ROCA INDUSTRY
Holding de Materiale de Construcții

# H1 2023 FINANCIAL RESULTS PRESENTATION

## 22 AUGUST 2023

# EXECUTIVE SUMMARY



# BOARD MEMBERS

ROCA INDUSTRY
Holding de Materiale de Construcții

**RUDOLF VIZENTAL**
Member of the Board of Directors

Co-founder of the Impetum group and ROCA Investments fund, with over 15 years in the turnaround, investment, and M&A field, Rudi Vizental brings a comprehensive and complex approach to the Romanian business that he applies in the development of Roca Industry holding.

**ALEXANDRU SAVIN**
Member of the Board of Directors

With an expertise of over 15 years in management in Sales & Risk in Libra Bank, CEO of Roca Agri RDF (Agrifood Holding of ROCA Investments) with a turnover of more than 160 mil eur, Alex Savin focuses on strategic management and investment, two important areas for the development and consolidation of Roca Industry.

**IOAN BINDEA**
Chairman and Member of the Board of Directors

CEO and Chairman of the Board of Directors of Roca Industry, formerly an investment manager at ROCA Investments, during which time he stabilized Frigotehnica and transformed it into a profitable company in less than two years, Ionuț Bindea has proven experience to make development-oriented decisions for Roca Industry.

**MIHAI BÎRLIBA**
Member of the Board of Directors

Mihai Bîrliba has been active for over 30 years in the industry of technical textiles specific to construction. As the founder of Bico Industries and currently a minority shareholder in the company, he has accumulated experience in developing regional leaders, actively contributing to the business decisions of companies under the holding's umbrella

**VASILE SANDU**
Member of the Board of Directors

Founder and CEO of Proinvest Group, one of the most important steel solutions providers in Romania, Vasile Sandu brings his over 20 years of experience in the development, production, and marketing of construction materials to Roca Industry.

# MANAGEMENT TEAM

ROCA INDUSTRY
Holding de Materiale de Construcţii

## VALENTIN ALBU
Chief Financial Officer

Valentin Albu, the Chief Financial Officer of Roca Industry, has over 9 years of expertise in business consultancy, taxation, accounting, and financial analysis. He has managed complex situations, including serving as CFO of Electroplast during a period when the company required financial expertise to stabilize its operations.

## ONDINA OLARIU
Chief Marketing Officer

With over 20 years of experience in marketing across various sectors, Ondina Olariu has successfully managed projects for numerous companies, including Danone, Vodafone, BAT, Ursus, Coca-Cola, and P&G. In her role as Marketing Director, her experience supports the construction of a strategic framework through which marketing tools are utilized to maximize benefits for Roca Industry companies.

## ALEXANDRU FOGARAȘI
Chief Commercial Officer

Alex Fogarași joined the Roca Industry team as Commercial Director after nearly 20 years of experience in the commercial field, collaborating with companies such as Macon, Xella, Holver, and Cemacon. He is actively involved in coordinating the commercial activities of the companies within the Roca Industry group, including the development of cross-company commercial policies.

## ȘTEFAN SZITAS
Chief Operations Officer

Ștefan Szitas, the Operational Director of Roca Industry, brings rich experience in managing the operational aspects of the companies owned by Roca Industry, accumulated over more than 15 years in various management roles covering the entire value chain. During this period, he coordinated teams in 6 countries within OMV Petrom, Bravo Europa, and Trans Gas LPG Services.

# INFORMATION ABOUT ROC1 ON CAPITAL MARKET

ROCA INDUSTRY
Holding de Materiale de Construcții

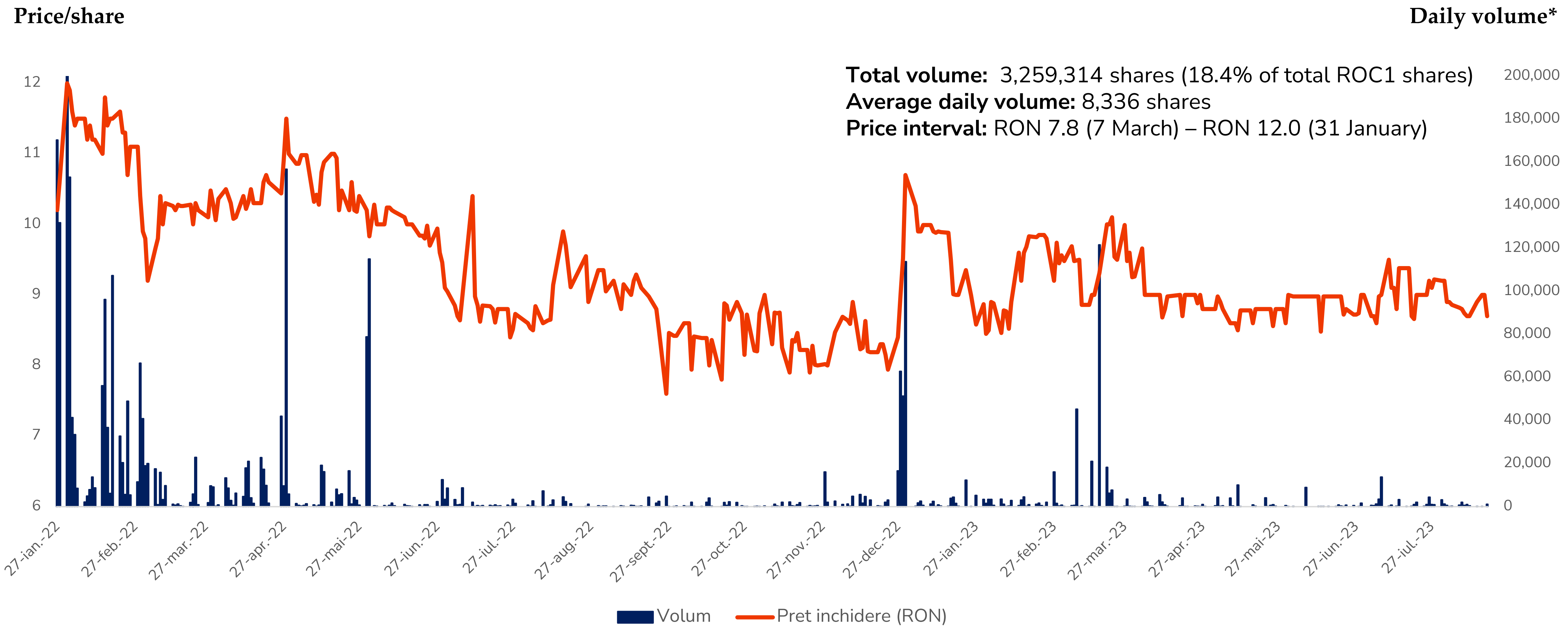
| | |
|---|---|
| **SYmbol** | ROC1 |
| **Market** | BSE Multilateral Trading System (AeRO) |
| **Listing date** | 27 January 2022 |
| **Capitalization**(1) | RON 171,637,358.10 |
| **Share capital** | RON 176,945,730 |
| **Nominal value** | RON 10 per share |
| **Total no. of shares** | 17,694,573 |
| **Liquidity since listing**(1) | RON 34,122,832 |
| **Last price**(1) | RON 8.70 |
| **Minimum price** | RON 7.8 (7 March) |
| **Maximum price** | RON 12.0 (31 January) |

1 – At the end of 18 August 2023.

