

2023 CONSOLIDATED REVENUE AND EXPENSES BUDGET

ELEMENTS OF PERSPECTIVE REGARDING THE COMPANY'S ACTIVITY

Regarding development directions, during the past year, the Group implemented an internal reorganization process through which it considers the continuation of the business development plan. Thus, Softbinator Technologies has moved from a model of selling technical expertise at the skills level to making significant steps into verticals where it provides know-how at the highest standards in the field to mature clients, having the potential to sign contracts of over 1 million dollars/year. Thus, if between 2017-2021, there was only one client of this size in the Company's portfolio, in 2022, their number increased, and in 2023 it is expected to continue in this direction.

Although the situation in the IT industry continues to be unpredictable, the experience of the Softbinator Technologies team in the field is extensive enough to adapt to any market conditions. The group has a solid plan for the next three years targeting growth, both organically and through M&A transactions. In addition, the Company's management believes 2023 will be a good year to carry out such transactions and consolidate the business by realizing synergies.

Softbinator Technologies is in a favorable position with more than ten years of experience in start-up and large projects, having complex teams and solutions. The Company is at a stage where it can upsell to large, existing clients in the Company's portfolio and sell as a quick solution vendor to clients who have made layoffs and need to continue to deliver.

At the same time, the Company has all the necessary resources to approach significant clients, from the non-tech sector, in areas that it knows exceptionally well, such as Banking/Fintech, Medical Technology/Health, Safety/Security, Ecommerce/Logistics, and Media/Entertainment. In addition, Softbinator Technologies is looking to access other areas of activity by expanding the specializations within its teams.

ESTIMATED 2023 CONSOLIDATED REVENUE AND EXPENSES BUDGET	AMOUNT (LEI)
Turnover	48,134,621
Other operating revenues	1,610,316
Total Operating Revenue	49,744,937
Personnel expenses	22,366,903
Third party expenses	19,523,828
Expenses with rents, utilities, maintenance	1,669,671
Total Operating Expenses	43,560,402
Operating Result	6,184,534
EBITDA	6,690,094
Financial Result	-434,944
Gross Result	5,749,590
Income Tax	1,006,178
Net result	4,743,412

The elements that the 2023 consolidated revenue and expenses budget is based on are the following:

Revenue:

- growing teams with existing clients
- increasing the number of clients and diversifying into specialization verticals (e.g., Medtech, Fintech, etc.)

Expenses:

- increase in the delivery teams that offer vertical specialization
- development of the sales team and external partnerships (business ambassadors)
- group integration of acquired companies by adapting to the group's structure
- increasing costs with the new headquarters, through which we can accommodate expanded teams from organic growth and M&A activity.