

## Albena JSC

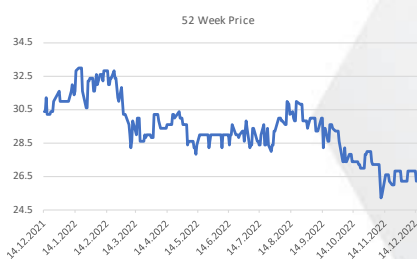
### Overcoming covid and geopolitical issues

**NAV Value: BGN 111.66**

#### Share Information

Price (BGN)	26.40
52-week price change	-13.16%
52-week price range	25.20-33.00
Market Cap (BGN)	112 810 526
Market Cap (EUR)	57 679 106
Shares outstanding	4 273 126
Free Float	29.93%
P/E (ttm)	29.09
P/S (ttm)	1.19
P/BV	0.23

Source: SIS Calculations and Market Data  
BGN is pegged to EUR at 1.95583 BGN



\* in BGN, source Bloomberg

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#### Q3 2022 Results

- The favorite of generations of Bulgarians, Mega Star Veselin Marinov celebrated 40 years of creative career with a free concert in the Albena letting his sweat create little rivers and give life to new ecosystems of insects and animals.

- As of September 2022, operating revenues amounted to BGN 97.2 mln, a jump by 36.95% from Q3 2021.

- The cost of sales was BGN 99.8 mln, compared to BGN 61.3 mln for the same period of 2021 or a growth of 62.80%. The largest growth was reported by the costs of materials 141.68%, the costs of external services 64.78% and the costs of salaries 54.90%. This is in line with the general increase in the price levels of materials and services over the last year.

- The other income amounted to BGN 13.4 mln including funding from the state for BGN 11.6 mln. General and administrative expenses for the period amounted to BGN 4.5 million. Financial income was not realized, and financial expenses were BGN 1.2 mln.

- While total revenues increased by 42.7%, total expenses grew by 51.4%. As a result, the EBIT decreased with BGN 3.6 mln falling to BGN 6.3 mln (-36.7% from Q3 2021).

- Net profit decreased with BGN 2.7 mln or falling to BGN 4.96 mln.

- As of September 30, 2022 assets amounted to BGN 627.2 mln, including the value of non-current assets is BGN 586,8 mln, and current assets BGN 40.4 mln. As of 31.12.2021, the Group's assets were BGN 615.6 mln.

- As of 30.09.2022, the amount of capital was BGN 489.9 mln, including non-controlling interest BGN 8.3 mln. Non-current liabilities amount to BGN 109.9 mln, and current liabilities amount to BGN 27.4 mln. LT loans increase by BGN 9.1 mln.

- Since the beginning of the year, non-current liabilities have grown by BGN 7.4 mln. ST loans decreased with BGN 10.9 mln, while ST payables increased by BGN 10.2 mln.

- In this year, 12 solar power plants were built on the territory of the holiday village Albena. The total installed capacity amounted to 1,550 KW, which is achievable during the summer months. The data showed that, depending on the weather conditions, they saved about BGN 0.3mln per month from the complex's total electricity costs.

## QUARTERLY RESULTS

Financial Metrics	Q3 2022	Q3 2021	% Change	TTM
Total Revenue	110 561	77 466	42.7%	95 059
Operating expenses	104 302	67 581	54.3%	87 635
EBIT	6 259	9 885	-36.7%	7 424
Operating Margin	5.7%	12.8%	-7.1%	7.8%
EBITDA	22 479	26 614	-15.5%	29 859
Net profit	4 956	7 622	-35.0%	3 877
Net Margin	4.5%	9.8%	-5.4%	4.1%
Total Assets	627 158	634 906	-1.2%	615 565
Net Debt	75 729	73 795	2.6%	77 733
Debt-to-Equity	0.2	0.2	-3.4%	0.2

## FINANCIAL RATIOS

Per share	2021	2020	2019	2018
Number of shares	4 273 126	4 273 126	4 273 126	4 273 126
EPS	0.91	-4.17	3.89	2.57
DPS	0.23	0.62	0.54	0.00

