



REVENUES AND EXPENSES BUDGET 2023

C O N T E N T S

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SUBSTANTIATING
OF
REVENUES AND EXPENSES BUDGET FOR 2023

1. SPECIFIC PREMISES

For the year 2023 the premises that are the base of the substantiation of the turnover are approximately similar with the 2022 ones, as follow :

- New requests and recently-updated forecasts received from the main Compa's partners for 2023, for the products for which there are signed Contracts, Nomination Letters and other partnership agreements for medium term are increased comparing with the precedent year;
 - Were taken onto calculation the volumes for the new business that started in 2022 which now will reach the maturity;
 - We took into consideration also the fact, that some components for diesel engines will have a gradual reduction in order to reduce the CO₂ emissions;
 - The investment program to be carried out during 2023, oriented mainly towards the acquisition of machines and equipment both for the expansion of existing production capacities and for the replacement of used machines and equipment. This investment program does not have the level from 2019 and 2021. An important volume of investment is dedicated for the machines and equipment retrofit in order to reduce the acquisition of new expensive machines;
 - Cost Reduction Program established through projects to improve the activity in all areas of activity of the company in order to cover cost increases and price reductions granted to partners through productivity. Knowing the constraints appeared during the last period, the cost reductions could be one of the solutions for an efficient operation of the company. It is a permanent action, practiced each year which has led to good results during the past years;
 - The implementation/introduction of the new products onto the fabrication process with new products. Were taken also into consideration the new projects that will grow consistently this year. This assimilation and homologation impact has a lower impact onto the turnover;
 - The exchange rate taken into account for the substantiation of the Revenue and Expenses Budget for 2023 is 4,99 RON/EUR.
 - The inflation taken into account in Revenue and Expenses Budget 2023 is 8%, according to BCR prognosis.
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2. SUBSTANTIATION OF THE PRODUCTION INDICATORS

The main production indicators based on 2023 according to the Contracts concluded with traditional partners, orders and forecasts recently received from partners, in conjunction with programs and measures for sizing the necessary human resources, ensuring the necessary material base, are found in the table below. Onto this substantiation was not taken into account the War in Ukraine due to the fact, that, at the moment of the Revenue and Expenses Budget elaboration those influences couldn't be quantified. We had in sight the lack of personnel, onto all categories of employees, but especially the direct productive operators on CNC machines.

| INDICATORS | U/M | Achievement 2022 | Provisions BVC updated June 2023 | % col.4/col.3 |
|-------------------------------------|-------------|---------------------|--|------------------|
| 1 | 2 | 3 | 4 | 5 |
| Turnover | | | | |
| - current prices of the period | Th lei | 737.001 | 777.500 | 105.50 |
| Average number of employees - Total | pers. | 1.808 | 1.950 | 107.85 |
| Productivity | | | | |
| - current prices of the period | Th lei/sal. | 407.60 | 398.70 | 97.81 |
| Export production | | | | |
| - în RON | Th lei | 332.928 | 349.577 | 105.00 |
| - în Euro | Th E | 81.927 | 86.450 | 105.52 |
| Needed imported materials | | | | |
| - în Euro | Th E | | | 105.59 |

3. SUBSTANTIATION OF THE PROFIT AND LOSS ACCOUNT

In the projection of the Profit and Loss Account for 2023, the following were taken into account:

- Orders and contracts corrected with the latest developments and information on the level of volumes ordered by partners in order to substantiate the turnover and respectively the revenues from the sale of products in 2023.
- In order to dimension the operating costs, the following were taken into account:
 - ✓ The evolution of the price of the raw material, especially of the price on the steel market. Due to the energetic crises was difficult to evaluate the level of price increase of the materials;
 - ✓ Updating the delivery prices with the influences generate by the increased prices of utilities, a dramatic growth of the inflation, salary increasing in order to cover a big part of the inflation;
 - ✓ Evolution of the price of utilities (electricity, natural gas, water, etc.). The energy market is very volatile at this moment, without knowing very well the future evolution;
 - ✓ Increasing labor costs in this geographical region where there is a lack of skilled workers, especially workers serving numerically controlled machines and other categories of personnel: welders, electricians, plumbers. COMPAS has ensured this task through CNC operators and welders from India;



- ✓ Measures to reduce costs as a measure to counteract the effects of increasing some categories of costs, but also to ensure higher profitability of the company's activity in 2023;
- ✓ Degree of wear of buildings, machines and equipment with an impact on the cost of depreciation.

