



SIMTEL

Q1 2024 Financial Report

symbol:
SMTL

Simtel Team SA
Company listed on the MTS-Aero
market of the Bucharest stock
exchange

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

ISSUER INFORMATION

INFORMATION ABOUT THIS FINANCIAL REPORT

Type of report	Q1 2024 Financial Results
For financial period	01.01.2024 – 31.03.2024
Date of publication of the report	21.05.2024
According to	Annex 13 to FSA Regulation 5/2018

ISSUER INFORMATION

Name	Simtel Team SA
Fiscal code	RO 26414626
Trade registry number	J40/564/2010
Registered office	Splaiul Independenței 319L, Brussels Building, Corp A, Sector 6, Bucharest

INFORMATION ABOUT SECURITIES

Subscribed and paid-up share capital	1,577,574.60 lei
The market on which securities are traded	SMT- AeRO Premium
Total number of shares	7,887,873 shares
Symbol	SMTL

CONTACT DETAILS FOR INVESTORS

Phone number	+40 754 908 742
E-mail	investors@simtel.ro
Website	www.simtel.ro

The interim individual and consolidated financial statements as of March 31st 2024, presented on the following pages are **unaudited**.

CONSOLIDATED KEY FINANCIAL RESULTS FOR Q1 2024

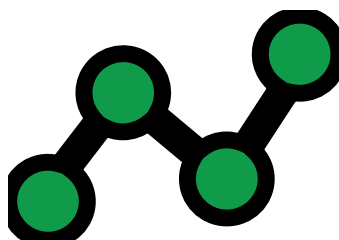
The indicators at the consolidated level include the results generated by Simtel Team and the companies in the group, respectively: ANT Power Energy SRL (51%), Simtel Solar SRL Moldova (100%), Agora Robotics SRL. (51%), Custom Soft Solution SRL: (29%), GES Furnizare SRL (62%), Pleşoiu Solar SRL (98.60%), Simtel Industrial Control SRL (75%), SMTL Solar Ianca SRL (100%) , SMTL Solar Anina SRL (100%), SMTL Solar Giurgiu SRL (100%) and SN Energie Company SRL (100%).



RON 45.9 million
Operating revenue
-30% vs. Q1 2024



RON 5,7 million
Gross result
+175% vs. Q1 2024



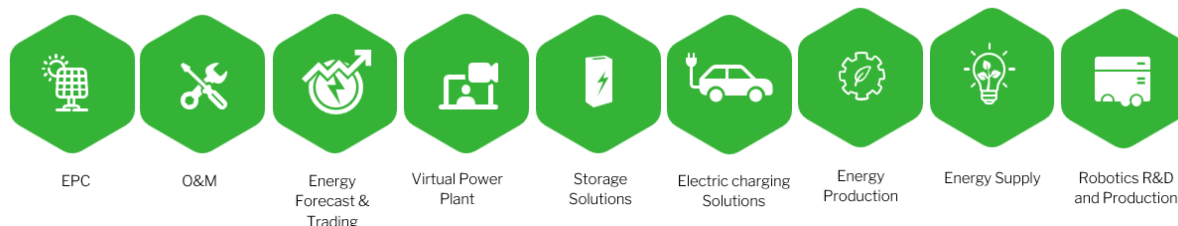
RON 5 million
Net result
+199% vs. Q1 2024



ABOUT SIMTEL TEAM



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Simtel Team SA is a Romanian engineering and technology company founded in 2010, with its headquarters in Bucharest and offices in Bacău, Timișoara, Cluj. In 2022, it opened a separate company in Chisinau, Republic of Moldova, Simtel Solar with an EPC profile in renewable energy. Simtel Team operates in the fields of renewable energy, telecommunications, and industrial automation with an R&D component in industrial robots and energy efficiency. The company delivers projects in Romania and abroad for each of these business lines.

