



Norofert

- Questions & Answers -

Videoconference for the presentation of H1 financial results 1 October 2026

1. Are you planning a new share capital increase? If so, when do you expect it could take place?

Answer: Unfortunately, a share capital increase takes a considerable amount of time. We are planning a share capital increase sometime around February-March 2027, and until then, our plan is to launch a fully secured bond issue. The bonds will be secured by the Filipești de Pădure factory, as well as by the production lines located there and the laboratory. We will provide further details in the coming period, but we are seriously considering a bond issue to finance our operations in Brazil and the United States in particular, as well as in Romania, where we intend to repay part of our existing loans and ease the pressure on our cash flow structure. A coupon payment on a fixed date, particularly if that date falls after the harvest period, is much easier to manage from a cash flow and planning perspective.

2. Of the RON 41.43 million in trade receivables as of 30 June, what amount was overdue and what impairment adjustments did you recognize? Why does the H1 report not include a cash flow statement, and what was the operating cash flow?

Answer: Regarding the trade receivables as of 30 June, at this point we do not have any receivables that are causing concern or for which we need to recognize provisions. We do accept payment delays of 30-35 days, subject to the applicable penalties, but if there are any cases where receivables become uncollectible, the appropriate provisions will be recognized. The auditor has a very strict and clear policy in this regard. The decision to recognize provisions is based on the age of the receivables.

As for the fact that we did not include the cash flow statement in the H1 financial report, we generally include it in the annual report. However, there is no reason why we could not include it going forward, and I will make a note of this. In our next financial report, for Q3, we will also publish the cash flow statement.



3. Of the RON 18 million in short-term bank debt as of 30 June, how much resulted from the reclassification of long-term loans, and how do you plan to refinance them?

Answer: Of the RON 18 million in short-term bank debt as of 30 June 2026, approximately RON 6 million resulted from the reclassification of long-term loans. In addition, since 30 June 2026 we have already repaid RON 2 millions of our bank debt.

4. Of the RON 17.71 million in trade payables, how much was overdue, including the amount owed to Younger S.R.L.?

Answer: Yes, the trade payables also include overdue amounts. In general, we have a very good relationship with all our suppliers, except for this particular supplier, and we have been working very well together for many years. Similarly, in Q3 you will see significant reductions in both trade payables and receivables. As for Younger S.R.L., the situation has been resolved and is no longer a matter of discussion. Although there were some commercial disputes, they chose to pursue this course of action by filing for insolvency, which, from my point of view, amounts to harassment and is an action that only damages the company's reputation rather than actually resolving the issues.

5. Norofert S.A. reports RON 2.82 million in receivables and RON 542 thousand in loans to Norofert Ag LLC, while the subsidiary reports only RON 418 thousand in payables to related parties. How can this difference be explained? At what price did you supply the raw materials to the U.S., and who owns the remaining 49%?

Answer: The difference between the RON 542 thousand in loans granted by Norofert S.A. and the RON 418 thousand recorded as payables by Norofert Ag LLC results from a reclassification made by the auditor. This difference will be reconciled as of 31 December 2026, when we aim to bring the loans to Norofert Ag LLC down to zero. As for the raw materials, they are supplied to our U.S. subsidiary at the price set out in the transfer pricing file. The remaining 49% of Norofert Ag LLC is held by Mr. Gary Lamb.

6. Who purchased the fixed assets that generated RON 4.27 million in other operating income? Was the buyer a related party, what was the net result of the sale compared with the carrying amount, and was there any sale-and-leaseback transaction, given the doubling of lease liabilities?

Answer: We completed a sale-and-leaseback transaction to finance our ongoing operations, as receivables financing is no longer available for certain clients who no longer meet the eligibility criteria. We therefore had to resort to a sale-and-leaseback transaction involving several pieces of equipment from our existing machinery fleet in Zimnicea. The value of this machinery fleet has decreased, and this depreciation, including that resulting from obsolescence, will also be reflected in the next quarter.



