



**FINANCIAL REPORT
AS OF
SEPTEMBER 30, 2023**

AROBS Transilvania Software S.A.
Company listed on
Main Segment of the Bucharest Stock Exchange
Premium Category
Symbol: AROBS

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Disclaimer: The financial figures presented in the descriptive part of the report that are expressed in million lei are rounded off to the nearest integer and may result in small reconciliation differences.

ISSUER INFORMATION

INFORMATION ABOUT THIS FINANCIAL REPORT

Type of report	Quarterly report – Q3 2023
Report publishing date	15.11.2023
According to	Annex 13 to ASF Regulation 5/2018
For financial period	9M: 01.01.2023 – 30.09.2023 Q3: 01.07.2023 – 30.09.2023

ISSUER INFORMATION

Name	AROBS Transilvania Software SA
Fiscal Code	RO 11291045
Trade Register registration number	J12/1845/1998
Headquarters	Str. Donat no. 11, bl. M4, sc. 2, et. 3, ap. 28, Cluj-Napoca, Cluj, Romania

INFORMATION ABOUT FINANCIAL INSTRUMENTS

Subscribed and paid-up share capital	87,129,360.90 lei
The market on which securities are traded	Main Segment, Premium Category
Total number of shares	871,293,609
Symbol	AROBS

CONTACT DETAILS FOR INVESTORS

Phone number	+40 754 908 742
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Website	www.arobsgroup.ro and www.arobs.com

The financial statements as of September 30, 2023 presented on the following pages at individual and consolidated level are not audited. Also, the financial statements for the first nine months of 2023 are presented according to RAS (Romanian Accounting Standards). The company will publish financial statements in IFRS format starting with the preliminary financial report for 2023.

FINANCIAL RESULTS AS OF SEPTEMBER 30, 2023 AT THE CONSOLIDATED LEVEL



RON 349.8 million

TURNOVER

+67% vs. 9M 2022

+8% vs. 2023 Budget



RON 64.9 million

NORMALIZED EBITDA

+10% vs. 9M 2022

-9% vs. 2023 Budget



RON 33 million

GROSS RESULT

9% GROSS RESULT MARGIN



RON 22.5 million

NET RESULT

6% NET RESULT MARGIN



RON 49.4 million

NORMALIZED NET RESULT

+4% vs. 9M 2022

-1% vs. 2023 Budget



9M 2023 RESULTS CALL

20.11.2023 | 15:00

We invite you to join the quarterly call with AROBS management to discuss about the performance in the first nine months of 2023, as well as the outlook for this year.

The call will be hosted by Voicu Oprean (Founder and CEO), Bogdan Ciungradi (CFO) and Zuzanna Kurek (IR Manager).

The call will be in English and will take place on November 20, at 15:00 Romania time (14:00 CET | 13:00 UK).

To participate in the call, stakeholders are invited to contact the IR team at ir@arobsgroup.com. Registered participants will receive, by e-mail, a confirmation with login details, one day before the call.

KEY EVENTS IN Q3 2023 AND AFTER THE END OF THE REPORTING PERIOD

KEY EVENTS RELATED TO BUSINESS DEVELOPMENT

ACQUISITION AROBS PANNONIA SOFTWARE

On **July 4, 2023**, the Company informed the market about the full acquisition of AROBS Pannonia Software Kft, based in Budapest, Hungary, specialized in fleet management and custom software development. Due to the implementation of this transaction, the Company indirectly owns, through AROBS Pannonia Software, 100% of the share capital of Skyshield Magyarország Kft, which is also specialized in fleet management services.

AROBS Pannonia Software currently has more than 20 specialists, and since the beginning of its activity in 2011, the team has served more than 1,000 customers in Hungary, specializing in fleet management.

APPOINTMENT OF INTEGRATION DIRECTOR

On **October 5, 2023**, the Company informed the market about the appointment of Mrs. Gabriela Mechea as the Company's Integration Director. As Integration Director of AROBS, Gabriela Mechea is responsible for harmonizing the activities of the companies acquired by the group in the last almost two years, as well as the entities that will join AROBS within the continuous process of developing the group through M&A transactions.

KEY EVENTS RELATED TO GOVERNANCE

SHARE CAPITAL DECREASE

On **July 13, 2023**, the Company received from the Financial Supervisory Authority, the Certificate of Registration of Financial Instruments (CIIF) no. AC-5433-3/12.07.2023. CIIF certifies the registration of the operation to reduce the share capital by 40,101,379 shares following the EGMS Decision no. 1 of 19.04.2023. As a result of the decrease, the Company's share capital has a total value of 87,129,360.9 lei, divided into 871,293,609 registered shares, each with a nominal value of 0.1 lei.

INFORMATION REGARDING THE FREE ASSIGNMENT OF SHARES TO EMPLOYEES

On **September 26, 2023**, the Company informed the market about the free assignment of 10,979,553 shares to employees and members of the management bodies within the Company and affiliated companies.

EGMS AND OGMS FROM 29.09.2023

On **September 29, 2023**, the Extraordinary and Ordinary General Meetings of the Company's Shareholders took place. For both meetings, the legal and statutory quorum was constituted at first convocation. Among the approved items on the EGMS and OGMS agenda were:

- Approval of the amendment of the company's articles of association for its correlation with the status of the company listed on the Main Market of the Bucharest Stock Exchange, as well as for the implementation of good practices at the level of how the Company is organized;
- (ii) Approval of the delegation of the EGMS's powers regarding the increase of the Company's share capital, to the Board of Directors, for a period of 3 years, with the possibility of lifting the shareholders' pre-emptive right, through one or more issues of ordinary, registered and dematerialized shares, with a nominal value not exceeding 9,000,000 RON (representing 90,000,000 shares). Of the 90,000,000 shares:
 - 75,000,000 shares are intended to be used for the purpose of financing investments and/or acquisitions of shares in other entities (including the possibility of paying the price related to such an acquisition partially or fully in Company shares), provided that no longer more than 25,000,000 shares to be used for this purpose annually (with the possibility of carryover to subsequent years to the extent that this limit is not reached in a given year); and

- 15,000,000 shares will be used for the purpose of carrying out the Company's ESOP plans, provided that no more than 5,000,000 shares are used for this purpose annually (with the possibility of carryover to subsequent years to the extent that this limit is not reached in a given year).
- Approval of the ratification of the sale-purchase agreements for the acquisition of AROBS Pannonia Software Kft. and Future Workforce Global SA
- Approval of the appointment of a 5-member Board of Directors. The proposals for the 5 members of the BoD are Voicu Oprean, Mihaela-Stela Cleja, Razvan-Dimitrie Garbacea, Ioan-Alin Nistor, Aurelian-Calin Deaconu.

APPOINTMENT OF BoD CHAIRMAN AND COMMITTEE MEMBERS

On **October 10, 2023**, the Company informed the market about the appointment of the Chairman of the Board of Directors and the members of the Company's committees. Thus, during the meeting of the Board of Directors from 09.10.2023, the following points were approved:

- Appointment of Mr. Voicu Oprean as Chairman of the Board of Directors for a four-year term, as of 29.09.2023 until 29.09.2027.
- Appointment of the members of the Audit Committee, for a four-year term, as of 29.09.2023 until 29.09.2027. The members of the committee are: Ioan Alin Nistor as Chairman of the Committee, as well as Răzvan-Dimitrie Gârbacea and Mihaela Stela Cleja.
- Appointment of the members of the Nomination and Remuneration Committee, for a four-year term, as of 29.09.2023 until 29.09.2027. The members of the committee are: Voicu Oprean, as Chairman of the Committee, as well as Ioan Alin Nistor, Răzvan-Dimitrie Gârbacea and Mihaela Stela Cleja.

APPOINTMENT OF CEO AND EXECUTIVE DIRECTORS OF THE COMPANY

On **October 12, 2023**, the Company informed the market about the appointment of Mr. Voicu Oprean as CEO of the Company and Mr. Aurelian Deaconu and Ovidiu Bojan as executive directors with power to represent the Company.

KEY EVENTS RELATED TO THE CAPITAL MARKET

INCLUSION OF AROBS SHARES IN MSCI INDICES

On **August 14, 2023**, the Company informed the market that the Company's shares will be included in the MSCI Frontier Markets Small Cap index and in the MSCI Romania Small Cap index, as of August 31, 2023. The MSCI Romania, Small Cap Index, is designed to measure the performance of the small-cap segment of the Romanian market. At the same time, the MSCI Frontier Markets Small Cap Index captures small-cap representation across 28 Frontier Markets countries as classified by MSCI.

TRANSFER TO THE MAIN MARKET OF THE BUCHAREST STOCK EXCHANGE

On **September 6, 2023**, the Company announced to the market the approval of the prospectus for admission to the Regulated Market of the Bucharest Stock Exchange by the Financial Supervisory Authority (ASF).

On **September 8, 2023**, the Company published the admission prospectus, available [HERE](#).

As of **September 25, 2023**, AROBS shares are traded on the Regulated Market of the Bucharest Stock Exchange.

AROBS INVESTOR'S DAY

On **October 19, 2023**, the Company organized the first edition of the AROBS Investor Day. The event was broadcasted live, and its recording is available [HERE](#).

