

Q3 2023



FINANCIAL REPORT

IN THE Q3 2023 REPORT

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• The consolidated financial results give a true and fair view of the assets, liabilities, financial position, income and expenses of DN AGRAR GROUP S.A. as required by applicable accounting standards.

• Management's Report gives a true and fair view of the significant events that occurred in the first 9 months of 2023 and their impact on the Company's financial statements.



Issuer information

Information about this financial report

Report type	Report Quarter 3 2023
For the financial year	01.01.2023 – 30.09.2023
Legal framework	Annex 13 to ASF Regulation No. 5/2018
Report date	28.11.2023

Information about the issuer

Name	DN AGRAR GROUP S.A.
Tax code	24020501
Commercial Register number	J01/730/2008
Registered office	Alba-Iulia, Strada Piața Iuliu Maniu, Nr. 1, Bl. 31DE, Alba County, ROMANIA

Information about securities

Subscribed and paid-up share capital	31,818,844.80 RON/6,396,261.97 EUR
Market on which the securities are traded	MTS AeRO Premium
Key characteristics of securities issued by the company	159.094.224 ordinary shares
Symbol	DN

Contact

Phone number	+40 258 818 114 +40 258 818 115
E-mail	investors@dn-agrar.eu
Website	www.dn-agrar.eu

ABOUT US

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CEO DN AGRAR



DN AGRAR - Landmarks 9 months 2023



Number of shares
159,094,224

**Closing price
of shares**
September 29th, 2023

0.978
RON

**NET
PROFIT**
22.34
MIL. RON
(4.49 MIL. EUR)
+110.83%
vs
9 months 2022

TURNOVER
115.98
MIL. RON
(23.31 MIL. EUR)
+12.36%
vs
9 months 2022

EBITDA
46.49
MIL. RON
(9.35 MIL. EUR)
+43.14%
vs
9 months 2022

**TOTAL
ASSETS**
258.05
MIL. RON
(51.87 MIL. EUR)
+10.02%
vs
31 Dec. 2022

**FIXED
ASSETS**
170.06
MIL. RON
(34.19 MIL. EUR)
+5.86%
vs
31 Dec. 2022

EQUITY
102.13
MIL. RON
(20.53 MIL. EUR)
+28.20%
vs
31 Dec. 2022

DN AGRAR - Landmarks 9 months 2023

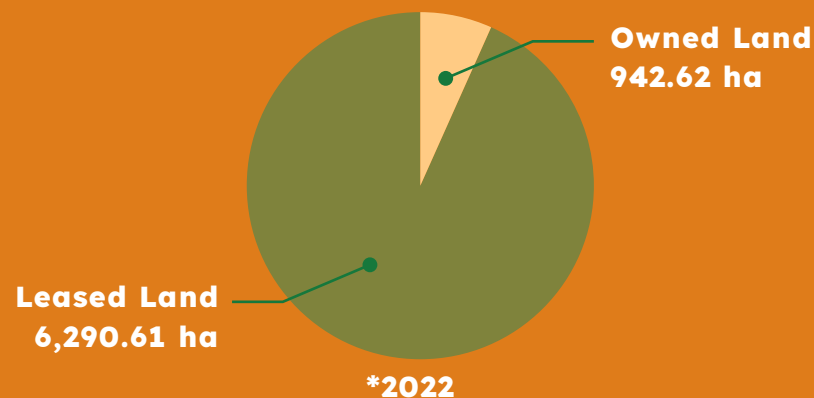


Quantity
of milk delivered



15.8%
vs.
9 months 2022

Total area - 7,151.28 ha*



CULTURI

Porumb

Triticale

Lucernă

Grâu (de toamnă)

Orz (de primăvară și de toamnă)

Floarea - soarelui

Mazăre

Amestec de iarbă

Q&A with Jan G. de Boer, CEO DN AGRAR



1. How would you characterize the first 9 months of 2023 for DN AGRAR? What were the main achievements of the company? What challenges did you face in the first 9 months of the year?

DN AGRAR has successfully completed its activity in the first 9 months of 2023, recording growth both in the financial results achieved, at consolidated level, and in terms of operational activity.

Thus, in the first 9 months, we achieved a turnover of 116 million ron, an increase of 12% compared to the same period of the previous year, a net profit of 22.34 million ron, an advance of 110.83%, and total assets reached 258.05 million ron, an increase of 10% compared to the first 9 months of 2022. These increases were mainly impacted by the drastic drop in the price of cow's milk as well as the price of cereals.

Linked to operational activity, the first 9 months brought DN AGRAR a 15.8% increase in the quantity of milk delivered, and the livestock herd was up 20% compared to the same period in 2022, reaching almost 13,000 animal heads.

The drastic drop in cow's milk prices and grain prices were the main challenges we faced in these first 9 months of the year, but thanks to the strategic investments made, mainly supported by the increase in milk production, the optimization of the production cost, as well as the investments made to automate some operations of the production process, we managed to dilute costs and increase the profit margin.

2. How would you describe the evolution of the milk market in the first 9 months of the year?

As for the evolution of milk prices, we have observed that they faced significant challenges in the first 9 months of this year, including the price of milk at the shelf.

At EU level, we have seen a decrease in the milk price, which is somehow expected given the price levels from last year, and the adjustment of the milk price being necessary, but even so the current milk price is higher than before the war in Ukraine.

For the coming period, the milk market forecasts indicate a favorable outlook and we expect to see an increase in the price in the near future.

3. What are the prospects for the milk market in Romania? What are the challenges and what would be the solutions from your perspective?

In Romania, not even half of the consumption demand for milk is covered by internal production, and for which considerable imports are made, especially from countries such as Hungary and Poland.

The trade deficit in milk has increased almost 5 times in the last 10 years, according to data provided by the National Institute of Statistics. Productivity is also extremely low, with more than 200.000 head producing between 5-7 liters/day, compared to 30 liters/day in other countries.

Among the challenges facing the Romanian milk market, is the poor

management of subsidies, so one of the solutions would be to improve the management of subsidies. Also, increasing the amount of subsidy per head of cattle, covering not only the processing or breeding part but also the logistical part, would support farmers operating on the internal market.

For the coming period, we will continue to pursue our ambitious objectives, in particular in terms of sustainable growth in production capacity. One of the projects we have in mind is the new farm in Straja with a capacity of 5,000 cattle. This project, which will take about 3 years, will become operational next year, when we expect to be able to start the milk production once the first phase is completed.

We believe that through the efficiency of our operational activity, the strategies we have adopted and the investments we have made, we have demonstrated that DN AGRAR is a profitable and sustainable business, as well as a market leader.

KEY EVENTS 9 MONTHS 2023

JANUARY

**Acquisition of
800 Holstein cows
for Apold farm**



So far, purchases for the Apold farm amount to a herd of 1,200 animals, part of which is used to renew the milking cow herd and part to fill the farm's new production capacity.

The investments made last year to modernise and expand our milking parlours allow us to increase both the number of cattle and milk production without compromising the quality standards that define our company†, says Jan Gijsbertus de Boer, Chairman of the Board of Directors of DN AGRAR Group.

MARCH

DN AGRAR PROJECTS

- Start of the project for IFRS reporting
- Implementation of the ERP-SAP digital solution for DN AGRAR SERVICE and DN AGRAR LOGISTICS



IFRS



FEBRUARY

**Acquisition of
200 igloos
for Apold farm**



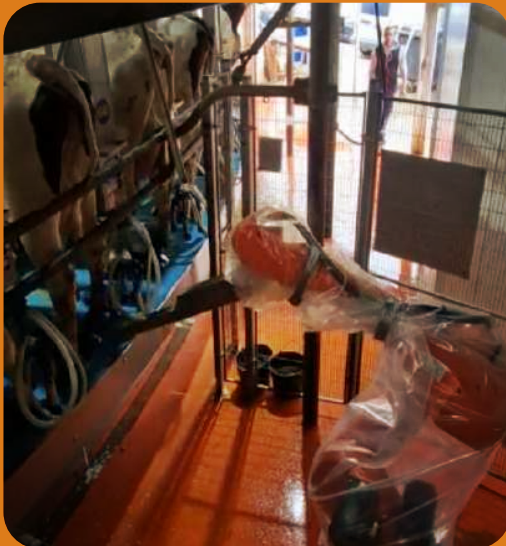
KEY EVENTS 9 MONTHS 2023

APRIL

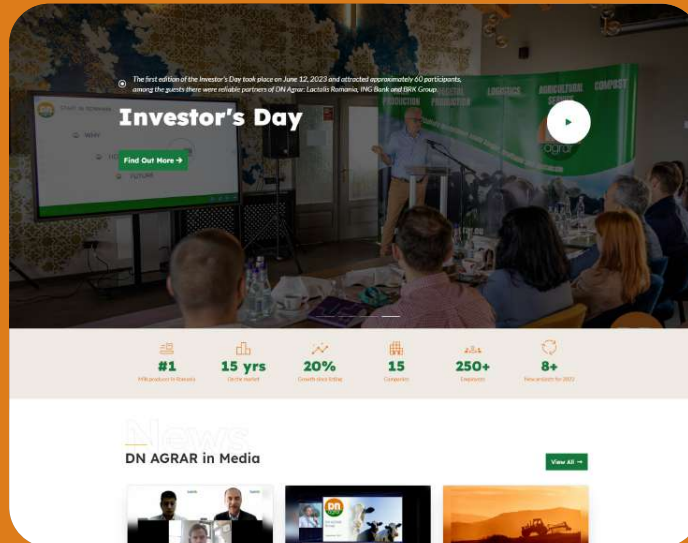
DN AGRAR organized the **Ordinary and Extraordinary General Meetings of Shareholders**

MAY

Installation of robots in the milking parlors of the Lacto Agrar and DN Agrar Cut farms



New instruments for communication with investors by launching a new website



JUNE

The first Investors' Day event organized



Market Maker services acquired from BRK Financial Group



KEY EVENTS 9 MONTHS 2023

JULY

DN AGRAR has published the key operational indicators for H1 2023.

**A 15.5% INCREASE IN THE
DELIVERED QUANTITY OF MILK
IN THE FIRST SEMESTER OF 2023.**



AUGUST

DN AGRAR has published the report for the first quarter of 2023.



SEPTEMBER

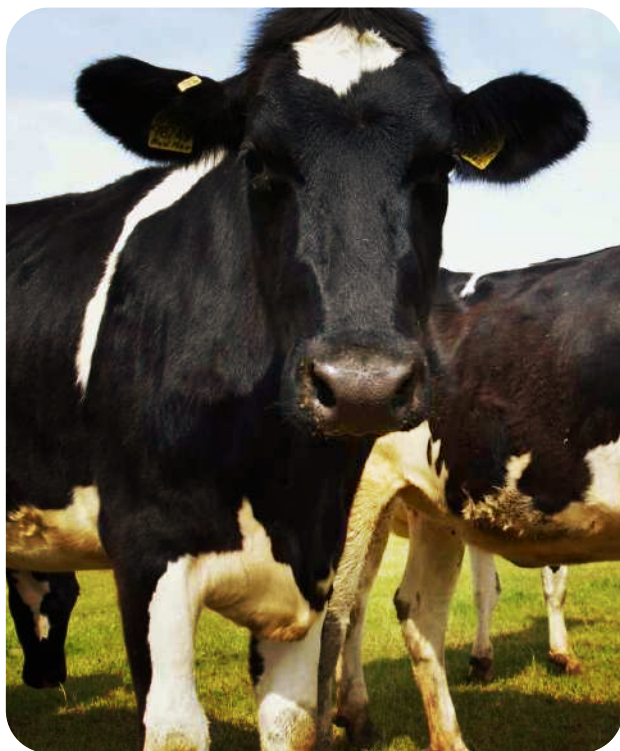
DN AGRAR participated in a series of media events dedicated to the capital market.

What did the first 9 months of 2023 mean for DN AGRAR?

January

The acquisition of 800 Holstein cows for the Apold farm.

The purpose of this acquisition was to increase the production capacity and also to renew the milking cow livestock and young cattle.



February

The acquisition of 200 Igloos for the Apold farm.

Also for the Apold farm, we have additionally purchased 200 Igloos for young cattle, bringing the total number to 600 units, sufficient capacity to accommodate the farm's livestock growth.

The igloo shelters are used for approximately 3 months. After this period, the calves are transferred to the Prodact farm (whose activity is to grow dairy cattle), where they stay for approximately 20 months, spending time both indoors and in the field.



March

DN AGRAR PROJECTS

We have signed a collaboration contract with a company that will prepare the reports for the year 2022/2023 in accordance with IFRS standards, considering our objective to transfer on the Main Market of the BVB.