# ROC1 SHARE EVOLUTION (1/2)

ROCA INDUSTRY
Holding de Materiale de Construcţii

## Daily volume and closing price of ROC1 shares

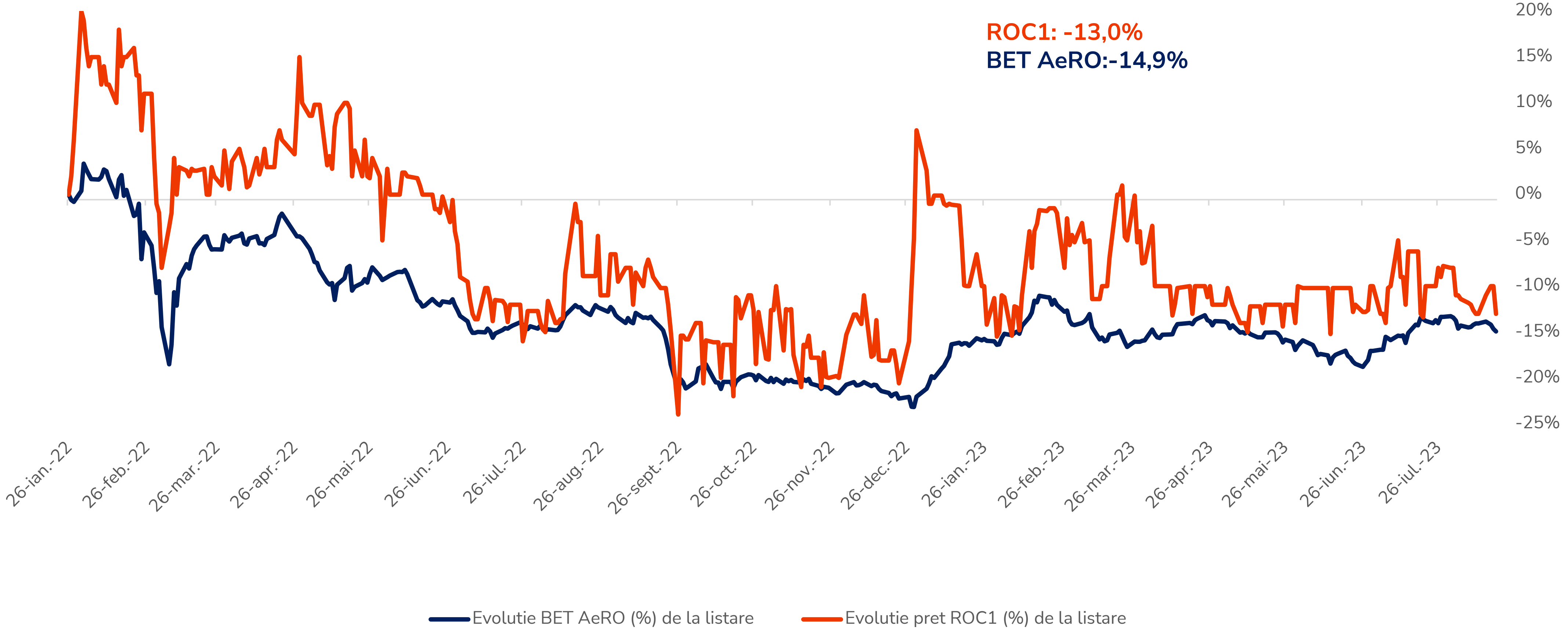



* For a more detailed presentation of daily volumes, the maximum daily volume limit is 200,000 shares/day, therefore the volume recorded on 31 January 2022 (335,072 shares) is not shown in full.

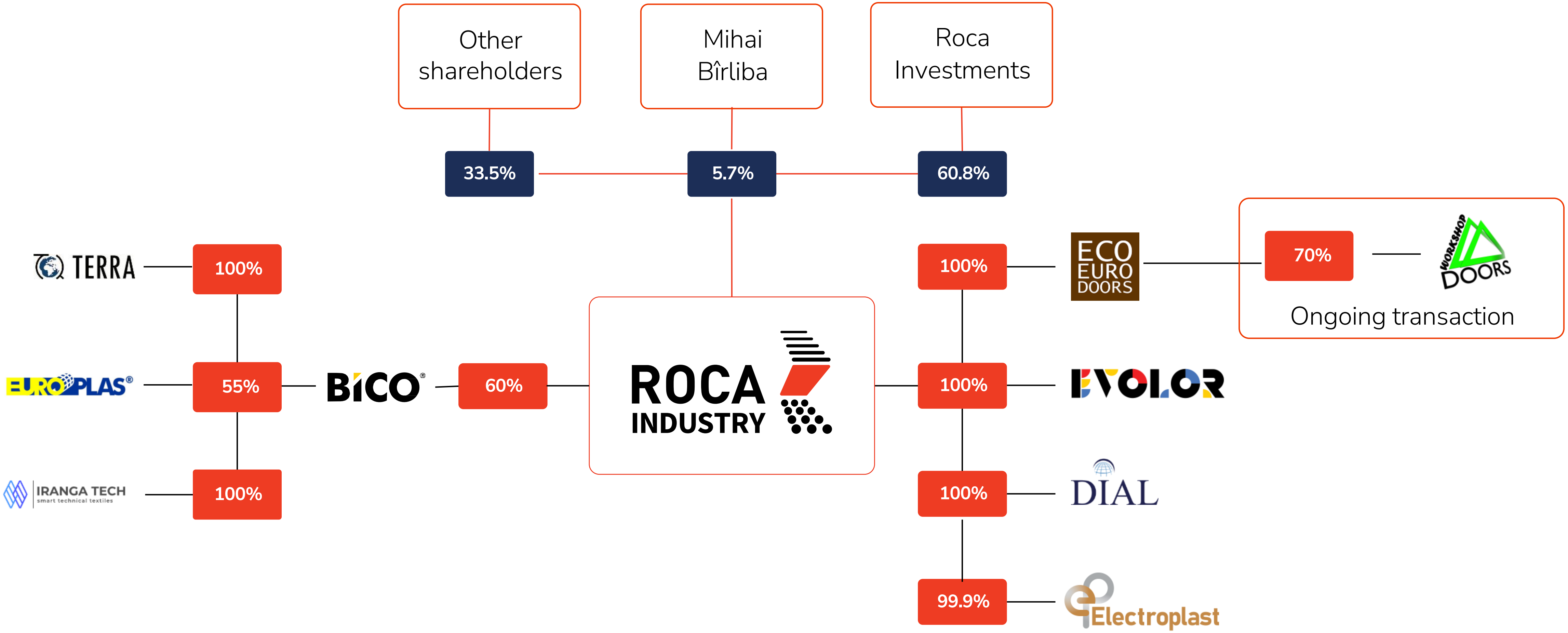
# ROC1 SHARE EVOLUTION (2/2)