CONSOLIDATED AND INDIVIDUAL FINANCIAL RESULTS

AROBS acquired, at the end of January 2023, the company Syderal Polska. The financial performance (revenue and expenses) of this subsidiary is reflected, within the group, as of February 2023.

At the beginning of February 2023, AROBS acquired the entire share capital of the companies AROBS Software SRL and AROBS Trackgps SRL, both from the Republic of Moldova, whose financial performance (revenue and expenses) is reflected within the group, as of February 2023.

During April 2023, AROBS acquired the Future WorkForce Global (FWF) group, whose financial performance (revenue and expenses) is reflected within the group as of May 2023.

In July 2023, AROBS fully acquired the company AROBS Pannonia Software Kft and its subsidiary, Skyshield Hungary Kft. The financial performance (revenue and expenses) of these subsidiaries is reflected, within the group, as of July 2023.

CONSOLIDATED REVENUE AND EXPENSE BUDGET ANALYSIS

Consolidated Revenue and Expense Budget	Realized 9M 2023*	Budget 9M 2023	Realized vs. Budget %
Net turnover, of which:	349,825,637	323,508,745	8%
Revenue from services	266,253,220	251,186,250	6%
Product revenue	81,599,342	72,322,495	13%
<i>of which: Revenues from software products</i>	51,314,361	42,037,514	22%
<i>of which: Revenues from integrated systems</i>	30,284,981	30,284,981	0%
Other services	1,997,887	-	100%
Other operating revenues	6,520,699	4,489,500	45%
Total operating revenue	356,346,336	327,998,245	9%
Cost of goods	34,093,784	37,131,314	-8%
Personnel expenses, of which:	171,208,618	141,465,750	21%
SOP Expenses:	15,247,920	13,668,000	12%
Expenses for services performed by third parties	75,755,066	80,808,750	-6%
Other operating expenses	25,242,009	12,736,000	98%
Amortization and depreciation (including goodwill)	18,330,012	14,095,500	30%
Total operating expenses	324,629,489	286,237,314	13%
Operating result	31,716,847	41,760,932	-24%
EBITDA	49,717,748	55,856,432	-11%
EBITDA margin	14%	17%	-3%
Normalized EBITDA**	64,965,668	71,104,351	-9%
Normalized EBITDA Margin**	18%	22%	-3%
Financial result	1,398,030	(1,205,250)	-216%
Gross result	33,114,877	40,555,682	-18%
Gross Result Margin	9%	12%	-3%
Net result	22,504,819	29,200,091	-2.3%
Net result margin	6%	9%	-3%
Normalized net result***	49,392,056	50,136,623	-1%
Normalized net result margin***	14%	15%	-1%
No. of shares	871,293,609	871,293,609	0%
Net result/share	0.03	0.03	

* unaudited

**Normalized EBITDA = EBITDA without Stock Option Plan (SOP) impact

*** Normalized net result excludes the non-cash effect generated by the SOP and goodwill amortization

The 9M 2023 turnover exceeded the budgeted value for this period by 8%, due to the increases the services and products segments, including the integrated systems segment. Another aspect that influenced these results is the non-inclusion in the budget of some companies acquired during 2023.

Operating expenses, from January to September 2023, exceeded budgeted values by 13%. The increase in expenses, at the group level, was also significantly influenced by the costs related to the newly acquired companies in 2023 and not included in the budget, including the amortization of the goodwill related to these transactions.

Simultaneously with the turnover, recorded from the integrated systems activity, costs of goods and services performed by third parties in these projects was also recorded.

The company maintains the 2023 Consolidated Revenue and Expense Budget approved within the EGMS from April 2023, targeting a turnover of 421.3 million lei, normalized EBITDA of 92.5 million lei and a normalized net profit of 63.4 million lei.

ANALYSIS OF THE CONSOLIDATED AND INDIVIDUAL P&L

Profit and Loss account indicators

Profit and Loss account indicators (LEI)	9M 2022 AROBS Group*	9M 2023 AROBS Group*	Variation %	9M 2022 AROBS Individual*	9M 2023 AROBS Individual*	Variation %	Share of the parent company in the AROBS Group 2023*
Turnover	208,941,754	349,825,637	67%	166,005,567	205,474,365	24%	59%
Operating revenue	212,579,329	356,346,336	68%	168,328,983	208,736,819	24%	59%
Operating expenses	166,863,975	324,629,489	95%	124,269,796	182,973,123	47%	56%
Operating result	45,715,354	31,716,847	-31%	44,059,187	25,763,696	-42%	81%
EBITDA	54,929,765	49,717,748	-9%	45,358,737	29,471,624	-34%	59%
EBITDA margin	26%	14%		27%	14%		
Normalized EBITDA**	59,173,326	64,965,667	10%	48,431,949	42,099,410	-12%	65%
Normalized EBITDA margin**	28%	19%		29%	21%		
Profit /Loss	1,032,425	1,398,030	35%	879,949	22,448,826	2451%	1606%
Gross result	46,747,779	33,114,877	-29%	44,939,136	48,212,522	7%	146%
Net result	38,295,068	22,504,819	-41%	37,970,736	41,830,177	10%	186%
Net result margin	18%	6%		2.3%	20%		
Normalized net result***	47,606,069	49,392,055	4%	39,888,673	54,457,962	37%	110%

* unaudited

**Normalized EBITDA = EBITDA without SOP impact

*** Normalized net profit excludes the non-cash effect generated by the SOP and goodwill amortization

In the first nine months of 2023, the AROBS Group, at the consolidated level, recorded a net turnover of 349.82 million lei, up 67% compared to the first three quarters of 2022.

A significant factor that determined the increase in turnover at group level is the contribution of the new companies acquired after Q3 2022 (Centrul de Soft GPS, AROBS Software SRL, AROBS TrackGPS SRL, Syderal Polska, Future WorkForce Global Group, AROBS Pannonia Software Kft), as well as the contribution of companies acquired before September 2022, but whose financial performance was reflected for a period of less than nine months, in 2022 (AROBS Development & Engineering as of July 2022 and the Nordlogic Group as of August 2022). All these acquired companies contributed 24% to the consolidated net turnover for January-September 2023.

The Group's organic activity contributed 67% to the consolidated net turnover, up 18% compared to the first three quarters of 2022.

A favorable contribution to the increase in turnover was contracting new projects, providing software services, growing existing teams, and expanding collaboration with existing clients. At the level of software products, the

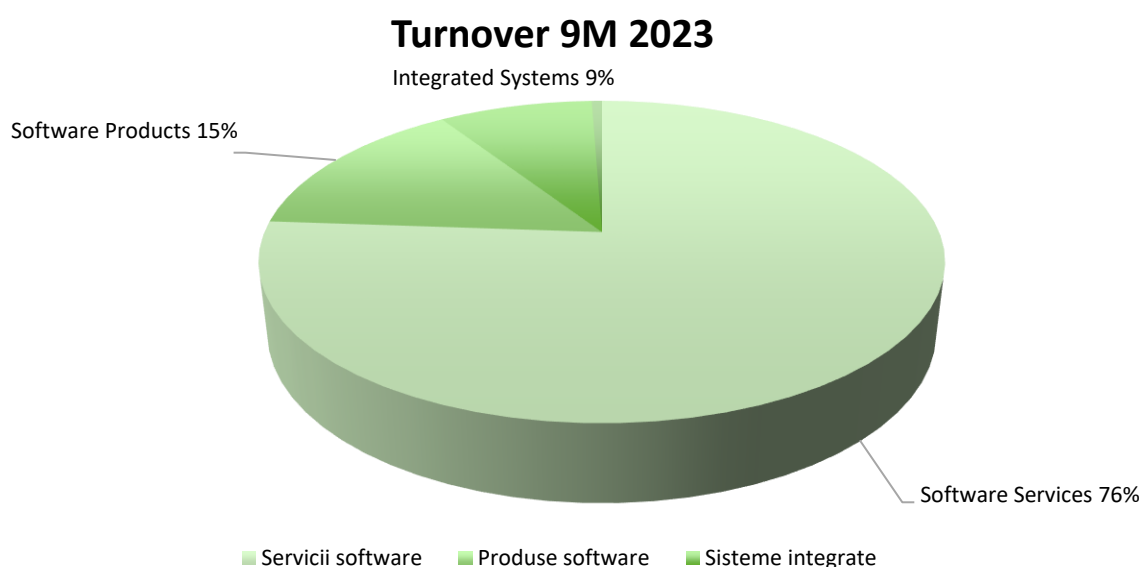
increase in turnover was determined by stabilizing the market position by contracting new clients during this period.

Globally, demands for services and software products are constant, with possible variations at the end of the year, as companies and organizations continue to need to digitalize their processes. In the software products industry, such as fleet management, business optimization, digital payments, HR solutions, and implementing digitalization projects in the public sector, the market is also growing due to the challenges and the socio-economic context in recent years.

The contribution of the group's business segments to the total turnover is presented below:

Business lines	Turnover 9M 2022 (lei)*	Turnover 9M 2023 (lei)*	Variation %
Software services	164,623,618	266,253,220	62%
Software products	41,983,578	51,289,549	22%
Integrated systems	-	30,284,981	-
Other services	2,334,558	1,997,887	-14%
Total	208,941,754	349,825,636	67%

* unaudited



The "Software Services" segment registered a 62% increase at the consolidated level in the first nine months of 2023, compared to the same period last year, and the revenue generated by the "Software Products" segment increased by 22% compared to the first nine months of 2022. A significant factor that determined the increase in turnover at the group level is the contribution of new companies acquired after Q3 2022, as well as the contribution of companies acquired between June and September 2022 and whose financial performance was reflected over a shorter period than nine months in 2022.