Additionally, in the month of March, we initiated the implementation phase of the ERP – SAP digital solution for DN AGRAR LOGISTICS and DN AGRAR SERVICE, along with the integration of the Arendis program, the software for monitoring fuel tanks, and the Agrovir program.



What did the first 9 months of 2023 mean for DN AGRAR?

April

The Ordinary and Extraordinary General Shareholders' Meeting

During the GSM, the company's representatives provided a general overview of the company's activities for the year 2022.

The main approved agenda items during the meetings were as follows

- The individual and consolidated financial statements for 2022.
- Allocation of the net profit for the financial year 2022.
- The budget of revenues and expenses for the financial year 2023.
- Renewal of the mandate of the financial auditor.
- Approval of the modification of Article 13, point 8, of the Company's Articles of Incorporation, by introducing the possibility of convening and conducting the General Meeting of Shareholders through electronic means of direct remote communication.
- Guaranteeing the loans contracted by DN AGRAR Holding S.R.L. and LACTO AGRAR S.R.L. from ING Bank NV Amsterdam, Bucharest Branch.

May

Installation of robots in the milking parlors of the Lacto Agrar and DN Agrar Cut farms

In order to increase the efficiency of work in our farms, we set out to install and use, in the LACTO AGRAR and CUT farms, 2 types of robots for the milking process:

- The first type of robot is a milking sprayer that is used after the milking process is finished.
- The 2nd type of robot has the role of pre-cleaning and stimulation of lactation and is used before the start of the milking process.

These robots are specially designed to be used in the milking parlors equipped with milking rotators, which we have both at the Lacto Agrar farm and at the Cut farm.

We have already started this project and installed milking sprayers in our 2 farms in May this year, which are used after the milking process is finished. These robots automatically spray the udders with a special solution (post-dip), which covers and protects the udder from the bacteria that cause mastitis between milking cycles.

Phase 2 of the project consists of the installation of pre-cleaning and lactation stimulation robots, which we anticipate to be installed towards the end of this.

According to our internal analysis, when this project is completed and these robots are installed and operational, we will see an approximately 50% reduction in manual labor in the milking process for both farms.

New communication tools with investors adopted by launching a new website

The company launched a new website, in an intuitive format, designed to give investors and other stakeholders easy access to information and interactive tools to analyze the company's performance and the evolution in the capital market.

The new website launched by DN AGRAR aims at effective, proactive, and transparent communication with investors, providing them with easy access to information, as well as the adopted proactive communication tools.

The section dedicated to investors presents both the mandatory information arising from the status of a company listed on the Bucharest Stock Exchange, as well as a series of materials and tools that proactively and in detail explain the company's activity and investment strategy.

Interactive analysis tools are integrated into the new website, which allows investors and stakeholders to interact with the company's financial data, choosing the information and making comparisons relevant to their interests.

June

The first "Investor Day" event was organized at the company's farms in Alba

DN AGRAR organized its first "Investor Day" event, where over 60 participants had the opportunity to witness remarkable agricultural activities, discover how animals are raised and cared for, and learn details about the milk market in Romania.

DN AGRAR presented the audience with a concrete overview of the operational activities on its farms, including how milk is collected from cows, the digital tools implemented on the farms, and the innovative approach that highlighted the scale of the company's operations and the professionalism of its team.

Market Maker Services by BRK Financial Group

Starting from June 2023, DN AGRAR benefits from the Issuer's Market Maker services, offered by BRK Financial Group.

The DN share was the 17th share of an issuer listed on the Bucharest Stock Exchange, for which the BRK Financial Group team provides Issuer Market Maker services, and the 5th on the AeRO market.

What did the first 9 months of 2023 mean for DN AGRAR?

July

DN AGRAR has published the key operational indicators related to H1 2023

In the first semester of 2023, DN AGRAR recorded a 15.5% increase in the quantity of delivered milk compared to the same period in 2022.

Throughout 2023, DN AGRAR saw increases in the quantity of delivered milk each month compared to the similar period in 2022. May stands out as a benchmark month, hitting a record quantity of nearly 5 million liters delivered per month.



August

DN AGRAR has published the report related to the first quarter of 2023

On August 7th, DN AGRAR released the Financial Statements Report for the first quarter of 2023.

Key indicators for Q1 2023:

- DN AGRAR achieved a turnover of 44 million RON, marking a 48% increase from Q1 2022.
- The net profit reached 8 million RON, a surge of 172% compared to the same period in the previous year.
- The quantity of delivered milk rose by over 13% compared to Q1 2022, attributed to the increase in the number of directly productive animals on the farms.



September

DN AGRAR participated in a series of media events dedicated to the capital market

September 8th, 2023:

"Romania & Frontier Investor Days 2023," hosted by the Bucharest Stock Exchange (BVB) & Wood & Co

September 18th, 2023:

"The Capital Market Forum 2023," organized by Financial Intelligence

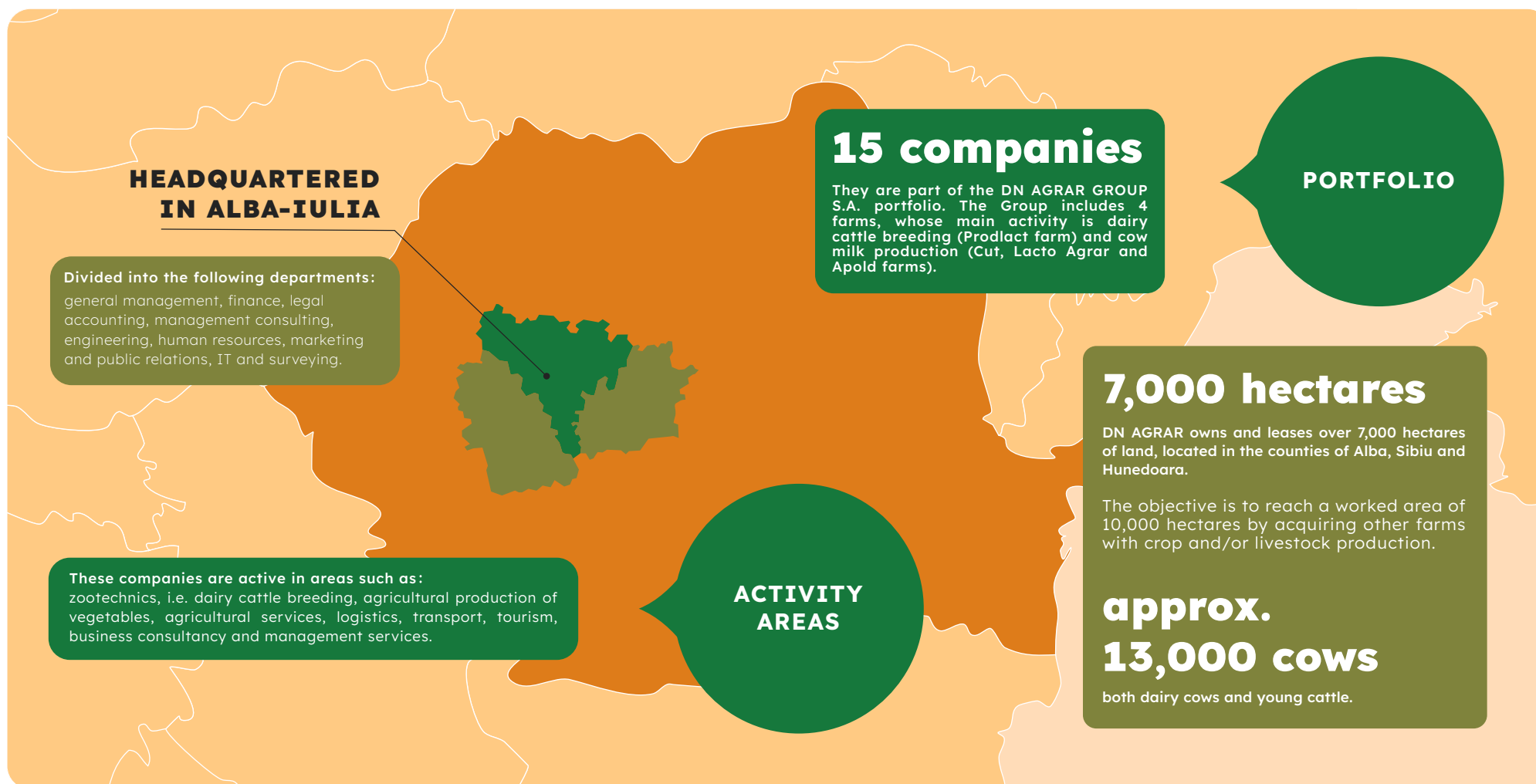
September 20th, 2023:

TradeVille Podcast



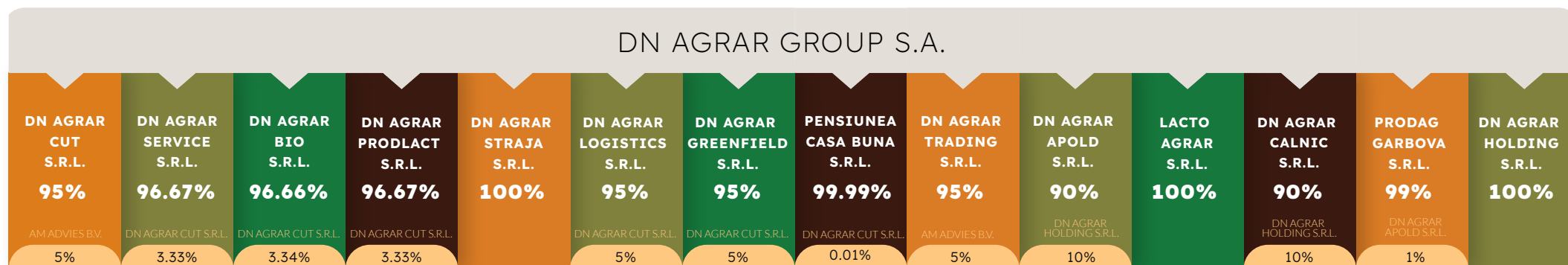
Presentation of DN AGRAR

The Company started its activity in Romania in 2008, through the initial lease of 23 ha of agricultural land in central Transylvania, in the counties of Alba, Sibiu and Hunedoara - financed by Mr. Jan G. de Boer, and since 2010 through foreign investments.



Presentation of DN AGRAR

The chart below shows the percentage of capital that DN AGRAR GROUP SA holds in each of its portfolio companies :



DN AGRAR GROUP S.A. holds directly and/or indirectly* shares to which voting rights are attached, in the following companies

- 1 DN AGRAR APOLD S.R.L. – direct shareholding 90% + indirect shareholding (through DN AGRAR Holding SRL) 10%
- 2 DN AGRAR CALNIC S.R.L. – direct shareholding 90% + indirect shareholding (through DN AGRAR Holding SRL) 10%
- 3 DN AGRAR TRADING – indirect shareholding (through DN AGRAR Cut SRL) 95%
- 4 DN AGRAR CUT – direct shareholding 95%
- 5 DN AGRAR HOLDING – direct shareholding 100%
- 6 LACTO AGRAR – direct shareholding 100%
- 7 PRODAG GARBOVA S.R.L. – direct shareholding 99% + indirect shareholding (through DN AGRAR Apold SRL) 1%
- 8 DN AGRAR STRAJA S.R.L. – direct shareholding 100%
- 9 DN AGRAR BIO S.R.L. – direct shareholding 96.66% + indirect shareholding (by DN AGRAR Cut SRL) 3.173%
- 10 DN AGRAR LOGISTICS S.R.L. – direct shareholding 95% + indirect shareholding (by DN AGRAR Cut SRL) 4.75%
- 11 DN AGRAR PRODLACT S.R.L. – direct shareholding 96.76% + indirect shareholding (by DN AGRAR Cut SRL) 3.16%
- 12 DN AGRAR SERVICE S.R.L. – direct shareholding 96.67% + indirect shareholding 3.1635%
- 13 DN AGRAR GREENFIELD S.R.L. – direct shareholding 95% + indirect shareholding (by DN AGRAR Cut SR) 4.75%
- 14 PENSIUNEA CASA BUNA S.R.L. – direct shareholding 99.99% + direct shareholding (by DN AGRAR Cut SRL) 0.0095%

*the indirect participation fee has been calculated pro rata

DN AGRAR ON THE CAPITAL MARKET

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Investors Relations Manager 17

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Q&A with Peter de Boer, Investors Relations Manager



1. Who are DN AGRAR investors and what steps have you taken to build a relationship with them in the first 9 months of 2023?

At DN AGRAR we value the relation with investors, recognizing their importance in the success and growth of the company and we maintain an open and transparent line of communication with them. Our investors are mainly individuals and this year we saw an increase in the number of shareholders of over 60%. We see higher liquidity and more investors trading DN AGRAR's shares, and we value the partnership we have with our new shareholders.

