3 505	2 128	4 772	3 946	4 400
Payables and other short-term liabilities	10 929	11 811	12 781	14 110	14 020	13 387
<b>Current Liabilities</b>	<b>16 455</b>	<b>15 769</b>	<b>15 460</b>	<b>19 560</b>	<b>18 607</b>	<b>18 411</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>41 569</b>	<b>42 205</b>	<b>45 156</b>	<b>49 422</b>	<b>49 533</b>	<b>49 632</b>

CONSOLIDATED CASH FLOW		HUFm				
	2019	2020	2021	2022E	2023E	2024E
EBITDA	3 455	2 568	4 370	2 846	3 140	3 976
Cash flow from operation	8 379	5 541	-1 468	92	2 603	3 321
Cash flow from investment	-8 658	-3 074	-981	-2 799	-2 231	-2 664
<b>FCFF</b>	<b>-278</b>	<b>2 466</b>	<b>2 450</b>	<b>-2 707</b>	<b>372</b>	<b>657</b>
<b>FCFE</b>	<b>111</b>	<b>2 499</b>	<b>2 843</b>	<b>-256</b>	<b>165</b>	<b>450</b>

Sources: Rába Automotive, OTP Multi-Asset

## Risks surrounding Rába's economic activity

**Liquidity risk:** In the current covid crisis, liquidity and debt issues came to the fore as companies must maintain liquidity and solvency at a time when revenues decline in a better case, or simply vanish for a period in the worst case. In industry comparison, Rába operates with relatively low liquidity, which further decreases in times of economic distress (e.g. the financial crisis of 2008/2009). Earlier data prove that Rába's liquidity position already weakened by end-2019 and remained at the same low level in Q1 2020. In Q2, liquidity ratios deteriorated, but by end-Q4 2020 current ratio, quick ratio and cash ratio also improved compared to end-2019. When assessing Rába's indebtedness, it stands out that it is lower than it was in 2008/2009. The company had a Net Debt / EBITDA ratio of 2.5x at the end of 2020, while it was 2.1x at the end of 2021.

**FX risk:** As export sales have a dominant share in Rába's sales performance, the company is exposed to exchange rate fluctuations. About 60–70% of the total sales revenue is FX-dominated, which climbed from 65% in 2017, to 67% in 2018 and in 2019, to 70% in 2020, and to 71% in 2021. Exports' weight in sales revenues is expected to remain above 70% in the coming years.

With the Hungarian economy returning to the path of recovery and as inflation came to fore, the MNB started a tightening cycle and raised the base rate from 0.6% to 5.4% in several steps. The aim was to reverse the HUF's weakening trend and tackle inflation, but the results were mixed. The tightening of monetary conditions is expected to cause gradual HUF appreciation and as a consequence, the strengthening HUF stops supporting Rába's HUF-denominated export performance.

**Raw material & energy prices:** Steel prices on the global commodity market started to decline in mid-2018. Since the second half of 2018, benchmark steel prices have been dropping, and by the middle of 2019, prices fell more than 20%, when comparing quarterly averages. Steel benchmark kept on falling throughout the second half of Y2019 and the first half of 2020 and bottomed out in Q3 2020. Since then, hot-rolled coil benchmark price has skyrocketed: the average price in Q4 2021 was 230% above the quarterly average registered in Q4 2020, however, this was followed by a sharp downturn towards the end of the year. This did not last long, and prices bounced back after the start of the Russia-Ukraine conflict.

**Economic environment:** The economic landscape radically changed in Q1 2020 due to the coronavirus pandemic, and economies went off from their previously expected growth paths. There is still a lot of uncertainty considering the possible recovery and normalization, which also adds downside risk to our forecast. And while Hungary's monetary and exchange rate policies are also changing, in case of an external shock, like the current one, we can see that the monetary policy will be able to accommodate itself to that situation through exchange rates.

**Risks surrounding Rába's property for sale:** According to Rába's earlier announcement on the resolutions of the BoD on behalf of the shareholders' AGM in 2020, the management was authorized the sell part of the company's property portfolio. It is

expected to be fulfilled in one year's time. When it happens, the sales revenue as a one-off item will add some 83 HUF/share to Rába's enterprise value, calculated based on the disclosed data. However, in the current environment, companies may postpone their investment plans, while administrative and regulatory hurdles may also hinder the transaction.

**Labour supply:** Labour market developments, particularly the labour shortage that prevailed earlier, may have arrived at a point when it may harm the companies' growth potential, and result in higher labour costs, or extra capex need to substitute labour force with robotization, or may lead to chronic capacity shortage. Rába is located in Western Hungary, where unemployment practically vanished, and the local labour market is very supply-driven. However, covid may change the landscape in this sense as well, but its effect is hardly palpable at this point, as wage dynamics in the manufacturing industry remained at an elevated level this year, the latest statistics show.