ROCA INDUSTRY
Holding de Materiale de Construcţii

## ROC1 vs BET AeRO closing price evolution



# ROCA INDUSTRY – IMAGINE DE ANSAMBLU



# INVESTMENTS IN FIVE SUBSECTORS OF ACTIVITY

ROCA INDUSTRY
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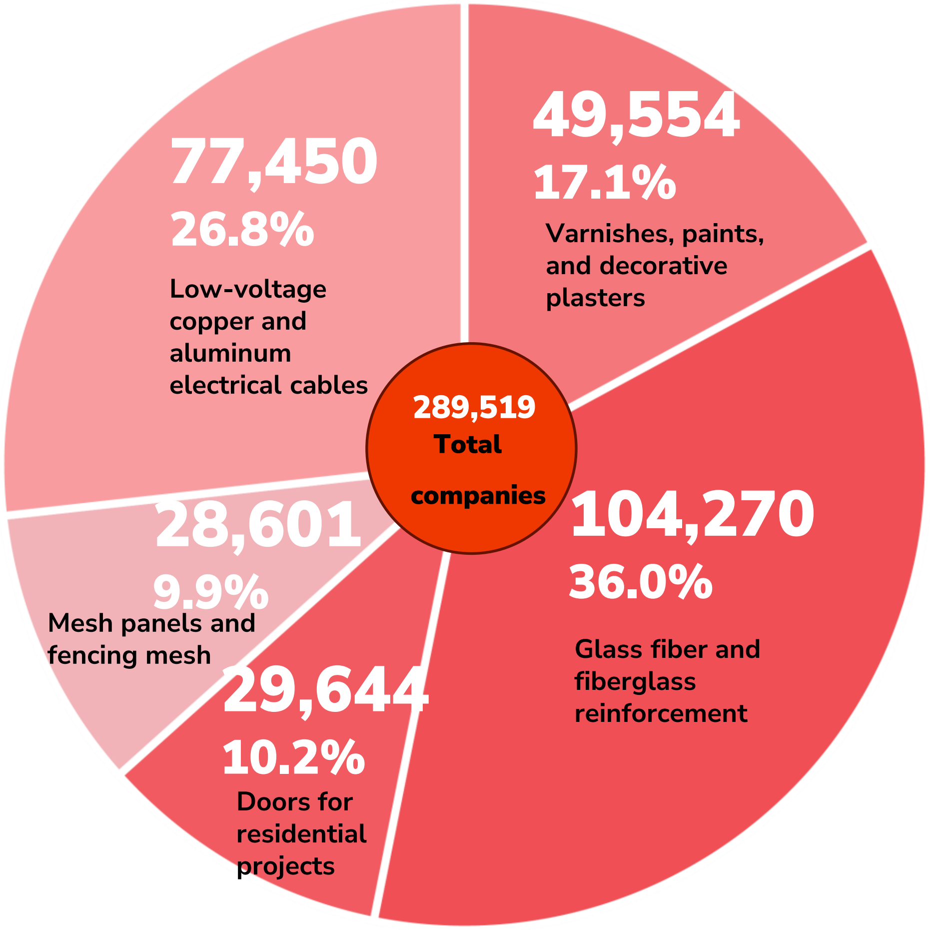
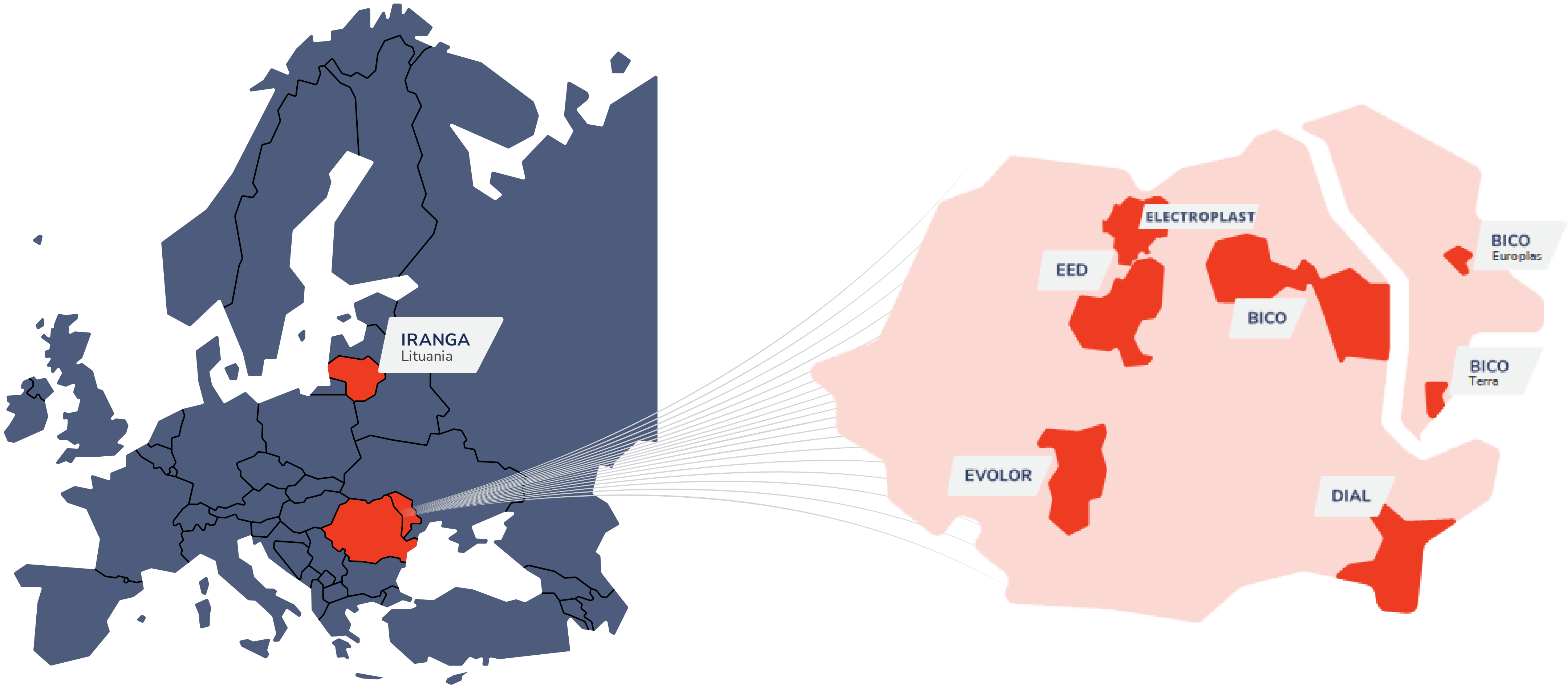
Roca Industry, established in 2021, is the first strategic project of ROCA Investments. The holding directly owns five companies in different sub-sectors of activity

- **Bico Industries** - The largest producer of fiberglass mesh in Central and Eastern Europe and the third-largest producer in the European Union
- **Evolor** - One of the major players in the paint and varnish manufacturing industry
- **Eco Euro Doors** - The largest Romanian producer of doors for residential constructions
- **Dial** - One of the largest producers of panels and fence mesh
- **Electroplast** – One of the largest manufacturers of low-voltage copper and aluminum electrical cables

Contribution of each business segment to the cumulative turnover of the holding (H1 2023)



# 9 FACTORIES IN 3 INTERNATIONAL JURISDICTIONS



# KEY EVENTS IN 2023

ROCA INDUSTRY
Holding de Materiale de Construcţii

**Apr 2023**

OGMS for approving 2022 financial statements and 2023 budget

**May 2023**

Full takeover of Iranga (Lithuania) by Bico

**Jun 2023**

Appointment of Ioan-Adrian Bindea as CEO until 29 June 2026

**Jun 2023**

EGMS approval for initiation of share capital increase and transfer to the BSE main market

**Jun 2023**

Closing of the acquisition of 99.99997% of Electroplast share capital

**Jun 2023**

Publication of the first Sustainability Report

**Jul 2023**

Completion of the merger between Doorsrock4 (SPV) and EED

**Jul 2023**

Bico share capital increase and change in shareholders' structure

**Aug 2023**

Completion of the merger between Nativerock1 (SPV) and Dial

**Aug 2023**

Signing of SPA for the acquisition of 70% of Workshop's share capital by EED

**Q3-Q4 '23 objectives**

- Share capital increase by up to RON 150 mn
- Admission to trading on the BSE's main market

# ABOUT ROCA INDUSTRY

## SPECIALIZED HOLDING HAVING UNDER ITS UMBRELLA ROMANIAN COMPANIES PRODUCING BUILDING MATERIALS

ROCA INDUSTRY
Holding de Materiale de Construcții

**Organization:**

- **5 companies held directly** (Bico, Evolor – former Sarcom, EED, Dial, Electroplast)
- **3 companies indirectly held** (Terra, Europlas, Iranga)
- **3 jurisdictions** (Romania, Republic of Moldova, Lithuania)

**Established in September** 2021, with the aim of developing and scaling local brands and turning them into regional champions
**Listed since January 2022** on BSE AeRO market
**Shareholders:** ROCA Investments (60.8%), Mihai Bîrliba (5.7%), Other shareholders (33.5%)

**Achievements in H1 2023**:

- 2 new companies entered in the holding (Iranga – indirectly through Bico and Electroplast)
- SPA execution for the acquisition of Workshop by EED
- Formation and harmonization of the team at the holding level

ROCA INDUSTRY

**Management team:**
CEO: Ionuț Bindea, CFO: Valentin Albu, CMO: Ondina Olariu, CCO: Alexandru Fogarași, COO: Ștefan Szitas

**Key projects in H2 2023:**

- Consolidation of the holding companies
- Admission to trading on the BSE main market and share capital increase
- Implementation of the ESG strategy at the holding level

| ROC1 (RON mn) | H1 2023 | H1 23 vs H1 22 (%) |
|---|---|---|
| Tunrover | - | - |
| EBITDA | (2.9) | 163% |
| Net result | 0.6 | N/A |

Note: Additional information on the financial results of the companies is provided in the annexes

# ABOUT BICO

## THE LARGEST PRODUCER OF FIBERGLASS MESH IN CENTRAL AND EASTERN EUROPE AND THE THIRD-LARGEST PRODUCER IN THE EUROPEAN UNION

ROCA INDUSTRY
Holding de Materiale de Construcții

**Organization:**
- **4 companies** (Bico, Terra, Europlas, Iranga)
- **5 factories**
- **3 jurisdictions**

**Shareholders:** Roca Industry (60%), Mihai Bîrliba (40%)
**Ownership:** since September 2021
**Activity:** Production of technical geotextiles, mesh, and corners from glass fiber for thermal systems
**Active in the market:** 17 years

**Achievements in H1 2023**:
- Reengineering process for Europlas production lines
- Full takeover of Iranga, Lithuania
- Increase in market share and advancement over key competitors
- New trade relations with Poland, UK, France, Lithuania, and Slovakia

BICO

**Estimated indicators for FY 2023:**
- Turnover: RON 155.9 mn
- EBITDA: RON 10.5 mn (7% margin)
- Net profit: RON 160 th

**Key projects in H2 2023:**
- M&As integration
- Investments in Vulcănești for increased production capacity
- Commercial strategy for expanding exports

| BICO (RON mn) | H1 2023 | H1 23 vs H1 22(%) |
|---|---|---|
| Turnover | 73.3 | +21% |
| EBITDA | 0.4 | -95% |
| Net result | (1.6) | N/A |

| TERRA (RON mn) | H1 2023 | H1 23 vs H1 22(%) |
|---|---|---|
| Turnover | 23.1 | -7% |
| EBITDA | 1.3 | -57% |
| Net result | 0.7 | -70% |

| EUROPLAS (RON mn) | H1 2023 | H1 23 vs H1 22(%) |
|---|---|---|
| Turnover | 2.4 | -47% |
| EBITDA | (0.2) | N/A |
| Net result | (0.3) | N/A |

| IRANGA (RON mn) | H1 2023 | H1 23 vs H1 22(%) |
|---|---|---|
| Turnover | 5.4 | -4% |
| EBITDA | 0.9 | N/A |
| Net result | 0.6 | N/A |