We were impressed by the participation of investors at the first Investor Day, organized in Alba, where more than 60 individual and retail investors joined to see the activity on our farms and interact with the extended team.

A new website, quarterly conference calls, Investors Day event and Market Making services are all instruments adopted this year to support our Investor Relations activity.

We have also had the honor of being awarded the Best Company in IR award for the AeRO Market at GALA by ARIR 2023, being the most-voted company by individual investors.

2. How do you assess the performance of DN's stock price in the first 9 months and what are the medium-term expectations?

The performance of DN AGRAR's stock price in the first nine months of this year has been noteworthy, with an advance of 35% of the share price. Also, the number of transactions reached 4,188, with a total traded value exceeding 12 million lei. This performance is indicative of the market's response to the company's strategic initiatives, operational achievements, and financial results. Nevertheless, we also supported the liquidity by contracting Market Maker services from BRK Financial Group.

Regarding the medium-term expectations, we remain optimistic about the trajectory of DN AGRAR's stock. The company continues to focus on sustainable growth, technological advancements, and strategic investments and we believe these efforts will contribute positively to the stock's performance.

3. What are the plans regarding the transfer to the Main Market and what actions have you taken so far?

Our future plans include upgrading to the Main Market, depending on market conditions, as we aim to access institutional investors and further expansion, allowing investors to get exposure to agriculture done in a very professional and sustainable way.

Currently, we are working to fulfill all the requirements for the access to main Market of Bucharest Stock Exchange. In support of the transition to the Main Market, we are working to digitize our activity as much as possible, we already implemented several projects. We are in the process of implementing IFRS standards as well and we started consolidating the companies within the group, having as main objective streamlining the structure. Also, we will publish our first ESG report this year. We are working on all directions to make sure that we are prepared as from the point of view of the requirements, but also as an organization, for this next step.

However, it is important to keep in mind that the stock market can be influenced by various factors, and our projections are based on the current market conditions and the company's strategic direction. We are committed to delivering value to our shareholders and navigating the market dynamics effectively.

4. What expectations do you have for the next quarter regarding the company's activity? What about for the next year?

Looking into the future, DN AGRAR is determined to sustain its growth trajectory and continue the ambitious plans started for 2023, including sustainable production capacity growth. For the final quarter, we expect to maintain a growth pace in our operational activities, particularly in milk production. Also, in terms of the milk market environment, the prospects look good, and the expectations are to see an increase in the price, in the next period.

In the medium term, we will be constructing a new farm in Straja, a project that we estimate will take around 3 years but will become partially operational starting next year. The Straja project – new farm of DN AGRAR, will have the capacity of 5,000 cattle.

We believe that by being efficient we remain competitive, so improving productivity is a key objective. This involves investing in new technologies, optimizing the supply chain, digitizing operations, setting goals, and training staff. Through these efforts, we aim to be a profitable, leading business recognized for its commitment to sustainability, innovation, social responsibility, and food quality.

Performance indicators

VEKTOR Indicator

DN AGRAR achieved a score of 8.5 in the VEKTOR evaluation, a communication indicator for companies listed on the BVB (Bucharest Stock Exchange), calculated by ARIR. The score obtained in the first assessment conducted for the AeRO market in 2022 ranks DN among the top companies in the market, demonstrating the company's high interest in adopting the best tools for investor communication.

Share Buyback Program

Starting from January 6th of this year, DN AGRAR initiated a share buyback program - Stock Option Plan, as per decision no. 15 of the Extraordinary General Shareholders' Meeting from April 28, 2022, which approved the repurchase of the company's own shares. The buyback program ran until February 23, 2023, when DN AGRAR's share repurchase program was concluded following the repurchase of the share package established by the Board of Directors.

The shares repurchased by DN AGRAR will be offered to the beneficiaries of the Stock Option Plan (employees, directors) free of charge. The payment for the repurchased shares will be made from the distributable profit or available reserves of the company, as recorded in the latest approved annual financial statement, except for legal reserves, in accordance with the provisions of Article. 103 ind.1 of Law no. 31/1990, updated.

Market Making Services

To support the company's plans regarding its activities in the capital market, starting from June 2023, DN AGRAR has contracted Market Making services from BRK Financial Group.

Share Price Performance

The price of DN AGRAR's shares on September 29, 2023, was **0.9780 RON**, marking a **44.67% increase** compared to September 30, 2022. In Q3 2023, there were 1,993 transactions with DN shares, with a total traded value of nearly 8 million RON. **For the first 9 months, the number of transactions reached 4,188**, with a total traded value exceeding 12 million RON.

DN AGRAR GROUP - EVOLUTION OF THE SHARES PRICE COMPARED TO BETAeRO



CAPITALIZATION

155.59 MIL. RON
31.28 MIL. EUR
29.09.2023

EQUITY/SHARE

0.55 RON
0.11 EUR
29.09.2023



NUMBER OF SHARES

159,094,224

Performance indicators

AT CONSOLIDATED LEVEL at 30.09.2023

**EBITDA
MARGIN***
30/09/2023

48.05% +47.29%
vs 9 months
2022



**PROFIT
MARGIN***
30/09/2023

12.35% +73.44%
vs 9 months
2022



ROA*
30/09/2023

8.66% +91.64%
vs 31 Dec.
2022



ROE*
30/09/2023

21.87% +64.45%
vs 31 Dec.
2022



PER*

6.97

8.33

EPS*

0.14 RON
0.03 EUR

+110.83% vs 9 months 2022



0.14 RON
0.03 EUR

+110.83% vs 9 months 2022



P/BV*

0.79

0.94

30/09/2023

16/11/2023

**PROFIT/
SHARE***
30/09/2023

0.14

+110.83% vs 30.09.2022



**TOTAL ASSETS/
SHARE***
30/09/2023

1.62 RON/0.33 EUR

+10.02% vs 31.12.2022



**NET ASSETS/
SHARE***
30/09/2023

1.24 RON/0.25 EUR

+28.20% vs 31.12.2022



*View on the next page the calculation method for this indicator.

The amounts are calculated at the BNR exchange rate from September 30th, 2023 - 4.9746 RON/EUR.

Performance indicators

AT CONSOLIDATED LEVEL at 30.09.2023

Rentability of EBITDA = Net profit/EBITDA

EBITDA margin = Net profit/EBITDA

ROA = Net Profit/Total Assets

PER = Market Capitalisation/Net Profit

EPS = Net Profit/Total Number of Shares

Profit/Share

= Net Profit/Total Number of Shares

Total Assets/Share

= Total Assets/Total Number of Shares

Calculation method



Rentability of Profit = Net Profit/Operating Income

Profit Margin = Net Profit/Turnover

ROE = Net Profit/Equity

P/BV = Market Capitalisation/Net assets

Activ Net = Total assets - Current liabilities

Net Assets/Share

= Net Assets/Total Number of Shares

Equity/Share

= Equity/Total number of shares

PERFORMANCE

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Milk production activity 24

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- Key financial indicators at consolidated level 36



DN AGRAR Group performance and key figures 9 months 2023

TURNOVER*

115.98
MIL. RON
(23.31 MIL. EUR)

+12.36%
VS
9 months 2022

**NET
PROFIT***

22.34
MIL. RON
(4.49 MIL. EUR)

+110.83%
VS
9 months 2022

EBITDA*

46.49
MIL. RON
(9.35 MIL. EUR)

+43.14%
VS
9 months 2022

**TOTAL
ASSETS***

258.05
MIL. RON
(51.87 MIL. EUR)

+10.02%
VS
31 Dec. 2022

**FIXED
ASSETS***

170.06
MIL. RON
(34.19 MIL. EUR)

+5.86%
VS
31 Dec. 2022

**NET
ASSETS***

197.91
MIL. RON
(39.78 MIL. EUR)

+13.26%
VS
31 Dec. 2022

EQUITY*

102.13
MIL. RON
(20.53 MIL. EUR)

+28.20%
VS
31 Dec. 2022

**OPERATING
INCOME***

180.90
MIL. RON
(36.36 MIL. EUR)

+21.56%
VS
9 months 2022

*View on the next page the calculation method for this indicator.

The amounts are calculated at the BNR exchange rate from September 30th, 2023 - 4.9746 RON/EUR.

DN AGRAR Group performance and key figures 9 months 2023

Calculation method



Net turnover = Production sold + Income from sale of goods - Income from trade discounts granted

NET PROFIT OR LOSS FOR THE FINANCIAL YEAR = GROSS PROFIT OR LOSS - Income tax - Tax specific to certain activities - Other taxes - Net profit or loss on minority interests

EBITDA = Net Profit + Interest Expense + Tax Expense + Depreciation and Amortization Expense

TOTAL ASSETS = FIXED ASSETS + CURRENT ASSETS + PREPAID EXPENSES

FIXED ASSETS = INTANGIBLE ASSETS + TANGIBLE ASSETS + FINANCIAL ASSETS

Net Assets = TOTAL ASSETS - CURRENT LIABILITIES

SHAREHOLDERS' EQUITY = Subscribed paid-in capital + EQUITY Premium + RESERVES + OWN SHARES + REPORTED PROFIT OR LOSS + PROFIT OR LOSS FOR THE FINANCIAL YEAR + MINORITY INTEREST

REVENUE FROM OPERATING ACTIVITIES = Production sold + Income from the sale of goods + Trade discounts granted + Income relating to the cost of work in progress + Income from the production of intangible and tangible fixed assets + Income from the revaluation of tangible fixed assets + Income from the production of investment property + Income from operating subsidies + Other operating income

Milk production activity

For the first 9 months of 2023, **the livestock** held by DN AGRAR, consisting of dairy cows and young cattle, reached **almost 13,000 heads**, a **20% increase** compared to the same period in 2022.

Regarding the quantity of milk delivered, during the first 9 months of 2023, we recorded **a 15.8% increase in the quantity of milk delivered** compared to the same period last year.

Analysing the quantity of milk delivered in each month of 2023, we have seen increases of over 10% monthly compared to 2022, and in May and July of 2023, the increase was 20%.

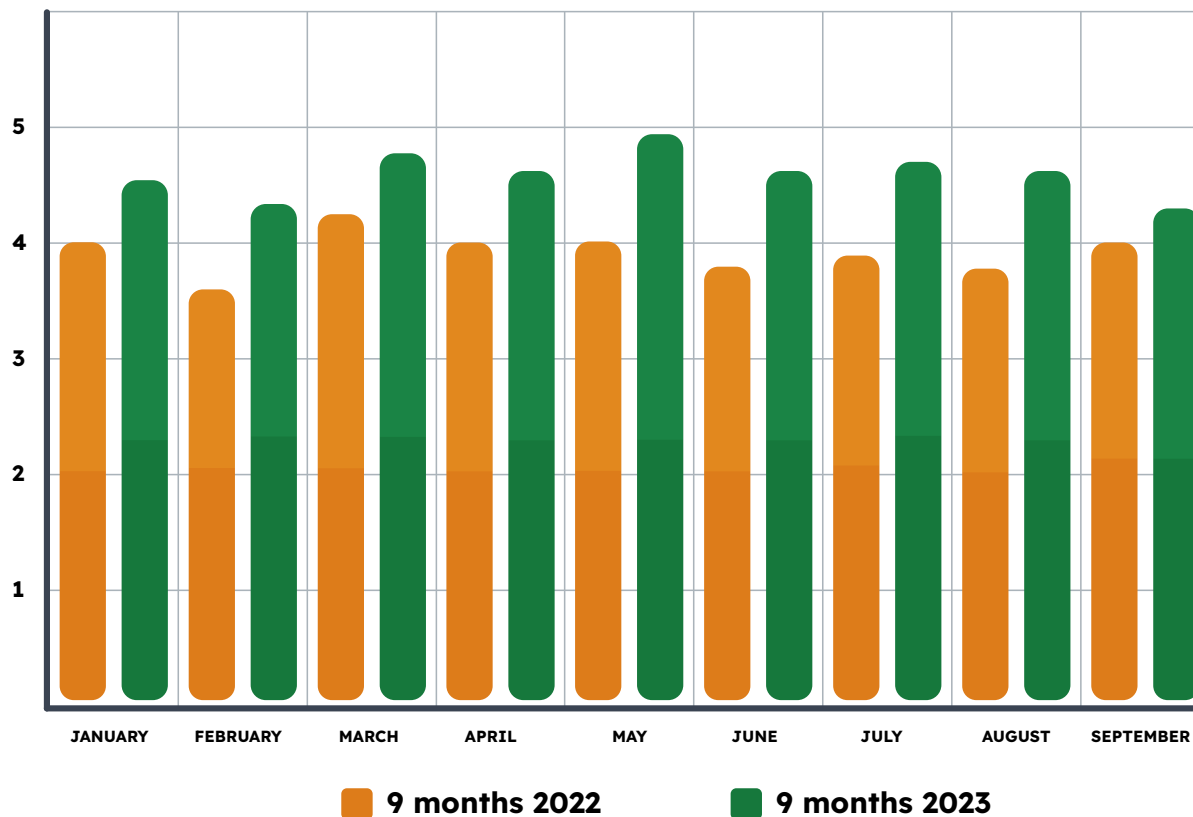
For the last quarter of 2023, **we anticipate maintaining the same rhythm in operational activities**, including milk production activity, thereby solidifying the growth in milk deliveries to customers.

