

**CATALIN:** Welcome to Feel the Markets. As usual at this time, we are live on the dedicated financial markets show. Hello, Tiberiu!

**TIBERIU:** Hi, Catalin! It's nice to see you again today!

**CATALIN:** Today we start a new month. We ended February with declines on Wall Street. Positive month in Europe, in contrast, and on the BVB. Although on the BVB, in the last 30 sessions, the BET index has not swung more than 1%, Today, however, as yesterday, we are devoting the entire issue to the local stock exchange. We will be joined by the representatives of BRK Financial Group, who are usually waiting for you in the chat with comments and questions. Then, let's look at some of the many results that have come across our desk these days, a few companies that have reported, both from the main market and the AeRO market, the main market in the BET index, but also in the second tier.

**TIBERIU:** Of course, there were many, as you said; they all crowded into one in two days. There were many, many, several dozen companies. It's hard to go through them, especially to go into them in such detail, to calculate some indicators, and to see what went better and what went worse. Anyway, now, depending on one's interests, I suppose everyone picks and chooses the companies they follow and stops there. We start with two companies from the BET index, i.e., one from the main market and one from the AeRO market, and start with Digi. Digi, which has had better growth results than 2021, There are two things here—two things that we saw in the company's preliminary report. Revenue from the core business, or from continuing operations, as they're actually called, and a profit or profits from discontinued operations, which you'll see has a pretty big effect on some of the metrics, In terms of total revenue, 1.51 billion is up slightly, 2.7% compared to 2021. If we compare it, out of the total 1.51, 1.49 billion is the increase from continuing operations, which is an 18.4% increase compared to 2021. The group also saw a 15.4% increase in subscribers, from 18 million to 20.8 million last year to December 31, 2022. The main drivers here are subscriber growth for fixed internet and mobile services in Romania and growth for mobile services in Spain. In the case of telecom operators, the number of subscribers is written in the form of an acronym, RGU. It's called Research Generating Unit, and it actually means a resource that generates revenue for the company. I was saying that we have to make a distinction here because the profit from continuing operations has been added to the profit from discontinued operations. They have counted here a plus of almost EUR 319 million from the sale of Digi Hungary. Their total net debt, as we have seen, has also fallen to just over €1 billion from €1.38, while their leverage ratio has also fallen and is now 2.3X, which is 2.3 times higher. Just one more thing I would like to say here, regarding the Price Earnings Ratio, the PER multiple, if we calculate it on the total net profit, i.e., both from continuous and discontinued activities, it is a small one, very small, around 2. If you convert them into lei, you will see that this is how the calculation works. However, if we look at the per indicator, just from continuing operations, it is much higher; it is around 9 because we eliminate the 319 million euros that came from Hungary. That's the way we should look at it because that income from there is a one-off and it certainly won't happen again.

**CATALIN:** The point is, if you know what this square up here is colored, if I don't say so myself, it's the time when the listing price went over. There was a period of several months when the price was above the listing price. After that, it went back up again and went over the top. So those who hadn't gotten out had to get out on top; they waited a few years, but now we're down again and

we're below some resistance. It's basically a big area of resistance. There are some Fibo combinations here, but to explain very clearly, between 36 and 33 is a resistance area, and eventually 34 and 35 are also important levels. So it needs to break through in that area to have positive prospects. If it doesn't, we'll see if this bounce from last November's low will end and we'll have a sideways consolidation again, or we'll drop it.

**TIBERIU:** Good. We continue the companies we're looking at today with Conpet. Another important company in the BET index, as we said earlier, is the stock with Conpet because it has a good dividend yield. The figure is taken from the BVB's website under the issuer Conpet. Dividend-Yield on 2021, somewhere above 9%. It was 7 lei and something per share. The share is somewhere around 75 lei, if I'm not mistaken. Last year, turnover was a little over 472 million lei, an increase of 14% or something. A good increase, I'd say, given that Conpet is a company limited by the infrastructure it has. It can grow, but it can't explode from one year to the next because we know how it transports oil, etc. It can and can't grow tremendously from one year to the next. Instead, compared to the budget forecast, that's what it says in the company's press release, and what I assessed from them is a 0.2% decrease. Net profit: 64.7 million lei, 12.7 more than 2021. Operating income was also up 14%, exactly the same as turnover. Of course, expenses also went at about the same pace but a little slower than revenues. Growth was just 13.8% over 2021. Here we have increases across the board, so to speak. Electricity, gas, oil royalty, modernization share expenses, personnel expenses, and other types of expenses that Conpet included in the release. Compared to the budget, operating expenses are 3.5% below budget. Slightly better than what they proposed. Operating profit at the end of last year was 66.6 million lei, 15.4% higher than in 2021. Financial profit is up 6.2 million lei compared to 2021. Once again, we say to appreciate the dividend yield in their case. A good increase, I would say, since the beginning of the year. A value company, which again, I think could have some weight in the portfolio because it is a defensive company, that is, a company that could be interesting.