The "Integrated Systems" segment is developed by one of the group's subsidiaries, AROBS Systems, which is responsible for implementing hardware and software solutions and software products for public sector contracting authorities. This company has a team of public sector professionals, and its technical expertise covers integrating complex systems and technologies such as ORACLE, HP, DELL, and Microsoft. In the first part of 2023, AROBS Systems completed a hardware and software solution acquisition project to consolidate the databases necessary to operate the Customs Integrated Informatics System components. Solutions sold in this segment generate margins between 2% and 8%.

As a result of the AROBS strategy of acquiring companies with which there were synergies or which had an input of additional skills in new technologies and new areas of software development services, the turnover had a substantial evolution compared to the same period of the previous year.

Operating expenses evolved faster in the January-September 2023 period compared to operating revenues, reaching 324.7 million lei, compared to 166.9 million lei recorded in the same period of 2022.

The largest expenses were generated by personnel costs, increasing due to M&A activities (25% of total salary expenses) and the increase of teams to support the growth of organic activity. At the same time, the impact was also influenced by the salary increases and share options offered within the SOP programs (with a variation of 13.2 million lei compared to the same period of the previous year) to maintain competitiveness in the labor market.

Also, an important contribution to the increase in expenses is the cost of goods generated by the cost of equipment and IT solutions delivered as part of sales of integrated systems.

Another significant contribution to the increase in expenses was the costs of contracted services from third parties, where newly acquired companies had a share of 25% of the total recorded in the first three quarters of 2023.

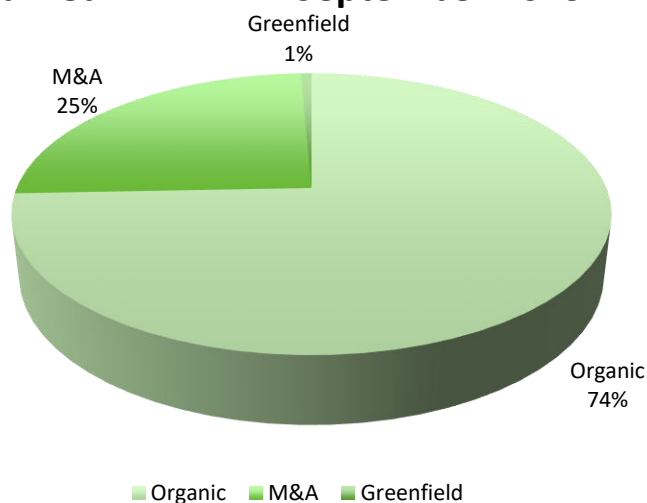
A significant share in operating expenses is also the cost of amortizing the goodwill, amounting to 11.6 million lei, in the first three quarters of 2023, resulting from the acquisition of subsidiaries as part of the M&A strategy. The total gross value of the registered goodwill related to the 2022 and 2023 acquisitions is 142.1 million lei. According to the statutory legal regulations, the accounting treatment applied to the goodwill provides for its systematic amortization between 5 and 10 years. With the transition to IFRS reporting, goodwill will no longer be amortized but will be tested annually for impairment. An expense will be recorded only when there are indications of depreciation of the investments made. From these considerations, the "Normalized Net Profit" was also calculated, which cancels the impact of the goodwill amortization expense.

Within the operating expenses related to the January-September 2023 period, part of the increase was generated due to the recording of provisions for not taking annual leave in the first nine months of 2023 to align the Group with IFRS reporting requirements. This cost had an impact of 1 million lei.

As a result of the above, for the first nine months of 2023, EBITDA recorded a value of 49.7 million lei, a decrease of 9% compared to the same period of 2022. The gross result, recorded by the AROBS Group at the end of Q3 2023, was 33 million lei, with a 9% margin. The decrease in consolidated net result compared to the end of Q3 2022 was driven by increasing operating expenses, as detailed above, due to accelerated expansion through M&A and the recording of goodwill amortization generated from the acquisition of subsidiaries, according to RAS regulations.

Normalized EBITDA, at the consolidated level, recorded a value of 65 million lei in the first three quarters of 2023, increasing by 10% compared to the January-September 2022. The contribution of group companies in the Organic, M&A, and Greenfield categories to normalized EBITDA is presented below:

Normalized EBITDA in September 2023



Note: Organic: represents the activity of companies that existed in the group until June 2022

M&A: represents the activity of acquired companies as of June 2022

Greenfield: represents the activity of newly established companies within the group, as of 2022

At the end of Q3 2023, the AROBS Group, at the consolidated level, recorded a normalized net result of 49.4 million lei, up 4% compared to the end of Q3 2022.

Regarding the individual financial result of AROBS Transilvania Software, 20 million lei, recorded in Q3 2023, was obtained from the distribution of dividends from the profit distributed by three of the subsidiaries.

ANALYSIS OF THE CONSOLIDATED AND INDIVIDUAL BALANCE SHEET

BALANCE SHEET INDICATORS

Balance sheet indicators (LEI)	31.12.2022 AROBS Group	30.09.2023 AROBS Group*	Variation %	31.12.2022 AROBS Individual	30.09.2023 AROBS Individual*	Variation %
Fixed assets, of which:	153,423,798	198,448,483	29%	174,506,684	230,180,039	32%
Goodwill	112,394,246	142,105,873	26%	-	-	0%
Current assets	205,025,595	217,357,985	6%	153,948,899	160,635,712	4%
Prepayments	1,946,614	2,615,107	34%	1,455,707	1,700,080	17%
Total assets	472,790,253	560,527,448	19%	329,911,290	392,515,831	19%
Current liabilities, of which:	55,727,591	72,152,608	29%	44,020,189	50,398,149	14%
Bank financing	18,470,920	22,056,823	19%	18,470,920	20,122,257	9%
Non-current liabilities, of which:	57,406,454	67,211,194	17%	51,497,412	56,662,938	10%
Bank financing	55,381,056	65,262,498	18%	49,494,614	54,871,911	11%
Total liabilities	113,134,045	139,363,802	2.3%	95,517,601	107,061,087	12%
Provisions	16,092,950	17,352,959	8%	3,214,798	4,178,421	30%
Income in advance	7,007,956	7,981,735	14%	2,724,886	2,519,390	-8%
Equity	224,161,056	253,723,079	13%	228,454,005	278,756,933	22%
Total equity and liabilities	360,396,007	418,421,575	16%	329,911,290	392,515,831	19%
Net accounting assets	336,555,302	395,828,952	18%	228,454,005	278,756,933	22%

* unaudited

As of September 30, 2023, total assets reached a value of 472.8 million lei, increasing by 19% compared to the end of 2022, mainly determined by the 45 million lei increase in fixed assets, which registered at the end of Q3 2023, a total value of 198.4 million lei.

The increase in fixed assets is primarily due to the increase in the value of the goodwill following the acquisition of 100% of the shares of AROBS Software SRL and AROBS TrackGPS SRL, following the acquisition of 94%

of the shares of SYDERAL Polska, following the acquisition of 100% of Future WorkForce SA and following the acquisition of 100% of the shares of AROBS Pannonia Software Kft and Skyshield Hungary Kft.

At the same time, the increase in fixed assets is also due to the investment in a new headquarters, worth 11.2 million lei, and the development of new functionalities for internal products, worth 4.2 million lei.

Current assets increased between January and September 2023 by 6% compared to the end of the previous year, mainly due to positive variations in trade receivables. Trade receivables increased by 44% at the end of Q3 2023, reaching 97.8 million lei due to the increase in activity at the Group level through organic development and the acquisition of companies.

At the end of Q3 2023, total liabilities increased by 23%, compared to the end of 2022, reaching 139.4 million lei, due to the increase in the value of salary and tax liabilities, including the effect of newly acquired companies, and due to contracting a new bank loan to refinance the acquisition of the Future Workforce Group.

At the end of Q3 2023, the bank financing debt ratio, calculated as the ratio of total bank debt to normalized EBITDA, is 1.14, which indicates a solid financial position that allows access to future financing to meet the Group's strategic objectives.

During the period, shareholders' equity increased by 13% due to the effect on capital items of the registration of SOP programs. As the SOP programs progress, the cost of employee compensation in equity instruments reflected in the Profit and Loss account generates a counterpart in equity items.

In Q3 2023, the share capital was reduced by 40,101,379 shares. As a result of this reduction, the Company's share capital has a total value of 87,129,360.9 lei, divided into 871,293,609 registered shares, each with a nominal value of 0.1 lei.

