



# CONNECTIONS CONSULT SA

Half year 30.06.2022

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## 1. MESSAGE FROM CEO

Dear Partners,

Your attention is drawn to the Connections unaudited Financial Results Report Consult SA (hereinafter "Connections" or the "Issuer") and those compiled and unaudited for the group of companies controlled by Connections Consult SA (hereinafter "Connections Group" or the "Group"), relating to first semester of 2022.



The year 2022 started with economic and geopolitical uncertainties, which led to intense market dynamics - both in the investment and trade areas. Connections adapted on the fly and generated results close to the expected 6 months. The revenue and gross profit targets announced in the April 2022 annual report remain intact and we remain confident that they will be achieved.

The first 6 months have brought significant events for the Group mentioned above:

- "script issue" - capital increase by 1081 KRON, with a 1:11 share multiplication;
- acquisition of 25% of the company 10plus FUTURE EDUCATION SRL - with which we will build an ed-tech platform with national and then regional coverage;
- opening an office in the US;
- Strengthening its position as a technology provider for the Romanian market by: signing partnerships with relevant players, obtaining new contracts for software development and delivery of integrated systems and important steps in the completion of integrated projects already initiated in 2021 and to be completed in 2022;
- creation of the company's Board of Directors;
- creation of the Advisory Board, whose first meeting took place on 16.09.2022 and which will be announced in a press release;

This report, although aimed at the first semester, is written in September 2022, when we already have a better understanding of the 2022 results and the challenges we faced. We have learned a lot of new things - both in the area of corporate governance and capital markets, while benefiting, not unintentionally, from an extremely turbulent economic and geostrategic context. We now know that global markets are preparing for a sharp contraction, with adverse influences from runaway inflation, the energy crisis and the food crisis. These elements lead us to assess 2023 as a difficult year for most companies. Connections has been preparing its strategy for 2023 since this autumn in order to realistically bet on substantial growth next year.

In closing, I come back to what I said in the April 2022 report:

***We are confident that we will be better at managing our relationship with investors, we understand their importance and essential role in our development and we are working on improved governance of our relationship with the capital market. We strongly believe in the relevance of communication - when we have relevant and consistent topics***

*to expose publicly - and we will never try to market half news just to speculate a momentary increase in share price. We're in the stock market for the long haul, and we want to play honestly and transparently, without "stealing the lead" unnecessarily. For this reason we will not publicly expose information - unaudited or unvalidated by clients/auditors.*

*Thank you to the Connections team who have demonstrated that they are competent, energetic and capable of producing positive momentum in a local and global economic context unique in the last 80 years! Thank you to the investors who have chosen Connections - for your trust, patience and support!*

Bogdan Liviu Florea

CEO CONNECTIONS NV



## 2. Analysis of the Connections Group's activity for the six months ended 30.06.2022.

### 2.1 Analysis of Connections Group financial results (comparative 6 months 2021 vs 6 months 2022 actual vs estimated)

#### FINANCIAL PERFORMANCE OF THE GROUP

In the first six months of 2022, despite the uncertain economic environment, Connections Group's business continued to grow. The Group's operating performance, as expressed through the Operating Result, was in line with that recorded in the same period last year. The Group recorded a significant increase in revenue, and estimates are that this growth can be sustained until the end of 2022.

The financial statements presented in the following paragraphs contain the Connections Group's *compiled* information for the period January to June 2022. Certain highlights are compared to the similar period in 2021 or to the financial information that is subject to budget construction for 2022 and will exceed expectations .

The sections below and the associated tables present the comparative analysis of the key income statement indicators for 2022 6 months achieved, 2022 6 months estimated, and 2021 6 months achieved.

**Table 1 - Connections Group Financial Performance Comparison - 6 months realized 2022 vs 6 months estimated 2022 vs 6 months realized 2021**

Profit and loss account 30.06.2022	Compiled results H1 2022 (RON)	Estimated compiled results H1 2022 (RON)	H1 2021 compiled results (RON)	Estimated vs. realised change 6L 2022	Realised variation 6L 2022 vs 6L 2021	Type of variation Col 4 (Adverse "A" / Favorable "F")	Type of variation Col 4 (Adverse "A" / Favorable "F")
	1	2	3	4 = (1-2)/2	5 = (1-3)/3	6	7
Operating income	25.188.709	29.252.285	20.795.754	-14%	21%	A	F
Operating expenses	23.677.583	27.633.142	19.252.901	-14%	23%	F	A
Operational result	1.511.127	1.619.143	1.542.853	-7%	-2%	A	A
Gross result	1.471.418	1.547.943	1.574.154	-5%	-7%	A	A
Net profit	968.429	1.205.086	1.363.116	-20%	-29%	A	A
Gross margin	6%	5%	8%				

#### INCOME:

In 2022, Connections revenue was 21% above the same period the previous year. This increase came as a result of the signing of important new contracts by both Connections Consult SA and Brusch Services SRL. At the same time, additional resources were provided for some ongoing contracts within Brusch Services SRL. The main ongoing projects in the period under review had as beneficiaries companies from strategic economic sectors, such as the energy sector (revenues of over RON 2.5 million were recognized) and the financial services sector (where revenues of over RON 3 million were recognized).