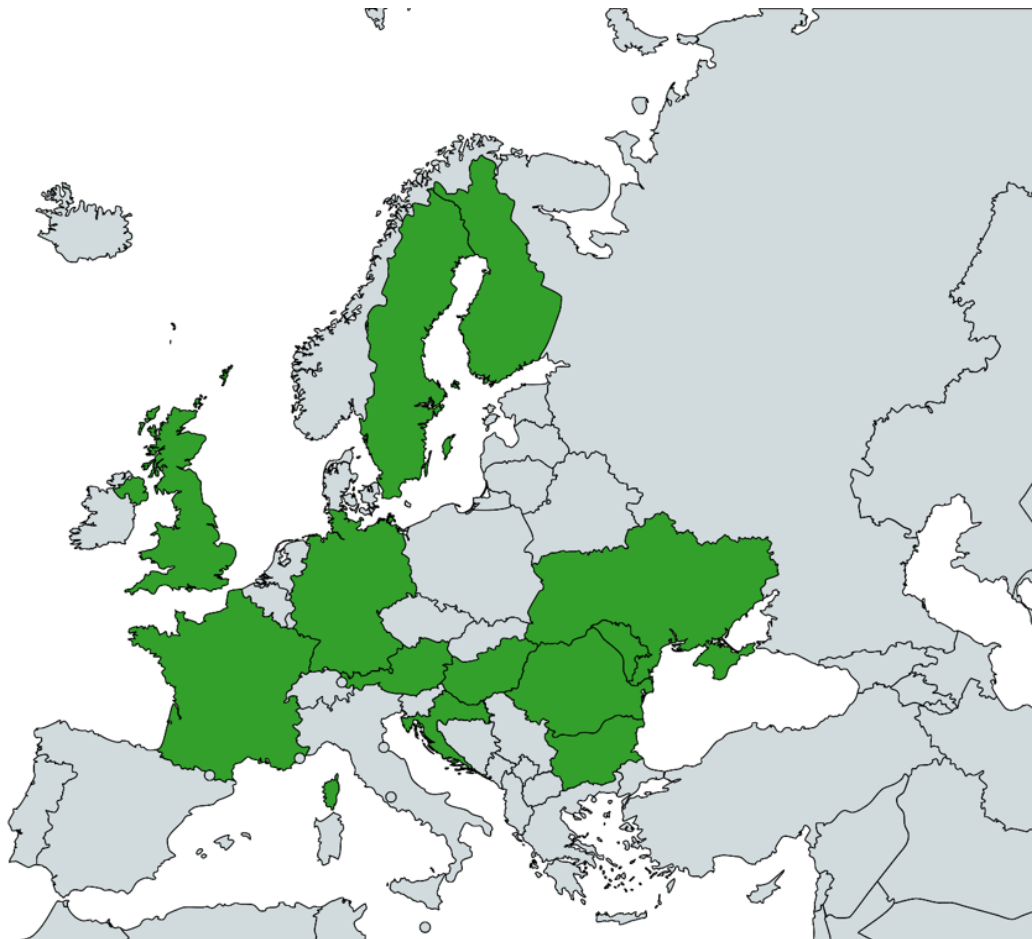
Depending on the business line, Simtel offers the following main services and products: engineering, Procurement, and construction (EPC) for telecommunications and energy; operation and maintenance of photovoltaic power plants; forecasting and trading energy from renewable sources; Virtual Power Plants (VPP); energy storage and electric charging stations; energy production; R&D and production of autonomous robots. The company is a leader in Romania in the construction of photovoltaic plants.

Simtel generally operates under the IAC – Engineering, Procurement & Construction (EN: Engineering, Procurement & Construction) business model, where the contractor delivers a complete facility to the customer at a guaranteed price and on a guaranteed date. The way of working with customers is a mixed one, depending on the commercial terms negotiated: either Simtel finances the project in full during the construction period, going to produce income when it is put into operation, or the customers pay certain parts of the project value as they are implemented (e.g., when obtaining the construction permit, delivery of materials, completion of construction, commissioning).

Using the IAC/EPC model, Simtel engineers design and deliver solutions, design, project team, perform process management, financing, procurement, warehousing, customer relationship, operator integration, and subcontract as much of the installation and construction (manufacturing) as possible. On the other hand, the company keeps internal knowledge that involves commissioning equipment, writing software, and setting or deploying dedicated software for upgrades.



The company specializes in turnkey projects, including obtaining permits, designing, building/installing, and commissioning equipment. Simtel also provides in-warranty and post-warranty maintenance.





In the last four years, Sintel Team has designed and commissioned numerous photovoltaic power plants for customers from various industries in countries such as Austria, Germany, Great Britain, Sweden, Finland, Hungary, Chile, Ukraine, Rep. Moldova, and Bulgaria.

The photovoltaic parks for which Sintel provides Operation, Maintenance, and Service services amount to over 300 MWp installed and produce 366,000 MWh annually, corresponding to the consumption of 109,000 homes in a year, reducing by 483,000 tons per year, gas emissions with the effect greenhouse, thus helping to protect the environment and having a positive impact on the health and quality of life of communities, especially in densely populated urban areas.

As of March 31, 2024, Sintel Team had 132 full-time employees, compared to 100 employees as of March 31, 2023.

As part of the program carried out by Deloitte Romania, Banca Transilvania, the Bucharest Stock Exchange, and the European Bank for Reconstruction and Development, Sintel received the Best Managed Company from Romania certification.

The certification directly recognizes and appreciates the company's constant efforts to develop sustainable business models, top performance, and innovation.



SIMTEL TEAM PROJECTS





KEY EVENTS IN Q1 2024
AND AFTER THE
CLOSING OF THE



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OBTAINING LICENSE FROM ANRE

On **January 11, 2024**, the Company informed investors about the fact that on January 10, GES Furnizare SRL, an entity in which the Company holds a 62% stake, obtained from the National Energy Regulatory Authority (ANRE) the energy supply license, valid until January 10, 2029. Following the granting of the license by ANRE, GES Furnizare SRL will be able to conclude the first contracts with the beneficiaries, the existence of an energy supply license being a prerequisite for signing such of contracts. By obtaining the energy supplier license, the Company consolidates its position as a market leader, offering its clients a complete package of integrated products and services.

More information [HERE](#).