CONSOLIDATED PROFIT AND LOSS ACCOUNT AND AROBS INDIVIDUAL

	30.09.2022 AROBS Group*	30.09.2023 AROBS Group*	Variation %	30.09.2022 AROBS Individual*	30.09.2023 AROBS Individual*	Variation %
Net turnover	208,941,754	349,825,637	67 %	166,005,567	205,474,365	24 %
Sold production	202,020,455	309,627,424	53%	159,331,688	200,189,864	26%
Revenue from sale of goods	7,393,909	40,321,501	445%	7,088,077	5,296,709	-25%
<i>Commercial discounts granted</i>	(472,610)	(123,288)	-74%	(414,198)	(12,208)	-97%
Revenue from the cost of work in progress	336,135	1,301,376	287%	1,963	(51,427)	-2720%
Revenue from the production of intangible and tangible fixed assets	1,764,698	2,769,542	57%	1,172,844	2,001,950	71%
Operating subsidy revenue	567,050	902,867	59%	563,971	503,084	-11%
Other operating revenues	969,692	1,546,914	60%	584,638	808,847	38%
OPERATING REVENUE - TOTAL	212,579,329	356,346,336	68 %	168,328,983	208,736,819	24 %
Costs of raw materials and consumables	1,200,586	2,076,356	73%	1,036,104	998,577	-4%
Other material expenses	821,112	527,734	-36%	697,980	209,025	-70%
Other external expenses (energy and water)	681,109	851,479	25%	542,983	605,032	11%
Cost of goods	5,119,176	34,153,122	567%	5,208,792	3,369,510	-35%
<i>Trade discounts received</i>	(4,840)	(59,338)	1126%	(4,390)	(3,350)	-24%
<i>Personnel expenses</i>	71,785,435	171,208,618	139%	47,562,890	99,459,378	109%
<i>Value adjustments on tangible and intangible assets</i>	11,631,272	18,330,012	58%	2,454,827	4,037,038	64%
<i>Value adjustments on current assets</i>	(874,061)	1,247,447	-248%	(630,789)	1,289,216	-304%
<i>Other operating expenses</i>	78,046,989	95,212,888	22%	67,925,885	72,045,075	6%
<i>Adjustments regarding provisions</i>	(1,542,803)	1,081,171	-170%	(524,486)	963,622	-284%
OPERATING EXPENSES - TOTAL	166,863,975	324,629,489	95 %	124,269,796	182,973,123	47 %
OPERATING RESULT	45,715,354	31,716,847	-31 %	44,059,187	25,763,696	-42 %
Financial revenue	6,168,466	9,587,611	55%	5,481,672	27,892,058	409%
Financial expenses	5,136,041	8,189,581	59%	4,601,723	5,443,232	18%
FINANCIAL RESULT	1,032,425	1,398,030	35 %	879,949	22,448,826	2451 %
Total revenue	218,747,795	365,933,947	67%	173,810,655	236,628,877	36%
Total expenses	172,000,016	332,819,070	93%	128,871,519	188,416,355	46%
Gross result	46,747,779	33,114,877	-29 %	44,939,136	48,212,522	7 %
Income tax	8,440,061	9,616,719	14%	6,968,400	6,382,345	-8%
Other taxes not shown in the items above	12,650	993,339	7752%	-	-	0%
NET RESULT	38,295,068	22,504,819	-41 %	37,970,736	41,830,177	10 %
NORMALIZED NET RESULT	47,606,069	49,392,055	4 %	39,888,673	54,457,962	37 %
Of which related to non-controlling interests	112,346	630,462	461 %			

* unaudited

BALANCE SHEET AND AROBS INDIVIDUAL BALANCE SHEET

	31.12.2022 AROBS Group	30.09.2023 AROBS Group*	Variation %	31.12.2022 AROBS Individual	30.09.2023 AROBS Individual *	Variation %
INTANGIBLE ASSETS	130,777,025	162,935,602	25%	10,656,403	12,682,971	19%
Development expenses	8,325,272	12,562,986	51%	3,893,497	6,972,231	79%
Concessions, patents, licenses, trademarks, similar rights and assets and other intangible assets	10,057,507	8,255,526	-18%	6,762,906	5,710,740	-16%
Goodwill	112,394,246	142,105,873	26%	-	-	0%
Prepayments	-	11,217	100%	-	-	0%
TANGIBLE ASSETS	18,024,334	30,914,078	72%	8,482,986	8,267,526	-3%
Land and buildings	937,379	650,674	-31%	929,324	637,168	-31%
Technical facilities and machines	6,830,108	9,157,081	34%	5,182,563	5,847,917	13%
Other facilities and machines	2,160,612	2,369,971	10%	1,424,251	1,406,734	-1%
Property, plant and equipment in progress	7,910,008	18,718,308	137%	774,789	375,707	-52%
Prepayments	186,227	18,044	-90%	172,059	-	-100%
FINANCIAL ASSETS	4,622,439	4,598,803	-1%	155,367,295	209,229,542	35%
Shares held in subsidiaries	1,051	1,051	0%	144,504,728	199,600,877	38%
Loans granted to group entities	-	-	0%	7,052,650	6,281,559	-11%
Shares held in associated entities and jointly controlled entities	9,130	9,130	0%	9,130	9,130	0%
Other loans	4,612,258	4,588,622	-1%	3,800,787	3,337,976	-12%
FIXED ASSETS - TOTAL	153,423,798	198,448,483	29%	174,506,684	230,180,039	32%
INVENTORIES	8,508,292	8,010,004	-6%	1,893,748	1,865,679	-1%
Raw materials and consumables	383,057	502,001	31%	381,048	384,583	1%
Work in progress	1,643,680	4,242,731	158%	45,940	-	-100%
Finished products and goods	6,232,971	2,847,950	-54%	1,195,215	1,260,699	5%
Prepayments	248,584	417,322	68%	271,545	220,397	-19%
RECEIVABLES	94,652,689	120,520,550	27%	78,789,408	95,937,687	22%
Trade receivables	67,879,656	97,817,852	44%	44,664,168	60,663,698	36%
Affiliate receivables	21,799,067	18,496,066	-15%	32,021,177	33,721,557	5%
Other receivables	4,973,966	4,201,632	-16%	2,104,063	1,552,432	-26%
Subscribed and unpaid capital	-	5,000	100%	-	-	0%
Receivables representing dividends distributed during the financial year	-	-	0%	-	-	0%
Other short-term investments	523,375	305,839	-42%	523,375	305,839	-42%
CASH AND CASH EQUIVALENTS	101,341,239	88,521,592	-13%	72,742,368	62,526,507	-14%
CURRENT ASSETS - TOTAL	205,025,595	217,357,985	6%	153,948,899	160,635,712	4%
PREPAYMENTS	1,946,614	2,615,107	34%	1,455,707	1,700,080	17%
TOTAL ASSETS	360,396,007	418,421,575	16%	329,911,290	392,515,831	19%
CURRENT LIABILITIES	55,727,591	72,152,608	29%	44,020,189	50,398,149	14%
Amounts owed to credit institutions	18,470,920	22,056,823	19%	18,470,922	20,122,257	9%
Advances received on account of orders	704,150	4,113,681	484%	374,905	779,216	108%
Commercial liabilities - suppliers	15,927,100	14,196,507	-11%	8,217,606	5,473,891	-33%
Amounts owed to group entities	7,075,469	6,918,184	-2%	7,911,584	8,388,911	6%
Other liabilities, including tax and social security liabilities	13,549,952	24,867,413	84%	9,045,172	15,633,874	73%
NON-CURRENT LIABILITIES	57,406,454	67,211,194	17%	51,497,412	56,662,938	10%
Amounts owed to credit institutions	55,381,056	65,262,498	18%	49,494,614	54,871,911	11%
Amounts owed to group entities	1,122,070	1,071,607	-4%	1,122,070	1,071,607	0%
Other liabilities, including tax and social security liabilities	903,328	877,089	-3%	880,728	719,420	-18%
TOTAL LIABILITIES	113,134,045	139,363,802	23%	95,517,601	107,061,087	12%
PROVISIONS	16,092,950	17,352,959	8%	3,214,798	4,178,421	30%
ADVANCE INCOME	7,007,956	7,981,735	14%	2,724,886	2,519,390	-8%
Investment grants	609,034	540,573	-11%	609,034	540,573	-11%
Revenue received in advance	6,398,922	7,441,162	16%	2,115,852	1,978,817	-6%
Negative goodwill	-	-	0%	-	-	0%
EQUITY	224,161,056	253,723,079	13%	228,454,005	278,756,933	22%
Subscribed and paid-up share capital	91,139,499	87,129,361	-4%	91,139,499	87,129,361	-4%
Other equity items	4,206,340	9,930,004	136%	4,206,340	9,961,206	137%
Share premium	23,185,001	23,185,001	0%	23,185,001	23,185,001	0%
Reserves	6,515,660	6,761,683	4%	6,092,872	6,092,872	0%
Own shares	(7,535,897)	(5,971,841)	-21%	(7,535,897)	(5,971,841)	-21%
Gains related to equity instruments	1,805,558	9,628,489	433%	1,805,558	9,628,489	433%
Deferred profit or loss	-	(2,225,627)	-100%	-	(2,225,627)	-100%
Profit or loss for the period	65,096,334	103,468,637	59%	71,013,258	109,127,295	54%
Profit distribution	43,097,649	21,874,357	-49%	41,898,453	41,830,177	0%
Non-controlling interests	(3,394,091)	-	-100%	(3,351,079)	-	-100%
Subscribed and paid-up share capital	45,003	(56,985)	-227%	-	-	0%
TOTAL EQUITY AND LIABILITIES	360,396,007	418,421,575	16%	329,911,290	392,515,831	19%

* unaudited

KEY FINANCIAL RATIOS

AROBS AT GROUP LEVEL

Current ratio as of 30.09.2023

$$\frac{\text{Current assets} \quad 219,973,092}{\text{Current liabilities} \quad 72,152,608} = 3.05$$

