

2024

Q1

REPORT

NOROFERT S.A.
Bucharest Stock Exchange listed company
Symbol: NRF / NRF25



N NOROFERT

SOL SĂNĂȚOS

PLANTE SĂNĂȚOASE

NOROFERT S.A.

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The financial figures presented in the descriptive part of the report, expressed in millions of lei, are rounded to the nearest whole number and may lead to small differences in regularization.

The group's financial statements for Q1 2024 were drawn up both on the basis of the Romanian accounting regulations (RAS) and in accordance with the International Financial Reporting Standards adopted by the European Union ("IFRS-EU"), in accordance with the requirements of the Order of the Ministry of Finance Public no. 2844/2016, with subsequent amendments for the approval of accounting regulations in accordance with the International Financial Reporting Standards adopted by the EU.

The financial statements for NOROFERT S.A. for the period between **January 1st, 2024 and March 31st, 2024** presented on the following pages **are not audited**.



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Q1 2024 KEY FIGURES

NORBERT GROUP

CONSOLIDATED

According to RAS

Operating revenue	12.86 mn. lei	↓ -10.97% vs Q1 2023
Turnover	11.70 mn. lei	↓ -10.74% vs Q1 2023
EBITDA	1.44 mn. lei	↓ -59.68% vs Q1 2023
Operating result	873k lei	↓ -73.18% vs Q1 2023
Net profit	1.41k lei	↓ -99.91% vs Q1 2023
Investments	3.07 mn. lei	↑ +85% vs Q1 2023
Gross margin on sales	7.46%	↓ vs 24.03% in Q1 2023
EBITDA margin	11.20%	↓ vs 24.74% in Q1 2023



According to IFRS

Operating revenue	12.84 mn. lei	↓ -3.37% vs Q1 2023
Turnover	11.64 mn. lei	↓ -7.00% vs Q1 2023
EBITDA	1.59 mn. lei	↓ -58.43% vs Q1 2023
Operating result	865k lei	↓ -71.55% vs Q1 2023
Net profit	77k lei	↓ -95.30% vs Q1 2023
Investments	3.07 mn. lei	↑ +85% vs Q1 2023
Gross margin on sales	7.46%	↓ vs 24.03% in Q1 2023
EBITDA margin	12.42%	↓ vs 28.87% in Q1 2023



MESSAGE FROM THE PRESIDENT

Dear Shareholders,

Norofert has focused on improving operational performance, increasing activity efficiency, and continuing strategic investments. In the first quarter of 2024, we invested in technology for the factory laboratory in Filipestii de Padure and in the irrigation project at the Zimnicea farm. Additionally, we initiated the construction of an input production line in Watertown, South Dakota, one of the most important agricultural areas in the USA.

The group's total revenues were RON 12.9 million, down nearly 11% from last year's level, but with a positive net result despite the volatile context in the agribusiness market. These results were mainly supported by the parent company, which recorded an operating result of RON 1.1 million and a net profit of RON 312k. The farm's activity was in line with specific seasonality, focusing on crop establishment and expenses related to autumn crops, wheat, and barley.

We are gearing up for long-term sustainable development on solid foundations. Among the notable achievements of the first quarter of 2024, we count the completion of the first stage of construction of the research laboratory in Filipestii de Padure and the contracting of a RON 4.1 million loan through the IMM INVEST Plus program for the acquisition of irrigation systems and equipment. These funds will be used to finalize the irrigation system on 340 hectares out of the 1,000 hectares operated in an organic regime at Zimnicea Farm.

We are aiming to enhance the efficiency of Zimnicea agricultural exploitation by increasing the number of irrigated hectares with sustainable water management technologies. The irrigation process is a long-term one, involving the consolidation of extensive agricultural areas through land exchanges. Over the past two years, the Norofert management team has succeeded in ensuring efficient land organization to facilitate irrigation. This endeavor is ongoing, and when feasible, we will initiate new irrigation projects.

In March, we celebrated four years since listing on the BVB in the AeRO market, announcing a new investment phase: the opening of an input production line in Watertown, South Dakota. This investment of EUR 250k was carried out through Norofert AG, in partnership with entrepreneur Gary Lamb, and was completed in May 2024, bringing our products to the US agricultural market.

Since its stock market listing, Norofert has invested RON 17 million in development and innovation projects. Today, the group has a modern fertilizer production facility in Filipestii de Padure and a unique research laboratory in Romania, and the 1,000 ha farm in Zimnicea will become a model for sustainable agriculture. Our investments aim to consolidate margins in the future, even under increasing amortization conditions. Our research laboratory plays a crucial role in the development and production of raw materials needed by our factories in Romania and the USA. One of our key objectives is to consolidate our position as a national leader in input production and research.

Norofert's team mission remains to increase competitiveness, and continuous strategic investments and innovation are key to maintaining our market position and taking advantage of opportunities that may arise in this fluctuating economic context. We maintain a prudent approach in 2024, considering that volatility in the agricultural market is still high, and we are attentive to the level of indebtedness in agriculture, as many farms are at high risk of financial difficulties. We expect a recovery of agricultural businesses locally, but it will be a slow one.

We invite you to review the detailed report on the financial results achieved in the first three months of 2024 and to join the presentation videoconference, which will take place on June 5, 2024, at 17:00 local time. In case of questions, you can contact us at investitori@norofert.ro.

**With consideration,
Vlad Popescu, President of BoD, Norofert**

ABOUT THE COMPANY

SHORT HISTORY

2000

Norofert S.R.L is established as a company specialized in the import and distribution of fertilizers created with the help of advanced technology in Romania. Until 2010, Norofert was the first company to import and distribute organic fertilizers in Romania.

2015

After identifying an extremely attractive niche, that of organic farming, Norofert starts producing its own organic fertilizers and selling them to local farmers.

2018

Norofert introduces the BioChain product line, which offers farmers a full spectrum of products that help them grow 100% organic.

2019

The company is raising RON 7.125 million in the fastest private placement of shares in the history of BVB up to that time, which closed in 6 hours. The raised capital was used to equip the factory and expand production capacity.

2020

In January, the company successfully closed the first private placement for corporate bonds and attracted RON 11.5 million from investors. On March 3, 2020, the company's shares debuted on the BVB, on the AeRO market under the symbol "NRF", and on June 5, 2020, the company's bonds debuted on the AeRO under the symbol "NRF25".

2021

In 2021, the company carries out an operation to increase the social capital through which it attracts RON 7.2 million, funds used to purchase a line of high-capacity solid soil fertilizers.

2022

The company achieves its first M&A by acquiring a 1000ha farm in Zimnicea, Teleorman county, puts into operation a new line of granulated fertilizers for soil application and completes the acquisition of the production facility in Filipestii de Padure.

2023

The company is investing RON 3 million in the launch of the first stage of the laboratory for research and multiplication of microorganisms for use in agriculture. The laboratory is located in the premises of the input factory in

2024

Inauguration of the fertiliser production line in the city of Watertown, South Dakota, one of the most important agricultural areas in the USA. Production will focus on the line of soil health and foliar nutrition, similar to that in Romania, and will use bacteria produced in the laboratory in Filipestii de Padure.