**CATALIN:** The dividend yield is understandable because many times a share price sits for months or days, and then a profitable company earns a dividend. Obviously, there are also issues like this with the pandemic, with some strong increases, but forget that lately even this downtrend has had periods of corrections that should have been increasing. There are more sideways developments than impulses. But what's interesting is that it also leaves gaps behind. And now the most important aspect of this chart is coming back, having come out of the downtrend. And lo and behold, it broke this big downtrend, broke the 100 average right inside the channel, and is trying to go higher. It's already risen noticeably lately. Let's see if it breaks through this 77. It's this area, 75–77. After that, I'm going for 80-81. Let's see if it goes through. There you go; he's tattooing it. In the meantime, it's pretty much filled up—more than half of this gap. We'll see what happens. But that's worth noting; you have to look for those moments when it changes some trends or just makes some moves that come out of those long consolidations we were talking about.

**TIBERIU:** Well, these trends, or the entry or exit moment, should be looked at by those who follow us in technical analysis.

**CATALIN:** Yes, obviously. It's always correlated with the fundamentals.

**TIBERIU:** We end with 2Performance, which is actually a company listed through a technical listing, I think somewhere in late 2020 or 2021; I don't remember exactly. At the end of 2020. It was the only technical listing during that period.

**TIBERIU:** That has performed well, and the numbers at the end of last year were above the estimates that the company had in that listing memorandum and put in the technical listing at the end of 2020. That's very gratifying for them and for investors who have a position in 2Performance. In fact, the company itself reported its highest turnover growth in six years at the end of last year, just over 35 million lei. And, as I said, it turned a profit in 2022. The increase was 36% higher than in 2021. I'm referring here to turnover. Net profit, small but still profit, was 258,000 lei. An increase of 137% compared to the loss recorded last year. The amount isn't large, but the fact that we are referring to a loss last year is why 137% appears to be a large percentage. To this turnover of just over 35 million lei, revenues from Romania contributed 86%, while 14% were generated by the foreign market. I would say that good growth is growth that comes as a result of the company's strategy to expand to other regions and outside the country. An important contribution to the results also came from the Big Bear project, which I am taking there. It's a new attribution system that somehow improves the accuracy of traffic and conversions generated by affiliates because 2Performant connects affiliates with companies that want to advertise there and somehow matches demand with supply. The 24,000 users sent nearly 86 million clicks to the platform. An increase of 25%. There are other operational metrics, too. The number of sales in 2022 was about 2 million, up 40% from the same period last year. Affiliate commissions were 6.2 million, and that's up 3.4%. We don't look at indicators like PER, dividend yield, and so on, because that's not the case. It has just turned a profit, and the PER is very high. Dividends we don't talk about because they don't give Let's hope that from here on in, maybe we'll see an improvement in these things.

**CATALIN:** It looks very much like the all-time chart of Agroland, which we analyzed the other day. And here, since the listing, there has been an aggressive rise, but then after a consolidation, the intermediate dropped, and it just went like this: the low here, which was reached two times in 1.3, somehow dropped 70% from the high. It's a spectacular comeback, and beyond these results that came here, it mattered more that we also had an exit from this trend. Look, it broke out of the big trend and even out of the trend of the last year, which had a different slope and coincided with the simple average of 100%. The stars are gathering here, and simply here, it kind of signaled a bath signal, and it went right over and over this area, which was kind of a drag. You can see it was an obstacle. Now it's tattooing these areas somewhere between 1.7 and 2. That's about where it will consolidate, and a breakout from here may take the quote towards 2.36. If it drops below 1.71, we can revisit the lows. So here is an important moment on this chart. We'll see where it goes from here. Clearly, there were sellers when it was such a spectacular short-term rise, but look at the volumes as well. They're higher volumes than the average of the last year, so there's some interest there. There's also been some change in sentiment in the market. At the beginning of the year, we knew very well.

