

To: *Bursa de Valori București S.A.*

*Autoritatea de Supraveghere Financiară*

## CURRENT REPORT 69/2024

Pursuant to Law no. 24/2017 on issuers of financial instruments and market operations and to the Romanian Financial Supervisory Authority Regulation no. 5/2018 on issuers and operations with securities, as subsequently amended and supplemented and the provisions of Article 99 of the Bucharest Stock Exchange Code, Title II, Issuers and Financial Instruments.

Date of report	<b>30.08.2024</b>
Name of the Company	<b>AROBS Transilvania Software S.A.</b>
Registered Office	<b>11 Donath Street, building M4, entrance 2, 3<sup>rd</sup> floor, ap. 28, Cluj-Napoca, Cluj, Romania</b>
Email	<a href="mailto:ir@arobsgroup.com">ir@arobsgroup.com</a>
Phone	<b>+40 754 908 742</b>
Website	<a href="http://www.arobs.com">www.arobs.com</a>
Registration nr. with Trade Registry	<b>J12/1845/1998</b>
Fiscal Code	<b>RO 11291045</b>
Subscribed and paid share capital	<b>104,555,233 lei</b>
Total number of shares	<b>1,045,552,330</b>
Symbol	<b>AROBS</b>
Market where securities are traded	<b>Bucharest Stock Exchange, Main Segment, Premium Category</b>

**Important events to be reported:** Financial results for H1 2024

AROBS Transilvania Software reports consolidated revenue of 206 million lei in the first six months of 2024, a slight 6% decrease compared to the first half of 2023, normalized EBITDA of 34 million lei, and normalized net profit of 16 million lei.

Regarding the Group's business segments, the "Software Services" segment continued to be AROBS's main pillar, generating revenue of 166 million lei, accounting for 81% of the total revenue. Despite the global decline in demand for software services in the first part of 2024, the Group's management is investing in growth-potential verticals such as cybersecurity and the integration of AI into the software solutions offered, believing that the organizations and companies they work with still need to implement new processes, from digitalization to complex digital transformation, cybersecurity projects, and the integration of AI into their current operations.

Revenue from the second business segment, "Software Products," grew by 12%, reaching 38 million lei. This was supported by the market growth trend, especially in fleet management, business optimization, HR solutions, and the implementation of digital projects primarily in the private sector. The software products segment continued to grow and generate EBITDA in line with the company's expectations, maintaining a double-digit growth rate.

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**AROBS TRANSILVANIA SOFTWARE S.A.**

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Sole Identification Code: RO 11291045 • Registration Number Trade Registry: J12/1845/1998  
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The third segment, "Integrated Systems," was affected by seasonality and the postponement of projects, including those funded by the PNRR. However, AROBS management expects these to be signed in the year's fourth quarter. The Group's initial expectations for this segment were different, as the project signing process took longer than initially anticipated. Nevertheless, as AROBS has gained experience in this sector, it has been observed that results for most of the projects in this segment will be visible in the last quarter of the year, thus introducing a cyclical element into the Group's business model.

Regarding the contribution of companies acquired by AROBS since 2021, in the first half of 2024, the Software Services segment contributed 68 million lei to the Group's revenue, a significant increase compared to 56.4 million lei in the first half of 2023. As for the Software Products segment, the companies that joined the Group since 2021 contributed 4.2 million lei to revenue, compared to 2.4 million lei in the first six months of last year.

After the first six months of the year, the Group's management implemented a series of strategic measures aimed at cost optimization and organizational structure efficiency. Thus, management costs were reduced by between 5% and 10% by optimizing the management team: CEO, COO, department directors, or project coordinators. These reductions were particularly in departments that recorded declines in revenue and profitability. Through these measures, both direct and general and administrative expenses will be reduced in the coming period. Additionally, considering the new market context, AROBS management focused on retaining the best people within the Group, those who add value and contribute directly to its development. Simultaneously, a rigorous human resources optimization policy was implemented by reducing costs with non-essential staff from the bench or by training key personnel within the Group in new technologies to build an agile and well-prepared team for future challenges. This approach allows the Group to focus on growth and innovation while maintaining an efficient organizational structure.

### Report Availability

The results are available on the website of the company, <https://arobs.com/>, in the dedicated section "AROBS for Investors" / "Financial Results" and on the website of the Bucharest Stock Exchange, [www.bvb.ro](http://www.bvb.ro), symbol: AROBS, as well as are attached to this current report.

### Investor Call

The management will organize a conference call in English to present the financial results of the Q1 2024. The conference call, organized for analysts and individual and institutional investors, will take place on September 3<sup>rd</sup>, 2024, at 15:00, Bucharest time. To participate in the H1 2024 results call, the interested parties are invited to register [HERE](#).

Voicu OPREAN

Chairman of the Board of Directors