DESCRIPTION OF BUSINESS LINES

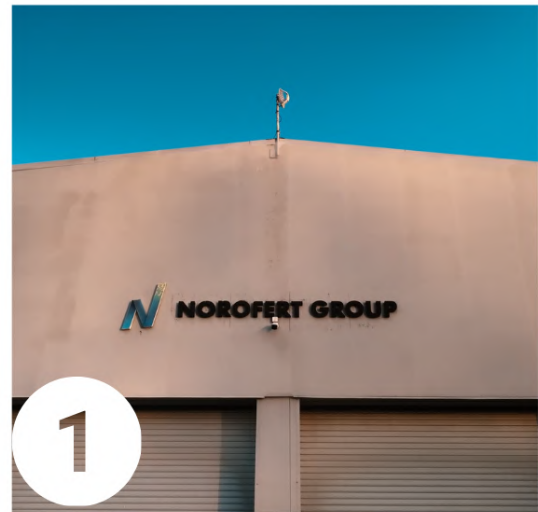
Norofert is the leader in research for regenerative agriculture and one of the largest producers of agricultural inputs in Romania, currently expanding its production facilities to support sustainable farming practices internationally. Norofert demonstrates a commitment to the goal of climate neutrality and the ability to innovate in a field crucial for the future of agriculture and food security.

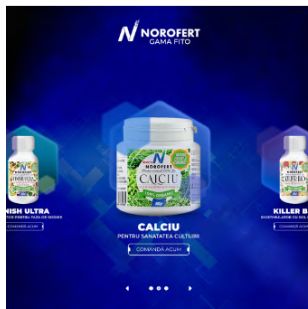
With a mix of business lines, Norofert has developed its own production capacities in both the input and agricultural farming areas in recent years, lines that will continue to grow in the coming years. With 65 products in its portfolio, the company caters to both conventional and organic farmers, with a new niche in liquid conventional products, which are increasingly in demand.

Since 2020, the company has been listed on the Bucharest Stock Exchange on the AeRO market, and since October 2021, Norofert's shares have been included in the BETAeRO index. Over the four years of activity in the capital market, Norofert has raised 14 million lei through capital increases and 11.5 million lei through a private placement of corporate bonds. The company's corporate bonds have been traded on the AeRO market of the Bucharest Stock Exchange under the symbol NRF25 since June 5, 2020.

The **four business lines** in which the company operates are:

1. **Production and commercialization of inputs**
2. **Laboratory for research and multiplication of microorganisms with application in agriculture**
3. **Organic farming**
4. **Grain trading**





KEY EVENTS

CONTRACTING IMM INVEST PLUS CREDIT

In January 2024, the Company contracted, based on the decision of the Extraordinary General Meeting of Shareholders (art. 3) no. 1/16.05.2022, a credit facility for investments from CEC Bank S.A. in the amount of RON 4,150,670. The loan was contracted for the purchase of agricultural crop irrigation systems and equipment, with a pivot system, for an area of 340 ha out of the 1,000 ha operated by the company at the farm in Zimnicea. The total value of the investment project is RON 4,883,151, the contribution from the company's own sources being 15% of the investment value, respectively RON 732,481.

NOTE 10 ON THE VEKTOR BY ARIR INDICATOR

In January 2024, ARIR (Romanian Association for Investor Relations), the promoter of the Investor Relations (IR) concept, published the results of VEKTOR, the investor communication indicator for listed companies. For the second consecutive year, Norofert has achieved VEKTOR 10 for communication with investors.

2022 SOP SHARES ALLOCATION

In February 2024, the company informed the market about the processing of the direct transfer of shares and their allocation to the accounts of key persons included in the Stock Option Plan program, approved by the Decision of the Extraordinary General Meeting of Shareholders no. 1 of 11.11.2022, including in the accounts of persons with management responsibilities.

COMPLETION OF THE FIRST STAGE OF THE LABORATORY FOR RESEARCH AND MULTIPLICATION OF MICROORGANISMS

In February, was announced the completion of the first stage of the laboratory for research and multiplication of microorganisms for use in agriculture. The laboratory is located in the premises of the input factory in Filipestii de Padure, owned by the company, and is the only one of its kind in Romania.

The research and development of new products represents for the company the main growth vector in the medium and long term, the strongest differentiator in a European market where the vast majority of manufacturers do not have a research department in the company. This laboratory has the capacity not only to produce raw materials needed for the factory but also to sell strains of microorganisms, in liquid or solid form, with technologies adapted to the requirements of local and international markets.

An important aspect of this first stage is the close collaboration between the team of researchers and technicians of the company and the Faculty of Biotechnologies within the University of Agricultural Sciences and Veterinary Medicine (USAMV) Bucharest. Thus, the company has access to scientific expertise and university resources contributing to the isolation and development of microorganisms owned and registered in its name.

This first stage of the project marks the completion of the construction of a medium-sized laboratory, representing an advanced and well-equipped technological space, in which the company invested 3 million lei. The second stage of the project will start towards the end of 2024, and the total value of the investment will amount to over RON 6 million.

CONSTRUCTION OF THE US INPUT PRODUCTION LINE

In March 2024, the company informed the market about the start of construction of an input production line in the city of Watertown, South Dakota, one of the most important agricultural areas in the USA. Production will focus on the range of soil health and foliar nutrition, similar to that in Romania, and will use bacteria produced in the laboratory in Filipestii de Padure. The investment in the assembly of the input production line amounts to 250 thousand euros and will take place through the company Norofert AG in partnership with Gary Lamb, an entrepreneur with over 30 years of experience in agribusiness in the Midwest, with a vast knowledge of the market and farmers in the area.

EVENTS AFTER THE CLOSING OF THE REPORTING PERIOD

SIGNING OF THE FIRST DISTRIBUTION AGREEMENT FOR 3 US STATES

In April, a distribution agreement for Norofert products was signed with one of the most important distributors in Watertown, South Dakota, USA. The agreement covers the regions of South Dakota, North Dakota, and Minnesota. Within this agreement, three agriculturally significant states are covered, and it involves providing technical expertise by the company as well as demonstration plots to promote Norofert products, thereby building long-term partnerships with customers.

ANNUAL GENERAL MEETING OF SHAREHOLDERS

On April 29, 2024, the Ordinary and Extraordinary General Meetings of Norofert shareholders were held. The main resolutions approved by the shareholders were: approval of the individual financial statements for the financial year 2023, approval of the revenue and expenditure budget for the financial year 2024 and the investment program for 2024, exploration for the acquisition (or association) of businesses in the agricultural field, complementary or competitive with the company's activity, and approval of the issuance (through one or more rounds) of non-convertible corporate bonds.

The full text of the resolutions can be consulted [HERE](#).