QUANTITY OF MILK DELIVERED 9 months 2023 vs 9 months 2022



15,8%

MIL. LITRES



Agriculture and cereal production activity

The company DN AGRAR, alongside its milk production activity, also conducts, on a secondary level, cereal production, which is partially seasonal. As the agricultural cycle in Romania is divided into two main seasons, each has a different influence on the company's financial performance.

Spring campaign: takes place from March to May, with harvesting activities in September to October.

Autumn campaign: occurs between September and October, with harvesting activities in the following summer.

In the field of cereal cultivation, companies within the **DN AGRAR Group cultivate over 6,200 hectares** located in Alba, Sibiu, and Hunedoara counties. **The objective is to expand the cultivated area to 10,000 hectares** through the acquisition of other agricultural production farms.

Related to the grain production activity, in **January**, we initiated soil preparation works for the 2022/2023 crops, **successfully completed in February**.

Also, in **January**, we commenced basic machinery and tractor revisions, an annual operation **completed towards the end of February**.

In **March**, specific activities began

We carried out specific work for autumn crops (fertilization) and started preparing the soil for establishing spring barley and lucerne crops.

We conducted specific work for spring crops: sowing spring barley and lucerne, and fertilization for cereal crops.

We began preparing land for sowing for the maize crop.

In **April**, we started sowing maize, carried out phytosanitary treatments for cereal crops, and pre-emergent herbicide application for the maize crop. Additionally, in April, we began harvesting the first cut of lucerne for silage.

In **May**, we completed maize sowing for silage and finished harvesting silage from triticale. Also, we completed the second cut of lucerne, started sowing the second maize crop after the autumn triticale crop, and applied phytosanitary treatments (T2) for cereal crops.

In **June**, we applied vegetation herbicide treatments for the primary maize crop and pre-emergent herbicide treatments for the secondary maize crop.

We carried out specific silage preparation works to accommodate grain cereals that would be harvested in **July**.

In **July**, we harvested grain cereals: autumn wheat, autumn triticale, autumn barley. The cereals were transported and stored into our silos. Simultaneously, we started baling straw bales, an operation that extended into **August**. After baling, the bales were transported to our livestock farms.

In **August**, we began harvesting the primary maize silage crop, completing the baling operation and transporting the straw bales to the farms.

In **September**, we continued harvesting the primary maize silage crop and began preparing the land for spring crops through scarification. Also, in this month, we initiated preparation and sowing operations for autumn cereals, including autumn wheat and autumn triticale.

The yields resulting from these crops are used for both providing fodder for DN AGRAR's cattle farms (silage maize, lucerne, silage triticale, grass, wheat straw) and paying land rent (for those lessors opting for cereals). Additionally, DN AGRAR also produces cereals (wheat, maize) for sale.

Another important activity for our company is the establishment of a secondary maize crop, planted after the primary silage triticale crop harvest. This brings multiple advantages, both economic and agronomic.

The second maize crop is established with lower costs than the primary crop because it doesn't involve land rent costs, doesn't require basic land work (plowing or scarification), or land cleaning, leaving the field clear of vegetative residues after silage harvesting, thus preventing soil erosion.

For the agricultural year 2022/2023, below are the crops established by DN AGRAR.

CULTURES

Corn

Triticale

Alfalfa

Wheat (autumn)

Barley (spring and autumn)

Sunflower

Peas

Grass mixture

Analysis of the financial results

Analysis of the consolidated financial results as at 30.09.2023

During the second and third quarters, the company's activity was impacted by the decrease in the price of cow's milk and cereals. However, it recorded an increase in financial results on a consolidated level.

Therefore, in the first 9 months of 2023, we achieved a turnover of 116 million lei, a 12% increase compared to the same period of the previous year. This growth was supported by increased milk production, optimized production costs, as well as investments made in automation by the DN AGRAR Group SA firm group.

For the upcoming period, we estimate that we will maintain this trend considering the increase in the number of dairy cows on the livestock farms, which implies a growth in cow's milk production. Additionally, we expect continued optimization of production costs both in crop production and livestock farming.

TURNOVER

**115.98
MIL. RON**
(23.31 MIL. EUR)

+12.36%
VS
9 months 2022

FIXED ASSETS

**170.06
MIL. RON**
(34.19 MIL. EUR)

+5.86%
VS
31 Dec. 2022

NET PROFIT

**22.34
MIL. RON**
(4.49 MIL. EUR)

+110.83%
VS
9 months 2022

CIRCULATING ASSETS

**86.53
MIL. RON**
(17.39 MIL. EUR)

+19.40%
VS
31 Dec. 2022

INTANGIBLE ASSETS

**6.43
MIL. RON**
(1.29 MIL. EUR)

-4.01%
VS
31 Dec. 2022

TOTAL ASSETS

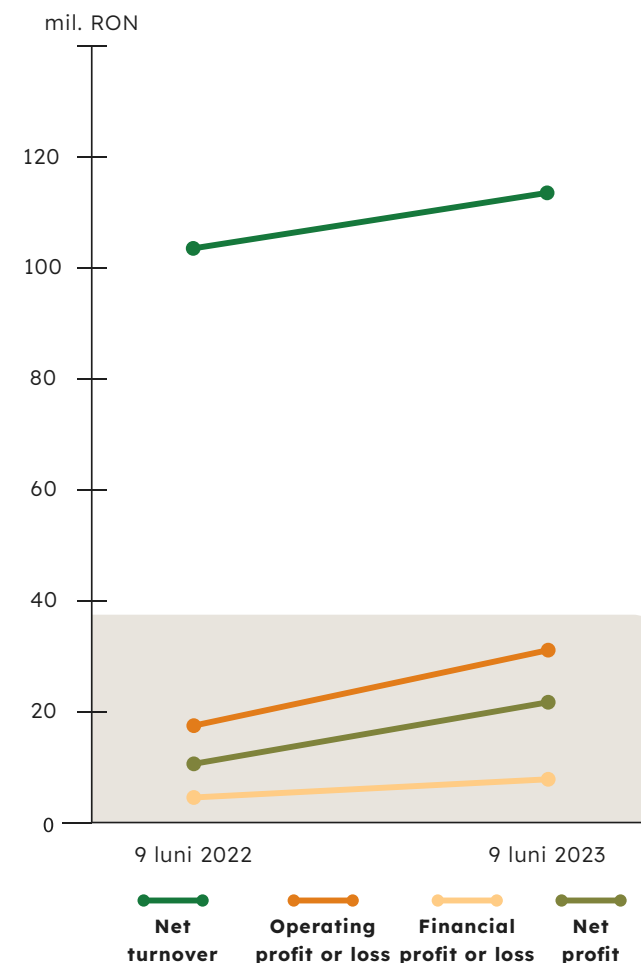
**258.05
MIL. RON**
(51.87 MIL. EUR)

+10.02%
VS
31 Dec. 2022

Analysis of the financial results

Analysis of the profit and loss account at consolidated level

Indicators	30.09.2023		30.09.2022		Δ%
Net turnover	RON 115,983,423	EUR 23,315,125	RON 103,227,461	EUR 20,750,907	12.36%
Operating income - total	RON 180,897,789	EUR 36,364,288	RON 148,814,330	EUR 29,914,833	21.56%
9. Personnel expenses	RON 18,306,270	EUR 3,679,948	RON 15,330,356	EUR 3,081,726	19.41%
10. a) Value adjustments regarding tangible and intangible assets	RON 15,465,424	EUR 3,108,878	RON 14,500,639	EUR 2,914,936	6.65%
11. Other operating expenses	RON 26,129,999	EUR 5,252,683	RON 24,228,623	EUR 4,870,467	7.85%
Adjustments regarding provisions	RON 327,739	EUR 65,882	RON 328,975	EUR 66,131	-0.38%
Operating expenses	RON 147,741,472	EUR 29,699,166	RON 130,326,185	EUR 26,198,324	13.36%
Operating profit or loss	RON 33,156,316	EUR 6,665,122	RON 18,488,146	EUR 3,716,509	79.34%
Financial income - total	RON 1,714,238	EUR 344,598	RON 911,571	EUR 183,245	88.05%
Financial expenses - total	RON 8,329,025	EUR 1,674,310	RON 5,658,169	EUR 1,137,412	47.20%
Financial profit or loss	RON (6,614,787)	EUR (1,329,712)	RON (4,746,598)	EUR (954,167)	39.36%
Total income	RON 182,612,027	EUR 36,708,886	RON 149,725,902	EUR 30,098,079	21.96%
Total expenses	RON 156,070,497	EUR 31,373,477	RON 135,984,354	EUR 27,335,736	14.77%
19. Gross profit or loss	RON 26,541,529	EUR 5,335,410	RON 13,741,548	EUR 2,762,342	93.15%
23. Net profit or loss of the financial year	RON 22,665,572	EUR 4,556,260	RON 10,855,579	EUR 2,182,201	108.79%
23. Net profit or loss attributable to the group	RON 22,339,132	EUR 4,490,639	RON 10,595,656	EUR 2,129,951	110.83%



Analysis of the financial results

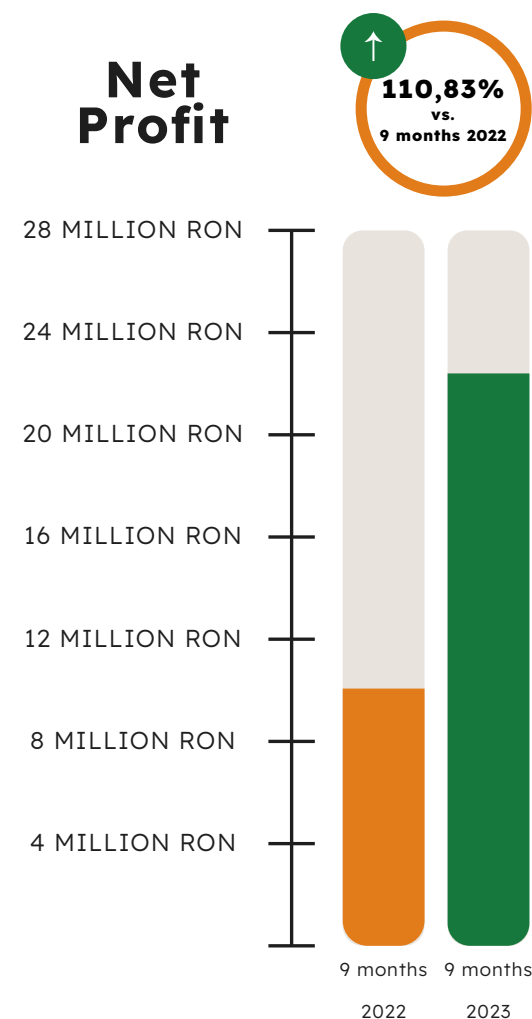
Analysis of the profit and loss account at consolidated level

In the consolidation of the Profit and Loss Statement, the financial indicators are compared with September 30, 2022. The financial indicators of the Group include the financial results obtained by Lacto Agrar and DN AGRAR Apold farms as of September 30, 2022.

Lacto Agrar farm was acquired by DN AGRAR Group SA in December 2021, and the Apold farm was acquired in April 2022.

In the first 9 months of 2023, operating revenues amounted to RON 181 million, showing a growth of 22% compared to the same period last year. Revenues from sold production reached RON 115 million, marking a 14% increase compared to the same period in 2022. Operating subsidy revenues increased by 115%, reaching a value of RON 18 million. Subsidies are primarily received through APIA for agricultural land and raw milk production. Subsidies are granted based on the number of animals owned and the land area used, according to requests submitted by the company.