**TIBERIU:** That's all I have to say about 2P. A technology company, because it has proprietary software, somehow has some advantages over many other companies that are just resellers of other services. That's an important advantage of 2P.

**CATALIN:** Good. Let's move on to the main market and invite the BRK Financial Group and its directors, MONICA IVAN and RAZVAN RAT, to join us.

**CATALIN:** Welcome back!

**TIBERIU:** Hello, welcome!

**MONICA IVAN:** Thank you for the invitation!

**CATALIN:** Do what? Let's start with a discussion of the outcome. I would have started with the congratulations, but I'll leave them until later because you got another award. I saw that some listings have started again on our stock exchange; you are involved. So, I'll congratulate you later when we discuss. Maybe you can give us some more details. I'd start with these financial reports. Obviously, our investors are looking directly at the negative result. Give a loss there, even 50% over the 10 million in the quarter. How should we look at these figures? What happened last year, especially in Q4? How did you see what happened? Beyond how investors perceive certain figures, it's clear that today's explanation will digress a bit and refine the initial picture of the figures.

**MONICA IVAN:** It's good to explain these figures so that all investors understand them. On a dry reading of the result, these are not figures to be proud of. But, even so, I would like to point out certain aspects that we consider important. And here I refer to the incidence of the result of the investment activity in the total result, which is minus 16 million. In other words, at the level of core activity, which means intermediation, transactions, corporate, structured products, and market making by the issuer, we have a positive result of 2.5 million lei. Also, in the result of the investment activity, it should be noted, and we presented it in the analytics when presenting the preliminary financial results, that in the valuation component, which means marking to market, we have minus 10.7 million lei. If we look at the figures in parallel, i.e., the result of the investment activity in 2022 with those in 2021 and cumulated, it comes out to approximately 0, and the same can be said about the revalued positions. That is, in 2021, we had a plus of 11.4 million, and in 2022, we had a minus of 10.7 million. Basically, this is about timing. The third clarification I would like to make is for the core business, where even though we are in line with expectations, we have a decrease compared to 2021, plus 8 million in 2021 versus 2.5 million in 2022. Certainly, 2022 was a weaker year than 2021, preventing some comparisons here, or maybe 2021 was an exceptional year. We prefer to think of it that way, and I think everyone is still looking at 2021 that way. We also internally overlap developments over a longer period. 2019 to 2022, and the operational achievements in 2022 compared to 2019 or 2020 look very good. Unfortunately, we are confused by the comparison with 2021. There is a problem with the results.

**CATALIN:** I would like to intervene a little more and leave it to you, Tiberiu, to explain a little to those who are struggling to understand your model and, in general, the model of some brokers. On the one hand, you have brokerage services; you have commissions for your clients; you have access to the BVB or to foreign markets; you have commissions from listings; and you are here at the top of the list with listings, with shares and bonds. On the other hand, you have those management and investment services. Spread from structured products, account management, and capital on your own account, and you have very active market making. Now, those obviously fluctuate depending on the market, and we had some years—as you were saying, Monica, it was

2022 opposite to 2021—that were atypical from a macroeconomic point of view, but also in terms of market developments, at the extremes, let's say, not average years. Now, it's clear that you have a How do you manage to lay the business down a little bit and make it not very dependent on these extreme years? If I manage to make it clear somehow, I mean, obviously certain lines are influenced, and you can't do it any other way, but I'm thinking you're considering positioning. How do I put it to make it clearer? Anyway, I think I've made my point. I mean, don't depend too much on certain services and certain atypical years in the market.

**RAZVAN RAT:** Yes, you realize that we are looking at this part as well, not to be influenced by the market, but exactly what I was saying. Before, I would look at the intermediation side, where the turnover that happens in the market matters a lot. We are talking about the results that we have operationally. And, comparing with previous years, I would look in particular at the intermediation side, at the turnover that we have. Last year, we had a turnover of 1.9 billion in the equity segment. We are mainly looking at equities. I don't think it's a secret; we're a retail broker, and that's the segment we look at more closely. The bond segment remains somewhat marginal in our business. Last year, we had a market share of almost 7%, or 6.9%, in that area. If we look back further, and I would take 2019, we had a turnover of \$500 million and a market share of somewhere around 2.5%. In 2020, we were somewhere in the \$1 billion area, and we had a market share of 3.7%. Indeed, the 2022 figures for us are satisfactory. We have 7% and 1.9 billion in turnover. If you look at 2021, when we had a 10% market share and almost \$3 billion in turnover, yes, it's a decrease from 2021. However, it should be pointed out that in these rankings, and I'm referring to 2021, IPO turnovers are included. And the incidence of IPOs, at least in One United, was quite significant. These figures represented 50 million euros from the IPO sale transaction alone.