On **March 12, 2024**, the Company informed investors about the conclusion of the first three contracts for the supply of energy to customers in various fields, such as the production of plastics, retail and operation of logistics spaces. The contracts were concluded for a standard period of 12 months, during which GES will supply its customers with energy in the amount of approximately 30 GWh.

More information [HERE](#).

APPOINTMENTS OF MANAGERS

On **January 18, 2024**, the Company informed the shareholders about the consolidation of its operational, sales and marketing departments. In addition, the Company promoted Ana Nedea to Strategy and Business Development Director and PMO, while Alina Vilau took over the Innovation and Digitalization Director position.

More information [HERE](#).

CONVENING AND DECISIONS OF THE ORDINARY (OGMS) AND EXTRAORDINARY (EGMS) GENERAL MEETINGS OF SHAREHOLDERS DATED 29.02.2024

On **January 23, 2024**, the Company informed the market about the Decision of the Company's Board of Directors to Convene the Ordinary General Meeting of Shareholders (OGMS) and the Extraordinary General Meeting of Shareholders (EGMS) of the Company, which took place on **February 29, 2024**. Among the approved items on the agenda are the following:

- Approval of the appointment of a new external financial auditor of the Company (Baker Tilly Klitou and Partners SRL) for the audits of the financial statements related to the fiscal years 2023 and 2024;
- Approval of the amendment of the Company's Remuneration Policy in the sense of the amendments to the remuneration limits of the members of the Board of Directors for the financial year related to the year 2024 as follows:
 - The remuneration of each member of the Board of Directors - executive director - at the level of 16,675 lei (gross) per month;
 - The remuneration of each member of the Board of Directors - non-executive director and founder of the Company - at the level of 43,125 lei (gross) per month; and
 - The remuneration of each member of the Board of Directors - non-executive director who is not the founder of the Company - at the level of 16,675 lei (gross) per month;

- Approval of the multi-year incentive plan for key employees within the Company, for the period 2024-2025, by offering options to receive free of charge a number of shares issued by the Company, representing maximum 2% of the total number of applicable Company shares at the beginning of each plan year – Stock Option Plan – (the "Plan"), subject to the fulfillment of individual performance conditions and a general condition of a concrete increase in the annual turnover, in the form presented in the EGMS.

More information [HERE](#), [HERE](#) and [HERE](#).

ACQUISITION OF A PROJECT COMPANY

On [March 4, 2024](#), the Company informed the shareholders about the entire acquisition of OASIS GREEN ENERGY 3 S.R.L., a company developing a photovoltaic project with an installed capacity of 5.35 MWp DC.

Through the transaction, the Company acquired a "ready to build" project, with a planned installed capacity of 5.35 MWp DC, on a 69,800 sq m plot of land located in Salonta, Bihor County.

More information [HERE](#).

CONVENING AND DECISIONS OF THE ORDINARY (OGMS) AND EXTRAORDINARY (EGMS) GENERAL MEETINGS OF THE SHAREHOLDERS DATED 25.04.2024

On [March 21, 2024](#), the Company informed the market about the Decision of the Company's Board of Directors to convene the Ordinary General Meeting of Shareholders (OGMS) and the Extraordinary General Meeting of Shareholders (EGMS) of the Company, which took place on [April 25, 2024](#). Among the items approved on the agenda are the following:

- Approval of the financial statements for the financial year ending on December 31, 2023 and establishing the method of distribution of the net profit for the year 2023;
- Approval of the Regulation on the organization and operation of the General Meetings of the Company's Shareholders;
- Approval of the admission to trading of the Company's shares on the regulated market administered by Bursa de Valori București S.A., Standard category;
- Approval of the amendment of the Company's articles of incorporation in view of its compliance with the legal provisions applicable to entities listed on the regulated market of the Bucharest Stock Exchange.

More information [HERE](#), [HERE](#) and [HERE](#).

OBTAINING A NON-REFUNDABLE FINANCING UNDER THE NATIONAL RECOVERY AND RESILIENCE PLAN

On [March 25, 2024](#), the Company informed the shareholders about obtaining a non-refundable financing, within the National Recovery and Resilience Plan, in the amount of approximately 60.6 million lei (approximately 12 million euros; without VAT) for the

construction of the photovoltaic power plant from Giurgiu. The rest of the necessary financing is provided by the Company from its own funds and bank financing.

More information [HERE](#).

REVENUE AND EXPENDITURE BUDGET 2024

On [March 26, 2024](#), the Company informed the shareholders about the availability of the Revenue and Expenditure Budget for the fiscal year 2024, at the consolidated level. The Budget was approved by the Ordinary General Meeting of Shareholders on April 25, 2024.

More information [HERE](#).

SIGNING OF A SIGNIFICANT CONTRACT

On [April 11, 2024](#), the Company informed the shareholders about the signing of a significant contract with an electricity producer, with the object of design, engineering, purchase, execution, commissioning, technical operation and maintenance, of a photovoltaic power plant located in Satu Mare, with an estimated capacity of approximately 27 MWp. The contract will involve all aspects of the plant's design and construction, as well as ensuring its optimal long-term operation.