The table below contains a summary indicators of Profit and Loss Account Structure

| INDICATORS | Achievement 2022 | Provisions BVC updated June 2023 | % col.4/col.3 |
|--------------------------------------|---------------------|--|------------------|
| 1 | 3 | 4 | 5 |
| TOTAL INCOME, of which: | 753.480 | 792.535 | 105.18 |
| - operating income, from wich: | 744.666 | 783.200 | 105.17 |
| - turnover | 737.001 | 775.500 | 105.50 |
| - financial incomes | 8.814 | 9.335 | 105.91 |
| TOTAL EXPENSES, of which: | 749.644 | 762.235 | 101.68 |
| - operating expenses | 738.031 | 750.135 | 101.64 |
| - financial expenses | 11.613 | 12.100 | 104.19 |
| TOTAL GROSS RESULT, of which: | 3.863 | 24.000 | 625.61 |
| Tax Impozit pe profit | 1.326 | 3.840 | 289.67 |
| NET RESULT | 2.511 | 20.160 | 803.00 |

4. SUBSTANTIATION OF THE MAIN ELEMENTS OF PATRIMONY (HERITAGE ELEMENTS)

The patrimony elements will not register a significant evolution in 2023 compared to the previous year. It can be highlighted the increase of financial assets as a result of cash participations and mainly in kind (building and land) at the establishment of the affiliated company ARINI HOSPITALITY S.R.L. Sibiu, in which the company COMPA S.A. holds 100% of the share capital, being a unic shareholder. All these increases are due to fact that all the prices for the materials has increased.

A summary of the projection of the main groups of heritage elements for 2023 is presented in the table below

| SPECIFICAȚIE | Achievement 2022 | Provisions BVC updated June 2023 | % col.2/col.1 |
|---|---------------------|--|------------------|
| A | 1 | 2 | 3 |
| TOTAL FIXED ASSETS, of which: | 466.862 | 478.760 | 102.55 |
| 1. Intangible assets | 8.705 | 8.981 | 103.17 |
| 2. Tangible assets | 392.896 | 403.000 | 102.57 |
| 3. Real estate investments and others receivables | 44.546 | 45.928 | 103.10 |
| 4. Financial assets | 20.715 | 20.850 | 100.65 |
| CURRENT ASSETS of which: | 295.629 | 295.658 | 100.01 |
| 1. Inventories | 132.527 | 131.230 | 99.02 |
| 2. Receivables | 156.083 | 156.702 | 100.40 |
| 3. Cash (cash in banks) | 5.986 | 6.691 | 111.78 |
| DEBT LESS THAN ONE YEAR | 153.119 | 165.639 | 108.18 |
| DEBT OVER ONE YEAR | 112.266 | 106.370 | 94.75 |
| CAPITAL AND RESERVES | 497.106 | 520.621 | 104.73 |



5. INVESTMENTS AND FINANCING SOURCES

In the projection of the Budget of the investment activity for the year 2023 are provided on the one hand the expenses expected to be realized this year, and on the other hand the own resources of the company destined to finance the investment activity are taken into account..

- Investment expenditures are based on the requirements included in the Investment Program for 2023, which were orientated towards the retrofit/modernization of the actual equipment and also the acquisition of new equipment and machines
- Own and attracted resources:
 - Own resources:
 - ✓ Depreciation included in the price of products;
 - ✓ Profit allocated to the development fund;
 - Attracted resources
 - ✓ Investment loan committed in 2019 with repayment for 5 years period, starting with 2022. The annual reimbursement for around 3 million Eur is ensure from own resources: the depreciation included onto the parts prices and net profit obtained.