COMPLETION OF FERTILIZER PRODUCTION LINE IN THE USA

In May, the fertilizer production line in the USA was completed. Located in Watertown, South Dakota, one of the most important agricultural areas in the USA, the factory has a production capacity of 8,000 liters per day. The activity will focus on soil health and foliar nutrition products, similar to those in Romania, and will utilize bacteria produced in the Filipestii de Padure laboratory.

The fertilizers and soil health products are based on microorganisms developed in the laboratory in Romania. The fertilizer production line is fully automated, so the company will have a reduced number of employees in the first year of operation. The investment in the production line, amounting to EUR 250,000, was carried out through Norofert AG, a subsidiary based in Watertown, South Dakota.

The US market is a mature market where farmers apply advanced field technologies and where climate change has a reduced impact on crops compared to Eastern Europe.



2024 FINANCIAL CALENDAR UPDATE ORGANIZATION OF Q1 2024 RESULTS VIDEOCONFERENCE AND NOROFERT INVESTOR DAY

In 2024, the company will organize two events dedicated to investors, as follows:

- on **June 5, 2024**, starting at 17:00 (Romanian time), the videoconference for presenting the financial results for the first quarter of 2024;
- on **September 30, 2024**, starting at 09:30 (Romanian time), the Norofert Investor Day event, in Bucharest.

The videoconference for presenting the results for the first quarter of 2024 will be held in Romanian, via the ZOOM application, and will be hosted by:

- Vlad Popescu, President of the Board of Directors
- Mircea Fulga, CEO
- Marius Cristea, CFO

Those interested in participating in the videoconference on June 5, 2024, are invited to confirm their participation by registering at the following link:

https://us06web.zoom.us/webinar/register/WN_jiuYwKEhQVu5TGMPqfVVSA

Information regarding the organization and registration for participating in the Norofert Investor Day event on September 30, 2024, will be communicated later, through the Bucharest Stock Exchange.

The banner features the Norofert logo at the top center, with the word 'NOROFERT' in a light blue font. Below the logo, the word 'VIDEOCONFERENCE' is written in large, bold, white capital letters. Underneath, the text 'PRESENTATION OF THE FINANCIAL RESULTS FOR Q1 2024' is displayed in a smaller, white, all-caps font. The banner is divided into three circular sections, each containing a portrait of a speaker. The first circle on the left shows Vlad Popescu, the President of the Board of Directors. The middle circle shows Mircea Fulga, the CEO. The third circle on the right shows Marius Cristea, the CFO. Below each portrait is a row of seven white dots, followed by the speaker's name in a white rounded rectangle and their title in a smaller white font. At the bottom left, the date '05 JUNE' is shown in large green and white numbers. At the bottom right, the time 'Hour: 17:00' is written in white, with the 'ZOOM' logo in a dark blue box below it. The entire banner has a blue gradient background.

NOROFERT

VIDEOCONFERENCE

PRESENTATION OF THE FINANCIAL RESULTS FOR Q1 2024

Vlad Popescu
President of the BoD

Mircea Fulga
CEO

Marius Cristea
CFO

05
JUNE

Hour: 17:00
ZOOM

FINANCIAL RESULTS ANALYSIS

The detailed analysis of the financial results is carried out at the consolidated level and takes into account the financial results prepared **in accordance with the RAS regulations**. For comparison, investors can analyze the results of the period presented and in accordance with the International Financial Reporting Standards (IFRS) presented next.

CONSOLIDATED P&L ANALYSIS - RAS

Operating Revenues

In Q1 2024, operating revenues at the consolidated level reached the amount of RON 12.86 million, down 10.97% compared to Q1 2023. Over 90% of the turnover is represented by the own production of inputs, followed by the sales of imported granular fertilizers. In Q1 2024, there were trading activities worth approximately 20% of the turnover, activities that bring insignificant margins, especially in the current price climate, but are necessary as an integral part of the package of products and services that Norofert offers it.

As usual investors, we note that in any Q1 we will be able to see a picture of an early spring season, with sales of inputs, increases in receivables resulting from sales and establishment expenses of spring crops: sunflowers, corn and soy.

A peculiarity of T1 2024 was the difficult start of the spring season. Farmers are coming off a particularly difficult year, are reluctant to invest, and cash-flow does not allow them to purchase all the products provided in the crop treatment plans. Rains in April and May brought a breath of oxygen to agriculture, and areas where the rains replenished the soil water supply saw an increase in sales of inputs.

Consolidated Turnover and Q1 2024 Context

The Norofert Group closed the first quarter of 2024 with a turnover of RON 11.70 million, down 10% compared to the corresponding period of the previous year. In the complicated market conditions of 2023, Norofert's management decided to prioritize the degree of collection and liquidity at the expense of the generation of receivables from customers who present a high risk of non-payment, this policy being maintained also in the 1st quarter of 2024.

Material Expenses

At the Group level, in Q1 2024, material expenses were RON 7.8 million, up 20% compared to the same period in 2023. This increase is mainly due to the increase in expenses for goods and raw materials. Purchases of raw materials are made in Q1 in order to prepare production for the spring season, when products are required for autumn crops, but also for the establishment of spring crops.

Personnel Expenses

The expenses increased by approximately 21%, compared to Q1 2023, and reached the amount of RON 1.4 million, an increase also influenced by some tax changes.

Depreciation and Amortization Expenses

These expenses increased by 14.31% compared to Q1 2023, amounting to RON 0.58 million, primarily due to the increase in tangible fixed assets.

Other Operating Expenses

Other operating expenses decreased by 28.43% compared to Q1 2023, recording a value of RON 2.18 million.

- **Third-party services expenses:** RON 1.05 million, down by RON 0.22 million compared to RON 1.27 million in the same period of 2023.
- **Transport expenses:** RON 0.36 million, up by RON 0.1 million compared to RON 0.27 million.

- **Rent expenses:** RON 0.17 million, down by RON 0.17 million compared to RON 0.34 million in the same period of 2023.
- **Advertising, publicity, and protocol expenses:** RON 0.072 million, down by 65% compared to Q1 2023.
- **Insurance premium expenses:** RON 0.08 million.
- **Energy and water expenses:** RON 0.06 million.
- **Machinery and auto repairs:** RON 0.07 million.
- **Telecommunications:** RON 0.05 million.
- **Travel expenses:** RON 0.05 million.

Operating Result

The group recorded, in the period between 01.01.2024 and 03.31.2024, an operational result of RON 873k, down 73.18% compared to Q1 2023. At an individual level, Norofert S.A. recorded a positive operational result of RON 1.11 million. Agroprod CEV SRL recorded a negative operational result, in the amount of -0.24 million lei.

The results of both companies in the group, Norofert S.A. and Agroprod Cev S.R.L., were affected by the impact of maintenance expenses of autumn crops and establishment of spring crops. We remind you that a negative result is normal in the first quarter for an agricultural exploitation activity because it only generates expenses, without bringing income.

Financial Revenues

Financial revenues decreased by 43% to RON 13,025, representing positive exchange rate differences.