Profit and loss account	30.09.2023		30.09.2022		Δ%
Operating revenue - total	RON 180,897,789	EUR 36,364,288	RON 148,814,330	EUR 29,914,833	21.56%
Operating expenditure - total	RON 147,741,472	EUR 29,699,166	RON 130,326,185	EUR 26,198,324	13.36%
Operating profit or loss	RON 33,156,316	EUR 6,665,122	RON 18,488,146	EUR 3,716,509	79.34%
Financial income - total	RON 1,714,238	EUR 344,598	RON 911,571	EUR 183,245	88.05%
Financial expenditure - total	RON 8,329,025	EUR 1,674,310	RON 5,658,169	EUR 1,137,412	47.20%
Financial profit or loss	RON (6,614,787)	EUR (1,329,712)	RON (4,746,598)	EUR (954,167)	39.36%
Gross profit or loss	RON 26,541,529	EUR 5,335,410	RON 13,741,548	EUR 2,762,342	93.15%
Net profit or loss	RON 22,339,132	EUR 4,490,639	RON 10,595,656	EUR 2,129,951	110.83%



Analysis of the financial results

Analysis of the profit and loss account at consolidated level

By adopting the new PNRR regulations, the reference year for calculating national transitional aid, ANT7 and ANT8, for milk production and farm animals has been changed to 2018. As a result, the subsidies due to DN AGRAR for animals now take into account a larger number of dairy cattle by 2,286 heads, and for milk production, a higher level of milk by a total of 23,814 tons at the group level. It should be noted that in the previous PNRR regulations, the reference for milk production and farm animals was calculated based on the year 2013 when, in the case of DN AGRAR, the values were much lower than those in 2018, considering the level of the development of the company at that time.

In 2023, a subsidy for the Russia-Ukraine Aggression Support was introduced, amounting to EUR 73 per head of cattle, and it was received in the first quarter of the year.

Additionally, in the new PNRR it was introduced a subsidy for the well-being of dairy cattle in the amount of EUR 100 per cattle, which DN AGRAR requested for a total of 6,386 cattle for the year 2023.

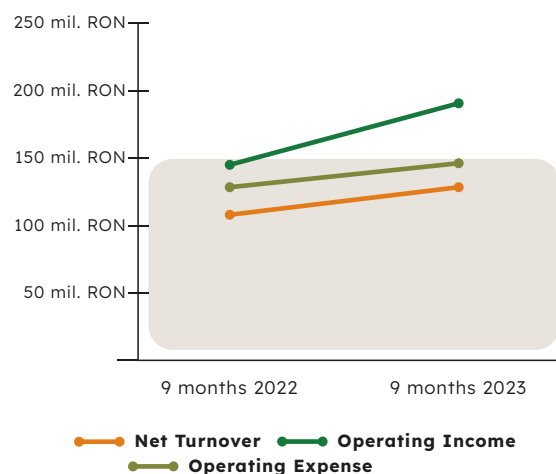
Revenues related to the production of tangible fixed assets recorded a growth of 16%, reaching RON 6 million.

Revenues from goods sold decreased by 65%, down to the value of RON 693 thousand, due to the retention of finished products obtained from agricultural activities for feeding the dairy cattle from farms.

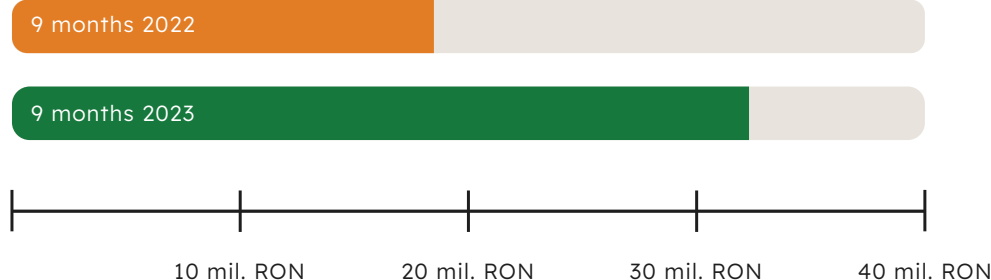
Operating expenses increased by 13% as of September 30, 2023, reaching RON 148 million. The main contribution came from expenses related to raw materials and consumables, reaching the amount of RON 85 million, a 22% increase compared to the same period of last year. **This increase is associated with the growth in the number of directly productive animals in the farms and cultivated areas to ensure an adequate supply of feed.**

Expenses related to goods sold decreased by 87%, equivalent to RON 3 million, down to RON 526 thousand, due to the retention of finished products obtained from agricultural activities for feeding the animals in the dairy cow farms.

Turnover,
Operating Income & Operating Expenses



Operating Profit



The operational result of the DN AGRAR firm group has significantly increased, from 18.48 million RON to an operational result of 33.16 million RON, marking a rise of 79.34%.

Analysis of the financial results

Analysis of the profit and loss account at consolidated level

Indicators	30.09.2023		30.09.2022		Δ%
Net turnover	RON	115,983,423	EUR	23,315,125	RON 103,227,461 EUR 20,750,907 12.36%
Production sold	RON	115,397,099	EUR	23,197,262	RON 101,259,031 EUR 20,355,211 13.96%
Income from the sale of goods	RON	693,011	EUR	139,310	RON 1,993,641 EUR 400,764 -65.24%
Commercial discounts granted	RON	(106,686)	EUR	(21,446)	RON (25,212) EUR (5,068) -
Income from interest recorded by entities deregistered from the General Registry that have ongoing leasing contracts	0	0	0	0	0
Income related to the cost of work in progress	0	0	0	0	0
Sold C	RON	39,173,530	EUR	7,874,709	RON 31,225,246 EUR 6,276,936 25.45%
Sold D	0	0	0	0	0
3. Income from the production of intangible and tangible assets	RON	5,933,178	EUR	1,192,694	RON 5,114,301 EUR 1,028,083 16.01%
4. Income from the revaluation of tangible assets	0	0	0	0	0
5. Income from the production of real estate investments	0	0	0	0	0
6. Income from operating subsidies	RON	18,480,826	EUR	3,715,038	RON 8,556,565 EUR 1,720,051 115.98%
7. Other operating income	RON	1,326,832	EUR	266,721	RON 690,758 EUR 138,857 92.08%
- of which, income from investment subsidies	RON	66,012	EUR	13,270	RON 66,012 EUR 13,270 0.00%
- of which, income from negative goodwill	0	0	0	0	0
Operating income - total	RON	180,897,789	EUR	36,364,288	RON 148,814,330 EUR 29,914,833 21.56%
8.a) Expenses for raw materials and consumable materials	RON	85,087,079	EUR	17,104,306	RON 69,887,292 EUR 14,048,826 21.75%
Other material expenses	RON	1,595,471	EUR	320,723	RON 1,311,023 EUR 263,543 21.70%
b) Other external expenses	RON	2,746,094	EUR	552,023	RON 2,042,199 EUR 410,525 34.47%
c) Expenses related to goods	RON	526,216	EUR	105,781	RON 4,169,965 EUR 838,251 -87.38%
Trade discounts received	RON	(88,693)	EUR	(17,829)	RON (56,144) EUR (11,286) 57.97%

Indicators	30.09.2023		30.09.2022		Δ%
9. Personnel expenses	RON	18,306,270	EUR	3,679,948	RON 15,330,356 EUR 3,081,726 19.41%
a) Wages and all owances	RON	17,896,402	EUR	3,597,556	RON 14,966,793 EUR 3,008,643 19.57%
b) Expenses for insurances and social protection	RON	409,868	EUR	82,392	RON 363,563 EUR 73,084 12.74%
10. a) Value adjustments regarding tangible and intangible assets	RON	15,465,424	EUR	3,108,878	RON 14,500,639 EUR 2,914,936 6.65%
a.1) Expenses	RON	15,466,143	EUR	3,109,022	RON 14,501,118 EUR 2,915,032 6.65%
a.2) Income	RON	(719)	EUR	(145)	RON (479) EUR (96) 0
b) Value adjustments regarding current assets	RON	1,698,648	EUR	341,464	RON 758,793 EUR 152,533 123.86%
b.1) Expenses	RON	177,675	EUR	35,716	RON 17,821 EUR 3,582 897%
b.2) Income	RON	1,876,323	EUR	377,181	RON 776,614 EUR 156,116 141.60%
11. Other operating expenses	RON	26,129,999	EUR	5,252,683	RON 24,228,623 EUR 4,870,467 7.85%
11.1. Expenses related to external services	RON	25,147,251	EUR	5,055,130	RON 22,392,377 EUR 4,501,342 12.30%
11.2. Expenses for other taxes, fees, and similar payments, expenses representing transfers and contributions due based on specific legislative acts	RON	615,304	EUR	123,689	RON 397,293 EUR 79,864 54.87%
11.3. Expenses for environmental protection	0	0	0	0	0
11.4. Expenses for the revaluation of tangible assets	0	0	0	0	0
11.5. Expenses for calamities and other similar events	0	0	0	0	0
11.6. Other expenses	RON	367,444	EUR	73,864	RON 1,438,952 EUR 289,260 -74.46%
Expenses for refinancing interest recorded by entities deregistered from the General Registry that still have ongoing leasing contracts	0	0	0	0	0
Adjustments regarding provisions	RON	327,739	EUR	65,882	RON 328,975 EUR 66,131 -0.38%
- Expenses	0	0	0	0	0
- Income	RON	327,739	EUR	65,882	RON 328,975 EUR 66,131 -0.38%
Operating expenses	RON	147,741,472	EUR	29,699,166	RON 130,326,185 EUR 26,198,324 13.36%
Operating profit or loss	RON	33,156,316	EUR	6,665,122	RON 18,488,146 EUR 3,716,509 79.34%

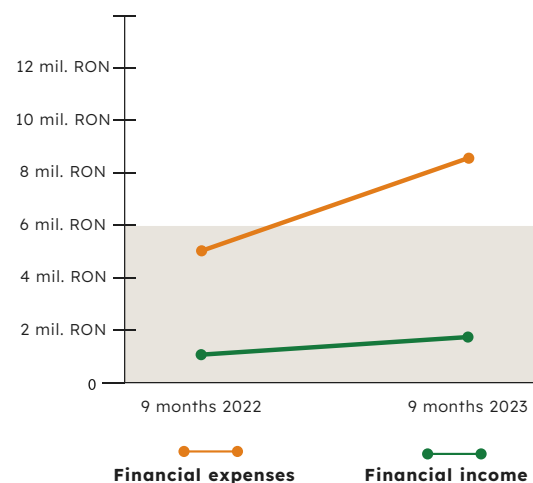
Analysis of the financial results

Analysis of the profit and loss account at consolidated level

Indicators	30.09.2023		30.09.2022		Δ%
12. Income from equity interests	0	0	0	0	0
- of which, income obtained from affiliated entities	0	0	0	0	0
13. Income from interest	RON 30,896	EUR 6,211	RON 56,293	EUR 11,316	-45.12%
- of which, income obtained from affiliated entities	RON 342,093	EUR 68,768	RON 171,917	EUR 34,559	98.99%
14. Income from operating subsidies for interest payable	0	0	0	0	0
15. Other financial income	RON 1,683,342	EUR 338,387	RON 855,278	EUR 171,929	96.82%
- of which, income from other financial assets	0	0	0	0	0
Financial income - total	RON 1,714,238	EUR 344,598	RON 911,571	EUR 183,245	88.05%
16. Value adjustments regarding financial assets and financial investments held as current assets	0	0	0	0	0
- Expenses	0	0	0	0	0
- Income	0	0	0	0	0
17. Expenses related to interest	RON 5,027,203	EUR 1,010,574	RON 4,698,002	EUR 944,398	7.01%
- of which, expenses in relation to affiliated entities	RON 188,264	EUR 37,845	RON 106,885	EUR 21,486	76.14%
18. Other financial expenses	RON 3,301,822	EUR 663,736	RON 960,167	EUR 193,014	243.88%
Financial expenses - total	RON 8,329,025	EUR 1,674,310	RON 5,658,169	EUR 1,137,412	47.20%
Financial profit or loss	RON (6,614,787)	EUR (1,329,712)	RON (4,746,598)	EUR (954,167)	39.36%
Total income	RON 182,612,027	EUR 36,708,886	RON 149,725,902	EUR 30,098,079	21.96%
Total expenses	RON 156,070,497	EUR 31,373,477	RON 135,984,354	EUR 27,335,736	14.77%
19. Gross profit or loss	RON 26,541,529	EUR 5,335,410	RON 13,741,548	EUR 2,762,342	93.15%
20. Profit tax	RON 3,862,139	EUR 776,372	RON 2,859,229	EUR 574,766	35.08%
21. Specific activities tax	0	0	0	0	0
22. Other taxes not presented in the elements above	RON 13,819	EUR 2,778	RON 26,740	EUR 5,375	-48.32%
23. Net profit or loss of the financial year	RON 22,665,572	EUR 4,556,260	RON 10,855,579	EUR 2,182,201	108.79%
Net profit or loss attributable to minority interests	RON 326,440	EUR 65,621	RON 259,923	EUR 52,250	25.59%
23. Net profit or loss attributable to the group	RON 22,339,132	EUR 4,490,639	RON 10,595,656	EUR 2,129,951	110.83%

External service expenses reached the amount of RON 25 million, marking a 12% increase compared to the first 9 months of 2022. Along with the expansion of the livestock, personnel expenses increased to the sum of RON 18 million, a 19% rise. This increase was driven by the growth in the number of employees, with the DN AGRAR Group having 273 employees as of September 30, 2023, compared to 251 in the same period last year. Depreciation and impairment adjustments amounted to RON 15 million, a 6% increase due to the growth of fixed assets.