Note: Additional information on the financial results of the companies is provided in the annexes

# ABOUT EVOLOR

## ONE OF THE MOST IMPORTANT ROMANIAN MANUFACTURERS OF PAINTS, VARNISHES, AND PLASTERS

ROCA INDUSTRY
Holding de Materiale de Construcţii

**Organization:**
- **1 factory**
- **7 main production sections**
- **2 well-known brands** (STICKY and CORAL)
- **380 products,** with national distribution

**Shareholders:** ROCA Industry (100%)
**Ownership since** November 2021
**Activity:** production of paints, varnishes, enamels, and plasters
**Active in the market** for 30 years

**Achievements in H1 2023:**
- Implementation of commercial strategy – RO, TT & KA
- Factory relocation and production line acquisitions
- First sales outside the country (Republic of Moldova and Israel)
- Rebranding and construction of commercial brands

EVOLOR

**Estimated indicators for FY 2023:**
- Turnover: RON 98.6 mn
- EBITDA: RON 13.9 mn (14% margin)
- Net profit: RON 0.8 mn

**Key projects in H2 2023:**
- Completion of the hall acquisition for factory relocation and production capacity expansion
- Consolidation of presence in DIY chains and increased presence in traditional commerce
- Launch of two new products

| EVOLOR (RON mn) | H1 2023 | H1 23 vs H1 22 (%) |
|---|---|---|
| Turnover | 49.6 | +33% |
| EBITDA | 8.3 | +83% |
| Net profit | 1.5 | -60% |

Note: Additional information on the financial results of the companies is provided in the annexes

# ABOUT ECO EURO DOORS

## THE LARGEST ROMANIAN PRODUCER OF DOORS FOR RESIDENTIAL CONSTRUCTIONS

ROCA INDUSTRY
Holding de Materiale de Construcții

**Organization:**
- 10.000 sqm factory
- Storage capacity of over 8,000 sqm
- The only fully automated painting line with 2 robots in Romania
- 3 product categories (economic, medium, premium)

**Shareholders:** Roca Industry (100%)
**Ownership** 70% since May 2022, 100% since December 2022
**Activity:** production of interior doors
**Active in the market** for 27 years

**Achievements in H1 2023:**
- Opening of a sales channel - residential real estate projects
- Project and financing for investments in 2 new equipment
- (>EUR 700 th) for increasing production capacity
- Completion of the management team

ECO EURO DOORS

**Estimated indicators for FY 2023:**
- Turnover: RON 70.1 mn
- EBITDA: RON 5.6 mn (8% margin)
- Net loss: RON 4.9 mn

**Key projects in H2 2023:**

- Completion of the acquisition of Workshop Doors
- Diversification of sales channels and product portfolio based on customer segment needs
- Launch of a new local brand, validated internationally, and introduction of the concept of collections

| EED ( RON mn) | H1 2023 | H1 23 vs H1 22 (%) |
|---|---|---|
| Turnover | 29.6 | -12% |
| EBITDA | 1.6 | -79% |
| Net result | (1.0) | N/A |

Note: Additional information on the financial results of the companies is provided in the annexes

# ABOUT DIAL

## ONE OF THE LARGEST PRODUCERS OF PANELS AND FENCING MESH

ROCA INDUSTRY
Holding de Materiale de Construcţii

**Organization:**
- **Total land:** 30,000 sqm
- **Factory:** 6.000 sqm
- **Production capacity** 10,000 tons/year
- Over **80 products**

**Shareholders:** ROCA Industry (100%)
**Ownership:** 100% since September 2022
**Activity:** production of panels and fencing mesh
**Active in the market** for over 20 years

**Achievements in H1 2023:**
- Process of integration into the holding
- Completion of a 5,000 sqm production hall
- Energy efficiency through the installation of photovoltaic panels under the Electric Up program
- Organizational structure and recruitment
- Full management team

DIAL

**Estimated indicators FY 2023:**
- Turnover: RON 56.0 mn
- EBITDA: RON 6.4 mn (7% margin)
- Net profit: RON 1.9 mn

**Key projects in H2 2023:**
- Development strategy, including the expansion of sales channels and the launch of new products in the local market, positioning in export markets.
- Implementation of the activity optimization plan

| DIAL (RON mn) | H1 2023 | H1 23 vs H1 22 (%) |
|---|---|---|
| Turnover | 28.6 | -30% |
| EBITDA | 2.7 | -64% |
| Net profit | 1.2 | -73% |

Note: Additional information on the financial results of the companies is provided in the annexes

# ABOUT ELECTROPLAST

## ONE OF THE LARGEST PRODUCERS OF LOW-VOLTAGE COPPER AND ALUMINUM ELECTRICAL CABLES

**Organization:**
- **Railway cables market lider**
- **30 echipament and production lines**
- **3,600 cable types and sizes**
- **Modern testing laboratory accredited by RENAR**

**Shareholders:** ROCA Industry (99.99997%)

**Ownership** since June 2023

**Activity:** production of low-voltage copper and aluminum electrical cables

**Active in the market** for 30 years

**Achievements in H1 2023:**
- Initiation of the equipment retechnologization process for efficiency and increased production capacity
- Acceleration of the export market exploration process in parallel with local contracts

**Estimated indicators FY 2023:**
- Turnover: RON 157.8 mn
- EBITDA: RON 8.2 mn (5% margin)
- Net profit: RON 0.7 mn

**Key projects in H2 2023:**
- Expansion of the distribution channel by attracting new customers and rethinking the supplier mix
- Completion of the first stage of the retechnologization process – the majority of equipment will be operational in H2 2023

| ELP (RON mn) | H1 2023 | H1 23 vs H1 22 (%) |
|---|---|---|
| Turnover | 77.4 | +17% |
| EBITDA | 3.0 | -39% |
| Net result | (0.6) | N/A |

Note: Additional information on the financial results of the companies is provided in the annexes

# KEY STRATEGIC DIRECTIONS

ROCA INDUSTRY
Holding de Materiale de Construcții

**Medium and long term vision (3-7 ani)**

- One of the leaders in the building materials production market, by developing regional champions, benefiting from organic growth, but also by creating a group of subsidiaries in this sector and related industries

**Key strategic directions**

- Consolidation and accelerated growth through acquisitions, both at ROCA Industry level, as well as at its subsidiaries level. During 2023, the management has as objectives the share capital increase by up to RON 150 mn and listing of ROC1 on BSE main market
- Development of synergy principle at group level, purchasing and sales units that can act towards synergies
- Grow a regional champions' culture and mindset at company level, based on ethical principles, integrity and flexible commercial policies
- Company integration of entire production lines for sustainable products and construction materials, ESG compliant
- Organic accelerated growth via technology, new product development and access to new markets

# PERSPECTIVES FOR H2 2023

**H2 2023**
**Perspectives**
Holding

- Completion of the third acquisition, i.e. Workshop Doors by EED
- Increase in capital up to RON 150 mn and listing ROC1 on the main market of the BSE
- Establishment of long-term partnerships with key players in the target markets for the companies in the holding
- Initiation of a market intelligence process whereby, at Holding level, companies benefit from complex market and financial analyses, both on macroeconomic indicators and on important movements in the markets in which they operate
- Building strong international brands "made in Romania"
- Implementation of the ESG strategy at the holding level and setting concrete objectives for subsidiaries

**H2 2023**
**Perspectives**
Bico

- Completion of investment projects at the Vulcănești factory worth over 1 million EUR, which will generate a 40% increase in production capacity.
- Obtaining construction permits for a new storage hall contributing to the increase in storage capacity in Vaslui.
- Focus on increasing market share and gaining an advantage over key competitors, particularly by intensifying sales expansion efforts at the European level.
- Development of a new product range in the group's new subsidiary in Lithuania

# PERSPECTIVES FOR H2 2023

**H2 2023**
**Perspectives**
Evolor

- Completion of the acquisition of a land with a production hall, along with the first stage of relocating production equipment for one of the lines.
- Reengineering of production equipment to increase automation levels and production capacity, a process that will unfold in multiple stages over 2-3 years, with the first stage taking place in H2 2023.
- Two new products estimated to be launched for sale.
- Expansion of distribution in traditional distributor chains, as well as the continuation of developing the export distribution channel (in S1 2023, the first sales were made outside the country, in the Republic of Moldova and Israel).
- Implementation of a cost efficiency process through the review and supplementation of the supplier portfolio, obtaining funding through POIM for additional energy efficiency

