

# **Rompetrol Well Services S.A.**

## **Budget Revenues and Expenses 2024**

## Market Context

In 2023 the upstream market continued to be volatile, with low investment and works level from clients' side. Purchase prices for the goods and services contracted by the company, for the performance of current activities, continued their upward trend, and delivery times recorded fluctuations, as a result of the regional context.

The company managed to implement measures and programs for optimizing costs, improving current activities and employees' protection, in response to major changes in the economic and social climate. The company continues to maintain the measures adopted and aims to implement new strategies that will allow it to increase its flexibility to possible unpredictable fluctuations in demand.

In the context of a competitive and volatile market, the Company concentrates all its efforts in order to obtain positive results.

## Budget Assumptions

Rompetrol Well Services S.A.'s goal is to protect market share for upstream services in a highly competitive environment in Romania, while increasing visibility outside Romania.

The budget proposed for approval is constructed based on Company's goals on domestic market and assumes 788 well service operations (similar with level recorded in 2023). Considering the current stage of discussions regarding expanding activity in near abroad and Middle East countries, no impact from external activity was included in this forecast of activity.

## Budget Revenues and Expenses

Amounts in thousand RON

	2024	Q1	Q2	Q3	Q4
<b>Revenues from services</b>	<b>70,482</b>	<b>17,300</b>	<b>17,904</b>	<b>17,941</b>	<b>17,337</b>
<b>Other revenues</b>	<b>533</b>	<b>133</b>	<b>133</b>	<b>133</b>	<b>133</b>
<b>Operational expenses</b>	<b>(45,332)</b>	<b>(11,295)</b>	<b>(11,046)</b>	<b>(11,060)</b>	<b>(11,932)</b>
Auxiliary materials	(15,028)	(3,671)	(3,843)	(3,843)	(3,670)
Staff Costs, including taxes	(16,452)	(4,077)	(3,768)	(3,872)	(4,735)
Travel & Transport Expenses	(5,019)	(1,237)	(1,270)	(1,273)	(1,239)
Vehicle, Maintenance and Consumables expenses	(3,818)	(934)	(1,005)	(954)	(924)
Subcontractor expenses	(613)	(139)	(139)	(167)	(167)
IT&C expenses	(876)	(219)	(219)	(219)	(219)
Local Taxes	(662)	(166)	(166)	(166)	(166)
Other expenses	(2,864)	(852)	(636)	(565)	(811)
Depreciation Operational	(4,699)	(1,173)	(1,181)	(1,188)	(1,157)
<b>General&amp;Administrative expenses</b>	<b>(12,047)</b>	<b>(2,871)</b>	<b>(2,945)</b>	<b>(2,784)</b>	<b>(3,446)</b>
Staff Costs, including taxes	(5,171)	(1,175)	(1,180)	(1,178)	(1,638)
IT&C expenses	(1,505)	(376)	(376)	(376)	(376)
Outsourced services expenses	(3,268)	(784)	(788)	(789)	(907)
Travel & Transport Expenses	(40)	(11)	(8)	(10)	(11)
Vehicle, Maintenance and Consumables expenses	(50)	(9)	(23)	(9)	(9)
Other expenses	(2,013)	(516)	(569)	(423)	(505)
Depreciation General&Administration	(182)	(46)	(46)	(46)	(44)
Other operating revenue, net	2,113	3	3	3	2,103
<b>EBITDA</b>	<b>15,749</b>	<b>3,271</b>	<b>4,049</b>	<b>4,234</b>	<b>4,196</b>
Financial revenues, net	2,753	667	754	665	668
Profit tax	(1,636)	(302)	(439)	(454)	(442)
<b>Net Profit</b>	<b>11,985</b>	<b>2,416</b>	<b>3,137</b>	<b>3,212</b>	<b>3,221</b>

General Manager,  
Georgian Stefan Florea

Finance Manager,  
Luiza Roxana Moise