6. ECONOMIC AND FINANCIAL INDICATORS

The most representative economic indicators related to Revenue and Expenses Budget for the year 2023 compared to 2022 are presented in the Table below:

| INDICATORS | U/M | Achievement 2022 | Provisions BVC updated June 2023 | % col.4/col.3 |
|---------------------------------|------------------|---------------------|--|------------------|
| 1 | 2 | 3 | 4 | 5 |
| Financial rate of return | % | 0.33 | 2.54 | 763.43 |
| The rotation speed of assets | | 1.58 | 1.62 | 102.87 |
| The labor productivity | Th. RON/ pers | 407.60 | 398.70 | 97.81 |
| Trade receivables turnover rate | day | 76.24 | 72.56 | 95.17 |
| Trade turnover rate debt | day | 54.89 | 56.72 | 103.33 |
| Turnover rate debt stocks | day | 64.73 | 60.76 | 93.86 |
| Indebtedness ratio | % | 0.52 | 0.51 | 97.66 |
| The current liquidity | | 1.93 | 1.78 | 92.45 |
| Direct liquidity | | 1.07 | 0.99 | 93.19 |

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Appendix 1. GENERAL ACTIVITY BUDGET

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| SPECIFICATIE | Nr. rd. | Year 2022 achievements | Financial year: 2023 | | | | |
|--|------------|---------------------------|----------------------|--------------------|--------------------|--------------------|--------------------|
| | | | current | | | | |
| | | | TOTAL | din care: | | | |
| A | 0 | 1 | 2 | Quarter .I | Quarter .II | Quarter .III | Quarter .IV |
| | | | | | | | |
| I.TOTAL REVENUE ,din care: | | | | | | | |
| (rd.2+rd.4) | 01 | 753,480,495 | 792,535,001 | 211,556,556 | 204,854,902 | 184,700,944 | 191,422,598 |
| 1.Operating Incomes, total ,din care: | 02 | 744,666,152 | 783,200,000 | 209,064,212 | 202,442,856 | 182,525,788 | 189,167,144 |
| a) Turnover | 03 | 737,001,240 | 777,500,000 | 207,553,000 | 200,964,000 | 181,197,000 | 187,786,000 |
| a.1) Production sold | | 728,009,072 | 761,950,000 | 203,401,907 | 196,944,703 | 177,573,093 | 184,030,297 |
| a.2) Revenue from sales of goods | | 8,992,168 | 15,550,000 | 4,151,093 | 4,019,297 | 3,623,907 | 3,755,703 |
| 2.Financial Incomes | 04 | 8,814,343 | 9,335,001 | 2,492,343 | 2,412,046 | 2,175,157 | 2,255,454 |
| I. TOTAL EXPENSES,din care: | | | | | | | |
| (rd.06+rd.12) | 05 | 749,644,262 | 768,535,001 | 205,157,966 | 198,638,983 | 179,104,034 | 185,634,017 |
| 1.Operating expenses, total din care: | 06 | 738,031,335 | 756,435,001 | 201,143,114 | 194,857,422 | 176,536,260 | 183,898,206 |