**H2 2023**
**Perspectives**
Eco Euro Doors

- Completion of the Workshop Doors acquisition by December 31, 2023.
- Implementation of a state-of-the-art ERP system that will be the premise for future developments and automation in production.
- Launching a new brand with new door models and introducing the concept of collections aligned with market trends and needs.
- Focus on balancing sales, both in terms of volume and product categories

# PERSPECTIVES FOR H2 2023

**H2 2023**
**Perspectives**
Dial

- Focus on accessing new industrial projects (logistics hubs, photovoltaic parks) and residential projects.
- Increase in exports, retention of current customers, and portfolio expansion by attracting new clients.
- Completion of the recruitment process to expand the sales team and launch new products already identified.
- Implementation of the action plan identified for streamlining operations, improving internal workflows, and enhancing the maintenance process

**H2 2023**
**Perspectives**
Electroplast

- Implementation of the equipment reengineering process for energy efficiency, increased productivity, and production capacity – the majority of the equipment is set to be operational in H2 2023.
- Expansion of the distribution channel by attracting new customers and reconsidering the supplier mix to reduce raw material prices without compromising quality

# CUMULATED FINANCIAL RESULTS

ROCA INDUSTRY
Holding de Materiale de Construcţii

**329k RON**
Gross profit

**(947)k RON**
Net Results

**1,177k RON**
Tax

BICO: 73,349k RON
TERRA: 23,068k RON
EUROPLAS: 2,447k RON
IRANGA TECH smart technical textiles: 5,407k RON

104,270 k RON
BICO aggregated

14,849k RON
EBITDA

**(6,374)k RON**
Financial Results

**8,146k RON**
Depreciation expenses

EVOLOR: 49,554k RON
ECO EURO DOORS: 29,644k RON
DIAL: 28,601k RON
Electroplast: 77,450k RON

280,487k RON
Operating income

265,639k RON
Operating expenseses

**30,240k RO**
Other operating expenses

**34,489k RON**
Staff costs

**200,910k RON**
Raw materials and consumables and goods

ROCA Industry & SPV's: 0k RON

# CUMULATED FINANCIAL RESULTS

*All data in th RON*

| Indicators (RON mn) | H1 2023 | H1 2022 | H1 2023 margin | Variation H1 2023 vs H1 2022 |
|---|---|---|---|---|
| **Turnover** | 289,519 | 273,887 | - | 5.7% |
| ***Out of which productive companies*** | *289,519* | *273,887* | - | *5.7%* |
| **EBITDA** | 14,849 | 34,977 | 6.2% | -57.5% |
| ***Out of which productive companies*** | *17,933* | *36,084* | *5.1%* | *-50.3%* |
| **Net result** | (947) | 21,826 | 0.1% | -98.5% |
| ***Out of which productive companies*** | *343* | *22,227* | *N/A* | *N/A* |

# APPENDIX

In the following pages, you can find additional information regarding the consolidated and individual financial results of ROCA Industry and the majority-owned companies by the holding

# CONSOLIDATED FINANCIAL PERFORMANCE

ROCA INDUSTRY
Holding de Materiale de Construcții

| PROFIT&LOSS ACCOUNT INDICATORS (RON) | H1 2023 | H1 2022 | Variation H1'23 vs H1'22 (%) |
|---|---|---|---|
| Operating income | 196,564,239 | 122,543,722 | 60% |
| Turnover | 205,593,869 | 116,457,804 | 77% |
| Inventory variation | (11,093,175) | 5,708,637 | N/A |
| Other operating income | 2,063,545 | 377,281 | 447% |
| Operating expenses, other than amortization, prov and value adjunst | (185,125,620) | (107,493,739) | 72% |
| EBITDA | 11,438,619 | 15,049,983 | -24% |
| Depreciation of goodwill, relationship and contracts with customers | (3,228,486) | (3,952,518) | -18% |
| Depreciation of fixed assets, other than goodwill, relationship and contracts with customers | (8,575,342) | (1,935,521) | 343% |
| Operating result | 754,537 | 9,161,944 | N/A |
| Financial income | 313,891 | 468,318 | -33% |
| Financial expenses | (8,292,278) | 2,670,838 | N/A |
| Financial result | (7,978,387) | (2,202,520) | 262% |
| Gross result | (7,223,850) | 6,959,424 | N/A |
| Income tax | (1,176,627) | 1,519,840 | N/A |
| Net loss/profit, of which: | (8,400,477) | 5,439,584 | N/A |
| *related to the parent company* | *(8,032,583)* | *3,202,118* | N/A |
| *related to non-controlling interests* | *(367,894)* | *2,237,466* | N/A |

**The challenging economic context (high inflation, elevated interest rates, and low demand) has had a strong impact on all construction-related industries.**

**Consolidated BITDA** of RON 11.4 mnin H1 2023 (-24%), generated by

- the activities of **Evolor** (EBITDA RON 8.3 mn), **EED** (EBITDA RON 1.6 mn), **Bico Group** (EBITDA RON 1.9 mn) and **Dial** (EBITDA RON 2.7 mn)
- the **holding** and **SPVs** (EBITDA RON -3.1 mn) due to the operating costs of the holding and other expenses from current operations.

The 24% decrease in **condolidated EBITDA** was primarily due to the decline in **Bico's** EBITDA in the first 6 months of 2023 (RON 0.3 mn H1 2023 vs. RON 8.3 mnin H1 2022), as a result of implementing a destocking policy, namely selling finished products obtained at a high cost throughout 2022. This decrease was partially offset by **Evolor's** EBITDA, which increased by 84% compared to H1 2022.

**The consolidated EBITDA was eroded by**:

- **Depreciation and amortization expenses** (RON 11.8 mn, of which RON 3.2 mn represents the amortization of goodwill, trademarks, and customer relationships identified as a result of business combinations);
- **Negative financial result** of RON 7.9 mn, representing bank interest of RON 6.5 mn and negative exchange rate differences of RON 1.4 mn;
- **Income tax** of RON 1.2 mn;
- **Reversals of provisions adjustments** of RON 1.1 mn.

# ROC1 STANDALONE FINANCIAL PERFORMANCE

ROCA INDUSTRY
Holding de Materiale de Construcții

| PROFIT&LOSS ACCOUNT INDICATORS (RON) | H1 2023 | H1 2022 |
|---|---|---|
| Operating income | 780 | 228 |
| Operating expenses, of which: | 2,891,276 | 1,098,718 |
| Material expenses, of which: | 44,966 | 35,801 |
| *Expenses with raw materials and consumables* | *31,894* | *35,801* |
| *Other expenses* | *13,072* | - |
| Personnel expenses | 1,320,354 | 414,058 |
| Depreciation, amortization and value adjustments | 5,444 | 2,437 |
| Other operating expenses | 1,520,512 | 646,422 |
| Operating result | (2,890,496) | (1,098,490) |
| Financial income | 3,825,881 | 1,042,531 |
| Financial expenses | 216,908 | 33,547 |
| Financial result | 3,608,973 | 1,008,984 |
| Total income | 3,826,661 | 1,042,759 |
| Total expenses | 3,108,184 | 1,132,265 |
| Net loss/profit | 718,477 | (89,506) |

**Operating expenses in H1 2023** - RON 2.9 mn, mainly operational costs of the holding (personnel expenses increased due to the expansion of the team at the holding level, as well as expenses related to PR and investor relations activities of the holding).

**Financial income** – RON 3.8 mn composed of:

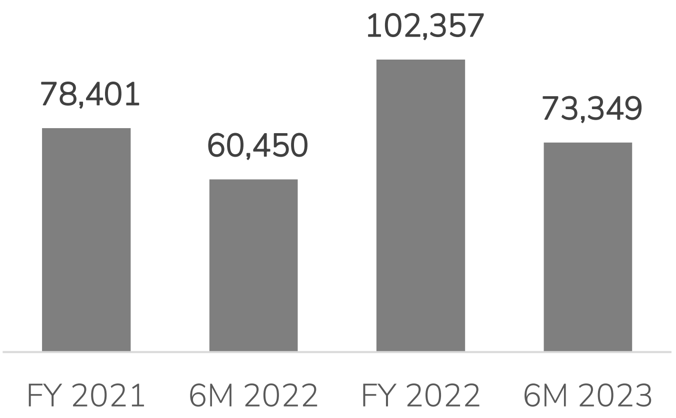
- Interest income from intragroup loans granted to subsidiaries (RON 2.2 mn),
- Dividend income (RON 1.5 mn) – dividends distributed but unpaid by Nativerock1, dividends that were allocated during the year 2022 and were regularized following the closure of the individual annual financial statements of Nativerock1,
- Favorable exchange rate differences related to loans granted by the Company to its subsidiaries (RON 0.1 mn).