Financial Expenses

They decreased by 35% to the amount of RON 0.8 million, versus the similar period of 2023, in the context of the reduction of the company's financial debts and the early repayment of bank loans.

Total Revenues

The group's total revenues reached, in Q1 2024, the amount of RON 12.87 million, down 11% compared to the similar period in 2023. The heightened volatility of the grain market in 2023 presented a risk that Norofert managed with caution. The monthly price fluctuation and the uncertainty related to the inflow of grain from Ukraine have caused the grain trading market to bring big losses to experienced players in the field. There were also declines in the solid fertilizer segment due to farmers' cash crunch.

Total Expenses

Total expenses increased slightly by 2.87%, reaching RON 12.79 million.

Net Result

The net result recorded by the group in Q1 2024 is RON 1,414, down by 99.91% compared to Q1 2023, against the background of a difficult start to the spring season, doubled by higher purchases of raw materials and goods, against the background of decreases of prices recorded in the first 3 months of 2024, which provided the opportunity to store raw materials at advantageous prices, which will positively affect the cost of goods balance for the production of inputs in 2024.

PROFIT & LOSS INDICATORS (RON) consolidated RAS	31.03.2023	31.03.2024	Evolution %
Operating Revenues	14.441.578	12.856.623	-10,97%
Operating Expenses	11.186.810	11.983.685	7,12%
Operating Results	3.254.768	872.938	-73,18%
Financial Results	-1.228.361	798.692	-34,98%
Gross Result	2.026.407	74.246	-96,34%
Net Result	1.653.900	1.414	-99,91%

CONSOLIDATED BALANCE SHEET ANALYSIS - RAS

Fixed Assets

In Q1 2024 the balance of the group's fixed assets increased by 10.85% and amounts to RON 24.98 million. These assets are essential to the company's development strategy, to be able to produce the widest possible range of products, thus ensuring a better competitive position in the market.

Although these investments involve depreciation and amortization that affect net profit, the company's management remains firmly committed to their continuation. The investments help reduce production costs and strengthen the company's business model.

Current Assets

The value of current assets recorded RON 49.79 million, down 25.20% compared to Q1 2023, mainly due to the decrease in cash and cash equivalents. Raw material expenses, investments in laboratory expansion, new conventional liquid production line and purchases of agricultural machinery reduced the cash position in Q1 2024.

Inventory

In Q1 2024, the group registered stocks worth RON 16.91 million, plus 5.99% compared to Q1 2023, due to the increase in the stock of goods for sales on the Romanian and Moldavian market.

Receivables

The level of receivables decreased by 32.84% compared to the first quarter of 2023 and reached the amount of RON 31.51 million, this decrease coming as a result of the decrease in turnover, as well as due to a good level of receivables collection.

Collection Rate of Receivables

An aspect worthy of consideration in the analysis of the situation in 2024 is the degree of collection, which has suffered a significant decrease in Romanian agribusiness.

We are happy to state that, despite the difficult year, we have a very good debt recovery rate. This tells us that we have taken the right approach to the agricultural context in 2024, avoiding big risks and staying focused on the financial health of the company.

Cash Position

The group ended Q1 2024 with a cash and cash equivalents position of RON 1.38 million, down 62.77% compared to the same period in 2023.

Investments required for the factory, expansion of the microorganism multiplication laboratory, investments in the US production line, as well as the construction of a new conventional liquid fertilizer line with the purchase of related raw material, led to cash outflows during the first quarter of 2024.

Total Assets

The total assets of the group amounted, at the end of the reporting period, to RON 74.96 million, in a slight decrease compared to the similar period in 2023, by only 16%, influenced by the decrease in current assets, especially receivables.

Current Liabilities

The group had, on March 31, 2024, current liabilities in the total amount of RON 33.77 million, down 8.73% compared to the same reporting period in 2023, this decrease being mainly due to the reduction of the debt to suppliers. Also, this decrease, in a small percentage, is due to the reclassification of debt with bonds, in the amount of RON 11.5 million, from long-term debt to short-term debt.

Long-term Liabilities

The group's long-term liabilities decreased by 18.91% compared to Q1 2023, reaching RON 19.29 million.

Trade Payables

Debts to traditional suppliers, fertilizers, seeds, various inputs that are not produced in-house, amounting to RON 4.59 million, experienced a decrease of 51.45% in Q1 2024 compared to Q1 2023.

Advance Revenues

The group recorded advance revenues in the amount of RON 0.41 million, down by 76.44% compared to Q1 2023. These revenues represent advance revenues from the sale of technological packages, composed of foliar fertilizers and products based on bacterial cultures intended conventional and organic crops.

Total Liabilities

The group ended Q1 2024 with total debts of 53.58 million lei, down 14.55% compared to the same period in 2023.

The company's investments have a borrowed capital component, being the most efficient way of development for the company, although it generates interest and principal payments.

Equity

Consolidated equity amounted to RON 21.38 million on March 31, 2024, down 19.42% compared to the same period in 2023, as a result of the loss carried forward.

Provisions

In line with the provisioning policy, Norofert will add to the provisioning column all disputes, provisioned amounts from unused vacations. The amounts that pass the deadline and are not collected, according to aging, are proposed by the auditor to be constituted in the provision, and the amounts are adjusted from the receivables heading; the same is done for amounts in advance with an expired term. On 31.03.2024, the company had provisions of RON 100,809, down 29.93%.

Gross Result

On 31.03.2024, at the consolidated level, a gross profit of RON 74,246 was recorded. At an individual level, Norofert S.A. recorded a gross profit of RON 384,955, and Agroprod CEV S.R.L. a loss of RON 310,709.

Net Result

The Norofert Group recorded in Q1 2024, at the consolidated level, a net result in the amount of RON 1,414, down 99.91% compared to Q1 2023.

BALANCE SHEET INDICATORS (RON) consolidated RAS	31.03.2023	31.03.2024	Evolution %
Fixed Assets	22.535.689	24.980.160	10,85%
Current Assets	66.563.655	49.790.690	-25,20%
Total Assets	89.238.219	74.963.515	-16,00%
Current Liabilities	37.001.037	33.769.092	-8,73%
Long-term Liabilities	23.795.120	19.294.461	-18,91%
Equity	26.539.518	21.384.824	-19,42%
Total Equity and Liabilities	89.238.219	74.963.515	-16,00%