| a) Materials expenses, total | 07 | 433,062,377 | 445,500,000 | 118,923,186 | 115,144,593 | 103,819,813 | 107,612,407 |
| a.1) Raw materials | | 412,032,520 | 424,000,000 | 113,186,314 | 109,586,906 | 98,809,686 | 102,417,094 |
| a.2) Other materials expenses | | 21,029,857 | 21,500,000 | 5,736,873 | 5,557,686 | 5,010,127 | 5,195,314 |
| b) Staff Costs | 08 | 156,275,054 | 161,355,000 | 43,313,025 | 41,749,003 | 37,193,848 | 39,099,125 |
| b.1) Gross salary costs | | 142,208,266 | 144,480,951 | 38,569,067 | 37,332,198 | 33,681,408 | 34,898,278 |
| b.2) Contribution costs | | 2,970,650 | 3,612,024 | 964,227 | 933,305 | 842,035 | 872,457 |
| b.3) Meal vouchers costs | | 9,533,035 | 11,400,000 | 3,040,000 | 2,930,000 | 2,657,610 | 2,772,390 |
| b.4) Gift vouchers costs | | 1,095,000 | 1,130,595 | 12,000 | 552,300 | 11,295 | 555,000 |
| b.5) Holidays vouchers costs | | 341,719 | 726,315 | 726,315 | 0 | | |
| b.6) Other expenses | | 126,423 | 5,116 | 1,416 | 1,200 | 1,500 | 1,000 |
| c) Energy and water costs | 09 | 41,472,753 | 42,820,000 | 11,430,763 | 11,067,881 | 9,979,237 | 10,342,119 |
| c.1) Energy costs | | 39,757,646 | 41,049,177 | 10,958,043 | 10,610,169 | 9,566,546 | 9,914,420 |
| c.2) Water costs | | 1,715,107 | 1,770,822 | 472,720 | 457,713 | 412,692 | 427,699 |
| d) Adjustments of tangible and intangible assets | 10 | 47,247,132 | 47,280,000 | 11,780,000 | 11,650,000 | 11,850,000 | 12,000,000 |
| e) Others operating expenses | 11 | 59,974,019 | 59,480,001 | 15,696,140 | 15,245,945 | 13,693,361 | 14,844,555 |
| e.1) Expenditure on services provided by 3 rd party | | 42,317,193 | 47,775,952 | 11,071,145 | 11,643,079 | 12,225,233 | 12,836,495 |
| e.2) Expenses on other taxes, duties and similar charges | | 7,234,475 | 4,038,721 | 995,995 | 1,004,167 | 1,014,209 | 1,024,351 |
| e.3) Other operating expenses | | 10,422,351 | 7,665,328 | 3,629,000 | 2,598,699 | 453,919 | 983,710 |
| 2. Financial expenses | 12 | 11,612,927 | 12,100,000 | 3,230,085 | 3,127,542 | 2,819,915 | 2,922,458 |
| a.1) Interest expenses | | 2,182,355 | 2,273,888 | 607,012 | 587,742 | 529,932 | 549,202 |
| a.2) Other financial expenses | | 9,430,572 | 9,826,112 | 2,623,072 | 2,539,800 | 2,289,984 | 2,373,256 |
| 3. Profit before tax (rd.01-rd.05) | 13 | 3,836,233 | 24,000,000 | 6,398,590 | 6,215,919 | 5,596,910 | 5,788,580 |
| 4. Income taxes | 14 | 1,325,639 | 3,840,000 | 1,023,774 | 994,547 | 895,506 | 926,173 |
| II.NET PROFIT FOR THE PERIOD (rd.13-rd.14) | 15 | 2,510,594 | 20,160,000 | 5,374,816 | 5,221,372 | 4,701,405 | 4,862,407 |