**Financial expenses** RON 0.2 mn, representing the interest recorded toin favor of Roca Investments for loans granted to finance the activities of some of the holding's subsidiaries.

# FINANCIAL RESULTS BICO

*All data in thousands of RON*

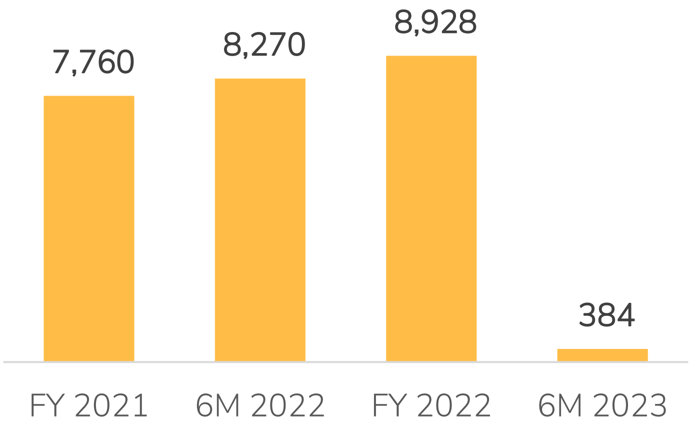
## Turnover




Turnover +21% at H1 2023 vs H1 2022, driven by:

- Increased sales volume and market share gain
- Continuation of the company's inventory clearance policy in the second quarter of the year, i.e., selling finished goods produced at a high cost throughout 2022, while the company slowed down the production process to adapt to market conditions

## EBITDA (0.5% margin)

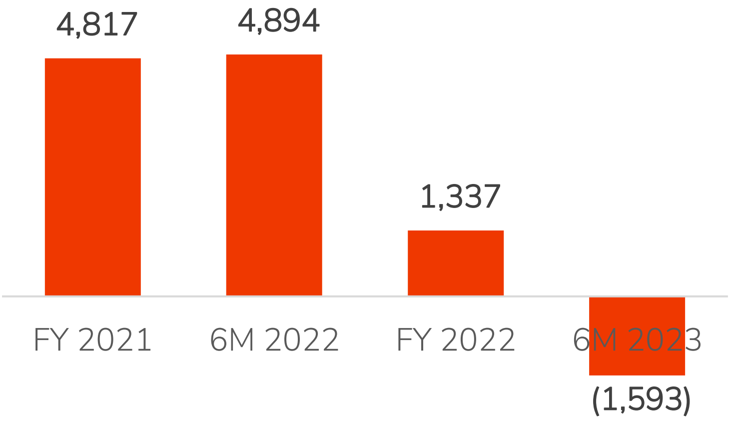



EBITDA at a level of RON 348,000 was affected by:

- Variation in inventory
- Adjustment of operating expenses to market conditions, which increased by 9% vs H1 2022, less than the increase in revenue (+21%)

*The comparability of H1 2023 with H1 2022 is affected because H1 2022 was a totally atypical period, with sales with high margins, in line with market conditions at that time*

## Net result

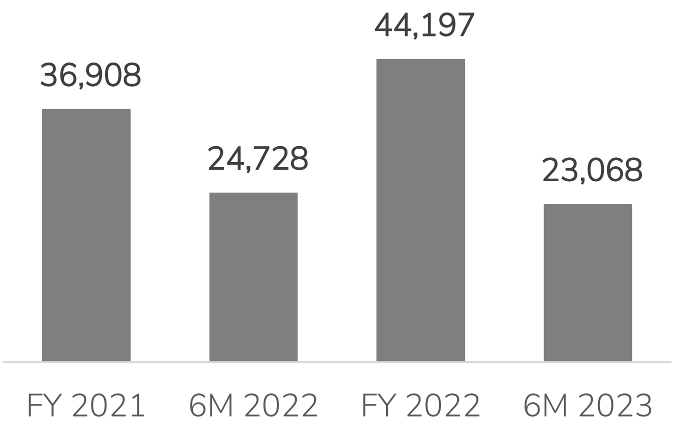



Net loss of RON 1.6 mn in H1 2023 vs net profit of RON 4.9 mn in H1 2022, primarily affected by financial expenses totaling RON 2.5 mn. The increase in financial expenses was primarily driven by interest expenses on credit facilities and intra-group loans

# FINANCIAL RESULTS TERRA

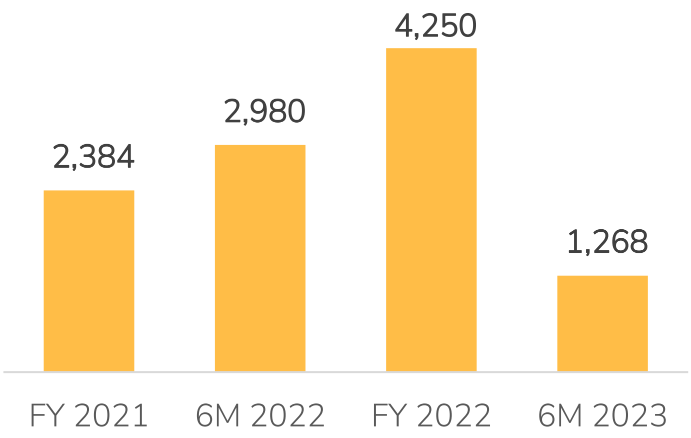
*All data in thousands of RON*

### Turnover



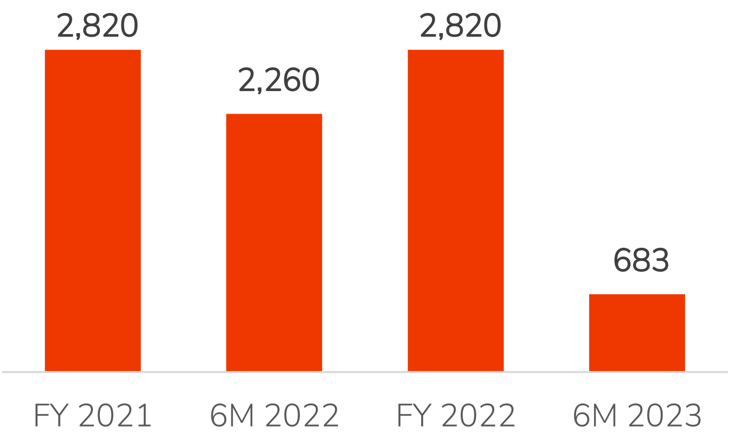

Turnover decreased by 7% in H1 2022 vs H1 2022, primarily due to a decrease in demand for the company's products as a result of market conditions during this period. The production process was slowed down and the company sold the products in stock.

### EBITDA (5.5% margin)




EBITDA went down by 57% in H1 2023 vs H1 2022, as operating expenses were not fully adjusted to the decrease in sales (-15% in H1 2023 vs H1 2022).

### Net result (3.0% margin)

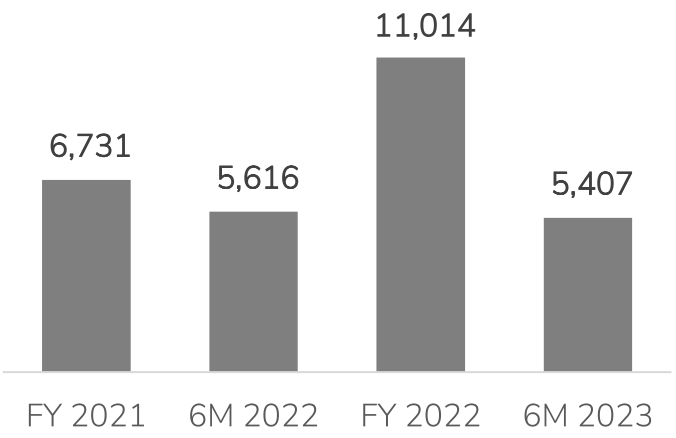



Individual net profit of RON 0.7 mn, -70% in 6M 2022 vs 6M 2021, primarily affected by increased interest rates.