The operational result of the DN AGRAR Group significantly increased in the first 9 months of 2023, reaching RON 33.16 million, a 79% increase compared to the same period in 2022.



In the first 9 months of the year, financial income increased by 88%, reaching RON 2 million, while financial expenses increased by 47%, reaching RON 8 million. The increase in financial expenses was primarily determined by the growth in expenses related to exchange rate differences, which increased by 243% compared to the first 9 months of 2022, reaching RON 3 million. This is due to the depreciation of the national currency against the euro, to which all bank loans contracted by the companies within the DN AGRAR Group are converted.

The increase in expenses related to exchange rate differences is fully recovered through the positive evolution of the turnover, as the price invoiced for the delivered quantities of milk is set in euro and is indexed to the exchange rate on the invoicing date for the sold production according to the contracts concluded with customers.

In the first 9 months of 2023, DN AGRAR Group recorded a gross result of RON 27 million, a significant increase of 93% compared to the sum of RON 14 million recorded in the same period last year. The DN AGRAR Group closed the balance with a net profit of RON 22 million, a 110% increase compared to the same period in 2022.

Analysis of the financial results

Analysis of the balance sheet at consolidated level

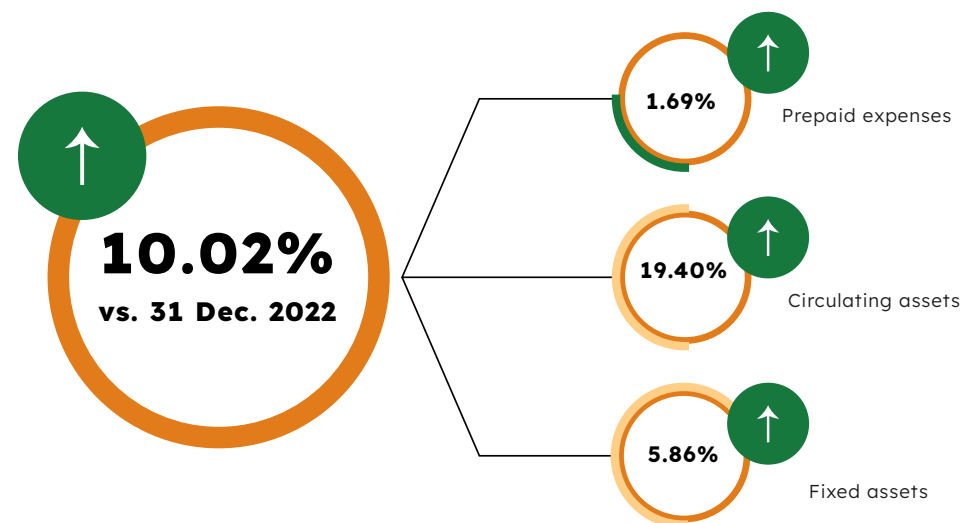
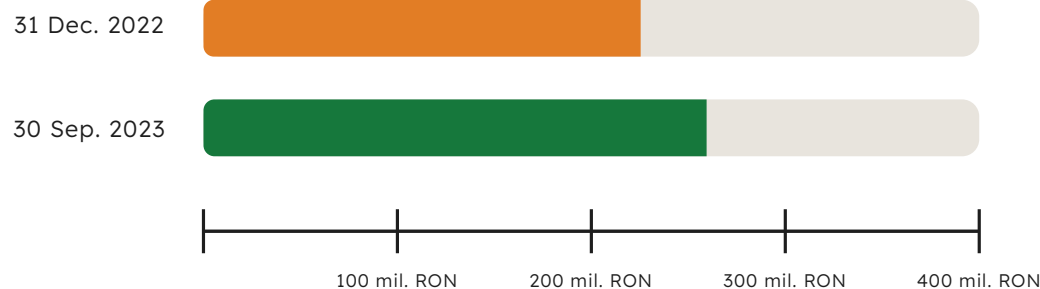
In the consolidation of the Balance Sheet as of September 30, 2023, the financial indicators are compared with December 31, 2022. Thus, the financial position indicators of the Group include the financial results obtained by Lacto Agrar farm and Apold farm, which was acquired by the DN AGRAR group in April 2022.

In the first 9 months of the year, the total assets of the Group increased by 10%, reaching RON 258 million. Fixed assets increased by 5%, reaching RON 170 million.

Current assets increased by 19%, reaching RON 87 million during the analyzed period. The growth was primarily driven by a 27% increase in inventories, which reached RON 58 million. Receivables increased by 4%, reaching RON 26 million. The increase in receivables is due to the recognition of subsidies for the year 2023 for agricultural activities (both zootechnics and cereals), which are expected to be collected by June 30, 2024.

Balance Sheet Indicators	30.09.2023		31.12.2022		Δ%
Fixed assets - total	RON	170,064,664	EUR	34,186,601	RON 160,654,419 EUR 32,294,942 5.86%
Circulating assets - total	RON	86,530,707	EUR	17,394,506	RON 72,472,451 EUR 14,568,498 19.40%
Prepaid expenses	RON	1,453,046	EUR	292,093	RON 1,428,834 EUR 287,226 1.69%
Total assets	RON	258,048,417	EUR	51,873,199	RON 234,555,704 EUR 47,150,666 10.02%

Total Assets



Analysis of the financial results

Analysis of the balance sheet at consolidated level

As of September 30, 2023, short-term liabilities remain at the same level as at the end of 2022. Trade payables show an increase of 70%, approximately RON 11 million, due to the purchase of raw materials and consumables for establishing spring crops, as well as maintaining autumn crops. Also, there are no overdue debts.

Short-term liabilities related to loan contracts have decreased by 39%, approximately RON 12 million, while short-term liabilities related to leasing contracts have increased by 33%. Liabilities for social contributions have decreased by RON 87 thousand, a 16% decrease, and the value-added tax owed to the state budget has decreased by 42%.

Long-term liabilities have registered a slight increase of 1% compared to the end of 2022 due to ongoing investment works at the Apold farm to increase production capacity by 50%, financed with a loan of RON 10 million received from ING Bank. Thus, as of September 30, 2023, the balance of long-term liabilities reaches RON 94 million.

Compared to the end of 2022, it can be observed a decrease in long-term loans contracted from Exim Bank by RON 2 million, a 15% decrease.

Loans related to leasing contracts from BRD Sogelease have decreased by 25%, reaching RON 8 million due to the payment of matured leasing installments.

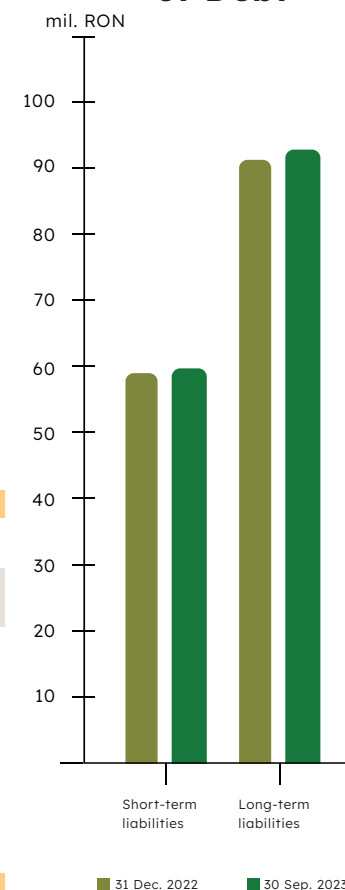
Loans related to leasing contracts from BT Leasing have decreased by 12%, reaching RON 1 million due to the payment of matured leasing installments.

Loans related to leasing contracts from Unicredit Leasing have decreased by 29%, reaching RON 276 thousand due to the payment of matured leasing installments.

Short-term liabilities	30.09.2023		31.12.2022		Δ%
Short-term liabilities related to loan contracts	RON 18,980,589	EUR 3,815,501	RON 31,077,768	EUR 6,247,290	-38.93%
Short-term liabilities related to leasing contracts	RON 3,471,807	EUR 697,907	RON 2,608,917	EUR 524,448	33.07%
Commercial debts	RON 27,327,833	EUR 5,493,473	RON 16,019,765	EUR 3,220,312	70.59%
Commercial liabilities to related parties	RON 3,215,822	EUR 646,448	RON 6,002,022	EUR 1,206,534	-46.42%
Customer advances	RON 33,959	EUR 6,826	RON 9,980	EUR 2,006	240.27%
Diverse creditors	RON 3,581,474	EUR 719,952	RON 957,661	EUR 192,510	273.98%
Salaries and other dues payable to employees	RON 1,254,667	EUR 252,215	RON 1,280,894	EUR 257,487	-2.05%
Social insurance contributions	RON 467,259	EUR 93,929	RON 553,938	EUR 111,353	-15.65%
Income tax on salaries	RON 56,645	EUR 11,387	RON 57,350	EUR 11,529	-1.23%
Profit tax	RON 1,083,916	EUR 217,890	RON 562,539	EUR 113,082	92.68%
VAT payable	RON 276,370	EUR 55,556	RON 479,575	EUR 96,405	-42.37%
Dividends Receivable/ Liabilities to Associates	0	0	RON 50,000	EUR 10,051	-100.00%
Other short-term liabilities	RON 67,722	EUR 13,614	RON 15,160	EUR 3,047	346.72%
Total	RON 59,818,063	EUR 12,024,698	RON 59,675,569	EUR 11,996,054	0.24%

Long-term liabilities	30.09.2023		31.12.2022		Δ%
Loans from Exim Bank	RON 11,680,592	EUR 2,348,046	RON 13,807,749	EUR 2,775,650	-15.41%
Loans from ING	RON 72,743,216	EUR 14,622,928	RON 66,188,136	EUR 13,305,218	9.90%
Leasing BT Leasing	RON 1,376,462	EUR 276,698	RON 1,564,149	EUR 314,427	-12.00%
Leasing BRD Sogelease	RON 8,070,684	EUR 1,622,378	RON 10,764,946	EUR 2,163,982	-25.03%
Leasing Unicredit	RON 276,010	EUR 55,484	RON 386,698	EUR 77,734	-28.62%
Other long-term liabilities (various guarantees)	RON 46,875	EUR 9,423	RON 72,225	EUR 14,519	-35.10%
Deferred tax	0	0	RON 122,576	EUR 24,640	-100.00%
Total	RON 94,193,839	EUR 18,934,957	RON 92,906,479	EUR 18,676,171	1.39%

Evolution of Debt



Analysis of the financial results

Analysis of the balance sheet at consolidated level

Provisions have decreased by 97% in the first 9 months of 2023 compared to the end of 2022, reaching RON 7 thousand.

Equity has increased by 28% compared to December 31, 2022, reaching RON 102 million, a growth driven by the recording of a net profit of RON 22 million as of September 30, 2023, representing a 60% increase compared to the end of the financial year for 2022.