Appendix 2. SITUATION OF THE PATRIMONY

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| SPECIFICATIES | Nr. rd. | Year 2022 achievements | Financial year: 2023 | | | | |
|--|------------|---------------------------|----------------------|--------------------|--------------------|--------------------|--------------------|
| | | | current | | | | |
| | | | TOTAL 2023 | din care: | | | |
| | | | | Quarter .I | Quarter .II | Quarter .III | Quarter .IV |
| A | 0 | 1 | 2 | 3 | 4 | 5 | 6 |
| A. TOTAL FIXED ASSETS, of which: (rd2+rd3+rd8+rd9+rd10+rd11) | 01 | 466,862,448 | 478,759,720 | 475,370,000 | 476,456,700 | 477,535,000 | 478,759,720 |
| 1.Intangible fixed assets | 02 | 8,704,798 | 8,981,020 | 8,800,000 | 8,847,000 | 8,893,000 | 8,981,020 |
| 2.Tangible fixed assets | 03 | 392,896,269 | 403,000,000 | 400,000,000 | 401,000,000 | 402,000,000 | 403,000,000 |
| 3.Investment property | 08 | 40,670,425 | 42,000,000 | 42,000,000 | 42,000,000 | 42,000,000 | 42,000,000 |
| 4.Financial fixed assets, other financial assets | 09 | 20,715,500 | 20,850,000 | 20,720,000 | 20,730,000 | 20,740,000 | 20,850,000 |
| 5.Other receivables | 10 | 3,875,456 | 3,928,700 | 3,850,000 | 3,879,700 | 3,902,000 | 3,928,700 |
| 6.Deferred income tax receivables | 11 | 0 | | | | | |
| B. TOTAL CURRENT ASSETS, of which (rd13+rd14+rd15+rd16) | 12 | 295,628,562 | 295,658,228 | 293,949,589 | 294,479,520 | 295,048,659 | 295,658,228 |
| 1.Inventories | 13 | 132,527,113 | 131,229,884 | 130,647,000 | 130,778,000 | 131,003,996 | 131,229,884 |
| 2.Receivables | 14 | 156,083,113 | 156,702,000 | 156,238,000 | 156,393,400 | 156,548,000 | 156,702,000 |
| 3. Other receivables | 15 | 1,032,229 | 1,035,010 | 1,034,400 | 1,036,000 | 1,034,000 | 1,035,010 |
| 4.House and bank accounts | 16 | 5,986,107 | 6,691,334 | 6,030,189 | 6,272,120 | 6,462,663 | 6,691,334 |
| C. DEBTS LESS THAN ONE YEAR, total, of which: (rd18+rd19+rd20+rd21+rd22) | 17 | 153,119,238 | 165,638,648 | 160,200,000 | 161,478,500 | 163,887,020 | 165,638,648 |
| 1.Financial debts | 18 | 14,282,405 | 14,595,446 | 14,200,000 | 14,286,000 | 14,491,920 | 14,595,446 |
| 2.Trade and similar payables | 19 | 112,377,533 | 122,500,000 | 118,000,000 | 119,010,000 | 121,000,000 | 122,500,000 |
| 3.Debts from contracts with customers | 20 | 2,919,520 | 3,131,000 | 3,100,000 | 3,115,500 | 3,130,000 | 3,131,000 |
| 4.Other liabilities | 21 | 17,702,343 | 19,182,202 | 18,700,000 | 18,857,000 | 19,045,100 | 19,182,202 |
| 5.Incoming payments in advance | 22 | 5,837,437 | 6,230,000 | 6,200,000 | 6,210,000 | 6,220,000 | 6,230,000 |
| 6.Provisions of less than one year | 23 | 0 | 0 | 0 | 0 | 0 | 0 |
| D. DEBTS LIABILITIES OVER ONE YEAR, total, of which: (rd25+rd26+rd27+rd28+rd29) | 24 25 | 112,265,699 | 106,370,000 | 109,100,000 | 107,706,000 | 106,412,050 | 106,370,000 |
| 1.Financial debts | 26 | 89,934,825 | 83,606,000 | 87,000,000 | 85,385,000 | 83,869,050 | 83,606,000 |
| 2.Trade payables | 27 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3.Other debts | 28 | 0 | 0 | 0 | 0 | 0 | 0 |
| 4.Prepaid income | 29 | 22,112,413 | 22,764,000 | 22,100,000 | 22,321,000 | 22,543,000 | 22,764,000 |
| 5.Provisions greater than one year | 30 | 218,461 | 0 | 0 | 0 | 0 | 0 |
| E. CAPITAL AND RESERVES (headings 31 + 32 + 33 + 34 + 35 + 36 - 37) | 31 | 497,106,073 | 520,620,721 | 500,019,589 | 501,751,720 | 502,284,589 | 502,409,301 |
| 1.Share capital | 32 | 21,882,104 | 21,882,104 | 21,882,104 | 21,882,104 | 21,882,104 | 21,882,104 |
| 2.Reserves | 33 | 384,461,415 | 386,000,000 | 383,000,000 | 384,915,000 | 386,068,000 | 386,000,000 |
| 3.Adjustments | 34 | -265,638 | -270,400 | -270,000 | -270,300 | -270,400 | -270,400 |
| 4.Adjustments other reserves | 35 | 23,122,057 | 23,122,057 | 23,122,057 | 23,122,057 | 23,122,057 | 23,122,057 |
| 5.Retained earnings | 36 | 65,886,960 | 65,886,960 | 65,886,839 | 65,886,939 | 65,885,918 | 65,886,960 |
| 6.Profit for the year | 37 | 2,510,594 | 24,000,000 | 6,398,589 | 6,215,920 | 5,596,910 | 5,788,580 |
| 7.Distribution of profit | 38 | -491,419 | | 0 | 0 | 0 | |
| TOTAL SHAREHOLDERS' EQUITY | 39 | 497,106,073 | 520,620,721 | 500,019,589 | 501,751,720 | 502,284,589 | 502,409,301 |