The total value of the contract is 19,263,330 euros (without VAT).

More information [HERE](#).

PUBLICATION OF THE AUDITED FINANCIAL RESULTS FOR THE YEARS 2021-2023 ACCORDING TO IFRS

On [May 14, 2024](#), the Company informed shareholders about the availability of the Company's audited financial results, prepared in accordance with International Financial Reporting Standards (IFRS), for the years 2021, 2022 and 2023. The complete set of financial statements, which contains the audited financial results republished together with the audit report issued by Baker Tilly Klitou and Partners S.R.L, can be downloaded from the Company's website, Investors section, Main Market subsection.

The preparation of audited financial results, for the last three years, in accordance with IFRS, represented one of the main stages to be achieved, before the formal start of the transfer process to the Main Market.

More information [HERE](#).

EPC STATUS

Regarding the activity of providing EPC type solutions to customers, the year 2024 reflects an evolution of the business model through the transition to large capacity projects with a different mix between solutions installed on the ground, compared to those installed on the roofs of buildings.

Thus, the average size of the projects currently in progress is 4.4 times larger than that of the projects implemented during 2023, a trend that the Company also observes for the new projects that will be added to the implementation portfolio in the next period. The total capacity of projects already under implementation in 2024 is over 20% higher than the total capacity of projects that were implemented last year.

This evolution of the business model was taken into account in this year's budget projection, the division into stages of how revenues and expenses are reflected in the budget will have a different dynamic, which implies an increase in them for the second part of the year (in line with the execution schedules for new large-scale projects).

STATUS OF SIMTEL PHOTOVOLTAIC PARK PROJECTS

Project	MWp	County	Annual Estimated Production (GWh)	Field	Technical Documentation	TCA (Technical connection approval)	Estimated Deadline for Building Permit	Construction Start date	Construction Stage	Estimated Construction Completion Date
Pleșoiu phase 1	1	Olt	2,3	Property	Done	Obtained	Obtained	Finalized	100%	Q2 2023
Pleșoiu phase 2	0,7							Q2 2024	17%	Q2 2024
Anina	7	Caraș-Severin	9	Property	Done	Obtained	Q2 2024	Q3 2024	0%	Q4 2024 - T1 2025
Ianca	7	Brăila	10	Property	Done	Obtained	Q2 2024	Q3 2024	0%	Q4 2024 - T1 2025
Giurgiu	52	Giurgiu	69	Property	Done	Obtained	Obtained	Q2 2024	4%	Q4 2024 - T1 2025
Mangalia	2,5	Constanta	3,5	Property	Done	Obtained	Q2 2024	Q3 2024	0%	Q4 2024 - T1 2025
Salonta	5,35	Oradea	6,42	Property	Done	Obtained	Obtained	Q1 2024	55%	Q3 2024
Iacobeni	5,38	Sibiu	7,45	Property	Done	Obtained	Obtained	Q2 2024	2%	Q4 2024
Total	80,2		107,7							

In the first part of this year, two new ready-to-build projects were purchased, Salonta and Iacobeni, projects that immediately entered the implementation stage.



The development of an own portfolio of photovoltaic parks is proceeding as planned, all projects have obtained Technical Connection Permim, and for the 3 projects that the Construction PERmit has not been issued yet, such will be obtained by the end of the second quarter.

In the summary table above, changes and/or updates compared to the last report are highlighted in green:

- Obtaining the ATR for the extension of the Pleșoiu project and the current stage of the implementation works;
- Obtaining the ATR for the Mangalia project;
- The new term for starting the works on the Anina, Ianca and Mangalia projects; the term being correlated with obtaining the Construction Permits for these new parks;
- The stage of the works for the project in Giurgiu where they are working on the development of the land, the connection works and the tender according to the PNRR guide for carrying out the works corresponding to the implementation of the park;
- The introduction of the two new projects and the stage of the implementation works for them.

In parallel, the Company continues to identify new opportunities and projects that will add to the existing portfolio.

ELECTRICAL ENERGY SUPPLY ACTIVITY STATUS

Regarding the supply activity carried out through GES Furnizare SRL, a company in which Simtel Team S.A. holds a 62% stake, at the time of writing this report, GES has concluded several supply contracts, both for 2024 and 2025. For this year, the Company will deliver 100 GWh according to the signed contracts. This confirms the positive evolution of new business lines and the trust that the Company's partners have in the services it offers.

The GES team is in a process of accelerated growth, with the objective of strengthening the team and developing the portfolio of clients and services, the company's vision being oriented towards a sustainable development of the green energy sector in Romania and in the region.

REVENUE AND EXPENDITURE BUDGET STATUS

The Company's management is optimistic about fulfilling the Revenue and Expenditure Budget for this year, contracts under negotiation or already signed, together with effective cost management measures, providing solid reasons to forecast the end of the year as expected.