Quick ratio as of 30.09.2023

$$\frac{\text{Current assets-inventories} \quad 211,963,088}{\text{Current liabilities} \quad 72,152,608} = 2.94$$

Debt to equity ratio as of 30.09.2023

$$\frac{\text{Borrowed capital}}{\text{Equity}} \times 100 = \frac{89,070,211}{253,723,079} \times 100 = 35.11\%$$

$$\frac{\text{Borrowed capital}}{\text{Employed capital}} \times 100 = \frac{89,070,211}{342,793,290} \times 100 = 25.98\%$$

Borrowed capital = Loans over 1 year

Employed capital = Borrowed capital + Equity

Debt turnover ratio - clients (days) as of 30.09.2023

$$\frac{\text{Average client balance}}{\text{Turnover}} \times 270 = \frac{102,996,321}{349,825,637} = 79.49$$

Fixed assets turnover as of 30.09.2023

$$\frac{\text{Turnover} \quad 349,825,637}{\text{Fixed assets} \quad 198,448,483} = 1.76$$

Bank financing debt ratio as of 30.09.2023

$$\frac{\text{Total bank debts} \quad 89,070,211}{\text{Normalized EBITDA} \quad 78,008,436} = 1.14$$

AROBS AT INDIVIDUAL LEVEL

Current ratio as of 30.09.2023

$$\frac{\text{Current assets} \quad 162,335,792}{\text{Current liabilities} \quad 50,398,149} = 3.22$$

Quick ratio as of 30.09.2023

$$\frac{\text{Current assets-inventories} \quad 160,470,113}{\text{Current liabilities} \quad 50,398,149} = 3.18$$

Debt to equity ratio as of 30.09.2023

$$\frac{\text{Borrowed capital}}{\text{Equity}} \times 100 = \frac{76,116,242}{278,756,933} \times 100 = 27.31\%$$

$$\frac{\text{Borrowed capital}}{\text{Employed capital}} \times 100 = \frac{76,116,242}{354,873,175} \times 100 = 21.45\%$$

Borrowed capital = Loans over 1 year

Employed capital = Borrowed capital + Equity

Debt turnover ratio - clients (days) as of 30.09.2023

$$\frac{\text{Average client balance}}{\text{Turnover}} \times 270 = \frac{85,535,300}{205,474,365} \times 270 = 112.40$$

Fixed assets turnover as of 30.09.2023

$$\frac{\text{Turnover} \quad 205,474,365}{\text{Fixed assets} \quad 230,180,039} = 0.89$$

Bank financing debt ratio as of 30.09.2023

$$\frac{\text{Total bank debts} \quad 76,116,242}{\text{Normalized EBITDA} \quad 50,772,575} = 1.50$$

ABOUT AROBS TRANSILVANIA SOFTWARE

AROBS Transilvania Software SA is an IT company established in 1998, and currently, it is the largest and most liquid technology company listed on the Bucharest Stock Exchange.

The company's object of activity is developing custom software with high expertise in software engineering for the automotive, aerospace, medical, maritime, and others, but it also develops software for IoT, tourism, clinical studies, enterprise solutions, and FinTech. To these is added the expertise of Intelligent Automation for optimizing processes in logistics, banking, healthcare, etc. AROBS has 25 years of experience in developing customized software solutions for clients in 14 countries in Europe, Asia, and America.



Since its establishment, AROBS Transilvania Software has relied on excellent specialists and well-adjusted but flexible processes to consistently deliver the best quality customized software, products, and software applications, where the company has retained ownership.

The excellence of the software services and the dedication shown by the company's specialists have helped establish strong, long-term partnerships with over 11,000 companies in Romania, Central and Eastern Europe, and hundreds of international companies.

Since 2003, AROBS Transilvania Software has been creating its own solutions and products, the most important of which are **TrackGPS**, a solution for managing and monitoring car fleets, **Optimall** – a sales force automation solution, **RateWizz** – channel manager for the hotel industry, The **solution for digitizing school textbooks**.

The company has its headquarters in Cluj-Napoca and operational regional offices in Bucharest, Iasi, Targu Mures, Baia Mare, Suceava, and Arad.

As of December 2021, new premises were added to the AROBS map in Romania by acquiring Berg Computers, a company with offices in Timisoara, Oradea, and Lugoj.

In June 2022, AROBS consolidated its Software Services division by integrating approximately 160 employees, a strategic move achieved by taking over Enea Services Romania from Enea Software AB, Sweden. This acquisition brought new AROBS offices in Bucharest, Craiova, Iasi, and Florida, USA, and the new entity was officially registered as AROBS Development & Engineering.

The expansion of AROBS continued in July 2022 with the acquisition of the Nordlogic Group, thus adding new locations in Cluj-Napoca and Oradea, as well as an office in Seattle, USA.

In the first nine months of 2023, AROBS made significant progress in its international expansion. The company expanded its operations in the Republic of Moldova, settling in Chisinau through AROBS Moldova and TrackGPS by AROBS Moldova. In Poland, AROBS took over SYDERAL Polska, later renamed AROBS Polska, based in Gdansk. Also, by acquiring Future WorkForce Global, AROBS has consolidated its presence in Cluj, Bucharest, London, and Munich, adding new strategic offices to its portfolio. The company now has offices in Budapest after integrating into the Group of AROBS Pannonia Kft in July 2023.

The AROBS Group consists of AROBS Transilvania Software SA (the "Company" or "AROBS" or "Group") and 27 subsidiaries:



No. Crt.	Company	Percent Control (AROBS)
1	AROBS DEVELOPMENT & ENGINEERING SRL	100%
2	AROBS ETOLL SOLUTIONS SRL	100%
3	AROBS PANNONIA SOFTWARE KFT	100%
4	AROBS POLSKA (SYDERAL POLSKA)	94%
5	AROBS SOFTWARE SOLUTIONS GMBH	60%
6	AROBS SOFTWARE SRL	100%
7	AROBS SYSTEMS SRL	100%
8	AROBS TRACKGPS SRL	100%
9	ATS ENGINEERING LLC	100%
10	BERG COMPUTERS SRL	100%
11	CABRIO INVEST BV	90%
12	GPS SOFTWARE CENTER SRL	100%
13	COSO BY AROBS BV NL	90%
14	COSO BY AROBS BV BE	90%
15	COSO TEAM UK LTD	90%
16	FUTURE WORKFORCE SA	100%
17	FUTURE WORKFORCE SRL	100%
18	FUTURE WORKFORCE GmbH	65%
19	FUTURE WORKFORCE Limited	80%
20	NORDLOGIC SOFTWARE SRL	100%
21	NORDLOGIC USA, INC	100%
22	PT AROBS SOLUTIONS INDONESIA.	70%
2. 3	SAS FLEET TRACKING SRL (SAS GROUP)	100%
24	SILVER BULLET SRL	100%
25	SOFTMANAGER SRL	70%
26	SKYSHIELD MAGYARORSZAG KFT	100%
27	UCMS GROUP ROMANIA SRL	97.67%

As of September 30, 2023, the AROBS Group had an average number of 1,235 employees compared to 774 employees as of September 30, 2022.

DECLARATION OF THE MANAGEMENT

Cluj-Napoca, November 15, 2023

I confirm, according to the best available information, that the unaudited individual and consolidated financial results for the period between 01.01.2023 and 30.09.2023 provide a true and fair view of the assets, liabilities, financial position and revenue and expense situation of AROBS Transilvania Software SA and that the management report provides a true and fair view of the important events that occurred in the first nine months of the 2023 financial year and their impact on the company's financial statements.

Voicu Oprean

CEO

AROBS GRUP

SITUAȚII FINANCIARE INTERIMARE CONSOLIDATE

**PENTRU PERIOADA ÎNCHEIATĂ
LA 30 SEPTEMBRIE 2023**

**Întocmite în conformitate cu
Ordinul Ministrului Finanțelor Publice nr. 1802/2014 cu modificările ulterioare**

AROBS GRUP
BILANȚ
LA 30 Septembrie 2023
(toate sumele sunt exprimate in LEI , dacă nu este specificat altfel)

