

To: *Bursa de Valori București S.A.*

*Autoritatea de Supraveghere Financiară*

## CURRENT REPORT 16/2022

According to Law nr. 24/2017 regarding issuers of financial instruments and market operations, ASF regulation nr. 5/2018 regarding the issuers of financial instruments and market operations and/or the Bucharest Stock Exchange Rulebook for Multilateral Trading System.

Date of report	<b>02.05.2022</b>
Name of the Company	<b>AROBS Transilvania Software S.A.</b>
Registered Office	<b>11 Donath street, building M4, entrance 2, 3<sup>rd</sup> floor, ap. 28, Cluj-Napoca, Cluj, Romania</b>
Email	<b><a href="mailto:ir@arobs.com">ir@arobs.com</a></b>
Phone	<b>+40 31 860 21 01</b>
Website	<b><a href="http://www.arobs.com">www.arobs.com</a></b>
Registration nr. with Trade Registry	<b>J12/1845/1998</b>
Fiscal Code	<b>RO 11291045</b>
Subscribed and paid share capital	<b>91,139,498.80 lei</b>
Total number of shares	<b>911,394,988</b>
Symbol	<b>AROBS</b>
Market where securities are traded	<b>MTS AeRO Premium</b>

**Important events to be reported:** 2022 Revenue and Expense budget estimate

The management of AROBS Transilvania Software SA (hereinafter referred to as "the Company") informs investors about the availability of the Individual Revenue and Expense Budget for fiscal year 2022. The budget was prepared by the Company's management and will be submitted for approval at the Ordinary General Meeting of Shareholders, which will take place in May 2022.

INDIVIDUAL REVENUE AND EXPENSE BUDGET FOR 2022	AMOUNT (LEI)
<b>Net turnover, of which:</b>	<b>197,300,000</b>
Revenue from services	162,300,000
Revenues from products	32,500,000
Other services	2,500,000
Other operating revenues	2,800,000
<b>Total operating income</b>	<b>200,100,000</b>
Goods expenses	5,500,000
Personnel expenses	66,800,000
Expenses for services performed by third parties	62,700,000
Other operating expenses	12,200,000

**AROBS TRANSILVANIA SOFTWARE S.A.**

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<b>Total operating expenses</b>	<b>147,200,000</b>
<b>Operating result</b>	<b>52,900,000</b>
EBITDA	54,900,000
<i>EBITDA margin</i>	<i>27%</i>
<b>Financial result</b>	<b>1,800,000</b>
<b>Gross result</b>	<b>54,700,000</b>
<i>Gross result margin</i>	<i>28%</i>
<b>Net result</b>	<b>47,300,000</b>
<i>Net result Margin</i>	<i>24%</i>
<i>No. of shares</i>	<i>911,394,988</i>
<b>Net result/share</b>	<b>0.05</b>

The strategic objectives of the Company are developed on four directions of action in the following period, focused both on the organic development and acquisitions:

1. **Concentric diversification strategy based on research and innovation** and built on the following elements (organic development):
  - Research projects in the fields of IoT, Transport, Telematics, Automotive, and Business Optimization,
  - Launch of new innovative products and disruptive versions of own products for businesses, telematics, and automobiles,
  - Improving the existing product portfolio by adding new features to the current product line,
  - Testing products on the Romanian market before implementing them globally.
2. **Services strategy** by developing new areas of expertise with high demand in the global software services market, simultaneously with the continuous transfer of in-house knowledge to future generations of programmers and hardware specialists.
3. **Horizontal integration strategy** in industries where the company is already present by applying the following measures (inorganic development):
  - Acquisitions of existing players operating in the same industry, which can allow synergies and are easy to integrate, with a strong EBITDA,
  - Expansion in Europe - development of newly opened subsidiaries,
  - Expansion in North America,
  - Expansion in Southeast Asia.
4. **Employee motivation and loyalty strategy** by adopting the following options:
  - Increasing opportunities for professional development by supporting the costs of studies through various programs,

- Increasing the level of integration and communication between employees by organizing regular team buildings,
- Raising the interest of the employees in the smooth running of the company through the Stock Option Plan based on the remuneration policy adopted at group level.

Voicu OPREAN

President of the Board of Directors