

### Revenue and expenditure budget 2023

The income and expenditure budget for 2023 is one focused on investments. We estimate that the net result will be marked by cost elements that have had significant increases (Energy, Fuel, Raw Materials, CO2 Emissions), in the commercial area the basic premise is the decrease in demand as a result of the impact of inflation on the prices of construction materials and as a result of the steep increase in loan rates on the background of changes in the BNR policy of increasing the reference rates of the monetary policy as a tool to moderate inflation.

The budget for 2023 is summarized below:

Indicator	Budgeted 2023	Actual 2022	Budgeted 2023 vs Actual 2022
<b>Net Turnover</b>	<b>229,150,522</b>	<b>221,456,096</b>	<b>3%</b>
Net sales of finished goods	221,071,345	206,153,366	7%
Merchandise Revenues	5,770,840	13,477,507	-57%
Other revenues	18,886,976	25,647,446	-26%
<b>Total Operating Income</b>	<b>245,729,161</b>	<b>245,278,319</b>	<b>0%</b>
Logistics	25,644,581	19,532,656	31%
Wages	43,696,198	35,454,245	23%
Energy, Gas & Water	27,456,871	27,349,388	0%
Raw Materials, Materials, Spare Parts	41,517,224	35,643,631	16%
Other expenses	33,113,791	38,336,636	-14%
<b>Total Operating Expenses</b>	<b>171,428,665</b>	<b>156,316,556</b>	<b>10%</b>
<b>EBITDA*</b>	<b>79,145,674</b>	<b>91,740,329</b>	<b>-14%</b>
<b>EBITDA %</b>	<b>34.54%</b>	<b>41.43%</b>	<b>0%</b>
Depreciation	20,233,017	14,488,179	40%
Financial result	(279,396)	3,489,420	-108%
<b>Gross Profit</b>	<b>53,788,084</b>	<b>77,963,004</b>	<b>-31%</b>
<b>Net Profit</b>	<b>45,181,990</b>	<b>71,858,135</b>	<b>-37%</b>
<b>Net Profit %</b>	<b>19.72%</b>	<b>32.45%</b>	

Board of Directors through the Chairman of the Board of Directors

Daniel Sologon