BILANȚ CONSOLIDAT

Nr. crt.	Nr. rd.	Sold la 1 Ianuarie 2023	Sold la 30 Septembrie 2023
A ACTIVE IMOBILIZATE			
I IMOBILIZĂRI NECORPORALE			
1 Cheltuieli de constituire (ct 201 - 2801)	1	-	-
2 Cheltuieli de dezvoltare (ct 203 - 2803 - 2903)	2	8.325.272	12.562.986
3 Concesiuni, brevete, licențe, mărci comerciale, drepturi si active similare si alte immobilizări necorporale (ct 205 + 208 - 2805 - 2808 - 2905 - 2908)	3	10.057.507	8.255.526
4 Fond comercial (ct 2071 - 2807)	4	112.394.246	142.105.873
5 Active necorporale de explorare si evaluare a resurselor minerale (206 - 2806 - 2906)	5	-	-
6 Avansuri (ct 4094)	6	-	11.217
TOTAL (rd. 01 la 06)	7	130.777.025	162.935.602
II IMOBILIZĂRI CORPORALE			
1 Terenuri si construcții (ct 211 + 212 - 2811 - 2812 - 2911 - 2912)	8	937.379	650.674
2 Instalații tehnice si mașini (ct 213 + 223 - 2813 - 2913)	9	6.830.108	9.157.081
3 Alte instalații, utilaje si mobilier (ct 214 + 224 - 2814 - 2914)	10	2.160.612	2.369.971
4 Investiții imobiliare (ct 215 - 2815 - 2915)	11	-	-
5 Immobilizări corporale in curs de execuție (ct 231 - 2931)	12	7.910.008	18.718.308
6 Investiții imobiliare in curs de execuție (ct 235 - 2935)	13	-	-
7 Active corporale de explorare si evaluare a resurselor minerale (ct 216 - 2816 - 2916)	14	-	-
8 Active biologice productive (ct 217 + 227 - 2817 - 2917)	15	-	-
9 Avansuri (ct 4093)	16	186.227	18.044
TOTAL (rd. 08 la 16)	17	18.024.334	30.914.078
III IMOBILIZĂRI FINANCIARE			
1 Acțiuni deținute la filiale (ct 261 - 2961)	18	1.051	1.051
2 Împrumuturi acordate entităților din grup (ct 2671 + 2672 - 2964)	19	-	-
3 Acțiunile deținute la entitățile asociate si la entitățile controlate in comun (ct 262 + 263 - 2962)	20	9.130	9.130
4 Împrumuturi acordate entităților asociate si entităților controlate in comun (ct 2673 + 2674 - 2965)	21	-	-
5 Alte titluri immobilizate (ct 265 + 266 - 2963)	22	-	-
6 Alte împrumuturi (ct 2675* + 2676* + 2677 + 2678* + 2679* - 2966* - 2968*)	23	4.612.258	4.588.622
TOTAL (rd. 18 la 23)	24	4.622.439	4.598.803
ACTIVE IMOBILIZATE - TOTAL (rd. 07+17+24)	25	153.423.798	198.448.483

AROBS GRUP
BILANȚ
LA 30 Septembrie 2023
(toate sumele sunt exprimate in LEI , dacă nu este specificat altfel)

Nr. crt.	Nr. rd.	Sold la 1 Ianuarie 2023	Sold la 30 Septembrie 2023
B ACTIVE CIRCULANTE			
I STOCURI			
1 Materii prime si materiale consumabile (ct 301 + 302 + 303 +/- 308 +321 + 322 + 323 + 328 + 351 + 358 + 381 +/- 388 - 391 - 392 - 3951 - 3958 - 398)	26	383.057	502.001
2 Producția in curs de execuție (ct 331 + 332 +341 +/- 348* - 393 - 3941 - 3952)	27	1.643.680	4.242.731
3 Produse finite si mărfuri (ct 327 + 345 + 346 + 347 +/- 348* + 354 + 356 + 357 + 361 + 326 +/- 368 + 371 +/- 378 - 3945 - 3946 - 3947 - 3953 - 3954 - 3955 - 3956 - 3957 - 396 - 397 - din ct 4428)	28	6.232.971	2.847.950
4 Avansuri (ct 4091)	29	248.584	417.322
TOTAL (rd. 26 la 29)	30	8.508.292	8.010.004
II CREANȚE (sumele care urmează sa fie încasate după o perioada mai mare de un an trebuie prezentate separat pentru fiecare element)			
1 Creanțe comerciale (ct 2675* + 2676* + 2678* + 2679* - 2966* - 2968 + 4092 + 411 + 413 + 418 - 491)	31	67.879.656	97.817.852
2 Sume de încasat de la entitățile afiliate (ct 451** - 495*)	32	21.799.067	18.496.066
3 Sume de încasat de la entitățile asociate si entitățile controlate in comun (ct 453 - 495*)	33	-	-
4 Alte creanțe (ct 425 + 4282 + 431** + 437** + 4382 + 441** + 4424 + din ct 4428** + 444** + 445 + 446 ** + 447** + 4482 + 4582 + 4662 + 461 + 473** - 496 + 5187)	34	4.973.966	4.201.632
5 Capital subscris si neversat (ct 456 – 495*)	35	-	5.000
6 Creanțe reprezentând dividende repartizate în cursul exercițiului financiar (ct. 463)	35a	-	-
TOTAL (rd. 31 la 35)	36	94.652.689	120.520.550
III INVESTIȚII PE TERMEN SCURT			
1 Acțiuni deținute la entitățile afiliate (ct 501 - 591)	37	-	-
2 Alte investiții pe termen scurt (ct 505 + 506 + 507 + din ct 508 - 595 - 596 - 598 + 5113 + 5114)	38	523.375	305.839
TOTAL (rd. 37 + 38)	39	523.375	305.839
IV CASA SI CONTURI LA BANCII (din ct 508 + ct 5112 + 512 + 531 + 532 + 541 + 542)	40	101.341.239	88.521.592
ACTIVE CIRCULANTE - TOTAL (rd. 30+36+39+40)	41	205.025.595	217.357.985
C CHELTUIELI IN AVANS (ct 471) (rd 43 + 44)			
Sume de reluat într-o perioada de pana la un an (din ct 471)	43	1.941.979	2.462.283
Sume de reluat într-o perioada mai mare de un an (din ct 471)	44	4.635	152.824

AROBS GRUP
BILANȚ
LA 30 Septembrie 2023
(toate sumele sunt exprimate in LEI , dacă nu este specificat altfel)

Nr. crt.	Nr. rd.	Sold la 1 ianuarie 2023	Sold la 30 Septembrie 2023
D DATORII: SUMELE CARE TREBUIE PLATITE INTR-O PERIOADA DE PANA LA UN AN			
1 Împrumuturi din emisiuni de obligațiuni, prezentându-se separat împrumuturile din emisiunea de obligațiuni convertibile (ct 161 +1681 - 169)	45	-	-
2 Sume datorate instituțiilor de credit (ct 1621 + 1622 + 1624 + 1625 + 1627 + 1682 + 5191 + 5192 + 5198)	46	18.470.920	22.056.823
3 Avansuri încasate in contul comenzilor (ct 419)	47	704.150	4.113.681
4 Datorii comerciale - furnizori (ct 401 + 404 + 408)	48	15.927.100	14.196.507
5 Efecte de comerț de plătit (ct 403 + 405)	49	-	-
6 Sume datorate entităților din grup (ct 1661 + 1685 + 2691 + 451***)	50	7.075.469	6.918.184
7 Sume datorate entităților asociate si entităților controlate in comun (ct 1663 + 1686 + 2692 + 2693 + 453***)	51	-	-
8 Alte datorii, inclusiv datoriile fiscale si datoriile privind asigurările sociale pentru asigurările sociale (ct 1623 + 1626 + 167 + 1687 + 2695 + 421 + 423 + 424 + 426 + 427 + 4281 + 431*** + 437*** + 4381 + 441*** + 4423 + 4428*** + 444*** + 446*** + 447*** + 4481 + 455 + 456*** + 457 + 4581 + 462 + 4661 + 473*** + 509 + 5186 + 5193 + 5194 + 5195 +5196 + 5197)	52	13.549.952	24.867.413
TOTAL (rd. 45 la 52)	53	55.727.591	72.152.608
E ACTIVE CIRCULANTE NETE/DATORII CURENTE NETE) (rd. 41 + 43 - 53 - 70 - 73 - 76)	54	145.217.430	140.796.494
F TOTAL ACTIVE MINUS DATORII CURENTE (rd. 25 + 44 + 54)	55	298.645.863	339.397.801
G DATORII: SUMELE CARE TREBUIE PLATITE INTR-O PERIOADA MAI MARE DE UN AN			
1 Împrumuturi din emisiuni de obligațiuni, prezentându-se separat împrumuturile din emisiunea de obligațiuni convertibile (ct 161 + 1681 - 169)	56	-	-
2 Sume datorate instituțiilor de credit (ct 1621 + 1622 + 1624 + 1625 + 1627 + 1682 + 5191 + 5192 + 5198)	57	55.381.056	65.262.498
3 Avansuri încasate in contul comenzilor (ct 419)	58	-	-
4 Datorii comerciale - furnizori (ct 401+404+408)	59	-	-
5 Efecte de comerț de plătit (ct 403 + 405)	60	-	-
6 Sume datorate entităților din grup (ct 1661 + 1685 + 2961 + 451***)	61	1.122.070	1.071.607
7 Sume datorate entităților asociate si entităților controlate in comun (ct 1663 + 1686 + 2692 + 2693 + 453***)	62	-	-

AROBS GRUP
BILANȚ
LA 30 Septembrie 2023
(toate sumele sunt exprimate in LEI , dacă nu este specificat altfel)