ANALYSIS OF THE FINANCIAL RESULTS



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CONSOLIDATED P&L ANALYSIS

The consolidated financial results of Simtel Team in the first quarter of 2024 include the performance recorded by Simtel Team SA and the companies in the group, respectively: ANT Power Energy SRL (51%), Simtel Solar SRL Moldova (100%), Agora Robotics SRL (51%), Custom Soft Solution SRL (29%), GES Furnizare SRL (62%), Pleșoiu Solar SRL (98.60%), Simtel Industrial Control SRL (75%), SMTL Solar Ianca SRL (100%), SMTL Solar Anina SRL (100%), SMTL Solar Giurgiu SRL (100%) and SN Energie Company SRL (100%).

In Q1 2024, Simtel Team recorded operating revenue of 45.9 million lei at the consolidated level, a 30% decrease compared to Q1 2023, when the company generated operating revenue of 65.6 million lei. The net result recorded a 199% appreciation in Q1 2024, reaching 5 million lei compared to 1.7 million lei in Q1 2024.

Operating expenses reached 39.4 million lei in Q1 2024 (-38%), compared to expenses of 63 million lei in Q1 2023. The largest category of expenses was material that amounted to 22.6 million lei, registering a decrease of 52% compared to the same period last year. The expenses with raw materials and auxiliary materials are in close correlation with the turnover, the decrease in these expenses being in line with the variation of the turnover, amid the change by the company of the business model with the significant increase in the size of the company. Thus, as of 2024, Simtel made the transition to projects with much larger scale, with a different implementation dynamic, which is transposed by the generation of proceeds in the second part of the financial year, when closing and invoicing the projects to the beneficiaries.

Utility expenses decreased by 17% compared to Q1 2023, reaching 35 thousand lei, while other expenses with materials increased by 13%, up to 374 thousand lei. This category of expenses mainly includes expenses with spare parts, with materials of the nature of inventory items (including protective equipment) or non-inventory materials resulting from service and maintenance activity.

The category of other operating expenses reached 9.9 million lei, registering a decrease of 16% compared to Q1 2023 due to the stabilization of costs generated by the larger size of the business, these representing operational costs related to the need for a larger workspace, increased need for collaborators (covering both operational and administrative aspects of the business, such as legal and accounting services), transport, travel, insurance. From this category, 0.5% represents green stamp expenses.

Personnel expenses increased by 70%, up to 6.1 million lei, on one hand due to the increase in the number of employees - the average number of employees increased from 89 in Q1 2023 to 114 in Q1 2024 - and salary adjustments for adapting to market requirements in the current economic context, and on the other hand due to legislative changes and the increase in the percentage of contributions applicable to the construction sector as of November 2023.

Depreciation and value adjustments expenses increased by 81%, reaching 771 thousand lei, due to the increase in investments in fixed assets and software programs necessary for the development of the activity, as well as the expansion of the car fleet correlated with the increase in the number of operational personnel.

The company ended Q1 2024 with an operating result of 6.5 million lei at consolidated level, a 158% increase compared to Q1 2023. Financial revenue decreased by 7% to 374 thousand lei, while financial expenses have increased by 39%, reaching 1.2 million lei.

The increase in financial expenses is determined by the increase in interest expenses due to the increase in financing from banks, exchange rate differences and the increase in

expenses related to financial leasing. Thus, the financial result was negative, a financial loss of 806 thousand lei in Q1 2024, compared to a financial loss of 450 thousand lei recorded in Q1 2023.

Therefore, at the consolidated level, Sintel Team ended Q1 2024 with a gross result of 5.7 million lei, registering a 175% increase compared to 2023. The profit tax amounted to 753 thousand lei for Q1 2024. Thus, the company closed Q1 2024 with a consolidated net profit of 5 million lei, a 199% appreciation, compared to a net profit of 1.7 million lei in Q1 2023.

CONSOLIDATED PROFIT AND LOSS ACCOUNT INDICATORS (LEI)	31.03.2023	31.03.2024	Δ%
Operating revenue	65,576,422	45,924,780	-30%
Operating expenses	63,047,762	39,403,252	-38%
Operating result	2,528,660	6,521,528	158%
Financial result	(449,917)	(806,098)	-79%
Gross result	2,078,743	5,715,430	175%
Net result	1,662,223	4,962,569	199%

CONSOLIDATED BALANCE SHEET ANALYSIS

Fixed assets increased by 37% in Q1 2024, reaching 44.2 million lei compared to 31 December 2023. This position consists mainly of tangible fixed assets, which increased by 30% to 24.4 million lei. The increase was mainly determined by the investments made by the company for the acquisition of the companies GES Furnizare and Oasis Green Energy3 and the impact of the Plesoiu photovoltaic plant in the Company's fixed assets.

The main tangible fixed assets of the company, in addition to those mentioned previously, are: the land in Giurgiu, Ianca and Anina (acquisitions made for the development of photovoltaic projects), the commercial space purchased in 2018 and used for rent, means of transport and furniture and equipment office, in line with the growth of the operational team. Financial fixed assets increased by 54%, to 16.8 million lei. The increase is determined by the new companies GES Furnizare SRL and Custom Soft Solutions (CSS), the guarantees of good execution or good payment, which the company constitutes for certain contracts of high value during the guarantee period or during the period of their implementation, as well as the guarantee for obtaining ATR for the Giurgiu project, established with collateral cash blocked in bank deposits. Intangible assets on the balance sheet, worth 2.3 million lei in Q1 2024, represent licenses for various IT programs and currency calculation.