**CATALIN:** Maybe a couple more Ones should come out this year to give us all a little more fun. Maybe Hydro will come and get us out of this situation.

**RAZVAN RAT:** You can see that we are paying attention to this part. I mean, in 2019, 2020, and 2021, we will see an increase on the intermediation side. In truth, 2021 was an exceptional year, and that's how we treat it. But on that side, we are quite stable.

**CATALIN:** The business, the market-making segment of the issuer here, is growing clearly and substantially, plus 50%. 4.1 million, compared to 3.2 million in 2021. I won't mention the market share of 70%. Given that you are not the only brokers operating in this market, But I would like to ask you how difficult it is—not necessarily how difficult the activity itself is, because you already know how to do it—to convince companies rather than appeal to the market's making of the issuer.

**MONICA IVAN:** As you have noticed, it is indeed the segment with the best evolution of the BRK situation. We have managed to add a few clients to our portfolio, gaining notoriety. Also, Electrica from 2023 onwards. The business segment has proven to be resilient even in a more difficult market context like last year. We are looking at adding one or two more customers in the current year, but most likely we will maintain the customer portfolio we have. We pride ourselves on having a 100% success rate for all clients working with BRK. They have a good level of liquidity relative to the requirements of FTSE Russell for meeting the liquidity criteria, both inclusion and maintenance.

**TIBERIU:** What are the three advantages listed companies would have if they used marketing services? One would be that it could increase their trading volume; there is liquidity; the share price doesn't fluctuate so much up and down; and there is visibility. So what would be three important things for listed companies that they should still turn to for this job?

**RAZVAN RAT:** As far as I know, we have also looked, and somehow the liquidity would be directly related to the price evolution in the market. The more liquid it is, the more interest there is, and it tends to attract investors. We know that if a stock is more traded, it has a higher focus, and because of that, it tends to have a market valuation that is much closer to what is happening in the given surges, and then we see a performance on that side. And on the price stabilization side? Exactly what you said earlier. You always have counterparties with buy orders and sell orders; you're guarding the edge in the market. I mean, you can trade if you want; you can buy a higher quantity or you can sell a higher quantity.

**CATALIN:** Talking about accessing the FTSE Russell indexes and maybe in the future MSCI, I'm also thinking about accessing, on the other hand, the main market or, from here, certain BET-BK indexes or the BET index. Depending on these turnovers, I mean, what are the discussions with the issuers? How do they want us to say they need to achieve a certain level of liquidity? But okay, and capitalization, on the other hand. How do you help them in your sense? Technically, how do you do that when there's no interest in a stock? Can you force some interest from the market maker? If there's no interest, there's nothing for the market maker to do. Well, just to buy, to sell on the shares, but loss occurs again on the house afterwards. Do you mean that you have any requests from issuers in this sense?

**RAZVAN RAT:** Also from experience, I can say that if there were issuers with whom we had a market maker contract and there were no trades, not many trades, no liquidity in the market, after firm quotes appeared in the market, liquidity was created by itself. Through confidence, investors see that they can buy the shares, they have a counterparty in the market, and then liquidity is created.

**CATALIN:** Yes, that's the biggest advantage in my opinion, and it's good that you specified that. Let's go back to the AeRO market, because we saw there in the previous chart, Tiberiu, if we can put it in the AeRO market positioning activity, if the market share, because there is a constant growth, and it's very interesting, because this is a market where we expect further interesting listings and developments. How do you manage to stay on top here and broker the most listings?