Balance sheet indicators	30.09.2023		31.12.2022		Δ%
Liabilities: Amounts due to be paid within a period of up to one year	RON 59,818,063	EUR 12,024,698	RON 59,675,569	EUR 11,996,054	0.24%
Liabilities: Amounts due to be paid over a period of more than one year	RON 94,193,839	EUR 18,934,957	RON 92,906,479	EUR 18,676,171	1.39%
Provisions	RON 7,699	EUR 1,548	RON 305,969	EUR 61,506	-97.48%
Deferred revenues	RON 1,901,815	EUR 382,305	RON 2,006,257	EUR 403,300	-5.21%
Debts - total	RON 154,011,902	EUR 30,959,656	RON 152,582,048	EUR 30,672,225	0.94%
Total shareholders' equity	RON 102,127,001	EUR 20,529,691	RON 79,661,430	EUR 16,013,635	28.20%
Total equity and liabilities	RON 258,048,417	EUR 51,873,199	RON 234,555,704	EUR 47,150,666	10.02%

Total Equity and Liabilities



10.02%
vs.
31 Dec. 2022

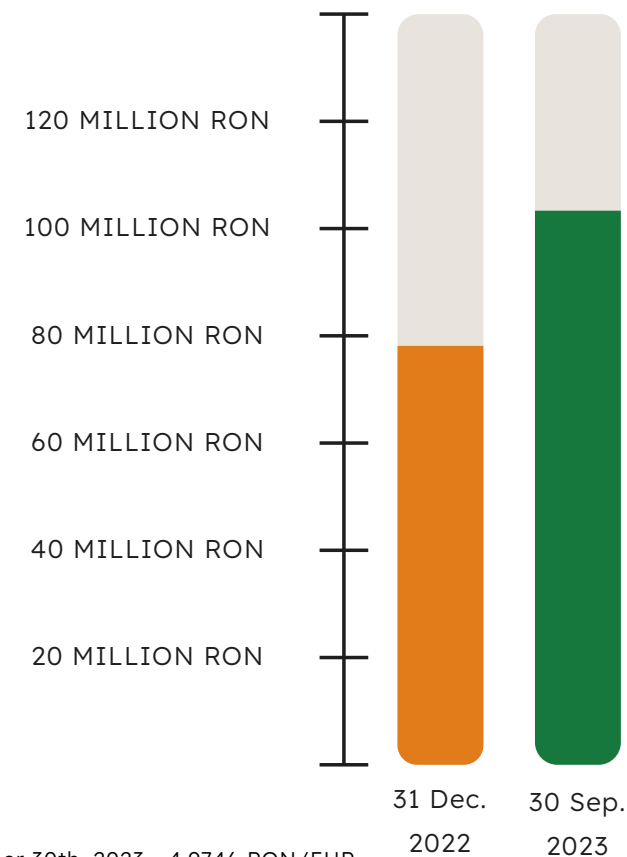
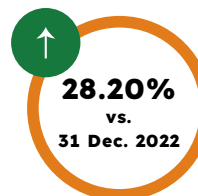
Provisions



-97.48%
vs.
31 Dec. 2022



Equity



Analysis of the financial results

Analysis of the balance sheet at consolidated level

Indicators	30.09.2023		31.12.2022		Δ%
I. Intangible assets	RON 6,435,180	EUR 1,293,608	RON 6,704,090	EUR 1,347,664	-4.01%
II. Tangible assets	RON 163,575,115	EUR 32,882,064	RON 153,895,993	EUR 30,936,355	6.29%
III. Financial assets	RON 54,369	EUR 10,929	RON 54,336	EUR 10,923	0.06%
Fixed assets - total	RON 170,064,664	EUR 34,186,601	RON 160,654,419	EUR 32,294,942	5.86%
I. Stocks	RON 58,539,775	EUR 11,767,735	RON 45,838,344	EUR 9,214,478	27.71%
II. Receivables	RON 26,142,700	EUR 5,255,237	RON 25,047,812	EUR 5,035,141	4.37%
III. Short-term investments	0	0	0	0	0
IV. Cash and bank accounts	RON 1,848,232	EUR 371,534	RON 1,586,295	EUR 318,879	16.51%
Circulating assets - total	RON 86,530,707	EUR 17,394,506	RON 72,472,451	EUR 14,568,498	19.40%
Prepaid expenses	RON 1,453,046	EUR 292,093	RON 1,428,834	EUR 287,226	1.69%
Amounts to be recovered within a period of up to one year	RON 838,781	EUR 168,613	RON 749,015	EUR 150,568	11.98%
Amounts to be recovered over a period of more than one year	RON 614,265	EUR 123,480	RON 679,819	EUR 136,658	-9.64%
Liabilities: Amounts due to be paid within a period of up to one year	RON 59,818,063	EUR 12,024,698	RON 59,675,569	EUR 11,996,054	0.24%
Net current assets/ Net current liabilities	RON 27,233,887	EUR 5,474,588	RON 13,406,641	EUR 2,695,019	103.14%
Total assets minus current liabilities	RON 197,912,816	EUR 39,784,669	RON 174,740,878	EUR 35,126,619	13.26%
Liabilities: Amounts due to be paid over a period of more than one year	RON 94,193,839	EUR 18,934,957	RON 92,906,479	EUR 18,676,171	1.39%
Provisions	RON 7,699	EUR 1,548	RON 305,969	EUR 61,506	-97.48%
Prepaid income	RON 1,901,815	EUR 382,305	RON 2,006,257	EUR 403,300	-5.21%
1. Investment subsidies	RON 1,901,815	EUR 382,305	RON 2,006,257	EUR 403,300	-5.21%
Amounts to be recovered within a period of up to one year	RON 317,538	EUR 63,832	RON 139,256	EUR 27,993	128.02%
Amounts to be recovered over a period of more than one year	RON 1,584,277	EUR 318,473	RON 1,867,001	EUR 375,307	-15.14%
2. Deferred revenues	0	0	0	0	0
Amounts to be collected within a period of up to one year	0	0	0	0	0

Indicators	30.09.2023		31.12.2022		Δ%
Amounts to be collected within a period of up to one year	0	0	0	0	0
Amounts to be collected over a period of more than one year	0	0	0	0	0
3. Advance revenues related to assets received through transfer from customers	0	0	0	0	0
Amounts to be recovered within a period of up to one year	0	0	0	0	0
Amounts to be recovered over a period of more than one year	0	0	0	0	0
Negative goodwill (ct.2075)	0	0	0	0	0
Capital	RON 31,818,845	EUR 6,396,262	RON 31,818,845	EUR 6,396,262	0.00%
1. Subscribed and paid-up capital	RON 31,818,845	EUR 6,396,262	RON 31,818,845	EUR 6,396,262	0.00%
2. Unpaid subscribed capital	0	0	0	0	0
3. Assets of the authority	0	0	0	0	0
4. Assets of national research and development institutes	0	0	0	0	0
5. Other equity items DR/(CR)	0	0	0	0	0
II. Capital premiums (ct. 104)	RON 734,004	EUR 147,550	RON 734,004	EUR 147,550	0.00%
III. Reserves from revaluation (ct. 105)	0	0	RON -	0	0
IV. Reserves	RON 406,683	EUR 81,752	RON 406,683	EUR 81,752	0.00%
Own shares (ct 109)	RON (265,281)	EUR (53,327)	RON (65,280)	EUR (13,123)	306.37%
Gains related to equity instruments	0	0	0	0	0
Losses related to equity instruments	0	0	0	0	0
V. Carried-forward profit or loss - SOLD C	RON 46,082,020	EUR 9,263,462	RON 32,364,362	EUR 6,505,922	42.39%
VI. Profit or loss of the financial year - SOLD C	RON 22,339,132	EUR 4,490,639	RON 13,940,230	EUR 2,802,282	60.25%
Profit distribution	0	0	RON (222,572)	EUR (44,742)	0
Minority interests	RON 1,011,598	EUR 203,353	RON 685,158	EUR 137,731	47.64%
Equity - total	RON 102,127,001	EUR 20,529,691	RON 79,661,430	EUR 16,013,635	28.20%

Analysis of the financial results

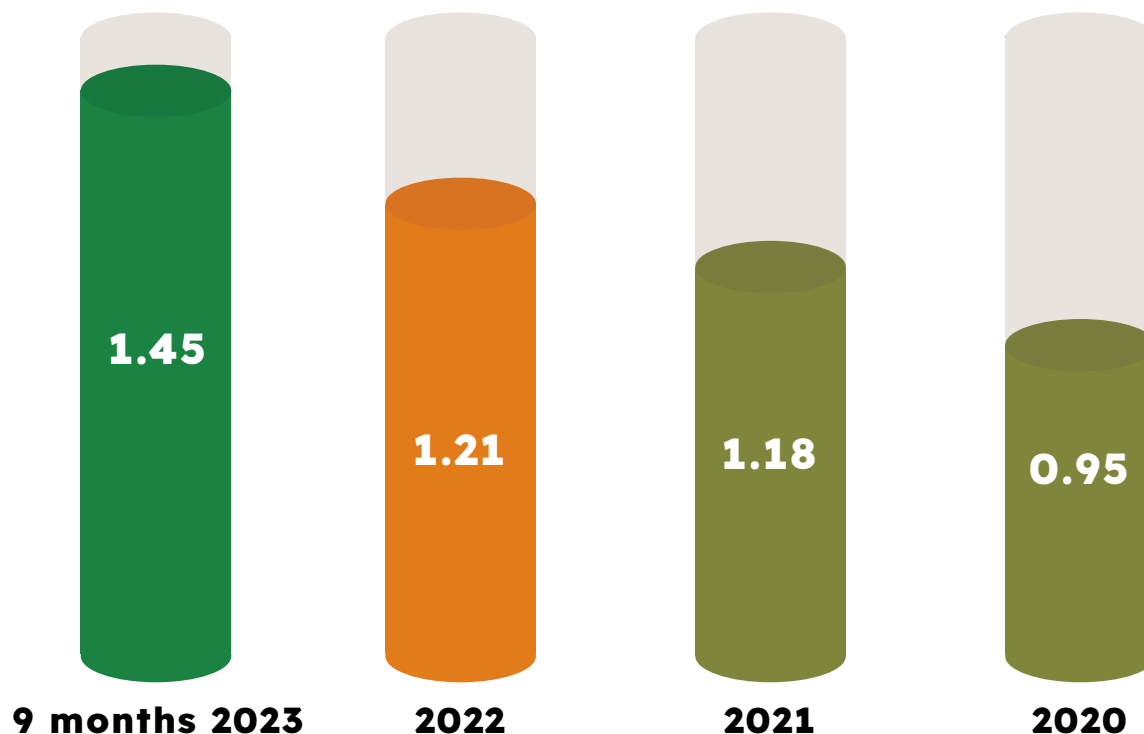
Key financial indicators at consolidated level

Current liquidity ratio	30.09.2023				31.12.2022				31.12.2021				31.12.2020			
Current assets (A)	RON	86,530,707	EUR	17,394,506	RON	72,472,451	EUR	14,568,498	RON	49,426,260	EUR	9,935,725	RON	22,362,883	EUR	4,495,413
Current liabilities (B)	RON	59,818,063	EUR	12,024,698	RON	59,675,569	EUR	11,996,054	RON	41,793,980	EUR	8,401,475	RON	23,430,660	EUR	4,710,059
A/B	1.45				1.21				1.18				0.95			