Current assets decreased by 14% compared to December 31, 2023, to 135 million lei, amid a 36% decrease in receivables, to 41.9 million lei. The decrease at the level of receivables is in line with the decrease in turnover and with the collection of amounts related to closed projects at the end of 2023. Trade receivables decreased by 35%, up to 36.8 million lei, amid the increase in the degree of collection of amounts owed by customers. Receivables with affiliated companies decreased by 43% due to reaching a maturity of the own companies in the group that have reached different stages of development.

Inventory increased by 3% compared to December 31, 2023, up to 79.7 million lei. The increase in inventory was in line with the demand for the solutions offered by Sintel during Q1 2024, which led to the increase in the quantities of stored photovoltaic panels and other equipment and materials owned by the company for the purpose of implementing contracts with customers. The inventory sourcing process takes into account the phases of the implementation process and the delivery times of the suppliers so that the company

optimizes the cash flows. Inventory supplied in advance cover the immediate need and not the totality of the works to be completed, they include both materials in the central warehouse and those on the construction sites. All of the company's inventories are part of contracts in progress.

The cash and cash equivalents registered a slight decrease of 1% compared to the end of 2023, reaching 13.5 million lei. This position in the balance sheet is influenced by the different times when the company procures or collects the invoiced installments from the projects under implementation, as well as by the different collection/payment terms. The purchase of inventory in advance causes variations in the cash available to the company. The company continues to finance its inventory purchases using a mix of bank financing as well as current cash flow. At the end of Q1 2024, this position was a positive one due to the closing of some projects that were due for completion in Q4 2023 and their commissioning in the last week of the year, as well as the company's prudent approach to keep certain resources for investment.

Current liabilities decreased by 20%, up to 83.2 million lei. This category is composed of current bank debts, which decreased by 4%, up to 43 million lei. These represent two company contract financings during 2022, in the amount of 10 million lei and 20 million lei respectively, intended for the supply of inventory and reduced to 10 million lei in Q1 2024, as well as a financing of 25 million lei, contracted in the first part of 2023. The second largest category is the liabilities to third-party suppliers, which decreased by 43%, up to 28.3 million lei, amid the decrease in supplied inventory. Payments to suppliers are not linked to the completion of projects. The company has negotiated payment terms with each of its suppliers.

Compared to the end of 2023, current bank financing for inventories was 81% used, at the end of Q1 2024 compared to 78% at the end of 2023 due to the company's expenses for the development of PV projects until obtaining bank financing, especially expenses incurred for the purchase of materials. Also, until obtaining dedicated financing for the projects developed by the company, the company uses internal resources to start their implementation. The first phase of the Plesoiu project was financed from its own sources, the company subsequently obtaining a bank refinancing for it. Also, the investment made from own sources in the Baicoi deposit was refinanced by the bank.

The current financial leasing category increased by 139%, up to 2.1 million lei. Other current liabilities increased by 9%, up to 7.5 million lei, representing salaries and taxes due.

Non-current liabilities increased by 23% compared to December 31, 2023, reaching 10.3 million lei, of which 6.4 million lei represent bank liabilities (constant compared to the end of 2023) and 3.8 million lei, financial leasing (+99% compared to the end of 2023). Non-current bank liabilities are also based on a financing with an existing InnovFin guarantee in Q1 2022, in the amount of 4.5 million lei, which was transformed into a 5-year loan when the guarantee expired, being reclassified from revolving financing to non-current debt.

Equity increased by 7%, reaching 85.8 million lei. The increase is mainly driven by retained earnings.

CONSOLIDATED BALANCE SHEET INDICATORS (LEI)	31.12.2023	31.03.2024	Δ%
Fixed assets	32,228,644	44,203,024	37%
Current assets	156,441,099	135,150,685	-14%
Prepayments	4,687,928	434,027	-91%
Total assets	193,357,671	179,836,032	-7%
Current liabilities	104,368,191	83,195,633	-20%
Non-current liabilities	8,397,434	10,318,585	23%
Provisions	16,515	24,416	48%
Revenue in advance	393,685	372,686	-5%
Equity	80,181,846	85,924,711	7%
Total equity and liabilities	193,357,671	179,836,032	-7%

