

To: *Bursa de Valori București S.A.*

Autoritatea de Supraveghere Financiară

CURRENT REPORT 38/2025

Pursuant to Law no. 24/2017 on issuers of financial instruments and market operations and to the Romanian Financial Supervisory Authority Regulation no. 5/2018 on issuers and operations with securities, as subsequently amended and supplemented and the provisions of Article 99 of the Bucharest Stock Exchange Code, Title II, Issuers and Financial Instruments.

Date of report	14.05.2025
Name of the Company	AROBS Transilvania Software S.A.
Registered Office	11 Donath Street, building M4, entrance 2, 3rd floor, ap. 28, Cluj-Napoca, Cluj, Romania
Email	ir@arobsgroup.com
Phone	+40 754 908 742
Website	www.arobs.com
Registration nr. with Trade Registry	J1998001845122
Fiscal Code	RO 11291045
Subscribed and paid share capital	104,555,233 lei
Total number of shares	1,045,552,330
Symbol	AROBS
Market where securities are traded	Bucharest Stock Exchange, Main Segment, Premium Category

Important events to be reported: Q1 2025 financial results

AROBS Transilvania Software reports **consolidated turnover of 120 million lei** in the first quarter of 2025, **up 14% compared to the same period last year**, EBITDA of 17 million lei, a 2% increase versus Q1 2024, and a **net profit of 6 million lei**.

Regarding the Group's business segments, the **"Software Services" segment** generated **revenues of 72 million lei** in Q1 2025, down 17% compared to the same period in 2024, reflecting the effects of a slowdown in demand in the Automotive sector, which began last year and was anticipated to impact this quarter as well. Despite this, the segment remained the main contributor to the Group's turnover, accounting for 60% of the total.

Revenues from the **"Software Products" segment increased by 20% compared to Q1 2024**, reaching **22 million lei** in the first three months of this year, representing 18% of total revenues. This growth confirms the success of AROBS's strategy to diversify and invest in proprietary products.

The **"Integrated Systems" segment**, represented by **AROBS Systems**, achieved remarkable performance in Q1 2025, generating revenues of **26 million lei**, supported by strategic projects such as the one signed at the end of last year with the National Public Pension House.

Internationally, AROBS continued its expansion plans through **strategic acquisitions**. The Group is currently in the process of **acquiring 70% of the share capital of a Nevada-based software company** with

approximately **60 specialists**, further strengthening its presence in the U.S. market. **The approval of this transaction will be subject to vote** at the Extraordinary General Meeting of Shareholders on May 28, 2025.

Additionally, throughout the first quarter of 2025, the company continued investing in opening new sales offices and delivery centers in the U.S. and the U.K. to support its growth in international markets.

In the first three months of the year, **the Group continued to implement cost optimization measures and efficient resource allocation**, which allowed it to **maintain an EBITDA margin of 14%**, despite a complex economic environment. During this period, the Company also strengthened its **cash position by over 20 million lei**, reaching **280 million lei** compared to the end of last year. Furthermore, the Group **maintains a low level of debt ratio related to bank financing**, reflected in a ratio of total bank debt to normalized annualized EBITDA of **0.96**. These elements provide the necessary financial flexibility to support the planned strategic investments and to capitalize on international growth opportunities.

Moving forward, the Group is focusing on **two strategic objectives: opening new sales offices and delivery centers in the U.S. and the U.K., and finalizing the acquisitions** that are currently in advanced stages of negotiation. Domestically, the stabilization of the political and economic environment will be essential for unlocking digitalization projects in both the public and private sectors. Internationally, the Group continues to invest in artificial intelligence, big data, and cybersecurity, technologies that are set to redefine the IT industry in the coming years.

Report Availability

The results are available on the website of the company, <https://arobs.com/>, in the dedicated section “AROBS for Investors” / “Financial Results” and on the website of the Bucharest Stock Exchange, www.bvb.ro, symbol: AROBS, as well as are attached to this current report.

Investor Call

The management will organize a conference call in English to present the Q1 2025 financial results. The conference call, organized for analysts and individual and institutional investors, will take place on May 16th, 2025, at 02:00PM, Bucharest time. The call will be hosted by Voicu Oprean, CEO & founder of the Company, Bogdan Ciungradi, CFO and Zuzanna Kurek, IR Manager.

To participate in the Q1 2025 financial results call, the interested parties are invited to register **HERE**.

Voicu OPREAN

Chairman of the Board of Directors