**RAZVAN RAT:** On the AeRO market side, if we look at the issuer count in 2022, we are doing very well. We had one listing out of 17 that we were on with AeRO. The amounts drawn were really lower, 10 million cumulatively, which can be looked at as lower than even a private placement, which we had last year as the largest private placement on AeRO. In 2021, we brokered two or three placements that individually exceeded that amount. Similarly, going to the financial statements side, where there is a drop in corporate, our commission is correlated to turnover. So, on the revenues in this segment, we are not really doing well; we are not happy, but still, we look at the market context where other intermediaries, somehow at the level of listings, were below what we managed to do. There has been interest in the AeRO market, and at the moment we have quite a lot of companies looking at the AeRO market. We have discussions with them about

possible listings, but they are looking at the current context, where investors are quite cautious about allocating resources to new companies. And yet, as I think you said earlier, we must remember that in the coming period, we have seen in the press that the IPO of Hidroelectrica will follow, as expected by many investors and for which many clients are keeping their resources aside.

**CATALIN:** Speaking of liquidity growth, I was saying at the beginning of the show, I want to congratulate you on winning another award at the BVB Awards on this very topic, the most active intermediary in liquidity growth. Congratulations, and keep it up, as it is needed. Liquidity is the biggest problem at the BVB. With the exception of yesterday with OMV, there was a lot of trading, and today, the last week has been a disaster in the market.

**MONICA IVAN:** Thank you!

**TIBERIU:** Let's also talk a little bit about structured products because we look at liquidity from time to time at the beginning of the week, and an important part is these structured products, which you have and do very well. With the prospect that it might come up in the serviced central counterparty as well, do you think there's going to be a risk here on the downside of trading the structured products that you guys have now?

**MONICA IVAN:** Respectively, here we had revenues of 3.37 million lei, which were down 16% compared to 2021. I repeat, 2021 was a special year, when we had 4.03 million lei. Turnover decreased, but profit margins also decreased slightly. And this whole story was necessary to maintain the competitiveness of the products. In terms of market positioning, we maintained our leading position with a market share of 38.66%, down slightly from the previous year, when we had a market share of 40.14%. In the context that CATALIN said that we will have a central counterparty and how we see the risk, on the technical side, we are ready, having had experience with an external central counterparty, so we are ready even in this area, we are waiting for the central counterparty.

**CATALIN:** But I can't help but notice, speaking of structured products, that in the last few months and last year, on days with very low liquidity with us, there were your top products on the Dow Jones in the top trades, even just one or two stocks on certain days were exceeding volumes, so that shows us that there's interest in them and there's a lack of other products like that; there's a lack of derivatives, basically.

**TIBERIU:** I'd like to go back a little bit to the brokerage side or the portfolio growth side, attracting clients and opening accounts, because one of the main objectives of our capital market like this is to increase the number of retail investors from the 130 or so thousand or so that were reported at the end of last year. Although they are growing, they are all few. I'd like to ask you, and I think Razvan maybe would be more on topic here, how have you seen in the last period, in the last few months, maybe the appetite of individuals to open their account? I mean, in addition to the Fidelis government securities that the state has brought in, and there have been interested clients, have those who have opened this account started trading stocks as well or not so much?

**RAZVAN RAT:** Those who opened an account expressly to buy government securities, who were suspended in the state offers, in the first phase they did not really make transactions, they started to follow the market, to buy shares or to buy other bonds that are listed, to the true of smaller amounts. But what is very important, the moment they opened a trading bridge, even if they have suspended Fidelis, they start to get notifications, they start to get open information and they become more attentive and then they look and they follow the shares and they look at the dividend side, they look and they see that there have been quite high yields in the last period and now those would be good dividend yields and then they become interested in that side as well. If it weren't for Fidelis, they wouldn't have trading tips, and I don't think we'd even be at this stage. On the account opening side, quite a lot of accounts were opened for Fidelis; they were opened in 2021. When they were with the offerings with placements and public offerings, there was a lot of interest from investors, but if I would exclude that side, compared to what was going on before, as accounts were opened for trading in the market, we are much better off now. Accounts are being opened, new clients are coming in, and they are interested. I see clients coming in, and with a long-term investment strategy, I see quite a few accounts being opened and transferring amounts every month with which I buy shares, which were not good for a few years. I wasn't seeing them in the market.

**TIBERIU:** It should somehow speed up. It's not necessarily up to you or us, who are here to talk. It's about the whole thing. It's a sustained joint effort on the part of the authority.

**RAZVAN RAT:** It's about everyone.

**TIBERIU:** Exactly. It's up to all of us. From the chorus and the concept of financial education, everyone says we need to increase financial education. Anyway, I don't know if, if we're going to be a little bit more financially educated, we're going to all open trading accounts, but maybe even better things would happen in that sense.