Compared to the estimated revenue for the same 6-month period 2022, the Group recorded an adverse variance of 14% on the back of the non-concentration of one of the anticipated outsourcing projects. However by the end of 2022, the Group expects to achieve its budgeted targets.

## GROSS PROFIT:

For the period under review, Gross Profit shows an insignificant adverse variance (5%) compared to the estimate, given that in the first part of 2022, Connections accelerated the pace of resource utilization, we anticipate that by the end of 2022 Gross Profit will be in line with or even slightly exceed the estimated values for the 12 months of the fiscal year ended December 2022.

## GROSS MARGIN

The year 2022 was a year of change in which Connections on the one hand continued the major commitments made at the end of 2021 in the Software Development service line, and on the other hand won a number of significant projects in this area, the benefits of which will partly materialise at the end of 2022 and continue to be realised during 2023. These commitments have involved careful preparation of the capacity to deliver new projects by committing highly skilled resources. For this reason from the time the budget for the first 6 months of 2022 was drawn up, the gross margin of the entire Group was estimated below the average annual level. However, during the period under review the Gross Margin of the entire Group has incrementally (1pp) exceeded the budgeted amount. By the end of 2022, we estimate that the gross margin will be around 7-8% given new commitments with a minimum margin of 10%.

## 2.2 Analysis of service lines

### INCOME COMPOSITION OF THE CONNECTIONS GROUP












Revenues generated by each service line (hereinafter referred to as *Departments*) have developed in line with the Group's strategy of developing new technologies and improving existing ones.

In line with the proposal, the growth was matched by a decrease in the share of traditional services - BPO & ITO - demonstrating the Group's commitment to take steps towards its goal of becoming a regional leader in digital transformation.

### ABSOLUTE VALUES

The comparisons below highlight the significant increases in revenue for the Software department which as of 30 June 2022 holds 29% as a share of total revenue as shown in **Table 2** below. By comparison, the revenue shares of the BPO and ITO departments are on a downward trend, with BPO reaching 56% at 30 June 2022 from 68% in 2020 and ITO at 11% from 17% respectively.

**Table 2 - Evolution of Individual Weights in Total Revenue by Department within the Connections Group:**

	BPO	ITO	Sw	RPA	Others
P&L 31.12.2020	 68%	 17%	 9%	 6%	0%
P&L 30.06.2021	57%	14%	23%	7%	0%
P&L 31.12.2021	 58%	 12%	22%	 6%	 2%
P&L 30.06.2022	 56%	 11%	29%	 3%	0%

In the table below, we have shown the comparisons with the initial estimates for the first 6 months of 2022. The main decrease in revenue compared to the initial estimates is in the Software Development line, where the start of the year in terms of some tenders

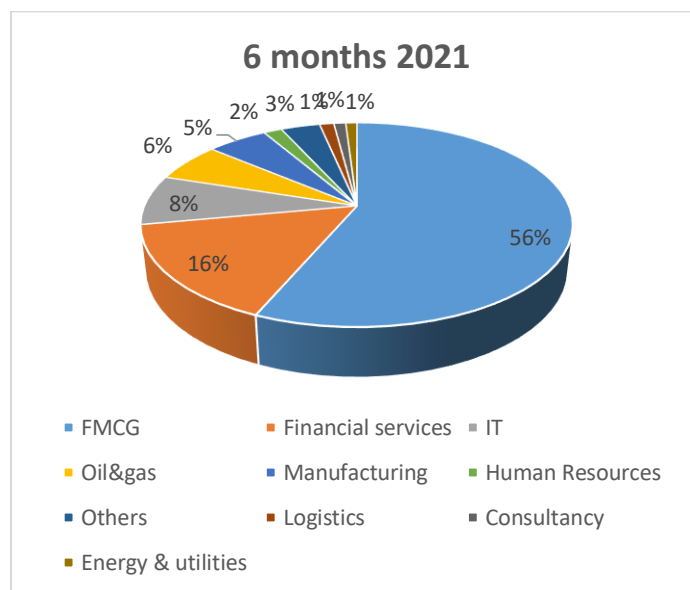
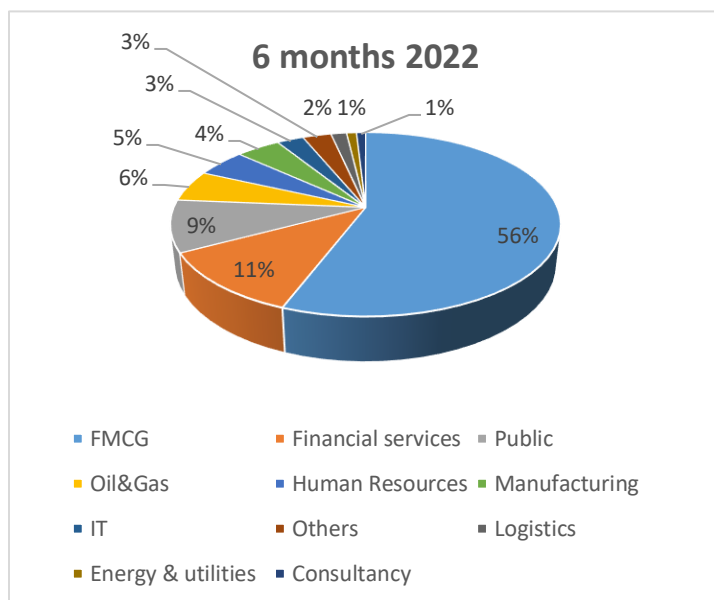
for projects initiated by state institutions has been more timid compared to the assumptions underlying the estimated figures. Subsequently, Connections has contracted or is in the process of contracting major projects with state institutions that have started or will start in H2 2022 and will continue into 2023. One of these contracts has a value of *4 million lei* and a completion date of August 2023. Another contract to be signed is essentially one of the most complex institution digitization projects carried out in Romania and will start in October 2022. **Table number 3** shows a comparison of the revenue realised in the first part of 2022 and the estimated revenue in the budget year for the same period.