# FINANCIAL RESULTS IRANGA

*All data in thousands of RON*

## Turnover

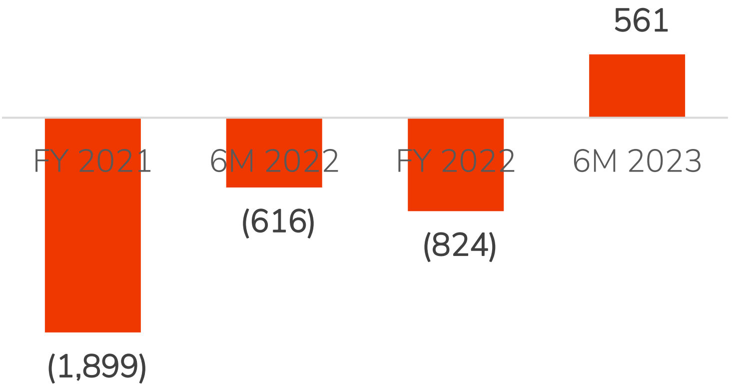



Turnover decreased by 4% in H1 2023 vs H2 2022, primarily due to a decrease in demand for the company's products, a situation similar to that of the rest of the companies in the Bico Group. The decrease in demand was partially offset by higher prices of the products sold.

## EBITDA (17% margin)


EBITDA reached a positive level, as a result of the activity optimization. The costs with raw materials and materials had a downward trend, with a decrease of 34% compared to H1 2022, far above the level of the decrease in revenue.

## Net result (10% margin)



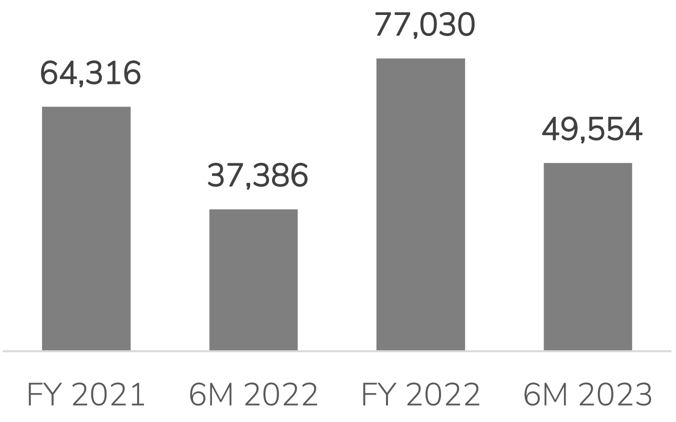

Net profit of RON 0.6 mn, compared to a loss of RON 0.6 mn in H1 2022, on the basis of the optimization of operational activities.

# FINANCIAL RESULTS EVOLOR

ROCA INDUSTRY
Holding de Materiale de Construcții

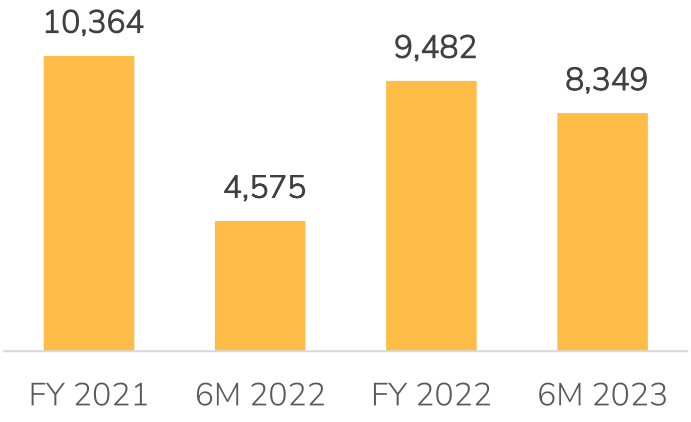
*All data in thousands of RON*

## Turnover



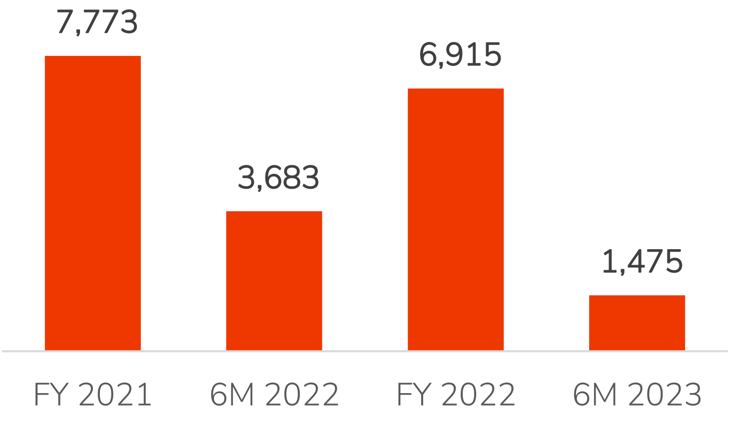

Turnover increased by 33% in H1 2023 vs H1 2022, on the basis of increased sales volume in all product categories (up to 59% higher than in H1 2022 in some categories), as well as a higher selling price compared to the same period of 2022.
The company adapted its commercial strategy and portfolio to the evolution of the market, including by expanding distribution in traditional distribution chains, and achieved its first foreign sales

## EBITDA (16.8% margin)




EBITDA increased by 83% in H1 2023 vs H1 2022, as a result of actions taken by the company in the area of production cost optimization (raw material costs +21% vs H1 2022).

## Net result (3.0% margin)

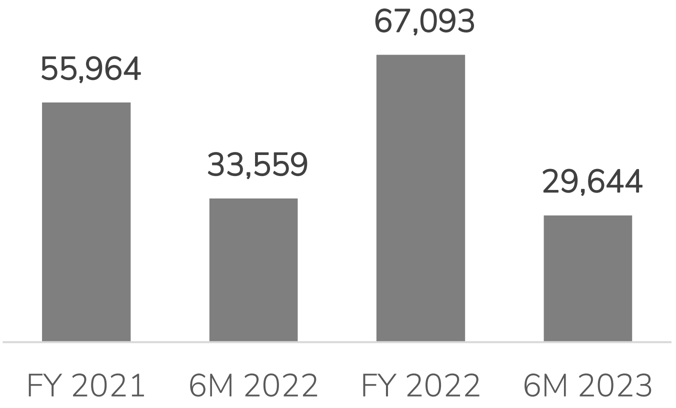



Net profit decreased by 60% in H1 2023 vs H1 2022, as a result of EBITDA erosion due to financial expenses caused by higher bank debt following the merger with Colorock13, corroborated with a high reference interest rate throughout the year.

# FINANCIAL RESULTS EED

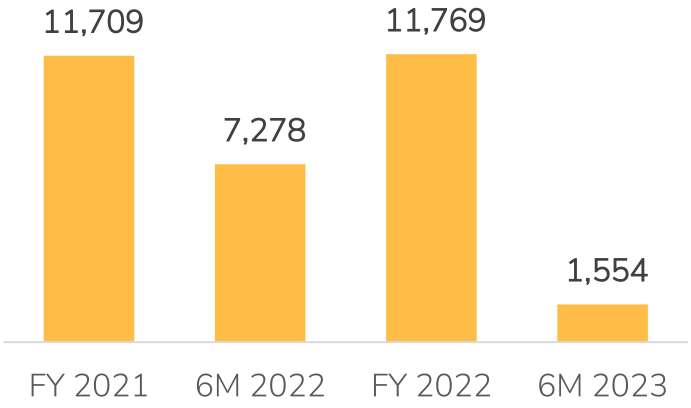
*All data in thousands of RON*

## Turnover



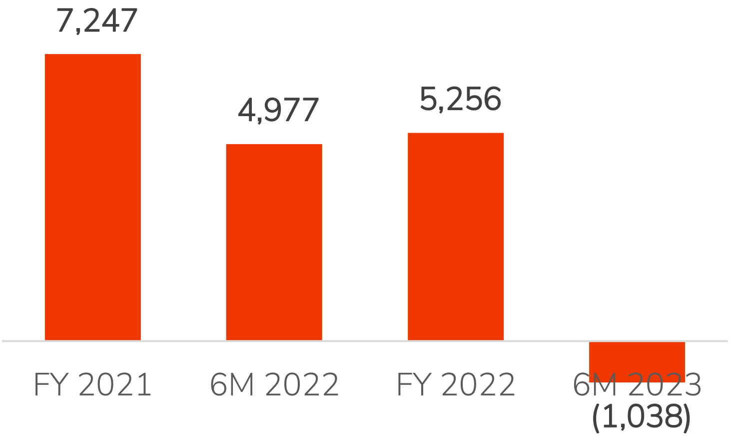

Tunrover decreased by 12% in H1 2023 vs H1 2022, generated by lower sales in 2 product categories, but slightly increased in a third product range that generates the highest margin. Performance was influenced by the distribution profile with a customer with a significant weight in turnover.