Appendix 3. CASH FLOW

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| Nr. crt. | | Cash Flow - Positions | S1 | S2 | S2-S1 |
|----------|---|--|-------------|-------------|--------------------|
| 1. | + | Profit or loss | | 20,160,000 | 20,160,000 |
| 2. | + | Depreciation and provisions | | 47,280,000 | 47,280,000 |
| 3. | - | Changes in inventories | 132,527,113 | 131,229,884 | 1,297,229 |
| 4. | - | Change in receivables | 156,083,113 | 156,702,000 | -618,887 |
| 5. | + | Change in trade payables | 112,377,533 | 122,500,000 | 10,122,467 |
| 6. | + | Change in other liabilities | 17,702,343 | 19,182,202 | 1,479,858 |
| 7. | - | Change in other assets | 467,894,677 | 431,794,731 | 36,099,946 |
| 8. | + | Change in other liabilities | 542,476,308 | 481,689,749 | -60,786,560 |
| 9. | + | = Cash flow from operating activities operating activities(A) | | | 55,034,053 |
| 10. | - | Investments made | | 48,000,000 | -48,000,000 |
| 11. | + | = Cash flow from operating activities investing activities(B) | | | -48,000,000 |
| 12. | + | Change in financial liabilities | 89,934,825 | 83,606,000 | -6,328,825 |
| 13. | + | = Cash flow from investing activities activities(C) | | | -6,328,825 |
| 14. | | Cash and cash equivalents at beginning of period | 5,986,107 | | |
| 15. | | Cash and cash equivalents at end of period | | 6,691,334 | |
| 16. | = | + Net cash flow (A+B+C) | | | 705,227 |

Appendix 4. INVESTMENT ACTIVITY BUDGET

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- lei - in actual prices

| SPECIFICATIE | Nr . rd. | Year 2022 achievements | Financial year : 2023 | | | | |
|---|-------------|---------------------------|-----------------------|-------------------|-------------------|-------------------|-------------------|
| | | | current | | | | |
| | | | TOTAL 2023 | therin | | | |
| | | | | Quarter. I | Quarter. II | Quarter. III | Quarter. IV |
| A | 0 | 1 | 2 | 3 | 4 | 5 | 6 |
| I.RESOURCES FOR FINANCING - TOTAL(02+09) | 01 | 86,071,371 | 91,630,572 | 54,972,182 | 59,051,237 | 50,248,377 | 44,286,822 |
| OWN RESOURCES - TOTAL(03-08) | 02 | 84,119,055 | 91,630,572 | 54,972,182 | 59,051,237 | 50,248,377 | 44,286,822 |
| -Available at the beginning of the period | 03 | 24,264,142 | 42,100,572 | 42,100,572 | 45,330,932 | 38,979,987 | 32,617,127 |
| -Depreciation of tangible fixed assets | 04 | 47,331,376 | 47,280,000 | 12,621,610 | 12,220,305 | 11,018,390 | 11,419,695 |
| - Net profit allocated to fd. Dev. | 05 | 12,523,537 | 1,250,000 | | 1,250,000 | | |
| -Other resources (cell gain - Rail) | 07 | 0 | 1,000,000 | 250,000 | 250,000 | 250,000 | 250,000 |
| RESOURCES ATTRACTED - TOTAL | 08 | 1,952,316 | 0 | 0 | 0 | 0 | 0 |
| -New loans taken up | 09 | 0 | 0 | 0 | 0 | 0 | 0 |
| -Other resources (repayment of european funds) | 10 | 1,952,316 | 0 | 0 | 0 | 0 | |
| II.ALLOCATION OF RESOURCES | 11 | | | | | | |
| -Reimbursement of loans | 12 | 14,291,234 | 14,500,000 | 3,625,000 | 3,625,000 | 3,625,000 | 3,625,000 |
| -Financing of investments ((01-(12+13)) | 14 | 71,780,137 | 77,130,572 | 51,347,182 | 55,426,237 | 46,623,377 | 40,661,822 |
| III.INVESTMENT EXPENDITURE - of which: | 15 | 29,679,565 | 51,465,000 | 6,016,250 | 16,446,250 | 14,006,250 | 14,996,250 |
| -Property purchases | 16 | 29,679,565 | 48,000,000 | 5,150,000 | 15,580,000 | 13,140,000 | 14,130,000 |
| -Investments in equity securities | 17 | | 3,465,000 | 866,250 | 866,250 | 866,250 | 866,250 |
| IV.EXCEDENT (14-15) | 18 | 42,100,572 | 25,665,572 | 45,330,932 | 38,979,987 | 32,617,127 | 25,665,572 |
| DEFICIT (15-14) | 19 | | | | | | |