Nr. crt.	Nr. rd.	Sold la 1 ianuarie 2022	Sold la 31 Decembrie 2022
8 Alte datorii, inclusiv datoriile fiscale si datoriile privind asigurările sociale pentru asigurările sociale (ct 1623 + 1626 + 167 + 1687 + 2695 + 421 + 423 + 424 + 426 + 427 + 4281 + 431*** + 437*** + 4381 + 441*** + 4423 + 4428*** + 444*** + 446*** + 447*** + 4481 + 455 + 456*** + 4581 + 462 + 4661 + 473*** + 509 + 5186 + 5193 + 5194 + 5195 + 5196 + 5197)			
	63	903.328	877.089
TOTAL (rd. 56 la 63)	64	57.406.454	67.211.194
H PROVIZIOANE			
1 Provizioane pentru beneficiile angajaților (ct 1515 + 1517)	65	-	-
2 Provizioane pentru impozite (ct 1516)	66	-	-
3 Alte provizioane (ct 1511 + 1512 + 1513 + 1514 + 1518)	67	16.092.950	17.352.959
TOTAL (rd. 65 la 67)	68	16.092.950	17.352.959
I VENITURI IN AVANS			
1 Subvenții pentru investiții (ct 475) (rd 70 + 71)	69	609.034	540.573
Sume de reluat într-o perioada de pana la un an (din ct 475*)	70	424.284	226.152
Sume de reluat într-o perioada mai mare de un an (din ct 475*)	71	184.750	314.421
2 Venituri înregistrate in avans (ct 472) - total (rd 73 + 74), din care:	72	6.398.922	7.441.162
Sume de reluat într-o perioada de pana la un an (ct 472*)	73	5.598.269	6.645.014
Sume de reluat într-o perioada mai mare de un an (ct 472*)	74	800.653	796.148
3 Venituri înregistrate in avans aferente activelor primite prin transfer de la clienți (ct 478) (rd 76 + 77)	75	-	-
Sume de reluat într-o perioada de pana la un an (din ct 478*)	76	-	-
Sume de reluat într-o perioada mai mare de un an (din ct 478*)	77	-	-
Fond comercial negativ (ct 2075)	78	-	-
TOTAL (rd. 69 + 72 + 75 + 78)	79	7.007.956	7.981.735
J CAPITAL SI REZERVE			
I CAPITAL			
1 Capital subscris vărsat (ct 1012)	80	91.139.499	87.129.361
2 Capital subscris neversat (ct 1011)	81	-	-
3 Patrimoniul regiei (ct 1015)	82	-	-
4 Patrimoniul institutelor naționale de cercetare-dezvoltare (ct 1018)	83	-	-
5 Alte elemente de capitaluri proprii (ct 1031)	84	4.206.340	9.930.004
TOTAL (rd. 80 +81 + 82 + 83 + 84)	85	95.345.839	97.059.365

AROBS GRUP
BILANȚ
LA 30 Septembrie 2023
(toate sumele sunt exprimate in LEI , dacă nu este specificat altfel)

Nr. crt.	Nr. rd.	Sold la 1 ianuarie 2023	Sold la 30 Septembrie 2023
II PRIME DE CAPITAL (ct 104)	86	23.185.001	23.185.001
III REZERVE DIN REEVALUARE (ct 105)	87	-	-
IV REZERVE			
1 Rezerve legale (ct 1061)	88	5.112.464	5.090.196
2 Rezerve statutare sau contractuale (ct 1063)	89	373	373
3 Alte rezerve (ct 1068+107)	90	1.402.823	1.671.114
TOTAL (rd. 88 la 90)	91	6.515.660	6.761.683
Acțiuni proprii (ct 109)	92	7.535.897	5.971.841
Câștiguri legate de instrumentele de capitaluri proprii (ct 141)	93	1.805.558	9.628.489
Pierderi legate de instrumentele de capitaluri proprii (ct 149)	94	-	2.225.627
V PROFITUL SAU PIERDEREA REPORTATA (ct 117)			
- Sold C	95	65.096.334	103.468.637
- Sold D	96	-	-
VI PROFITUL SAU PIERDEREA EXERCITIULUI FINANCIAR (ct 121), aferenta societății-mama			
- Sold C	97	43.097.649	21.874.357
- Sold D	98	-	-
Repartizarea profitului (ct 129)	99	3.394.091	-
CAPITALURI PROPRII - TOTAL (rd. 85+86+87+91-92+93-94+95-96+97-98-99)	100	224.116.053	253.780.064
VII INTERESE CARE NU CONTROLEAZA			
Profitul sau pierderea exercițiului financiar			
- Sold C	101	112.346	630.462
- Sold D	102	-	-
Alte capitaluri proprii	103	(67.343)	(687.447)
CAPITALURI - TOTAL (rd. 100+101+102+103)	104	224.161.056	253.723.079

AROBS GRUP
CONTUL DE PROFIT ȘI PIERDERE CONSOLIDAT
LA 30 Septembrie 2023
(toate sumele sunt exprimate in LEI, dacă nu este specificat altfel)

CONT DE PROFIT ȘI PIERDERE

Nr. crt.	Nr. rd.	Perioadă încheiată la 30 Septembrie 2022	Perioadă încheiată la 30 Septembrie 2023
1 Cifra de afaceri neta (rd. 02 + 03 - 04 + 05 + 06)	1	208.941.754	349.825.637
Producția vândută (ct 701 + 702 + 703 + 704 + 705 + 706 + 708)	2	202.020.455	309.627.424
Venituri din vânzarea mărfurilor (ct 707)	3	7.393.909	40.321.501
Reduceri comerciale acordate (ct 709)	4	472.610	123.288
Venituri din dobânzi înregistrate de entitățile radiate din Registrul general si care mai au in derulare contracte de leasing (ct 766*)	5	-	-
Venituri din Subvenții de exploatare aferente cifrei de afaceri nete (ct 7411)	6	-	-
		-	-
2 Venituri aferente costului producției in curs de execuție (ct 711 + 712)			
- Sold C	7	336.135	1.306.863
- Sold D	8	-	5.487
3 Venituri din producția de mobilizări necorporale si corporale (ct 721 + 722)	9	1.764.698	2.769.542
4 Venituri din reevaluarea imobilizărilor corporale (ct 755)	10	-	-
5 Venituri din producția de investiții imobiliare (ct 725)	11	-	-
6 Venituri din Subvenții de exploatare (ct 7412 + 7413 + 7414 + 7415 + 7416 + 7417 + 7419)	12	567.050	902.867
7 Alte venituri din exploatare (ct 751 + 758 + 7815)	13	969.692	1.546.914
- din care, venituri din fondul comercial negativ (ct 7815)	14	230.972	-
- din care, venituri din Subvenții pentru investiții (ct 7584)	15	235.407	329.111
VENITURI DIN EXPLOATARE - TOTAL (rd. 01+07-08+09+10+11+12+13)	16	212.579.329	356.346.336
8 a) Cheltuieli cu materiile prime si materialele consumabile (ct 601 + 602)	17	1.200.586	2.076.356
Alte cheltuieli materiale (ct 603 + 604 + 606 + 608)	18	821.112	527.734
b) Alte cheltuieli externe (cu energie si apa) (ct 605)	19	681.109	851.479
c) Cheltuieli privind mărfurile (ct 607)	20	5.119.176	34.153.122
Reduceri comerciale primite (ct 609)	21	4.840	59.338
9 Cheltuieli cu personalul (rd. 23+24)	22	71.785.435	171.208.618
a) Salarii si indemnizații (ct 641 + 642 + 643 + 644)	23	69.579.848	166.322.312
b) Cheltuieli cu asigurările si protecția sociala (ct 645+646)	24	2.205.587	4.886.306

AROBS GRUP
CONTUL DE PROFIT ȘI PIERDERE CONSOLIDAT
LA 30 Septembrie 2023
(toate sumele sunt exprimate in LEI, dacă nu este specificat altfel)

Nr. crt.	Nr. rd.	Perioadă încheiată la 30 Septembrie 2022	Perioadă încheiată la 30 Septembrie 2023
10 a) Ajustări de valoare privind imobilizările corporale si necorporale (rd. 26-27)	25	11.631.272	18.330.012
a. 1) Cheltuieli (ct 6811 + 6813 + 6817)	26	11.631.272	18.330.663
a. 2) Venituri (ct 7813)	27	-	651
b) Ajustări de valoare privind activele circulante (rd. 29-30)	28	(874.061)	1.247.447
b. 1) Cheltuieli (ct 654 + 6814)	29	1.187.243	2.048.224
b. 2) Venituri (ct 754 + 7814)	30	2.061.304	800.777
11 Alte cheltuieli de exploatare (rd. 32 la 38)	31	78.046.989	95.212.888
11.1. Cheltuieli privind prestațiile externe (ct 611 + 612 + 613 + 614 + 615 + 621 + 622 + 623 + 624 + 625 + 626 + 627 + 628)	32	76.841.913	93.206.080
11.2. Cheltuieli cu alte impozite, taxe si vărsăminte asimilate; cheltuieli reprezentând transferuri si contribuții datorate in baza unor acte normative speciale (ct 635 + 6586*)	33	650.170	812.083
11.3. Cheltuieli cu protecția mediului înconjurător (ct 652)	34	-	-
11.4. Cheltuieli din reevaluarea imobilizărilor corporale (ct 655)	35	-	-
11.5. Cheltuieli privind calamitățile si alte evenimente similare (ct 6587)	36	-	-
11.6. Alte cheltuieli (ct 651 + 6581 + 6582 + 6583 + 6588)	37	554.906	1.194.725
Cheltuieli privind dobânzile de refinanțare înregistrate de entități radiate din Registrul general si care mai au in derulare contracte de leasing (ct 666*)	38	-	-
Ajustări privind provizioanele (rd. 40-41)	39	(1.542.803)	1.081.171
- Cheltuieli (ct 6812)	40	268.990	4.637.174
- Venituri (ct 7812)	41	1.811.793	3.556.003
CHELTUIELI DE EXPLOATARE - TOTAL (rd. 17 la 20-21+22+25+28+31+39)	42	166.863.975	324.629.489
PROFITUL SAU PIERDEREA DIN EXPLOATARE			
- Profit (rd. 16 - 42)	43	45.715.354	31.716.847
- Pierdere (rd. 42 - 16)	44	-	-
12 Venituri din interese de participare (ct 7611 + 7612 + 7613)	45	4.569	345.676
- din care, veniturile obținute de la entități afiliate	46	-	-
13 Venituri din dobânzi (ct 766)	47	1.137.797	2.294.256
- din care, veniturile obținute de la entități afiliate	48	-	-
14 Venituri din Subvenții de exploatare pentru dobânda datorata (ct 7418)	49	-	-
15 Alte venituri financiare (ct 7615 + 762 + 764 + 765 + 767 + 768)	50	5.026.100	6.947.679
- din care, venituri din imobilizări financiare (ct 7615)	51	-	-

