



REVENUE AND EXPENSE BUDGET 2022 2B INTELLIGENT SOFT S.A.

PROFIT AND LOSS ACCOUNT INDICATORS (LEI) FOR 2022

Operating income	28,414,719
Operating expenses	22,740,300
EBITDA	5,796,603
Operating result	5,674,419
Net result	5,035,088

MAIN DEVELOPMENT DIRECTIONS IN 2022:

1. Structuring and capitalizing company's own intellectual property, manifested through standardized software products

The issuer intends to accelerate the transition to a product company within the Software Division, through: (i) consolidation of the current state of standardized software, with a high focus on BENTO Field Service Management and BENTO Mobile Device Management, (ii) implementation at a sustained pace the objectives of their development; and (iii) developing marketing and sales channels dedicated to promoting and contracting product projects in the region.

BENTO Field Service Management (FSM) is a suite of applications dedicated to companies that deliver services through field teams. The market for these products is substantial at the regional level and with enormous potential globally. BENTO is the only company in Romania with such a solution in its portfolio, already having a series of implementations within renowned multinational companies. BENTO FSM digitizes, automates, and optimizes the entire suite of activities related to delivering services with teams in the field, bringing operational improvements of up to 30%. Currently, the product can be implemented in standard form by companies in Utilities and Energy, having applicability, especially for large companies ("enterprise").

The development of this product involves the broadening of the spectrum of standard functionalities to address other verticals, as well as the development of functionalities that make the solution suitable in the area of smaller companies, such as SMEs ("small and medium enterprises" or "small and medium businesses"). The development plan also includes the system's evolution into a SaaS licensing environment ("Solution as a Service"), which will facilitate the publication of the solution on global marketing channels, such as the one provided by Microsoft, Azure Marketplace.

BENTO Mobile Device Management (MDM) is a system dedicated to companies that manage a substantial fleet of mobile devices (tablets, smartphones, POS, etc.). With significant local implementations already in place, this system also targets an important and growing market. BENTO MDM is a more generic solution than FSM, as target companies can operate in any industry. The solution allows beneficiaries to manage mobile devices centrally, enforce security policies, track devices with GPS, remotely manage each user's rights, remotely manage applications and settings, and lock devices for use only for the purpose pursued. BENTO MDM is already suitable for both large and SME companies.

Precisely, this strategic development direction of BENTO consists of the following lines of action:

- 1.1 Increasing the share of teams dedicated to standard products by attracting new talent and supporting a multi - role structure dedicated to product management;



- 1.2 Accelerate product development, such as BENTO FSM and BENTO MDM, in line with development plans;
- 1.3 Building and supporting marketing channels for product promotion in the region, including conducting marketing campaigns;
- 1.4. Building and supporting sales channels, including building partnerships with local companies in countries in the region.

2. Developing an international presence

Currently, BENTO has ongoing projects outside Romania with clients from the United States and Switzerland. Attention to international development will be focused in the coming years on the following directions:

- 2.1 Organic development in the nearby region focused on standardized software products, building and maintenance of sale channels, establishing partnerships with local companies;
- 2.2 In the United States – focus on delivering custom services.

3. Increasing the share of recurring services in turnover

Each software implementation and most IT projects, Infrastructure & Cloud, have a recurring service component related to the maintenance and evolution of the implemented system. These services are cumulative in nature, as there is a tendency for these maintenance and support contracts to be extended indefinitely. The company aims to continue optimizing the way it delivers these services, with an emphasis on the quality of the customer relationship, to benefit from the cumulative nature of this activity fully. Over time, the share of these services in BENTO's turnover will increase, bringing stability.