CONSOLIDATED PROFIT AND LOSS ACCOUNT

P&L Indicators (RON) at consolidated level - RAS	31.03.2023	31.03.2024	Evolution %
Operating income, of which:	14,441,578	12,856,623	-10.97%
Turnover	13,109,890	11,701,609	-10.74%
Inventory variation	752,091	1,136,930	51.17%
Other operating revenues	579,597	18,084	-96.88%
Operating expenses, of which:	11,186,810	11,983,685	7.12%
Materials expenses, of which:	6,477,904	7,815,718	20.65%
Expenditure on raw materials and materials	1,707,006	1,713,737	0.39%
Expenditure on goods	4,531,518	5,912,975	30.49%
Other material expenses	239,380	189,006	-21.04%
Personnel expenses	1,155,155	1,408,959	21.97%
Depreciation expense and value adjustments	504,079	576,221	14.31%
Other operating expenses	3,049,672	2,182,787	-28.43%
Operating result	3,254,768	872,938	-73.18%
Financial income	22,803	13,025	-42.88%
Financial expenses	1,251,164	811,717	-35.12%
Financial result	-1,228,361	-798,692	-34.98%
Total income	14,464,381	12,869,648	-11.03%
Total expenses	12,437,974	12,795,402	2.87%
Gross result	2,026,407	74,246	-96.34%
Income tax/other taxes	372,507	72,832	-80.45%
Net result	1,653,900	1,414	-99.91%

P&L Indicators (RON) at consolidated level - IFRS	31.03.2023	31.03.2024	Evolution %
Operating income, of which:	13,288,926	12,841,174	-3.37%
Turnover	12,520,323	11,643,776	-7.00%
Inventory variation	752,092	1,136,931	51.17%
Other operating revenues	16,511	60,467	266.22%
Operating expenses, of which:	10,247,750	11,975,983	16.86%
Materials expenses, of which:	5,897,904	7,815,722	32.52%
Expenditure on raw materials and materials	1,910,506	1,856,832	-2.81%
Expenditure on goods	3,951,518	5,912,981	49.64%
Other material expenses	35,880	45,909	27.95%
Personnel expenses	1,155,155	1,408,958	21.97%
Depreciation expense and value adjustments	1,246,231	737,331	-40.84%
Other operating expenses	1,948,460	2,013,972	3.36%
Operating result	3,041,176	865,191	-71.55%
Financial income	22,802	13,025	-42.88%
Financial expenses	1,043,948	796,383	-23.71%
Financial result	-1,021,146	-783,358	-23.29%
Total income	13,311,728	12,854,199	-3.44%
Total expenses	11,291,698	12,772,366	13.11%
Gross result	2,020,030	81,833	-95.95%
Income tax/other taxes	372,507	72,832	-80.45%
Deferred income tax	497	-68,388	-13860%
Net result	1,647,026	77,389	-95.30%

NOROFERT S.A. INDIVIDUAL PROFIT AND LOSS ACCOUNT

P&L indicators (RON) Norofert S.A. - RAS	31.03.2023	31.03.2024	Evolution %
Operating income, of which:	13,848,634	12,668,092	-8.52%
Turnover	13,003,640	11,698,599	-10.04%
Inventory variation	825,230	951,409	15.29%
Other operating revenues	19,764	18,084	-8.50%
Operating expenses, of which:	10,583,633	11,556,999	9.20%
Materials expenses, of which:	6,477,793	7,772,363	19.98%
Expenditure on raw materials and materials	1,706,895	1,670,754	-2.12%
Expenditure on goods	4,531,518	5,912,975	30.49%
Other material expenses	239,380	188,634	-21.20%
Personnel expenses	1,086,674	1,267,499	16.64%
Depreciation expense and value adjustments	427,387	517,720	21.14%
Other operating expenses	2,591,779	1,999,417	-22.86%
Operating result	3,265,001	1,111,093	-65.97%
Financial income	22,803	13,025	-42.88%
Financial expenses	1,184,453	739,163	-37.59%
Financial result	-1,161,650	-726,138	-37.49%
Total income	13,871,437	12,681,117	-8.58%
Total expenses	11,768,086	12,296,162	4.49%
Gross result	2,103,351	384,955	-81.70%
Income tax/other taxes	365,916	72,832	-80.10%
Net result	1,737,435	312,123	-82.04%

P&L Indicators (RON) Norofert S.A. - IFRS	31.03.2023	31.03.2024	Evolution %
Operating income, of which:	13,828,870	12,652,643	-8.51%
Turnover	12,994,074	11,640,766	-10.41%
Inventory variation	825,230	951,410	15.29%
Other operating revenues	9,566	60,467	532.10%
Operating expenses, of which:	10,757,883	11,549,283	7.36%
Materials expenses, of which:	6,477,793	7,772,363	19.98%
Expenditure on raw materials and materials	1,910,395	1,813,478	-5.07%
Expenditure on goods	4,531,518	5,912,975	30.49%
Other material expenses	35,880	45,910	27.95%
Personnel expenses	1,086,674	1,267,499	16.64%
Depreciation expense and value adjustments	1,169,539	678,831	-41.96%
Other operating expenses	2,023,877	1,830,590	-9.55%
Operating result	3,070,987	1,103,360	-64.07%
Financial income	22,803	13,025	-42.88%
Financial expenses	996,814	723,845	-27.38%
Financial result	-974,011	-710,820	-27.02%
Total income	13,851,673	12,665,668	-8.56%
Total expenses	11,754,701	12,273,128	4.41%
Gross result	2,096,972	392,540	-81.28%
Income tax/other taxes	365,916	72,832	-80.10%
Deffered income tax	497	0	-100.00%
Net result	1,730,561	319,708	-81.53%

AGROPROD CEV S.R.L. INDIVIDUAL PROFIT AND LOSS ACCOUNT

P&L Indicators (RON) Agroprod CEV - RAS	31.03.2023	31.03.2024	Evolution %
Operating income, of which:	592,944	188,531	-68.20%
Turnover	106,250	3,010	-97.17%
Inventory variation	-73,139	185,521	-353.66%
Other operating revenues	559,833	0	-100.00%
Operating expenses, of which:	603,177	426,686	-29.26%
Materials expenses, of which:	111	43,355	38.958,56%
Expenditure on raw materials and materials	111	42,983	38.623,42%
Expenditure on goods			
Other material expenses		372	100.00%
Personnel expenses	68,481	141,460	106.57%
Depreciation expense and value adjustments	76,692	58,501	-23.72%
Other operating expenses	457,893	183,370	-59.95%
Operating result	-10,233	-238,155	2.227,32%
Financial income	0	0	
Financial expenses	66,711	72,554	8.76%
Financial result	-66,711	-72,554	8.76%
Total income	592,944	188,531	-68.20%
Total expenses	669,888	499,240	-25.47%
Gross result	-76,944	-310,709	303.81%
Income tax/other taxes	6,591	0	-100.00%
Net result	-83,535	-310,709	271.95%

P&L Indicators (RON) Agroprod CEV - IFRS	31.03.2023	31.03.2024	Evolution %
Operating income, of which:	40,057	188,531	371%
Turnover	106,250	3,010	-97%
Inventory variation	-73,138	185,521	-354%
Other operating revenues	6,945	0	-100%
Operating expenses, of which:	69,867	426,699	511%
Materials expenses, of which:	111	43,355	38959%
Expenditure on raw materials and materials	111	43,355	38959%
Expenditure on goods	0		
Other material expenses	0	0	
Personnel expenses	68,481	141,460	107%
Depreciation expense and value adjustments	76,692	58,501	-24%
Other operating expenses	-75,417	183,383	-343%
Operating result	-29,810	-238,168	699%
Financial income	0	0	
Financial expenses	47,134	72,538	54%
Financial result	-47,134	-72,538	54%
Total income	40,057	188,531	371%
Total expenses	117,001	499,237	327%
Gross result	-76,944	-310,706	304%
Income tax/other taxes	6,591	0	-100%
Deferred income tax	0	0	
Net result	-83,535	-310,706	272%

