2024 Consolidated Revenue and Expense Budget

ROCA INDUSTRY HOLDINGROCK1

At the time of this report, ROCA Industry operates and implements its business strategy through its directly and indirectly owned subsidiaries: BICO INDUSTRIES, TERRA IMPEX, EUROPLAS LUX, IRANGA TECHNOLOGIJOS, EVOLOR, ECO EURO DOORS, DIAL, ELECTROPLAST and WORKSHOP DOORS.

ROCA Industry's mission is to contribute to the reindustrialization of Romania, by adding to the holding company several medium-sized building materials companies (8-10 companies) that do not have access to the capital market or institutional investors to finance their development. Thus, through a structured transformational process, ROCA Industry aims to contribute to their efficiency and improved performance, aiming at regional leadership positions for the companies in its portfolio. whose value it aims to increase over time through the correct and consistent application of the right business strategies for each one.

RON	ROC1 consolidated IFRS
Turnover	**655,424,856**
Total direct costs	**503,560,298**
Gross Margin	**151,864,158**
GM %	**23%**
Total indirect costs	**86,358,322**
EBITDA	**65,505,835**
EBITDA %	**10%**
EBIT	**39,744,595**
EBIT %	**6%**
Net result	**6,241,957**
Net result%	**1%**

Note - The data provided considers ROCA Industry's ownership in each company as well as the individual budgets of these companies. These indicators are estimated in accordance with the International Financial Reporting Standards (IFRS) adopted by the European Union, as amended.

ROCA Industry aims to achieve a turnover of RON 655.4 million in 2024 through its subsidiaries, an increase of 54% compared to the consolidated result of 2023. This growth is based on the expansion of distribution channels, an increase in quantities sold, but also on the full inclusion in the consolidated financial statements of the companies that joined the holding company during 2023 (Electroplast's performance was included in the financial statements for 2023 from July, Europlas's performance was included from October, and Iranga's performance was included from May, when BICO took over in full both companies, Workshop Doors was not included in the consolidation perimeter in 2023).

Direct costs include all expenses involved in the production process of the subsidiaries (e.g. raw material costs, inventories variation, merchandise costs, personnel costs, etc.) and indirect costs include the holding company's expenses.

EBITDA is eroded by depreciation of subsidiaries' non-current assets, amortisation of brands and customer relationships identified through business combinations, negative financial result (mainly bank interest) and income tax. Thus, ROCA Industry aims to achieve a consolidated net profit of RON 6.3 million in 2024.

It is important to note that the data presented above does not include new transactions in which the holding company will be involved during 2024, if any. ROCA Industry does not have an overview of these transactions at this time, but the company's management will keep the market informed through current and/or financial reports as soon as additional information becomes available in this regard.

The main key indicators estimated for ROCA Industry Group companies are detailed in the table below. Please note that, unlike the consolidated indicators prepared in accordance with International Financial Reporting Standards, the individual indicators are presented in accordance with the Order of the Minister of Public Finance No. 1802/2014 as amended, different accounting regulations from those underlying the preparation of the consolidated indicators in the table above.

Key indicators estimated for 2024 (OMFP)	Evolor	Grupul Bico	EED	Dial	ELP	Workshop	Cumulative total
Turnover	109,791,231	167,460,210	64,838,318	66,435,365	170,184,006	76,715,726	655,424,856
Net Interest Margin	37,727,203	38,748,713	18,172,601	15,604,725	23,559,421	18,051,494	151,864,158
GM %	*34%*	*23%*	*28%*	*23%*	*14%*	*24%*	*23%*
EBITDA	14,717,947	18,512,192	7,376,788	9,299,738	10,468,971	11,536,143	71,911,779
EBITDA %	*13%*	*11%*	*11%*	*14%*	*6%*	*15%*	*11%*
EBIT	6,344,105	11,535,327	516,657	5,509,380	7,658,897	10,158,664	41,723,031
EBIT %	*6%*	*7%*	*1%*	*8%*	*5%*	*13%*	*6%*
Net Result	-836,398	4,254,456	-4,035,836	150,413	2,247,987	6,439,772	8,220,393
Net Result %	*-1%*	*3%*	*-6%*	*0%*	*1%*	*8%*	*1%*

ROCA Industry's subsidiaries continue the process of upgrading and investing in equipment that will ensure medium and long-term development:

Budgeted level	Evolor	BICO Group	EED	Dial	ELP	Workshop	Total cumulated
CAPEX 2024	8,591,759	22,098,384	2,050,075	8,980,676	3,257,073	1,377,479	46,355,446

Evolor – aims to increase its turnover by 14% in 2024 compared to 2023, this in turn is 24% higher than in 2022. Evolor's main strategic lines considered in the budget for 2024 are: launching new products, maximising current channels, and identifying new sales channels. At the EBITDA level the company is targeting a 3% increase versus the previous year, with a margin of 13%, on the back of continued operational efficiencies. Depreciation and amortisation, as well as financial costs still expected to be at a high level, leads to an estimated net loss of RON 0.8 million.

BICO (at consolidated level, including Terra, Europlas and Iranga) - aims to increase its turnover by 15% in 2024 compared to 2023, considering its main strategic lines: integrating new companies into the Bico Group, launching new products, maximising current distribution channels, and identifying new sales channels, especially in the export area which grew significantly in 2023. The focus in 2024 will be on operational optimizations, higher sales (quantitative/value), but also the development of new products on the most profitable business lines, so management expects a recovery in EBITDA and profitability.

EED – aims for a turnover in 2024 that is 17% higher than in 2023. The estimates consider the main strategic lines, i.e. launching new products, maximising current distribution channels, and identifying new sales channels. This approach is a cautious one given the stage the company is in - a transformation process following entry under the holding umbrella which has even led to a budget shortfall for 2023. At the EBITDA level, management believes that higher sales volumes (quantitative/value) as well as operational efficiencies will generate a margin of around 11%. This will be eroded by depreciation and amortisation, as well as continued high financial expenses, so EED will continue to post a net loss, albeit at a lower level than for 2023.

Dial – aims for a 31% increase in turnover in 2024 compared to 2023 and a slight increase compared to 2022 (+1%). The main strategic lines concern the launch of new products, maximising current distribution channels, identifying new sales channels, and developing the export area. ROCA Industry's management considers 2024 as a year of consolidation, in which the EBITDA margin will return to the level recorded in 2022. Thus, the target for 2024 is to have an 8 percentage point increase compared to 2023 because of operational optimization and product mix. Also, in terms of net result, a positive development is expected.

Electroplast – aims for a 9% increase in turnover in 2024 compared to 2023 because of the company's strategy to maximise its current sales channels, identify new channels, develop the export area, finalise ongoing investment projects and initiate new ones in rail and civil infrastructure, including by accessing PNRR funds from the second quarter of 2024. At the EBITDA level, the company is targeting a 35% increase versus 2023 because of operational optimisation, the impact that new investments will have on the company's production capacity, as well as higher sales (quantitative/value).

Workshop – aims for a 58% increase in turnover in 2024 compared to 2023. The main strategic lines of the newly joined company are to maximize current sales channels, identify new channels and develop new products. Although Workshop will enter the transformation curve, which will be reflected in the EBITDA level (estimated to decrease by 5% in 2024 versus the previous year), the company has the capacity to generate sufficient turnover to cover a complex cost structure, so its target in terms of turnover is ambitious.