7. What updates can you provide regarding Expert Agribusiness? When will it be included in the financial results?

Answer: We carried out a transfer of operations, transferring an important asset, the seed production and processing line, which is, in fact, the most important asset of this company, as well as a stock of unprocessed goods and several parental lines of corn, sunflower, and wheat. These are Romanian varieties developed through Romanian research, which we have the right to propagate and sell under our own brand, and I believe this is very important.

8. Can we say that the difficult period for Romanian agriculture appears to be behind us?

Answer: To be honest with you, after these difficult years in agriculture, we have become much more cautious. This autumn seems somewhat more encouraging. Looking at farmers, I sense that they are a little more relaxed, but they have certainly not forgotten what they went through in previous years. In my view, that is a good thing, because they have become more financially disciplined and more careful in managing their money. However, I would not say that Romanian agriculture is experiencing a spectacular or miraculous recovery. Not yet, but I do see steps in that direction.

9. Will Expert Agribusiness's results be consolidated into the Q3 report? Is the company profitable and therefore able to improve NRF's results, or does it continue to generate losses?

Answer: No. Following the due diligence process, which took some time, we decided not to acquire an equity stake in the company and instead to negotiate a transfer of operations, as this is a much cleaner and more beneficial approach for Norofert. I believe that, although we will not consolidate Expert Agribusiness's results with those of Norofert, having access to these production assets will help us achieve better results. Overall, I believe we made the right decision.

10. Production in the U.S. and Brazil appears to be delivering some of the most significant results for Norofert. We wish you continued success and hope that the growth and profit margins will be maintained.

Answer: I have said this before, and I will repeat it whenever I have the opportunity. There are two reasons why we expanded beyond Romania and started production in other countries. The first is risk diversification. These are mature, well-capitalized markets where access to capital is not a fundamental issue, as it is in Romania.

Secondly, the technology we have developed allows us, for example, to operate in Florida and develop products that address specific issues affecting sugar cane, citrus crops, and others. This means that we have a high degree of technological flexibility, made possible by our laboratory and the people working there. It enables us to address more specialized markets or segments of markets where we are already present, particularly those involving crops that are less common or not grown in Romania.



11. At the General Meeting of Shareholders in April, the Board of Directors was authorized to pursue a potential acquisition of up to RON 30 million by the end of 2027. Is this objective still in place?

Answer: We are currently in discussions in the United States, and as soon as we have something relevant to announce or reach an important milestone that needs to be communicated to the market, we will do so. At this stage, we are only exchanging documents under confidentiality agreements.

12. What are your estimates for Q3 and the full year in terms of revenue, EBITDA, and net profit compared with the budget? Are you maintaining the current budget or do you plan to revise it?

Answer: From my perspective, the answer is that we are maintaining the current budget. If developments in the United States or Brazil enable us to exceed the budget, we will announce this in due course. This is precisely why I mentioned the 25–30% increase in sales in Brazil, which is above what we had budgeted when we last discussed this three months ago, during our previous videoconference.

Once we know that we can produce the additional goods that would require an upward revision of the budget for Brazil, and we are talking about RON 2.5 million in raw material costs, we will revise the budget. For the time being, however, we remain committed to the revenue and expenditure budget published at the beginning of the year.

13. When do you expect investors to be able to receive dividends?

Answer: You should know that I am the first person who would like to see dividends being paid. I do not think I can give you a clear timeline for when dividends may be paid, but the first dividends will certainly come from the contributions of Norofert's international subsidiaries. Therefore, the first dividends will come from Brazil and the United States, once we bring the funds back to Romania through dividend distributions from these two countries. I do not know exactly how this works from an accounting perspective, but this is what I would like to see, as a reward for the patience and courage of the investors who have supported us in entering these two very interesting and challenging markets. Looking at it from Romania, what we have done may seem very risky, but the results are already beginning to show, and our approach no longer seems quite so bold.