**CATALIN:** I'll leave you if you have a question. I also wanted to look to the future, as we're slowly approaching the end, but I can't help but ask how you see this year. And that will show in the budget that you have prepared, for sure. It's still an uncertain year; yes, we know that. What will it look like? Can you give us some details before it comes out?

**MONICA IVAN:** Outlined by the budget we will have available later this month, as we published the financial reporting calendar, the next general meeting is at the end of April. What I can tell you is that internally we aim to have more predictability between the budget and its realization, but there always remains the component of the investment segment, the house portfolio, which induces volatility and shows up in the final results. Rather, in the core business segments, we believe there will be higher predictability between budget and realization.

**TIBERIU:** And if we talk about, as you mentioned a little earlier, Razvan, about the discussions that you still have with potential clients, and I'm talking about potential listings, that is, entrepreneurs who want to bring their companies but want to do a transaction, either raising capital or raising capital, exit, and so on, depending on what they want. How do you see this year going in terms of listings? What do you expect? Is it going to be better than last year? Much better than last year? Or the opposite? The situation is uncertain, and we can't really make a calculation.

**CATALIN:** Let's specify that you also opened the ball of share listings. Didn't you? That the bonds have been with Millennium Broker before?

**RAZVAN RAT:** Millennium Broker was the first listing on AeRO this year.

**CATALIN:** Yes, congratulations!

**TIBERIU:** How do you see? What's it going to be like this year? A year ago, we had one a month.

**CATALIN:** It made me a few; it made me about 10 in the first quarter because they were placements from the end of 2021 and they came in. Well, there was also a difficult economic backdrop, plus the war, that scared.

**RAZVAN RAT:** It's not hard to make a comparison with last year. In terms of interest, I think I could compare it to last year. And last year, there was interest from entrepreneurs, maybe even higher than we saw completed listings in the market. I would go back a little bit before 2021, when a lot of investors were waiting for their companies to come to market to list, and there were no companies. I remember going to presentations back then, and there would be one or two companies coming in. And the interest was pretty low. Then it went to this part where most of the companies would want to list, and investor interest dropped. I think at some point it gets to a steady state. I'm optimistic on that side. I expect that investor interest will come back when we see new issuers again and successful deals that are also linked to good price performance in the market. From areas that are not currently present on the BVB, giving investors greater diversification. We will see interest again, both from companies and investors, in new offers.

**TIBERIU:** Do you think there has been some kind of concern among some bond investors? Given one case, or two recent cases, that have come up on the stock exchange of a company that unfortunately is not doing well and might go into insolvency, It's their business to see what happens there. From what you've heard, you've been talking left and right. Is there some kind of concern from some that the corporate bonds of these smaller companies would present more risk than they would tolerate?

**RAZVAN RAT:** If we look at what happened, it's natural that there is some concern. You have to look at each company individually. Just as in the situation where you buy this, you also have to pay on the bond side. So, this is where I would go and make a comparison. I would look at outside markets; if you look at bonds, you'll see that outside, there are defaults, there are bonds trading at 20%, and it's happening outside as well. There have been fewer listings on the bond side with us for the past 2–3 years. And when it happens, we are really more reluctant, and it insinuates this side of fear: panic. I think it's all about the company. For example, last year in December, we had a private placement with a company on bonds, which we managed to close, and in the coming days the bonds will be listed. It depends on the company, on transparency, and on the confidence the company has among investors.

**TIBERIU:** Now, excuse me a little bit, to close this bond thing, maybe the cost or the interest level that the investors are asking for is somehow higher than what the company, the entrepreneur, is bearing because it is a higher risk.

**RAZVAN RAT:** Agreed, but if we look at the market level, already bond lending has become more expensive. We see government securities with interest rates of 7-8%; these were interest rates at which 2 years ago bonds were. The moment they come with corporate bonds, you have to be above government securities. And then there are also companies that don't want to take on such a high cost and go elsewhere for financing.