Appendix 5. INVESTMENT DETAILED



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REVENUES AND EXPENSES BUDGET 2023

| Nr. crt. | Investments portfolio | 2023 | | | | |
|----------|--|------------|------------|-------------|--------------|-------------|
| | | Total 2023 | Quarter. I | Quarter. II | Quarter. III | Quarter. VI |
| 1 | Toyota Electric pallet | 4700 | 4700 | 0 | 0 | 0 |
| 2 | 4 Lathes CNC Mazak | 216200 | 216200 | | | |
| 3 | Portala Fermat WFT Machine | 610000 | 183000 | 305000 | 122000 | |
| 4 | 2 Centrifuge span Karenpro ECOCUT ECT-600 | 260000 | 65000 | | 195000 | |
| 5 | Helical compressor RSe132i-7.5 | 54000 | 54000 | | | 0 |
| 6 | Transformers of 2000 KVA and 1000 KVA | 90000 | | 90000 | | |
| 7 | Siemens switch 2000A | 3700 | | 3700 | | |
| 8 | Retrofit Chiron 1 OP40 pin hole NHB | 10000 | | | 10000 | 0 |
| 9 | S22, S32 for retrofit | 40000 | | 20000 | 20000 | |
| 10 | CNC GMC machine which were not included in other retrofit plans (GMC 2 buc Blois) | 274000 | | 274000 | | |
| 11 | Organization of the common logistic area of the workshops 320,630,750 | 80000 | | 40000 | 40000 | |
| 12 | Renovation of the dining room and extension. Preparation of indoor and outdoor dining places | 10000 | | | | 10000 |
| 13 | Arrangement of 2 more meeting rooms for meetings and teleconferences for workshops 630/750 | 10000 | | | 10000 | |
| 14 | Arrangement of the area for washing /drying carts, boxes, blisters, common for all workshops. | 100000 | | | 100000 | |
| 15 | Digitization - tracking 3D reports, replacing paper reports with tablets. | 20000 | | 10000 | 10000 | |
| 16 | Capacity increase Intermediate axles | 250000 | | | 250000 | |
| 17 | Retrofit machines for Nozzle E3 si ZBLN | 1075500 | | 300000 | 300000 | 475500 |
| 18 | Roadway repair - intersection S770 Bosch Rail-> entrance S200 Hatebur Forging | 6000 | 6000 | | | 0 |
| 19 | Carbide bar cutting machine / used tools | 20000 | | | 20000 | |
| 20 | CCD and S850 dining room completion | 1000 | 1000 | | | |
| 21 | Creating spaces for rest protected from wind, rain, etc | 1000 | | 1000 | | |
| 22 | Haulotte arm welding robotization | 472500 | 0 | | 472500 | 0 |
| 23 | Robotization of Haulotte platforms | 56200 | 56200 | | | |
| 24 | VCST robotic cell | 70000 | 70000 | | | |
| 25 | VCST control stand | 99900 | | 99900 | | |
| 26 | ZF line automation on Chiron machine | 323500 | | | 323500 | |
| 27 | Haulotte arm processing device on the portal machine | 40200 | 40200 | | | |
| 28 | Valve marking stand adaptation for ZF 213 axles | 12400 | | | 12400 | |
| 29 | Automation of grinding without centers machine | 22100 | 22100 | | | |
| 30 | Pipe cutting line | | | 601020 | | |
| 31 | CNC tube bending machine | | | 1089095 | | |
| 32 | Lathe EMAG VL3 DUO | 1100000 | | 440000 | | 660000 |
| 33 | Retrofit Chiron machines for ZF intermediate axles | 200000 | | 200000 | | |
| 34 | Retrofit Chiron machines for ZF Deckel | 160000 | - | - | 160000 | - |
| 35 | Metalix Mbend license with 4 post-processors | 13500 | 13500 | | | |
| 36 | Deckel marking stand | 120000 | | 120000 | | |
| 37 | Increased capacity Nozzle E3 | 650000 | | 250000 | | 400000 |
| 38 | Increased capacity Nozzle E3 | 545000 | | 145000 | | 400000 |
| 39 | Increased capacity Nozzle E3 | 100000 | | | | 100000 |
| 40 | Increased capacity Nozzle NNC E7 | 600000 | | 200000 | | 400000 |
| 41 | Acquisition of mobile kits /trolleys for tools for mentenors; | 10000 | | 5000 | 5000 | |
| 42 | Purchase of CNC equipment (lathe/mill/grinding machine) dedicated to Maintenance dept in order to manufacture and/or modify parts. | 40000 | | 20000 | 20000 | |



