

2023 REVENUE AND EXPENSE BUDGET

REVENUE AND EXPENSE BUDGET (LEI)	2022 RESULTS	2023 ESTIMATED RESULTS	EVOLUTION %
Operating REVENUE, of which:	35,465,010	46,698,814	32%
<i>Turnover</i>	28,857,976	32,032,130	11%
<i>Income from the production of intangible assets</i>	6,574,538	14,666,683	123%
Operating expenses	29,153,099	35,358,265	21%
EBITDA	6,975,250	11,840,184	70%
Operating result	6,311,911	11,340,549	80%
Net result	5,600,294	9,266,607	65%

In 2023, the company estimates a turnover of approximately RON 32 million and an intangible assets production of over RON 14.6 million, totaling a total operating income of over RON 46.6 million.

The project with the biggest impact on this estimated result is the execution of the contract with Distribuție Energie Electrica Romania (DEER) where Bento is implementing its own software platform based on the Bento Field Service Management product.

Capitalization of own intellectual property, within the project financed by European Funds won under the Competitiveness Operational Programme (OP) 2014 - 2020, is also an important element in achieving the estimated results.

In addition to the 2 large-scale projects mentioned above, budgeted revenues for 2023 include a mix of projects related to both the Software Development Division (DEV) and the IT, Infrastructure and Cloud Division (IT), both contracts already under execution and projects with a high potential for completion within the year.

The 2023 Revenue and Expense Budget targeted is above the budget expected by the Company's management for this year, including for 2024, at the time of listing on the AeRO market of the Bucharest Stock Exchange in March 2022. Thus, at the level of operating revenue for 2023, it is targeted a 46% increase compared to the operating revenue estimated in the listing memorandum, a 65% increase in EBITDA, and a 58% appreciation in net profit.