CONSOLIDATED BALANCE SHEET

Balance sheet indicators (RON) at consolidated level - RAS	31.03.2023	31.03.2024	Evolution %
Fixed assets, of which:	22,535,689	24,980,160	10.85%
Intangible assets	685,139	707,590	3.28%
Tangible assets	16,311,148	18,979,124	16.36%
Financial assets	5,539,402	5,293,446	-4.44%
Fixed assets under investment	0	0	0.00%
Current assets, of which:	66,563,655	49,790,714	-25.20%
Inventories	15,953,396	16,908,570	5.99%
Raw materials and consumables	5,370,274	4,543,985	-15.39%
Inventory items	14,520	0	-100.00%
Finished product	1,697,304	1,660,837	-2.15%
Agricultural products	299,618	119,551	-60.10%
Production in progress	2,391,654	3,565,596	49.08%
Commodities	1,895,127	3,177,759	67.68%
Packaging	109,695	159,096	45.03%
Biological assets of the nature of stocks	0	0	0.00%
Stock purchase advances	4,175,204	3,681,746	-11.82%
Receivables	44,495,055	27,372,107	-38.48%
Trade receivables	36,864,612	21,735,837	-41.04%
Receivables with affiliated companies	7,630,443	5,377,507	-29.53%
Shareholder receivables	0	0	0.00%
Other assets	2,417,387	4,392,284	81.70%
Short-term investments	0	0	0.00%
Cash and cash equivalents	3,697,817	1,376,516	-62.77%
Expenses registered in advance	138,875	192,665	38.73%
Total active	89,238,219	74,963,539	-16.00%
Current liabilities, of which:	37,001,038	33,769,092	-8.73%
Third party providers	9,462,803	4,594,452	-51.45%

Balance sheet indicators (RON) at consolidated level - IFRS	31.03.2023	31.03.2024	Evolution %
Fixed assets, of which:	25,311,576	29,531,867	16.67%
Intangible assets	685,140	707,590	3.28%
Tangible assets	19,087,034	23,530,831	23.28%
Financial assets	1,077,366	831,410	-22.83%
Fixed assets under investment	4,462,036	4,462,036	0.00%
Current assets, of which:	66,804,701	47,799,241	-28.45%
Inventories	14,198,833	16,909,354	19.09%
Raw materials and consumables	5,371,221	4,544,931	-15.38%
Inventory items	14,520	0	-100.00%
Finished product	1,697,304	1,661,621	-2.10%
Agricultural products	299,618	119,551	-60.10%
Production in progress	2,391,654	3,565,596	49.08%
Commodities	1,895,909	3,177,759	67.61%
Packaging	108,748	158,150	45.43%
Biological assets of the nature of stocks	0	0	0.00%
Stock purchase advances	2,419,859	3,681,746	52.15%
Receivables	49,349,169	30,647,448	-37.90%
Trade receivables	48,335,159	29,563,892	-38.84%
Receivables with affiliated companies	1,014,010	1,083,556	6.86%
Shareholder receivables	0	0	0.00%
Other assets	0	0	0.00%
Short-term investments	0	0	0.00%
Cash and cash equivalents	3,256,699	242,439	-92.56%
Expenses registered in advance	138,876	192,666	38.73%
Total active	92,255,153	77,523,774	-15.97%
Current liabilities, of which:	36,912,056	15,340,439	-58.44%
Third party providers	12,976,461	3,250,130	-74.95%

Balance sheet indicators (RON) at consolidated level - RAS	31.03.2023	31.03.2024	Evolution %
Debts with affiliated companies	903,698	3,644,386	303.27%
Bank debts	23,198,910	13,797,201	-40.53%
Debts to shareholders	0	0	0.00%
Financial leasing	579,110	605,908	4.63%
Other short-term liabilities	2,856,517	11,127,145	289.54%
Long-term debts, of which:	23,795,120	19,294,485	-18.91%
Bank debts	11,088,306	18,278,420	64.84%
Loans from the bond issue	11,500,000	0	-100.00%
Financial leasing	1,206,814	1,016,065	-15.81%
Provisions	143,872	100,809	-29.93%
Advance income	1,758,671	414,328	-76.44%
Total Debts	62,698,701	53,578,714	-14.55%
Equity, of which:	26,539,518	21,384,825	-19.42%
Subscribed and paid-up capital	6,859,352	6,952,686	1.36%
Capital premiums	13,452,497	14,719,163	9.42%
Legal reserves	1,382,333	1,382,333	0.00%
Other reserves	8,240	8,240	0.00%
The profit or loss reported	3,183,196	-1,679,014	-152.75%
Profit or loss for the financial year	1,653,900	1,417	-99.91%
Distribution of profit	0	0	0.00%
Total equity and liabilities	89,238,219	74,963,539	-16.00%

Balance sheet indicators (RON) at consolidated level - IFRS	31.03.2023	31.03.2024	Evolution %
Debts with affiliated companies	673,010	3,320,346	393.36%
Bank debts	21,476,660	7,193,109	-66.51%
Debts to shareholders	0	0	0.00%
Financial leasing	1,785,925	1,576,854	-11.71%
Other short-term liabilities	0	0	0.00%
Long-term debts, of which:	27,640,185	41,138,972	48.84%
Bank debts	24,556,938	36,671,314	49.33%
Loans from the bond issue	0	0	0.00%
Financial leasing	3,058,943	4,445,735	45.34%
Providers and other payables	24,304	21,923	-9.80%
Provisions	143,872	100,809	-29.93%
Advance income	1,734,367	392,405	-77.37%
Total Debts	66,430,480	56,972,625	-14.24%
Equity, of which:	25,824,674	20,551,149	-20.42%
Subscribed and paid-up capital	6,859,352	6,952,686	1.36%
Capital premiums	13,452,497	14,719,163	9.42%
Legal reserves	1,382,333	1,382,333	0%
Other reserves	8,240	8,240	0%
The profit or loss reported	2,475,226	-2,520,275	-201.82%
Profit or loss for the financial year	1,647,026	9,002	-99.45%
Distribution of profit	0	0	0.00%
Total equity and liabilities	92,255,154	77,523,774	-15.97%