Current Liquidity

Current assets

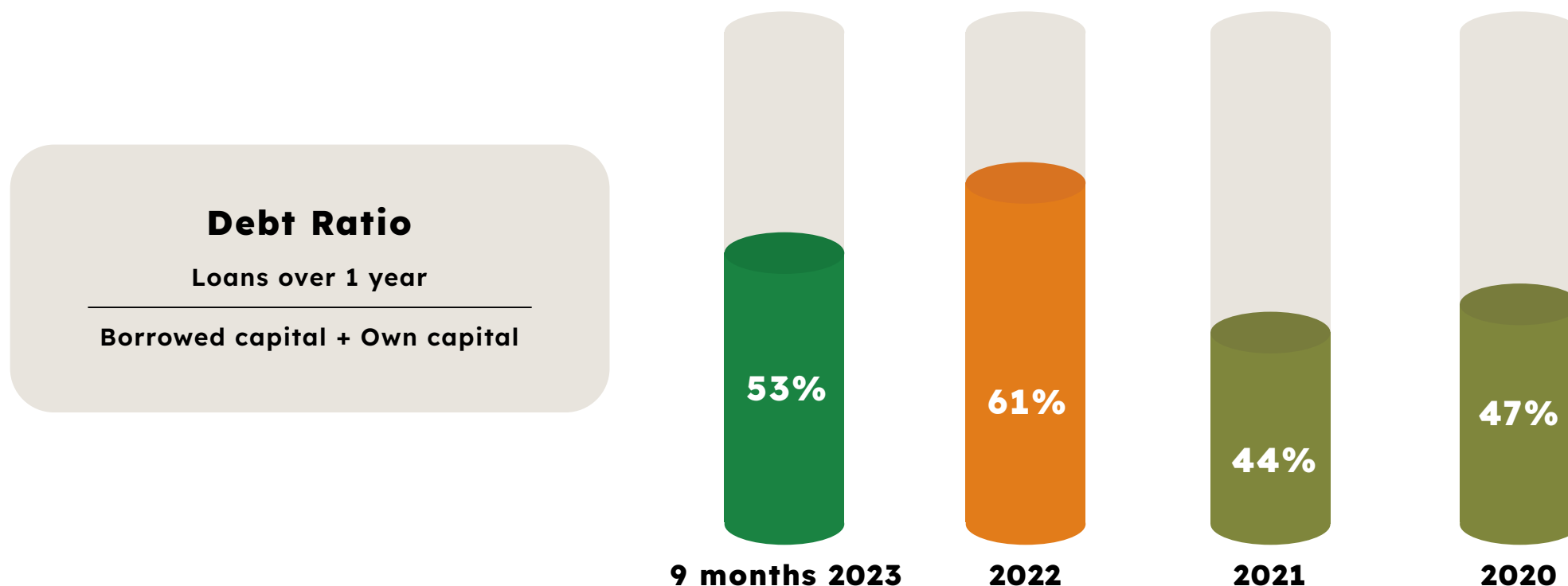
Current liabilities



Analysis of the financial results

Key financial indicators at consolidated level

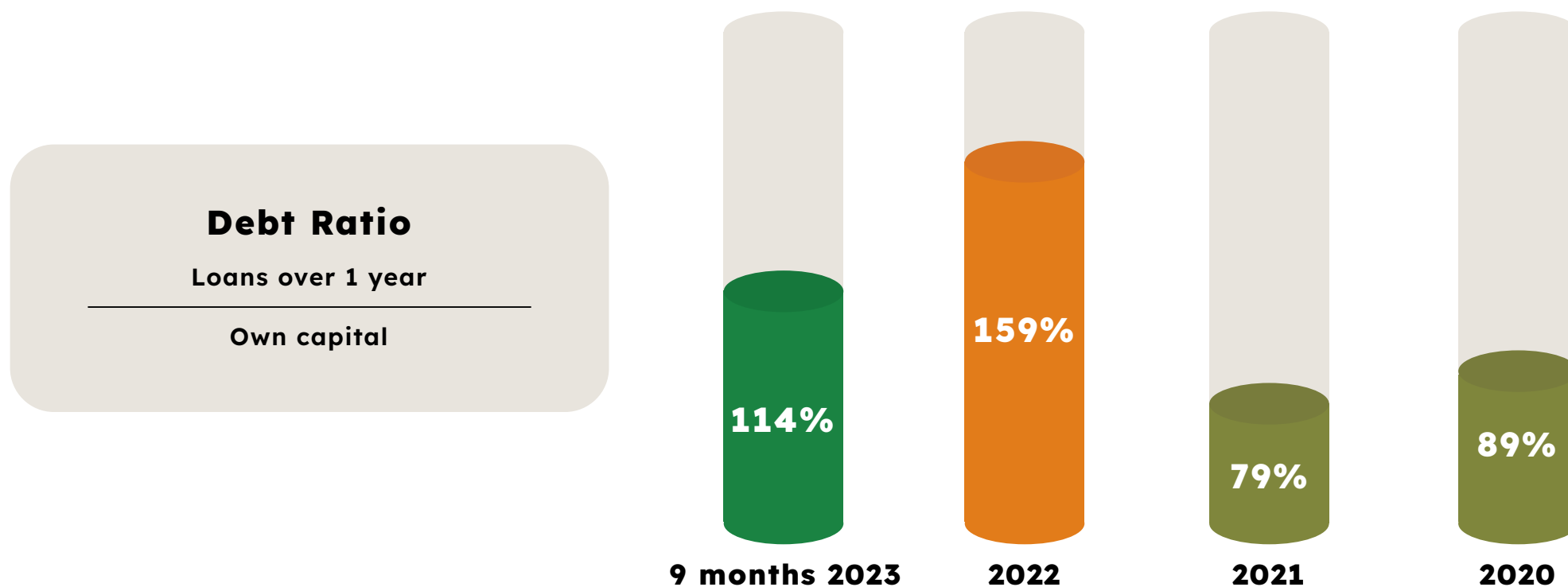
Debt Ratio Indicator	30.09.2023				31.12.2022				31.12.2021				31.12.2020			
Loan capital (A) = Loans over 1 year	RON	116,599,360	EUR	23,438,942	RON	126,397,863	EUR	25,408,649	RON	51,691,514	EUR	10,391,090	RON	26,614,807	EUR	5,350,140
Capital employed (B) = Borrowed capital + Own capital	RON	218,726,361	EUR	43,968,633	RON	206,059,293	EUR	41,422,284	RON	117,149,532	EUR	23,549,538	RON	56,458,997	EUR	11,349,455
A/B	53%				61%				44%				47%			



Analysis of the financial results

Key financial indicators at consolidated level

Debt Ratio Indicator	30.09.2023				31.12.2022				31.12.2021				31.12.2020			
Loan capital (A) = Loans over 1 year	RON	116,599,360	EUR	23,438,942	RON	126,397,863	EUR	25,408,649	RON	51,691,514	EUR	10,391,090	RON	26,614,807	EUR	5,350,140
Own capital (B)	RON	102,127,001	EUR	20,529,691	RON	79,661,430	EUR	16,013,635	RON	65,458,018	EUR	13,158,449	RON	29,844,190	EUR	5,999,315
A/B	114%				159%				79%				89%			



Analysis of the financial results

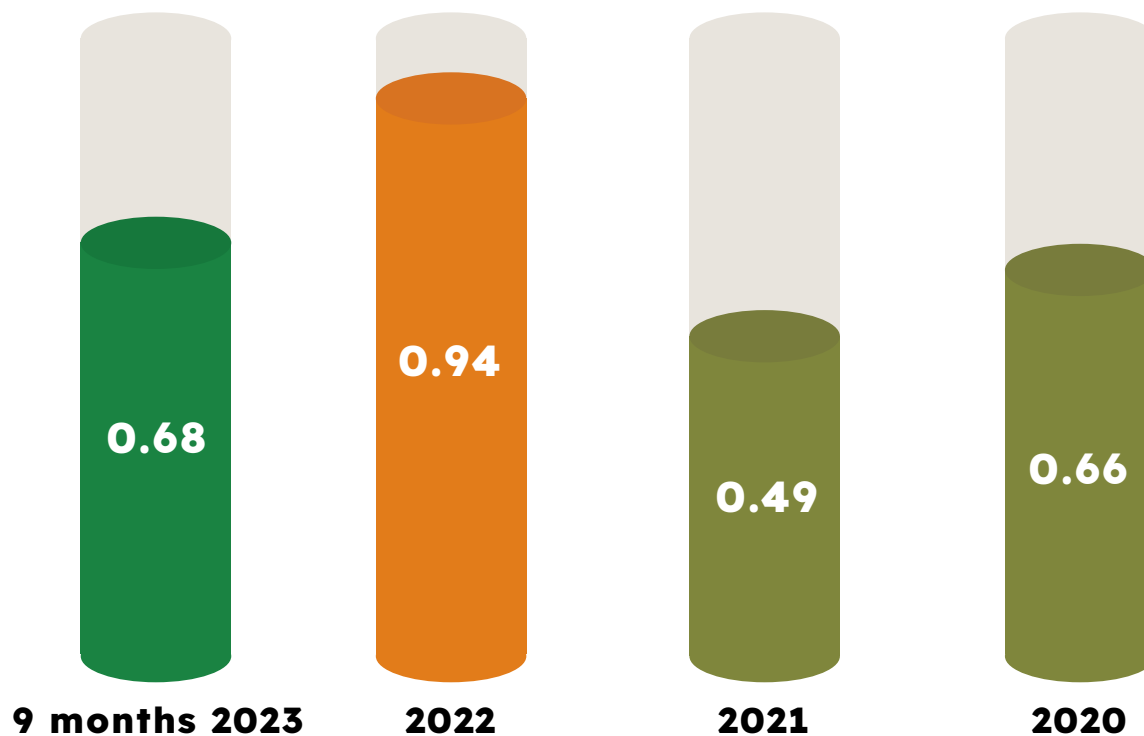
Key financial indicators at consolidated level

Turnover of fixed assets	30.09.2023				31.12.2022				31.12.2021				31.12.2020			
Turnover (A)	RON	115,983,423	EUR	23,315,125	RON	150,789,463	EUR	30,311,877	RON	46,951,665	EUR	9,438,279	RON	38,220,407	EUR	7,683,112
Fixed assets (B)	RON	170,064,664	EUR	34,186,601	RON	160,654,419	EUR	32,294,942	RON	96,416,465	EUR	19,381,752	RON	57,557,888	EUR	11,570,355
A/B	0.68				0.94				0.49				0.66			

Turnover of fixed assets

Cifra de afaceri

Fixed assets



DN AGRAR PROJECTS



DN AGRAR Projects

In the first 9 months of 2023, DN AGRAR has focused on the development of launched projects and assumed operational investments, both in terms of expanding production capacity on current farms, as well as in terms of preparing young cattle for the Straja project.

Regarding the operational activity, DN AGRAR aims to streamline it and reduce manual labor costs by 50% at Lacto Agrar and Cut farms through the automation of certain milking process operations, with the installation of two types of robots in these farms.

Furthermore, DN AGRAR's strategic approach, through the adoption of digitization within the group companies, will be reflected in simplified operations and improved reporting capacity. This integration will enable the company to efficiently address challenges using advanced Business Intelligence tools.

These strategic actions have had a significant impact on the operational and financial results achieved by DN AGRAR, which recorded significant increases. The total turnover reached RON 116 million, a 12% increase compared to the same period last year. The company closed the balance in the first 9 months of 2023 with a net profit of RON 22 million, a 110% increase compared to the same period in 2022.

Additionally, we recorded a 15.8% increase in the quantity of milk delivered in the first 9 months of 2023 compared to the same period in 2022. The number of owned animals reached almost 13,000 heads, showing a 20% increase compared to the same period in 2022.

The main development and investment projects undertaken by DN AGRAR were focused on the detailed directions outlined below.

The increase of DN AGRAR Apold farm's capacity by 50% - The project started in 2022 and was completed in the current year.



The increase of the number of milking cows by 50% for the Apold farm.

The project runs over a period of approximately 1.5-2 years and was initiated in 2022 with the first acquisition of 400 Holstein milking cows in October 2022.

In January 2023, the company additionally purchased 800 more Holstein milking cows from Germany.

In addition to this project, in the first half of 2023, we began the construction of new shelters for calves and young cattle for the Apold farm, which we anticipate will be completed by the end of the current year.



Solar panels - The project was planned to be initiated in 2023 and involves the installation of solar panels on the roofs of the DN AGRAR Apold, DN AGRAR Cut, and Lacto Agrar farm buildings.

Its funding will be through subsidies and DN AGRAR has already begun the process of obtaining the necessary funds. However, there is a slight delay due to the delayed adoption of the PNRR. We estimate the installation of the panels in 2024, with operational implementation expected in 2025.



DN AGRAR Projects

Installation of robots for the milking parlors at DN AGRAR Cut and Lacto Agrar farms.

DN AGRAR has set out to equip the milking parlors of the Cut and Lacto Agrar farms with 2 types of robots, namely :

- Automatic sprayer for udder disinfection after the milking process – this is a fully automated sprayer designed specifically for udder disinfection in rotary parlors.

This type of robot has already been installed in Cut and Lacto Agrar farms in May this year.

- Robot for pre-cleaning and stimulating the udder and milking – the purpose of using this type of robot is to minimize clinical mastitis and associated costs, as the udder needs to be as clean as possible.

This type of robot will be installed in Cut and Lacto Agrar farms in February of 2024.



Automatic sprayer for udder disinfection

Straja Project - The first stage of this project has already been completed, which involved preparing the land for the construction of the new farm and additional buildings. The construction of the new manure lagoon has also been completed.

Regarding the milk production activity, we are already in the preparation stage for populating the first milking parlor. Currently, for this new farm, we are already raising young cattle within the Prodact farm, which hosts over 3,000 heads.

Thus, we will already have the capacity of animals required when this farm becomes operational.

The funding method for this project will be announced in the fourth quarter of the year.

Additionally, efforts have been made to obtain the construction permit for the animal shelters and the cereal mill, which will cover an area of 50 hectares, adjacent to the already started investment.



Compost factory - The construction of the composting building has been completed. Currently, we are awaiting the delivery of the composting machine, which we anticipate will be delivered in the first half of 2024, and subsequently, the factory will become operational.



MANAGEMENT STATEMENT

Alba-Iulia, November 28, 2023

According to the best information available, we confirm that the unaudited interim consolidated financial statements prepared for the nine months ended on September 30, 2023 offer a true and fair view of the assets, liabilities, financial position and income statement and expenses of DN AGRAR GROUP S.A., as provided by the applicable accounting standards, and that the Management Report provides a fair and true picture of the important events that took place during the first nine months of the financial year 2023 and their impact on the unaudited consolidated financial statements.

Jan Gijsbertus de Boer

Chairman of the Board of Directors of DN AGRAR GROUP S.A.

CONTACT

Website: www.dn-agrar.eu

On the DN AGRAR company website, you can find recent and archived press releases, financial reports, annual reports, presentations, the financial calendar, and other relevant information for shareholders, accessible through the Euroland interactive tool.

Access our page and subscribe to our newsletter to stay updated on DN AGRAR's activities.



Cum intri în contact cu noi?



Peter de Boer
Manager IR
peter.deboer@dn-agrar.eu

General information

Piața Iuliu Maniu nr. 1, Alba Iulia County, Romania
0258/818114
0258/818115
investors@dn-agrar.eu