compa
beyond expectations

REVENUES AND EXPENSES BUDGET 2023

| | | | | | | |
|----|--|-------------------|------------------|------------------|------------------|------------------|
| 43 | 3D analog Tester - Chiron; | 5000 | | | 5000 | |
| 44 | Road rehabilitation at the intersection with Hendrickson | 10000 | | 10000 | | 0 |
| 45 | Rehabilitation of the road in front of the research center | 21000 | | 21000 | | |
| 46 | Locally rehabilitated roads with potholes and bumps, damaged curbs and curbs | 5000 | | | 5000 | |
| 47 | External rehabilitation of the central warehouse and offices (painted and repaired plinth) | 60000 | | 20000 | 20000 | 20000 |
| 48 | Rehabilitated (externally painted) thermal plant and compressor station and connections | 10000 | | | 10000 | |
| 49 | Rehabilitated fence (plinth) on Henri Coanda street | 20600 | | 20600 | | |
| 50 | Arrangement of dormitories for workers | 350000 | 50000 | 120000 | 180000 | |
| 51 | Extending the external fire water network to Bosch Rail-85 ml | 15000 | | 15000 | | |
| 52 | Extension of the internal fire water network and hydrants at Bosch Rail | 2000 | | 2000 | | |
| 53 | Extension of the internal fire water network and hydrants to At 220 - 12 pcs | 5000 | | | | 5000 |
| 54 | System rehabilitation (IDSAI) at At. 620 (the existing one is non-functional) | 16000 | | | | 16000 |
| 55 | Span household layout | 60000 | | 30000 | 30000 | |
| 56 | Installation of Plumbers' workshop (moving) | 5000 | | | 5000 | |
| 57 | Rehabilitation (replacement) of cold water pipes at the Monobloc Hall - urgent stage II | 2500 | 2500 | | | |
| 58 | Rainwater pipe rehabilitation at Galvanization, Bosch, At. Jteckt, CCD, DMG, At.220 | 4000 | | | 4000 | |
| 59 | Rehabilitated skylights in the production halls (continued) | 4000 | | 2000 | 2000 | |
| 60 | Rehabilitated waterproofing and drains in the production halls (continued) | 2000 | | | 2000 | |
| 61 | Rehabilitated floors with epoxy resins in halls (continued) | 10000 | 2500 | 2500 | | 5000 |
| 62 | Other (urgent) non-nominated works (total) | 66000 | 5000 | 5000 | 6000 | 50000 |
| 63 | Digitization (OCR+EDI) | 100000 | 30000 | 50000 | 0 | 20000 |
| 64 | Forklift with a load of 3.5 tons | 24000 | 24000 | | | 0 |
| 65 | Electric front forklift included in the transfer project | 33000 | | 33000 | | |
| 66 | Tractor with cab for internal flow | 12000 | | | 12000 | |
| 67 | Scale 0-500 kg | 500 | 500 | | | |
| 68 | Pipe transport trailer 12 m long | 10000 | | | 10000 | |
| 69 | Miscellaneous | 1100000 | 200000 | 300000 | 300000 | 300000 |
| | TOTAL | 9,724,000€ | 1,046,400 | 3,154,700 | 2,661,400 | 2,861,500 |