With the fast recovery of the Hungarian economy, the unemployment caused by the pandemic may get absorbed very quickly, and result in tight labour market. This will further strengthen wage dynamics, which did not really lose steam even in the period hit by the pandemic. Further increasing payroll expenses may dent Rába's profitability again.

**Ownership:** In mid-July Rába announced an ownership change concerning Rába's main shareholder MNV (Hungarian National Asset Management Inc.). Under the recently amended decree, Nemzeti Védelmi Ipari Innovációs Zártkörűen Működő Részvénytársaság (National Defence Industry Innovation Ltd.; NVII) has been appointed to exercise all of the rights and obligations of the state as owner, as of 4 June, 2021. The shares of Rába Automotive Holding owned by the Hungarian state were transferred on 20 July 2021 from the securities account of MNV Zrt to the securities account of NVII. On 23 August, Rába published an announcement about the disposal of voting rights, informing that the influence of NVII in Rába Automotive has changed. According to media reports, which offer more details, the tight-lipped official announcement covers that 20% of Rába's voting right has been placed from NVII to the 'Foundation for Széchenyi University'. Furthermore, the company announced on 18 February 2022 that the remaining voting rights of NVII have been acquired by the Ministry for Innovation and Technology. As a result, the voting rights of NVII decreased from 54.83% to 0%.

**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.

Any information relating to the date and time for the price mentioned in this recommendation is revealed in the part of the recommendation where the given price is indicated.

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

Period	Recommendations	Percent of Recommendations
Q2 2021	BUY	0%
	<b>HOLD</b>	<b>100%</b>
	SELL	0%
Q3 2021	BUY	0%
	<b>HOLD</b>	<b>100%</b>
	SELL	0%
Q4 2021	BUY	0%
	<b>HOLD</b>	<b>100%</b>
	SELL	0%
Q1 2022	BUY	0%
	<b>HOLD</b>	<b>100%</b>
	SELL	0%

Date	Recommendation	Target Price	Publication
18/02/2021	HOLD	HUF 1280	Quarterly Earnings Update
21/05/2021	HOLD	HUF 1353	Quarterly Earnings Update
26/08/2021	HOLD	HUF 1476	Quarterly Earnings Update
01/09/2021	HOLD	HUF 1476	Equity Note
18/11/2021	HOLD	HUF 1400	Quarterly Earnings Update
25/02/2022	HOLD	HUF 1350	Quarterly Earnings Update
22/04/2022	HOLD	HUF 1350	Equity Note

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

**Disclaimer 1**

This research/commentary was prepared by the assignment of Budapest Stock Exchange Ltd. (registered seat: 1054 Budapest, Szabadság tér 7. Platina torony I. ép. IV. emelet; company registration number: 01-10-044764, hereinafter: BSE) under the agreement which was concluded by and between BSE and OTP Bank Plc (registered seat: 1051 Budapest, Nádor u. 16., company registration number: Cg. 01-10-041585, hereinafter: Investment Service Provider). This research/commentary was made with the joint, equally proportional financing of the BSE and the company that is the subject of this research/commentary.

The Investment Service Provider's policies and procedures ensure the independence of this research/commentary, and the Investment Service Provider has undertaken not to accept any instructions or additional remuneration from the company involved in the research/commentary.

BSE shall not be liable for the content of this research/commentary, especially for the accuracy and completeness of the information therein and for the forecasts and conclusions; the Service Provider shall be solely liable for these. The Service Provider is entitled to all copyrights regarding this research/commentary however BSE is entitled to use and advertise/spread it but BSE shall not modify its content.

This research/commentary shall not be qualified as investment advice specified in Point 9 Section 4 (2) of Act No. CXXXVIII of 2007 on Investment Firms and Commodity Dealers and on the Regulations Governing their Activities. Furthermore, this document shall not be qualified as an offer or call to tenders for the purchase, sale or hold of the financial instrument(s) concerned by the research/commentary. This research/commentary cannot be deemed as an incentive to enter into contract or covenant.

**Disclaimer 2**

1. Pursuant to the Commission-delegated regulation 2017/565/EU of the European Parliament, the content of this document shall be considered as an investment research, which recommends or suggests an investment strategy, explicitly or implicitly concerning one or more financial instruments or the issuers of financial instruments, including any opinion as to the present or future value or price of such instruments. The statements in this investment research contain objective or independent explanation. Furthermore, pursuant to Directive 2014/65/EU of the European Parliament and of the Council, this document shall be considered as investment recommendation. This document does not take into account investors' individual interests, circumstances, or objectives; therefore, in the absence of personal recommendation, it shall not be considered as an investment advice. OTP Bank intends to make this document available to its clients or to the public, or to make it accessible to other persons in a way that allows this document to be disseminated to the public.
2. Information herein reflects the market situation at the time of writing. It provides only momentary information and may change as market conditions and circumstances develop. Additional information may be available on request. Where a figure relates to a period on or before the date of communication, the figure relates to the past and indicates a historic data. Past performance is not a reliable indicator of future results and shall be not treated as such. OTP Bank makes no representation or warranty, express or implied, is made regarding future performance of any financial instrument mentioned in this communication. OTP Bank shall have no liability for the information contained in this for any loss or damage whether direct, indirect, financial, economic, or consequential, whether or not caused by the negligent act or omission of OTP Bank, provided that such limitation of liability shall not apply to any liability which cannot be excluded or limited under the applicable law.