CONSOLIDATED PROFIT AND LOSS ACCOUNT

CONSOLIDATED PROFIT & LOSS ACCOUNT (LEI)	31.03.2023	31.03.2024	Δ %
Operating revenue, of which:	65,576,422	45,924,780	-30%
Turnover	65,338,305	45,000,242	-31%
Other operating revenue	238,117	924,538	288%
Operating expenses, of which:	63,047,762	39,403,252	-38%
Material expenses, of which:	47,215,283	22,592,363	-52%
Expenses with raw materials and auxiliaries	46,842,211	22,182,843	-53%
Utilities expenses	42,626	35,468	-17%
Other expenses	330,446	374,052	13%
Personnel expenses	3,608,737	6,134,403	70%
Depreciation and amortization	425,927	771,253	81%
Other operating expenses	11,797,815	9,905,232	-16%
Operating result	2,528,660	6,521,528	158%
Financial income	400,954	373,817	-7%
Financial expenses	850,871	1,179,915	39%
Financial result	(449,917)	(806,098)	79%
Total revenues	65,977,376	46,298,597	-30%
Total expenses	63,898,633	40,583,167	-36%
Gross result	2,078,743	5,715,430	175%
Income tax/other taxes	416,520	752,861	81%
Net result	1,662,223	4,962,569	199%

CONSOLIDATED BALANCE SHEET

CONSOLIDATED BALANCE SHEET (LEI)	31.12.2023	31.03.2024	Δ %
Fixed assets, of which:	32,228,644	44,203,024	37%
Intangible assets	2,081,965	2,348,918	13%
Tangible assets	18,818,658	24,417,115	30%
Financial assets	10,939,777	16,827,554	54%
Fixed assets under investment	388,244	609,438	57%
Current assets, of which:	156,441,099	135,150,685	-14%
Inventories	77,645,650	79,709,680	3%
Receivables	65,159,162	41,953,103	-36%
Trade receivables	56,396,255	36,881,751	-35%
Receivables with affiliated companies	5,981,242	3,388,325	-43%
Other assets	2,781,666	1,683,027	-39%
Short Term Investments		48,296	100%
Cash and cash equivalents	13,636,287	13,487,903	-1%
Prepayments	4,687,928	434,027	-91%
Total assets	193,357,671	179,836,032	-7%
Current liabilities, of which:	104,368,191	83,195,633	-20%
Third party suppliers	49,423,982	28,357,136	-43%
Liabilities to affiliates	2,269,798	1,940,555	-15%
Credits	44,912,821	43,069,594	-4%
Liabilities towards shareholders	0	193,110	100%
Financial leasing	880,916	2,101,670	139%
Other current liabilities	6,880,674	7,533,567	9%
Non-current liabilities, of which:	8,397,434	10,318,585	23%
Loans	6,453,573	6,453,573	0%
Financial leasing	1,943,861	3,865,012	99%
Provisions	16,515	24,416	48%
Revenue in advance	393,685	372,686	-5%
Total liabilities	113,175,825	93,911,321	-17%
Equity, of which:	80,181,846	85,924,711	7%
Subscribed and paid-up capital	1,579,394	1,705,422	8%
Share premium	29,419,638	30,349,638	3%
Legal reserves	315,841	329,388	4%
Other reserves	1,205,267	0	-100%
Profit or loss carried forward	20,235,252	48,581,580	140%
Profit or loss for the period	27,427,503	4,962,570	-82%
Distribution of profit	1,050	3,887	270%
Total equity and liabilities	193,357,671	179,836,032	-7%

CONSOLIDATED KEY FINANCIAL RATIOS

Current ratio as of 31.03.2024

$$\frac{\text{Current assets}}{\text{Current liabilities}} = \frac{135,150,685}{83,195,633} = 1.62$$

Gearing ratio as of 31.03.2024

$$\frac{\text{Borrowed capital}}{\text{Equity}} \times 100 = \frac{10,318,585}{85,924,711} \times 100 = 12.01\%$$

$$\frac{\text{Borrowed capital}}{\text{Employed capital}} \times 100 = \frac{10,318,585}{96,243,296} \times 100 = 10.72\%$$

Borrowed capital = Loans over 1 year

Employed capital = Borrowed capital + Equity

Fixed assets turnover as of 31.03.2024

$$\frac{\text{Turnover}}{\text{Fixed assets}} = \frac{45,000,242}{44,203,024} = 1.02\%$$

INDIVIDUAL PROFIT AND LOSS ACCOUNT

INDIVIDUAL PROFIT & LOSS ACCOUNT (LEI)	31.03.2023	31.03.2024	Δ %
Operating revenue, of which:	62,590,787	37,952,481	-39%
Turnover	62,565,205	37,439,054	-40%
Other operating revenue	25,582	513,428	1907%
Operating expenses, of which:	60,523,684	33,099,496	-45%
Material expenses, of which:	45,712,515	17,764,796	-61%
<i>Expenses with raw materials and auxiliaries</i>	45,347,140	17,366,766	-62%
<i>Utilities expenses</i>	42,626	35,468	-17%
Other expenses	322,749	362,562	12%
Personnel expenses	3,252,791	5,461,887	68%
Depreciation and amortization	418,072	677,925	62%
Other operating expenses	11,140,306	9,194,888	-17%
Operating result	2,067,103	4,852,985	135%
Financial income	1,532,409	353,566	-77%
Financial expenses	820,726	1,113,606	36%
Financial result	711,683	(760,040)	-207%
Total revenues	64,123,196	38,306,047	-40%
Total expenses	61,344,410	34,213,102	-44%
Gross result	2,778,786	4,092,945	47%
Income tax/other taxes	410,261	676,500	65%
Net result	2,368,525	3,416,445	44%