NOROFERT S.A. INDIVIDUAL BALANCE SHEET

Balance sheet indicators (RON) individual Norofert - RAS	31.03.2023	31.03.2024	Evolution %
Fixed assets, of which:	20,617,079	23,624,537	14.59%
Intangible assets	685,139	707,590	3.28%
Tangible assets	14,392,538	17,623,501	22.45%
Financial assets	5,539,402	5,293,446	-4.44%
Fixed assets under investment	0	0	
Current assets, of which:	60,636,776	45,767,088	-24.52%
Inventories	11,336,973	13,570,219	19.70%
Raw materials and consumables	3,298,079	4,371,147	32.54%
Inventory items	0	0	
Finished product	1,678,141	1,652,465	-1.53%
Agricultural products	299,618	119,551	-60.10%
Production in progress	931,384	1,457,029	56.44%
Commodities	1,597,732	2,897,614	80.23%
Packaging	109,695	159,096	45.03%
Biological assets of the nature of stocks			
Stock purchase advances	3,422,324	2,931,317	-14.35%
Receivables	43,744,589	26,773,220	-38.80%
Trade receivables	36,114,146	21,395,713	-40.76%
Receivables with affiliated companies	7,630,443	5,377,507	-29.53%
Shareholder receivables	0	0	
Other assets	2,079,916	4,133,521	98.73%
Short-term investments	0	0	
Cash and cash equivalents	3,475,298	1,290,128	-62.88%
Expenses registered in advance	126,026	185,708	47.36%
Total active	81,379,881	69,577,333	-14.50%
Current liabilities, of which:	31,615,575	29,990,943	-5.14%

Balance sheet indicators (RON) individual Norofert – IFRS	31.03.2023	31.03.2024	Evolution %
Fixed assets, of which:	21,340,564	26,110,104	22.35%
Intangible assets	685,140	707,590	3.28%
Tangible assets	15,116,022	20,109,068	33.03%
Financial assets	5,539,402	5,293,446	-4.44%
Fixed assets under investment			
Current assets, of which:	58,249,230	44,380,634	-23.81%
Inventories	9,582,410	13,571,003	41.62%
Raw materials and consumables	3,299,026	4,372,093	32.53%
Inventory items			
Finished product	1,678,141	1,653,249	-1.48%
Agricultural products	299,618	119,551	-60.10%
Production in progress	931,384	1,457,029	56.44%
Commodities	1,598,514	2,879,614	80.14%
Packaging	108,748	158,150	45.43%
Biological assets of the nature of stocks			
Stock purchase advances	1,666,979	2,931,317	75.85%
Receivables	45,632,533	30,645,217	-32.84%
Trade receivables	43,945,515	28,888,653	-34.26%
Receivables with affiliated companies	1,687,018	1,756,564	4.12%
Shareholder receivables			
Other assets			
Short-term investments			
Cash and cash equivalents	3,034,287	164,414	-94.58%
Expenses registered in advance	126,025	185,709	47.36%
Total active	79,715,819	70,676,447	-11.34%
Current liabilities, of which:	28,156,027	11,070,211	-60.68%

Balance sheet indicators (RON) individual Norofert - RAS	31.03.2023	31.03.2024	Evolution %
Third party providers	5,652,747	4,526,499	-19.92%
Debts with affiliated companies	230,690	324,040	40.47%
Bank debts	23,198,910	13,797,201	-40.53%
Debts to shareholders			
Financial leasing	405,574	400,677	-1.21%
Other short-term liabilities	2,127,654	10,942,526	414.30%
Long-term debts, of which:	23,059,940	16,874,032	-26.83%
Bank debts	11,088,306	16,379,825	47.72%
Loans from the bond issue	11,500,000	0	-100.00%
Financial leasing	471,634	494,207	4.79%
Provisions	143,872	100,809	-29.93%
Advance income	1,758,671	414,328	-76.44%
Total Debts	56,578,058	47,380,112	-16.26%
Equity, of which:	24,801,823	22,197,221	-10.50%
Subscribed and paid-up capital	6,859,152	6,952,486	1.36%
Capital premiums	13,452,497	14,719,163	9.42%
Legal reserves	1,371,830	1,371,830	0.00%
Other reserves	8,240	8,240	0.00%
The profit or loss reported	1,372,669	-1,166,624	-184.99%
Profit or loss for the financial year	1,737,435	312,126	-82.04%
Distribution of profit		0	
Total equity and liabilities	81,379,881	69,577,333	-14.50%

Balance sheet indicators (RON) individual Norofert – IFRS	31.03.2023	31.03.2024	Evolution %
Third party providers	5,802,159	2,982,243	-48.60%
Debts with affiliated companies			
Bank debts	21,476,660	7,193,109	-66.51%
Debts to shareholders			
Financial leasing	877,208	894,859	2.01%
Other short-term liabilities			
Long-term debts, of which:	25,545,336	37,133,367	45.36%
Bank debts	24,556,938	34,727,632	41.42%
Loans from the bond issue			
Financial leasing	964,094	2,383,812	147.26%
Providers and other payables	24,304	21,923	-9.80%
Provisions	143,872	100,809	-29.93%
Advance income	1,734,367	392,405	-77.37%
Total Debts	55,579,602	48,696,792	-12.38%
Equity, of which:	24,136,217	21,979,655	-8.93%
Subscribed and paid-up capital	6,859,152	6,952,486	1.36%
Capital premiums	13,452,497	14,719,163	9.42%
Legal reserves	1,371,830	1,371,830	0%
Other reserves	8,240	8,240	0%
The profit or loss reported	713,937	-1,391,772	-294.94%
Profit or loss for the financial year	1,730,561	319,708	-81.53%
Distribution of profit			
Total equity and liabilities	79,715,819	70,676,447	-11.34%

AGROPROD CEV S.R.L. INDIVIDUAL BALANCE SHEET

Balance sheet indicators (RON) individual Agroprod CEV - RAS	31.03.2023	31.03.2024	Evolution%
Fixed assets, of which:	1,918,610	1,355,623	-29.34%
Intangible assets			
Tangible assets	1,918,610	1,355,623	-29.34%
Financial assets			
Fixed assets under investment			
Current assets, of which:	5,926,879	4,023,626	-32.11%
Inventories	4,616,423	3,338,351	-27.69%
Raw materials and consumables	2,072,195	172,838	-91.66%
Inventory items	14,520		-100.00%
Finished product	19,163	8,373	-56.31%
Agricultural products			
Production in progress	1,460,270	2,108,567	44.40%
Commodities	297,395	298,145	0.25%
Packaging			
Biological assets of the nature of stocks			
Stock purchase advances	752,880	750,429	-0.33%
Receivables	750,466	598,887	-20.20%
Trade receivables	750,466	340,124	-54.68%
Receivables with affiliated companies			
Shareholder receivables			
Other assets	337,471	258,763	-23.32%
Short-term investments			
Cash and cash equivalents	222,519	86,388	-61.18%
Expenses registered in advance	12,849	6,957	-45.86%
Total active	7,858,338	5,386,206	-31.46%
Current liabilities, of which:	5,385,338	3,778,149	-29.85%
Third party providers	3,810,056	67,953	-98.22%