3. The issuer of this report does not claim that the information presented herein is perfectly accurate or complete. However it is based on sources available to the public and widely believed to be reliable. Also the opinions and estimates presented herein reflect a professional subjective judgment at the original date of publication and are therefore subject to change thereafter without notice. Furthermore there can be no guarantees that any market developments will unfold as forecasted. Opinions and estimates constitute our judgment and are subject to change without notice.
4. The issuer(s) of the product(s) mentioned in this document do not hold more than 5% of OTP Bank's registered capital. OTP Bank is a market maker of the financial instrument that is discussed in this document. Neither was OTP Bank a lead-manager (organizer) or joint lead manager (organizer) of any public placement of the issuer's financial instruments (e.g. securities) in the previous 12 months. Regarding investment services defined in Sections A and B of Annex 1 of Directive 2014/65/EU, OTP Bank is not a party of the agreement with the issuer. OTP Bank maintains a conflict of interest policy and it keeps such records, and it has requirements that regulate the transmission of bank secrets and securities secrets, which requirements shall be considered as the effective internal organizational and management solutions as well as information barriers to prevent or manage conflicts of interest. The remuneration of the person(s) participating in preparing the recommendation is not directly related to the transactions carried out as part of the investment services specified in Sections A and B of Annex 1 of Directive 2014/65/EU, or to transactions carried out by them or by other legal entities of the same group or to trading fees that they or another legal person of the same group receive. OTP Bank does not hold net long or short positions that exceed 0.5% threshold of the issuer's total registered capital.
5. OTP Bank has developed appropriate internal procedures for (i) the personal transactions and tradings of financial analysts and other relevant persons, (ii) the physical separation of the financial analysts involved in the production of investment research and other relevant persons; moreover, information barriers have been implemented, (iii) for accepting and managing incentives and remuneration.
6. This communication does not contain a comprehensive analysis of the described issues; it is only for information purposes. No part, chapter, or the entirety of this information shall be considered as investment advice, not even if any part of this document contains a description of a certain financial instrument in terms of its possible price or yield development, and the related investment options. This information shall not be considered as legal, tax or accounting advice.
7. This information reflects the market situation at the time when the document was prepared. You may request more information from OTP Bank. This document was prepared based on publicly accessible information made available to OTP Bank from one or more sources. This document was prepared using data, facts and information from the following essential sources: Bloomberg, Reuters, Hungarian Central Statistical Office, Eurostat, Magyar Nemzeti Bank (Hungary's central bank), and European Central Bank (ECB). Although the information in this document has been prepared in good faith from sources that OTP Bank believes to be reliable, we do not represent or warrant its accuracy or completeness. This document represents the opinion and estimations of analysts at OTP Research, based on publicly available data. You may receive different recommendation from the staff of OTP Bank, in particular if you are provided investment advice based on an investment advice agreement. The content of this document is based on the opinion of OTP Research's analyst at the time when the document was prepared, and they may be subject to change at any time in the future without further notice.

8. Please be informed that, irrespective of the statements of this investment research, OTP Bank is entitled to deal or trade as market maker, acting in good faith and in accordance with the usual way of market-making, with the financial instruments distributed by the issuer(s) specified in this document, as well as to provide other investment activities or ancillary (investment) services, and/or other financial or ancillary financial services to the issuer and other persons.
9. This document shall not be a basis for any further analysis in relation to the financial instruments contained therein. Any reference in this document to the future distribution of a financial instrument shall be construed as indicative, preliminary and informative, and any analysis of such financial instrument is exclusively based on publicly available information listed in the respective prospectus or announcement. The content of this document shall not imply that OTP Bank acts as an agent, a fiduciary, or an advisor to, or on behalf of, any prospective purchaser of the financial instruments discussed herein.
10. For certain persons, access to the products and/or services discussed in this document may not be granted, or it may be limited. The act of preparing this document by OTP Bank, its uploading to the website, its publication may under no circumstances be considered as OTP Bank's intention to make available product and/or service information in the prospectus to persons whom any country or state prohibits from having or obtaining the given product and/or service, including the promotion and the advertisement thereof. This communication and any of the financial instruments and information contained herein are not intended for the use of private investors in the UK and US. OTP Bank is not allowed to provide direct investment services to US investors. Any individual decision or investment made based on this publication is made solely at the risk of the client and OTP Bank shall not be held responsible for the success of the investment decisions or for attaining the Client's target.
11. This publication contains generic presentation of information and knowledge, thus it does not take into account the individual clients' unique and special interests, financial condition, or their ability and willingness to take risks. Therefore please contact our staff or contact your banking consultant for advice before you make an investment decision. The assessment and the consideration of the individual circumstances is provided by the suitability and compliance tests that assess clients' financial knowledge, experience, risk-taking abilities, as well as the examination of the target market.
12. Before making an informed decision to invest and to use the services, please carefully read through all documents, including the documentation, prospectus, regulations, terms and conditions, announcements and key information documents for that product/service, and carefully consider the subject, the risk, the fees and costs of your investment, the possibility of any loss, and seek information about the tax regulations regarding the product and the investment. The prices of financial instruments and securities are changing, outright sales are realized at then current market prices, which may involve losses.