**CATALIN:** I have a question for both of you about the listings and what it's been like over the last few years. We have always argued here that rather than going years without any listings, it's better to have many listings, even too many, as has been said. Because as long as there was euphoria, obviously not everyone was commenting on the gains. As long as there was that strong downward trend and the big losses that the share prices of certain companies suffered, obviously investors turned their noses up and pointed out the culprits left and right. Clearly, there was wrongdoing on the part of entrepreneurs, brokers, and investors, each to a greater or lesser extent. It's a market that matures over time, and I prefer more listings. The question is, do you think everyone has learned from what happened, and maybe valuations, memos, and IPOs will be closer to reality? Well, there was also a difficult context afterwards, in that the overlapping crises came and companies didn't hold on, even though they had that will in the BVC. How do you assess what happened and how to move forward?

**RAZVAN RAT:** I think everyone learns from experience. Here I mean everyone; as I said earlier, intermediaries, investors, and companies all learn something. I told you earlier that I expect there to be a balance between the entrepreneur and the investor, including in the area of valuations and how entrepreneurs are open to investors. There has to be a balance here, and then I expect it to recover and we will see listings going forward. I have already told you this part: I am optimistic. I believe that there will be more listings, there will be companies that confirm, and there will be good developments in the market. How will this part of the listing recover? I'm not looking at the 2021 level. It was a historic year, but usually records are made to be broken.

**CATALIN:** Before we finish, let me take a look at the evolution of the quotation. One that, after the extremely strong and simply crazy appreciation here at the beginning of 2021, has strengthened and even held up very well in the beginning of 2021, but after that, the market trend followed and it was a very clear downtrend. Basically, we're back with the quote from the beginning of 2021, two years ago, but what's interesting here is that it has broken out of that trend. Even if it came out sideways, the quote stabilized, and it plays here with the moving average coming out as a benchmark. I think a move above 0.1470 will take the quote towards 0.1800, even 0.2, but if not, possibly still staying in this range and even going below this area, although it's a strong resistance area. I don't think it would break below 0.1, but with the market, you never know. After all, it's pretty technical, and it's this chart. So that's pretty much how I see it.

**TIBERIU:** I wouldn't want to close until we have delivered a message. Monica, I would ask you to send a message to those who are following us to see how we could position ourselves in the market this year, whether we are entrepreneurs or retail investors, to look more with concern and more with optimism at what could happen by the end of the year. How do you see the evolution?

**MONICA IVAN:** As Razvan sublimated earlier, I think investors will be much more careful about the instruments they trade. Certainly, the attention will be even more on placements, capital

increases, and so on. Communication will certainly be important with investors, and we will try to keep them up to date with everything we are doing by issuing current reports, by the reporting that we do, and by attending various events and conferences. We are also trying, as I pointed out, to be predictable on the budget figures, especially where we can. And the macro-economic part, of course, can also be, let's say, slightly anticipated. But if you look at 2022, especially the months of February, March, and what followed since then, I think it was quite difficult to anticipate and to put figures in the budget.

**TIBERIU:** Before we close, a question came up in the chat. Whether new bond interactions can be negotiated via open CEC and for retail I admit I don't understand; I don't know if maybe you can answer that.

**RAZVAN RAT:** Here, I think it refers to whether those who could make a public offering, as the state does, should also underwrite bond investors. The decision of the imitator has been seen, an offer has been made, institutional investors have subscribed, from what I've seen, and they are listed in the market, but there are not many transactions. I think that's what they're referring to if they could, by way of summary, go to CEC and do public offerings and have everybody subscribe to the bond issue framework.

**TIBERIU:** But here it depends on the imitators, on those decisions. Usually, the banks are more likely to target institutional investors because the vouchers are very high.

**RAZVAN RAT:** The vouchers are very high, and being institutions, if they go on private placement, there must be a public offering. If they go to private placement, you can only subscribe professional investors.

**CATALIN:** And before we close on bonds or shares, what are you preparing now? Let us know something first.

**RAZVAN RAT:** The next few days will be the first trading day of a bond issue next week. We have 2-3 more in discussion on the equity listing side and 2 more on the bond side.

**CATALIN:** From sectors that have been listed in recent years, or something new?

**RAZVAN RAT:** And, and.

**CATALIN:** Monica, Ivan, and Razvan, thank you very much for attending Feel the Markets, and good luck in the future. We look forward to seeing you with new listings, new markets, and all the products you have to grow the capital market together, as you rightly said. Thank you!

**MONICA IVAN:** Thank you and us!

**RAZVAN RAT:** Thank you!

**CATALIN:** That concludes today's edition. I'll see you tomorrow at the same time. Until then, have a good and profitable evening! Goodbye!