## EBITDA (5.2% margin)




EBITDA (RON 1.6 mn at H1 2023 vs RON 7.3 mn at H1 2022) decreased as a result of market conditions – the increase in raw material prices in the second half of 2022, which continued into H1 2023. Operating expenses could not be adjusted quickly (RON 31.1 mn, +9% year-on-year).

## Net result



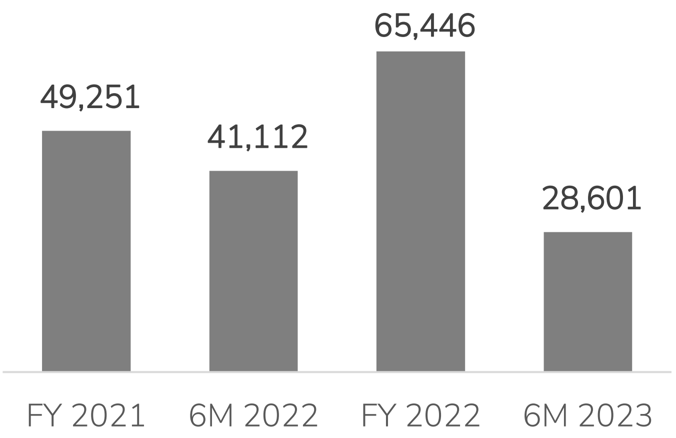

The net loss of RON 1 mn was impacted by depreciation expenses and financial expenses, especially interest expenses (both due to investments made in 2022, as well as the higher interest rate).

# FINANCIAL RESULTS DIAL

ROCA INDUSTRY
Holding de Materiale de Construcţii

*All data in thousands of RON*

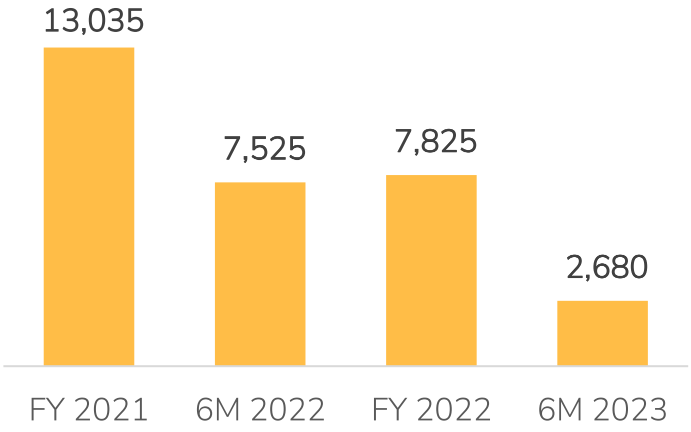
## Turnover




Turnover decreased by 30% in H1 2023 vs H1 2022, as a result of low demand for the company's products in most product categories. Sales volumes decreased in various proportions, depending on the product, in line with demand in the construction materials market.

In Q2 2023, the company managed to recover from the declines in Q1, when weather conditions were not favorable to the sector.

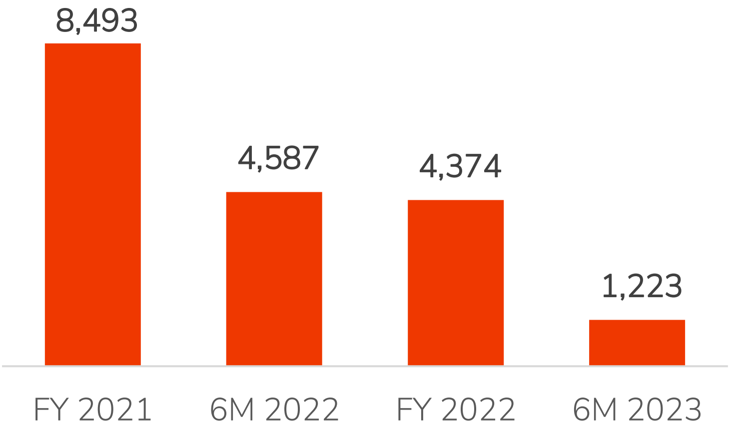
## EBITDA (9.4% margin)




EBITDA was 64% lower in H1 2023 vs H1 2022 because some operating expenses remained at a relatively high level.

Raw material costs (the most important category of operating expenses) were adjusted to reflect demand for Dial products to a greater extent than the decline in sales (RON 19.7 mn, -34% in H1 2023 vs H2 2023).

## Net resilt (4.3% margin)



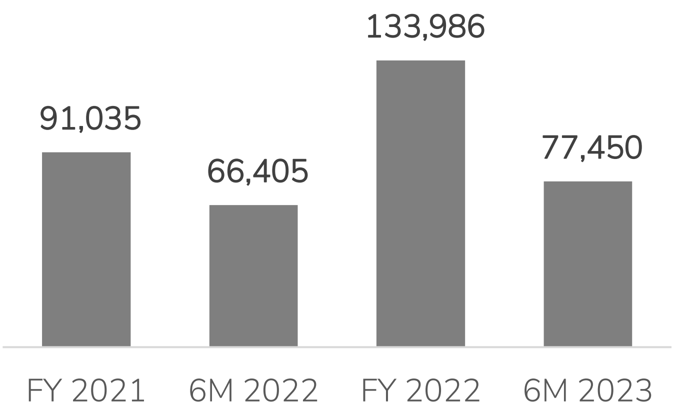

Net profit was 73% lower in H1 2023 vs H1 2022, further influenced by the company's debt costs for both investments and financing of current activities.

# FINANCIAL RESULTS ELECTROPLAST

ROCA INDUSTRY
Holding de Materiale de Construcţii

*All data in thousands of RON*

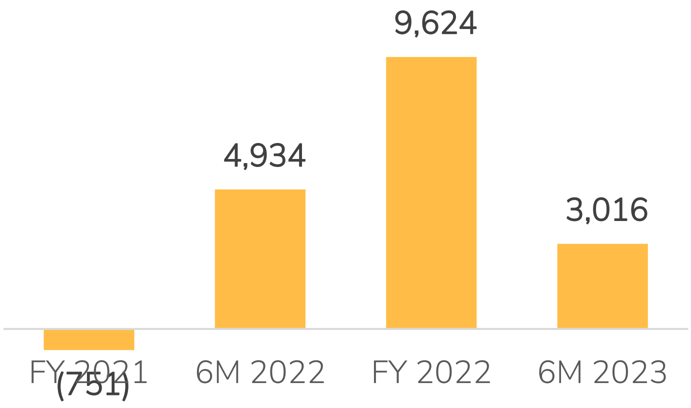
## Turnover




Turnover increased by 14% in H1 2023 vs H1 2022, driven by increased sales volumes in key product categories, but with margin pressure.

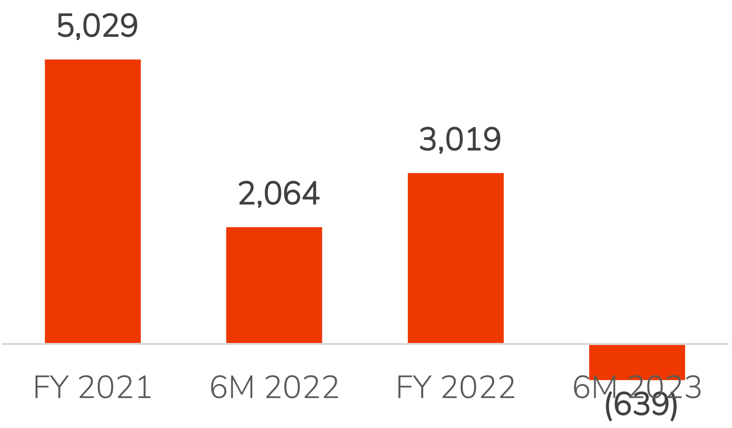
The first half of 2023 was the best period in ELP's history in terms of sales.

## EBITDA (3.9% margin)




EBITDA was 39% lower in H1 2023 vs H1 2022, as the increase in operating expenses exceeded the upward trend in revenue, +18% in H1 2023 vs H1 2022. The largest portion of these expenses is represented by raw material and consumables expenses (RON 63.3 mn, +19% year-on-year).

## Net result




Net loss of RON 0.6 mn, due to depreciation expenses (maintained at approximately the same level as in H1 2022), but mainly due to financial expenses (RON 3.1 mn, up 24% in H1 2023 vs H1 2022), as a result of the increase in financial debt and interest rates.

# THANK YOU!

ROCA Industry
T + 40 (0)723 51 11 38
E-mail: investors@rocaindustry.ro