The information and opinions in this document do not substitute or take the place of the issuance documentation for the given financial assets (e.g. prospectus, fund management rules), or their brochures or announcements.

13. You assume total responsibility and risk for any specific decision or investment; OTP Bank shall not be held responsible for the effectiveness of investment decisions or for reaching your purpose, nor for the individual investment decision made based on this document or any part thereof, or for their consequences.  
Investments in financial instruments carry a certain degree of risk, which may affect the effectiveness of the investment decision, and investors may not receive the whole amount they had expected the investment to

yield in their investment targets; they may not preserve even the invested amount, therefore the invested capital might even decrease, be wholly lost, or even lead to additional payment obligation.

14. Trading with leveraged products (such as foreign exchange contracts, or shares and indices that have underlying products) carries a considerable amount of risk, and these products are not suitable for all investors. Trading with leveraged products carries the risk of losing all capital, and it may incur losses that exceed the amount invested.
15. **The figures and information described herein refer to the past, and past performance is not a reliable indicator of future yields, changes, or performance.** The changes on money and capital markets, the fluctuation of prices, the development of investments and their yields are influenced by the combined effect of multiple factors; one important factor of them is the change in investors' expectations. **The development of prices, the future yield of financial assets, indices or indicators, the examination of their changes, trends, and future performance is based on estimations and forecasts, which forecasts do not allow reliable conclusions to be drawn about the future moves of prices, real future yields, changes, or performance.** For each product and service, please assess their tax accounting implications, and other tax consequences, taking into account that they cannot be precisely assessed without knowing the effective tax regulations of the client's individual circumstances; and these legislative provisions as well as the circumstances may change over time.
16. OTP Bank reserves the right to modify this document in the future, without prior notice. The planned frequency of updates to the recommendation is quarterly. The initiation report preceding this research was published on 18 December 2017.
17. OTP Bank (business registration number: 01-10-041-585; registered seat: Nádor utca 16., Budapest H-1051, Hungary; authorised by Magyar Nemzeti Bank (former supervisory authority: Hungarian Financial Supervisory Authority, 'PSZÁF'). Supervisory authority: Magyar Nemzeti Bank (National Bank of Hungary – H-1054 Budapest, Szabadság tér 9); financial customer services: H-1013 Budapest, Krisztina krt. 39. The terms and conditions of this equity research and disclaimer shall be governed by and construed in accordance with Hungarian law.
18. Please note that the Internet is not a secure environment and OTP Bank does not accept any liability for any loss caused by the result of using this report in a form altered or delayed by the wilful or accidental interception, corruption or virus infection.
19. OTP Bank, in compliance with the applicable law, assumes no responsibility, obligation, warranty or guarantee whatsoever for any direct or indirect damage (including losses arising from investments), or for the costs or expenses, detrimental legal consequences or other sanctions (including punitive and consequential damage) sustained by any natural or legal person as a result of the purchase or sale of financial instruments or engaging investment services described herein, even if OTP Bank was warned of the possibility of such occurrences.
20. If you received this document from OTP Bank Plc, then it was sent to you with your previous consent. You may withdraw this permission by sending an e-mail to [research@otpbank.hu](mailto:research@otpbank.hu) or writing a letter addressed to 'Research Center', Hungary H-1051, Budapest, Nádor utca 21. Please refer to your name and e-mail address in both cases.
21. The personal data in this investment research are processed by OTP Bank. The legal basis for processing the data is the legitimate interest of OTP Bank. The detailed information about the processing of personal data and the related rights of data subjects is available [here](#).

This document was prepared by:

Ákos Szemán  
Equity Analyst  
OTP Research

This document was finalized at 2:28:18 PM on 23 May 2022