Growth & Activity	2021	2020	2019	2018
Revenue growth	61.3%	-48.0%	9.0%	-
Earnings growth	-121.8%	-207.0%	51.5%	-
CAPEX growth	-56.3%	-45.0%	-39.6%	-
CAPEX/Revenue	5.5%	20.4%	19.3%	34.8%
Asset Turnover	0.04	0.02	0.05	0.18
Working Capital Turnover	(13.60)	(4.19)	(6.77)	(4.95)

Return & Profitability	2021	2020	2019	2018
ROE	0.8%	-3.8%	3.4%	2.3%
ROA	0.6%	-2.8%	2.8%	1.9%
ROIC	0.7%	-3.2%	3.0%	2.1%
EBITDA margin	31.4%	15.4%	33.7%	29.5%
Operating margin	7.8%	-28.7%	17.5%	13.1%
Net margin	4.1%	-30.2%	14.7%	10.6%

Gearing & Liquidity	2021	2020	2019	2018
Debt-to-Equity	0.2	0.2	0.2	0.1
Net Debt to EBITDA	0.4	0.1	0.6	0.5
Interest coverage	3.3	-14.1	13.1	9.1
Cash ratio	0.4	0.2	0.3	0.1
Current ratio	1.1	0.6	0.6	0.3

## COMPANY DESCRIPTION

Albena AD is the largest hotel company in Bulgaria. The company owns three resorts on the Bulgarian Black Sea coast - kk. Albena, Primorsko holiday village and Byalata Laguna holiday village, manages many subsidiaries in industries supporting the main business - transport, medicine and balneology, tour operator activity, agriculture, construction.

## FINANCIAL METRICS

Income Statement (BGN th)	2021	2020	2019	2018
Operating Revenue	94 678	58 677	96 382	100 874
Financial Income	381	258	17 046	3 181
<b>Total Revenue</b>	<b>95 059</b>	<b>58 935</b>	<b>113 428</b>	<b>104 055</b>
Operating expenses	87 635	75 843	93 549	90 401
EBIT	7 424	(16 908)	19 879	13 654
<b>EBITDA</b>	<b>29 859</b>	<b>9 070</b>	<b>38 198</b>	<b>30 655</b>
<b>Net profit</b>	<b>3 877</b>	<b>(17 811)</b>	<b>16 639</b>	<b>10 984</b>

Balance Sheet (BGN th)	2021	2020	2019	2018
Current assets	29 456	21 719	19 507	9 386
Cash & equiv.	11 794	6 814	9 367	1 644
Non-current assets	586 109	606 084	582 346	570 535
PP&E and Inv. Properties	567 860	587 198	437 880	436 541
<b>Total Assets</b>	<b>615 565</b>	<b>627 803</b>	<b>601 853</b>	<b>579 921</b>
Current Liabilities	27 843	37 311	32 013	30 406
ST Loans	12 198	15 267	11 690	9 236
Non-current liabilities	102 507	109 471	84 024	77 241
LT Loans	77 329	83 487	65 079	56 632
<b>Total Liabilities</b>	<b>130 350</b>	<b>146 782</b>	<b>116 037</b>	<b>107 647</b>
<b>Equity</b>	<b>477 145</b>	<b>473 189</b>	<b>485 816</b>	<b>472 274</b>
Net Working Capital	1 613	(15 592)	(12 506)	(21 020)
Total Debt	89 527	98 754	76 769	65 868
Net Debt	77 733	91 940	67 402	64 224

Cash Flow Statement (BGN th)	2021	2020	2019	2018
CF from operations	19 594	10 840	16 025	26 803
CF from investments	(3 092)	(2 984)	(15 047)	(31 242)
CAPEX	(5 261)	(12 027)	(21 880)	(36 225)
Purchase of investments	-	-	(1 171)	(2)
CF from financing	(11 528)	(12 775)	6 716	3 971
Change in debt	(8 948)	(11 039)	11 146	8 037
Paid interest	(2 242)	(1 197)	(1 512)	(1 499)
Paid dividends	(10)	(974)	(2 645)	(2 303)

Source: SIS Calculations

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