Balance sheet indicators (RON) individual Agroprod CEV - IFRS	31.03.2023	31.03.2024	Evolution %
Fixed assets, of which:	3,971,013	3,421,763	-14%
Intangible assets			
Tangible assets	3,971,013	3,421,763	-14%
Financial assets			
Fixed assets under investment			
Current assets, of which:	4,915,219	3,418,607	-30%
Inventories	4,616,423	3,338,351	-28%
Raw materials and consumables	2,072,195	172,838	-92%
Inventory items	14,520		-100%
Finished product	19,163	8,372	-56%
Agricultural products			
Production in progress	1,460,270	2,108,567	44%
Commodities	297,395	298,145	0%
Packaging			
Biological assets of the nature of stocks			
Stock purchase advances	752,880	750,429	0%
Receivables	76,384	2,231	-97%
Trade receivables		2,231	-97%
Receivables with affiliated companies			
Shareholder receivables			
Other assets			
Short-term investments			
Cash and cash equivalents	222,412	78,025	-65%
Expenses registered in advance	12,849	6,957	-46%
Total active	8,899,081	6,847,327	-23%
Current liabilities, of which:	5,115,775	3,684,678	-28%
Third party providers	3,534,051	-317,663	-109%

Balance sheet indicators (RON) individual Agroprod CEV - RAS	31.03.2023	31.03.2024	Evolution%
Debts with affiliated companies	673,008	3,320,346	393.36%
Bank debts			
Debts to shareholders			
Financial leasing	173,536	205,231	18.26%
Other short-term liabilities	728,863	184,619	-74.67%
Long-term debts, of which:	735,180	2,420,453	229.23%
Bank debts		1,898,595	100%
Loans from the bond issue			
Financial leasing	735,180	521,858	-29.02%
Provisions			
Advance income			
Total Debts	6,120,643	6,198,602	1.27%
Equity, of which:	1,737,695	-812,396	-146.75%
Subscribed and paid-up capital	200	200	0%
Capital premiums			
Legal reserves	10,503	10,503	0%
Other reservations			
The profit or loss carried forward	1,810,527	-512,390	-128.30%
Profit or loss for the financial year	-83,535	-310,709	271.95%
Distribution of profit			
Total equity and liabilities	7,858,338	5,386,206	-31.46%

Balance sheet indicators (RON) individual Agroprod CEV - IFRS	31.03.2023	31.03.2024	Evolution %
Debts with affiliated companies	673,008	3,320,346	393%
Bank debts			
Debts to shareholders			
Financial leasing	908,716	681,995	-25%
Other short-term liabilities			
Long-term debts, of which:	2,094,849	4,005,613	91%
Bank debts		1,943,690	100%
Loans from the bond issue			
Financial leasing	2,094,849	2,061,923	-2%
Provisions			
Advance income			
Total Debts	7,210,624	7,690,291	7%
Equity, of which:	1,688,457	-842,964	-150%
Subscribed and paid-up capital	200	200	0%
Capital premiums			
Legal reserves	10,503	10,503	0%
Other reserves			
The profit or loss reported	1,761,289	-542,961	-131%
Profit or loss for the financial year	-83,535	-310,706	272%
Distribution of profit			
Total equity and liabilities	8,899,081	6,847,327	-23%

MAIN ECONOMIC-FINANCIAL INDICATORS NOROFERT S.A.

Indicators Norofert S.A. - RAS	March 31, 2023	March 31, 2024
1. Liquidity indicators		
Current liquidity indicator (Current assets/Short-term liabilities)	1.92	1.53
Immediate liquidity indicator (Current assets-inventories/Short-term liabilities)	1.56	1.07
2. Risk indicators		
General borrowing rate (Total liabilities/Total assets)*100	69.34%	68.10%
Indebtedness indicator (Borrowed Capital/Equity)*100	92.98%	76.02%
Indebtedness indicator (Borrowed capital/Employed capital)*100	48.18%	43.19%
3. Activity indicators		
Fixed asset turnover rate (Turnover/Fixed assets)	0.63	0.50
Turnover rate of total assets (Turnover/Total assets)	0.16	0.17
4. Profitability indicators		
Return on capital employed	0.06	0.03
Gross margin rate on sales	25.11	9.50

2024 - ELEMENTS OF PERSPECTIVE

Profit & Loss Account Indicators (RON)	The amount
Turnover	51,700,000
Operating expenses	44,462,000
Operating profit	7,238,000
Financial expenses	4,279,507
Gross result	2,958,493
Net result	2,485,134
Number of shares	17,381,215
Net earnings per shares	0.14
EBITDA	9,211,452

For 2024, the company maintains a cautious approach, bearing in mind that volatility in the European agricultural market is still high. The current situation is generated by many factors impacting the sector and the economy, including the general lack of liquidity caused by the difficult financial situation of Romanian farmers, low grain prices caused by imports from Ukraine and Russia, and high input prices compared to prices cereals.

All these factors make 2024 a year where caution and managing exposure limits will make a difference. Increased attention is paid to the degree of indebtedness in agriculture, which has reached a record level. Many farms have contracted 5xAPIA or Rural Invest loans, and the high degree of indebtedness, combined with the low prices since the harvest, presents a risk of insolvency.

The Consolidated Revenue and Expenditure Budget for 2024 is based on the following objectives:

- **Maintaining a debt collection rate of at least 97%.** This objective was also achieved in previous years through the rigorous evaluation and classification of the farms that the company credits and the insurance of the receivables portfolio.
- **Maintaining a manageable level of debt.** The investments that the company has made over the years were partly made with bank financing, and the early closing of some credit facilities allowed the company to close investment cycles faster, opening new ones, without overlapping credit facilities which increase the company's indebtedness.
- **Increasing the customer base by promoting the new products in the portfolio.** The Power line, intended for conventional agriculture, has been introduced to the market since spring 2024, and the potential for growth is considerable because it addresses a larger market, that of classic agriculture.

Investments:

- **Investments in technology for the laboratory at the Filipestii de Padure factory.** The success of the research and multiplication laboratory is quantifiable in decreasing production costs for bacteria-based fertilizers and bioprotection.
- **Investments in irrigation.** At the Zimnicea farm, at the time of writing this financial report, the company is working on finishing of pivot irrigation systems for an area of approximately 340 ha. After the completion and commissioning of the first round of irrigation, the company intends to start measurements and design for another 350-400 ha irrigated. The company's objective is to transform, through irrigation, the Zimnicea farm into a business line that generates liquidity predictably every year, regardless of weather conditions.

MANAGEMENT STATEMENT

The undersigned, **Vlad Andrei Popescu**, as President of the Board of Directors of Norofert S.A., confirms, according to the best available information, that the unaudited financial statements for Q1 2024 show a correct and true picture of the assets, liabilities, financial position and the situation of Norofert's revenues and expenses and that the Report drawn up for the period between January 1, 2024 and March 31, 2024 provides a correct and factual picture of the important events that took place during the first quarter of 2024 and their impact on the financial statements of the company.

Vlad Andrei Popescu
President of the Board of Directors