AROBS GRUP
CONTUL DE PROFIT ȘI PIERDERE CONSOLIDAT
LA 30 Septembrie 2023
(toate sumele sunt exprimate in LEI, dacă nu este specificat altfel)

Nr. crt.	Nr. rd.	Perioadă încheiată la 30 Septembrie 2022	Perioadă încheiată la 30 Septembrie 2023
VENITURI FINANCIARE - TOTAL (rd. 45+47+49 + 50)	52	6.168.466	9.587.611
16 Ajustări de valoare privind imobilizările financiare și investițiile deținute ca active circulante (rd. 54-55)	53	-	-
- Cheltuieli (ct 686)	54	-	-
- Venituri (ct 786)	55	-	-
17 Cheltuieli privind dobânzile (ct 666*)	56	960.149	1.030.145
- din care, cheltuieli în relație cu entități afiliate	57	-	-
Alte cheltuieli financiare (ct 663 + 664 + 665 + 667 + 668)	58	4.175.892	7.159.436
CHELTUIELI FINANCIARE - TOTAL (rd. 53+56+58)	59	5.136.041	8.189.581
PROFITUL SAU PIERDEREA FINANCIAR(A)			
- Profit (rd. 52-59)	60	1.032.425	1.398.030
- Pierdere (rd. 59-52)	61	-	-
VENITURI TOTALE (rd 16 + 52)	62	218.747.795	365.933.947
CHELTUIELI TOTALE (rd 42 + 59)	63	172.000.016	332.819.070
18 PROFITUL SAU PIERDEREA BRUT(A)			
- Profit (rd. 62 - 63)	64	46.747.779	33.114.877
- Pierdere (rd. 63 - 62)	65	-	-
19 IMPOZITUL PE PROFIT (ct 691)	66	8.440.061	9.616.719
20 Alte impozite neprezentate la elementele de mai sus (ct 698)	67	12.650	993.339
21 PROFITUL SAU PIERDEREA NET(A) A PERIOADEI DE RAPORTARE aferent societății-mama			
- Profit (rd. 64 - 66 - 67)	68	38.182.722	21.874.357
- Pierdere (rd. 65 + 66 + 67); (rd. 66 + 67 - 64)	69	-	-
22 PROFITUL SAU PIERDEREA NET(A) A PERIOADEI DE RAPORTARE aferent intereselor care nu controlează			-
- Profit	70	112.346	630.462
- Pierdere	71	-	-

AROBS GRUP
SITUAȚIA FLUXURILOR DE TREZORERIE
LA 30 Septembrie 2023

(toate sumele sunt exprimate in LEI, dacă nu este specificat altfel)

FLUXURI DE TREZORERIE	30 Septembrie 2023
Profit înainte de impozitare	33.114.877
<i>Ajustări pentru:</i>	
Amortizare aferentă imobilizărilor corporale și necorporale	18.323.759
Cheltuieli/(Venituri) aferente ajustărilor de valoare mijloace fixe	6.904
Cheltuieli/(Venituri) aferente ajustărilor de valoare pentru imobilizările financiare	-
Cheltuieli/(Venituri) aferente provizioanelor de stocuri	82.526
Cheltuieli/(Venituri) aferente provizioanelor de clienți și conturi asimilate	1.989.161
Cheltuieli/(Venituri) aferente provizioanelor pentru riscuri și cheltuieli	1.081.171
(Câștig net)/Pierdere netă din ieșirea de imobilizări corporale	(125.373)
Venituri din subvenții	-
Ajustări pentru pierderi/(câștig) din curs valutar	
Cheltuieli cu dobânzile	1.030.145
Venituri din dobânzi	(2.294.256)
Cheltuieli cu remunerarea în instrumente de capitaluri proprii	15.250.450
Cheltuieli privind investițiile financiare cedate	
Venit din dividende/investiții financiare cedate	(5.127)
Corecții de erori	(475.054)
Cheltuieli/(Venituri) din acțiuni deținute la entitățile afiliate	(1.169.850)
Flux de trezorerie generat din activitatea de exploatare înainte de modificări ale capitalului circulant	66.809.333
(Creșteri)/Descreșteri de creanțe	(27.346.912)
(Creșteri)/Descreșteri de cheltuieli în avans	(668.493)
(Creșteri)/Descreșteri de stocuri	415.762
Creșteri / (descreșteri) de datorii	10.833.850
Creșteri / (descreșteri) de venituri în avans	973.779
Dobânzi plătite	(1.030.145)
Dobânzi încasate	1.784.146
Numerar generat din exploatare	51.771.320
Impozit pe profit plătit	(7.798.826)
Numerar net din activități de exploatare	43.972.494
Fluxuri de numerar din activități de investiție	
Plati pentru achiziționarea de filiale, mai puțin numerar achiziționat	-
Împrumuturi (acordate)/restituite și achiziții de acțiuni la entități afiliate	23.636
Achiziții de fond comercial	(41.350.944)
Achiziții de imobilizări corporale și necorporale	(22.211.870)
Încasări din vânzarea de imobilizări	309.203
(Achiziție)/Vânzare de acțiuni proprii	(6.379.028)
Pierderi legate de instrumentele de capitaluri proprii	-
Castiguri legate de instrumentele de capitaluri proprii	-
Alte investiții pe termen scurt	217.536
Încasări din dividende/investiții financiare cedate	5.127
Numerar net din activități de investiție	(69.386.340)
Fluxuri de numerar din activități de finanțare	
Încasări din emisiunea de acțiuni	-
Creșterea/(Scăderea) utilizării liniei de credit	(2.762.927)
Încasare/(Rambursare) împrumut termen lung	16.230.272
Plăți din leasing financiar	(873.146)
Dividende plătite	-
Modificări ale capitalului social majorare/(diminuare)	-
Numerar net din activități de finanțare	12.594.199
(Descreșterea)/Creșterea netă a numerarului și echivalentelor de numerar	(12.819.647)
Numerar și echivalente de numerar la începutul exercițiului financiar	101.341.239
Numerar și echivalente de numerar la sfârșitul exercițiului financiar	88.521.592

AROBS GRUP
NOTE LA SITUAȚIILE FINANCIARE
PENTRU ANUL ÎNCHEIAT LA 30 Septembrie 2023
(toate sumele sunt exprimate în LEI, dacă nu este specificat altfel)

SITUAȚIA MODIFICĂRILOR CAPITALURILOR PROPRII

Element de capital propriu	Sold la	Creșteri		Reduceri		Sold la
	1 Ianuarie 2023	Total, din care	prin transfer	Total, din care	prin transfer	30 Septembrie 2023
Capital subscris nevărsat	-	5.000	-	5.000	-	-
Capital subscris vărsat	91.139.499	11.972.975	-	15.983.113	-	87.129.361
Beneficii acordate angajaților sub forma instrumentelor de capitaluri proprii	4.206.340	15.250.450	-	9.526.785	-	9.930.004
Prime de capital	23.185.001	472.600	-	472.600	-	23.185.001
Rezerve legale	5.112.464	718.440	-	740.708	24.668	5.090.196
Rezerve statutare sau contractuale	373	-	-	-	-	373
Alte rezerve	1.252.931	-	-	-	-	1.252.931
Rezerve din conversie	149.892	731.737	-	463.446	-	418.183
Acțiuni proprii	(7.535.897)	7.943.085	-	6.379.028	-	(5.971.841)
Câștiguri legate de instrumente de capitaluri proprii	1.805.558	7.822.931	-	-	-	9.628.489
Rezultatul reportat reprezentând profitul nerepartizat sau pierdere neacoperita	64.723.793	39.848.184	39.728.226	1.042.543	-	103.529.433
Rezultatul reportat provenit din corectarea erorilor contabile	(646.395)	306.256	-	739.594	-	(1.079.733)
Rezultatul reportat reprezentând surplusul realizat din rezerve de reevaluare	1.018.937	-	-	-	-	1.018.937
Profitul sau pierdere exercițiului financiar	43.097.649	22.504.819	-	43.728.111	43.097.649	21.874.357
Repartizarea profitului	(3.394.091)	3.394.091	3.394.091	-	-	-
Interese care nu controlează	45.002	742.808	-	844.796	-	(56.985)
Repartizare dividende	-	-	-	-	-	-
TOTAL	224.161.056	111.713.376	43.122.317	82.151.352	43.122.317	253.723.079