INDIVIDUAL BALANCE SHEET

INDIVIDUAL BALANCE SHEET (LEI)	31.12.2023	31.03.2024	Δ %
Fixed assets, of which:	30,132,817	36,495,451	21%
Intangible assets	412,949	311,302	-25%
Tangible assets	18,424,584	18,843,918	2%
Financial assets	10,907,040	16,730,792	53%
Fixed assets under investment	388,244	609,438	57%
Current assets, of which:	156,459,501	135,401,104	-13%
Inventories	76,739,224	77,589,587	1%
Receivables	67,428,264	49,110,011	-27%
Trade receivables	56,165,968	36,420,814	-35%
Receivables with affiliated companies	9,585,667	11,747,129	23%
Other assets	1,676,629	942,068	-44%
Cash and cash equivalents	12,292,013	8,701,506	-29%
Prepayments	379,462	331,417	-13%
Total assets	186,971,780	172,227,972	-8%
Current liabilities, of which:	99,025,966	81,891,384	-17%
Third party suppliers	44,291,842	28,118,544	-37%
Liabilities to affiliates	2,269,798	2,150,331	-5%
Credits	44,912,821	42,737,171	-5%
Financial leasing	880,916	2,050,790	133%
Other current liabilities	6,670,589	6,834,547	2%
Non-current liabilities, of which:	8,210,275	7,205,604	-12%
Loans	6,453,573	6,453,573	0%
Financial leasing	1,756,702	752,031	-57%
Revenue in advance	393,685	372,686	-5%
Total liabilities	107,629,926	89,469,674	-17%
Equity, of which:	79,341,854	82,758,298	4%
Subscribed and paid-up capital	1,577,575	1,577,575	0%
Share premium	29,419,638	29,419,638	0%
Legal reserves	315,515	315,515	0%
Profit or loss carried forward	20,376,561	48,030,176	136%
Profit or loss for the period	27,653,615	3,416,445	-88%
Distribution of profit	1,050	1,050	-
Total equity and liabilities	186,971,780	172,227,972	-8%

INDIVIDUAL KEY FINANCIAL RATIOS

Current ratio as of 31.03.2024

$$\frac{\text{Current assets}}{\text{Current liabilities}} = \frac{135,401,104}{81,891,384} = 1.65$$

Gearing ratio as of 31.03.2024

$$\frac{\text{Borrowed capital}}{\text{Equity}} \times 100 = \frac{7,205,604}{82,758,298} \times 100 = 8.70\%$$

$$\frac{\text{Borrowed capital}}{\text{Employed capital}} \times 100 = \frac{7,205,604}{89,963,902} \times 100 = 8.91\%$$

Borrowed capital = Loans over 1 year

Employed capital = Borrowed capital + Equity

Fixed assets turnover as of 31.03.2024

$$\frac{\text{Turnover}}{\text{Fixed assets}} = \frac{37,439,054}{36,495,451} = 1.03\%$$

CASH-FLOW

Indicator	Individual 31.03.2023	Consolidated 31.03.2024
OPERATING ACTIVITY		
Result after tax	3,416,445	4,962,570
Adjustments for:		
(+) Depreciation and amortization expenses for tangible and intangible assets	677,925	771,253
(+) Net interest expense	700,148	750,992
Cash flow before change in working capital	4,794,518	6,484,815
Decrease/(increase) clients and other assimilated accounts	2,073,531	27,462,885
(Decrease)/increase suppliers and other assimilated accounts	-1,277,682	-17,864,484
Decrease/(increase) inventories	-850,363	-2,064,030
Operating cash flow	-54,514	-7,534,371
Interest paid	-781,045	-838,831
Profit tax paid	-676,500	-752,861
Net cash flow from operations	3,282,459	12,427,494
INVESTMENT ACTIVITY		
Financial assets acquisitions	-5,823,752	-5,887,777
Granted loans	-2,088,954	0
Paid dividends	0	0
Acquisitions of tangible and intangible assets	-1,216,807	-6,857,858
Collected interest	80,897	87,839
Net cash flow (used) in investment activities	-9,048,616	-12,657,796
FINANCIAL ACTIVITIES		
Received dividends	0	0
Withdrawals/ repayments loans	2,175,650	86,696
Net cash flow used in financing activities	2,175,650	86,696
Net increase/(Decrease) in cash and other liquid assets	-3,590,507	-143,605
Cash and other liquidity at the beginning of the year	12,292,013	13,631,508
Cash and other liquidity at the end of the period	8,701,506	13,487,903

DECLARATION OF THE MANAGEMENT

Bucharest, May 21, 2024

I confirm, according to the best available information, that the individual and consolidated financial results for Q1 2024 give a true and fair view of the assets, liabilities, financial position and revenue and expense situation of Sintel Team SA and that the financial report provides a fair and true view of the important events that occurred in Q1 2024 and their impact on the company's financial statements.

Iulian Nedea

Chairman of the Board of Directors of Sintel Team SA



simtel.ro

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