**Table no. 3 - Comparison of realised vs. estimated revenues 6 months 2022, broken down by Departments**

Departament	Venituri H1 2022 Realizat	Venituri H1 2022 Estimati	Comparatie
BPO	14,158,407	14,849,000	-5%
ITO	2,778,453	3,054,439	-9%
Sw incl Brusch	7,411,659	10,458,307	-29%
RPA	808,989	854,539	-5%
Others	31,201	36,000	-13%
	<b>25,188,709</b>	<b>29,252,285</b>	<b>-14%</b>

## 2.3 Presentation of the main project portfolio in relation to economic sectors

The graphs below show the comparative structure of Connections Group's turnover in H1 2022 vs H1 2021.



As can be seen from the graphs highlighted above, while FMCG remains the main contributing segment in Connections' revenue structure, we can notice an increase in its level of heterogeneity, a broadening of the range of sectors represented in the

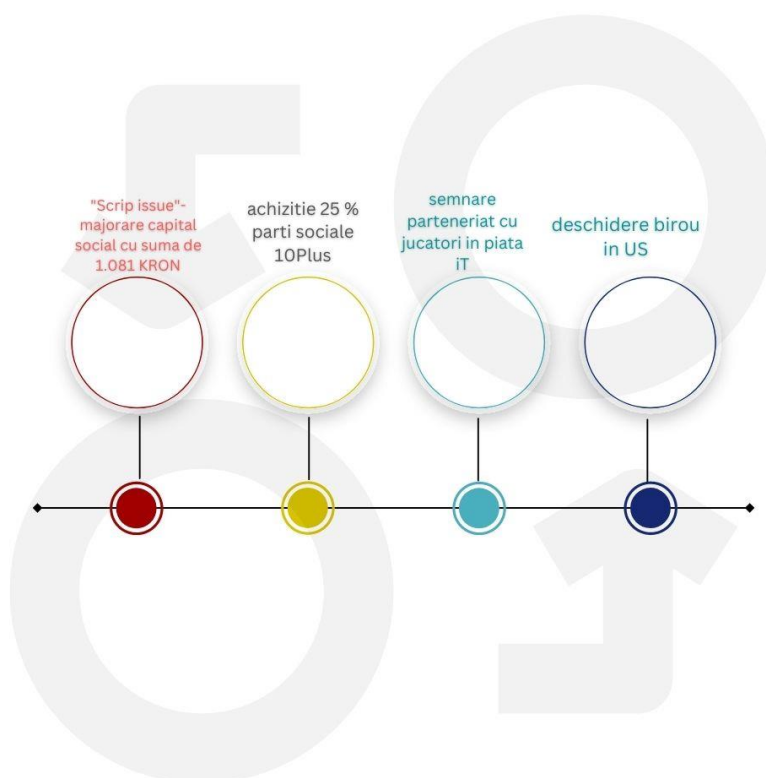
commercial relationships between Connections and its partners. In this respect, unlike the similar period in previous years, in H1 2022 companies from sectors such as Consulting and Management and the Public sector are present.

Public Sector projects are already recording a 9% contribution in 2022 and signal that this segment is and will continue to be a very important source of revenue for the Group.

### 3. Connections in 2022 highlights

The icon below highlights the main events that took place in the first half of 2022.





In March 2022, the Extraordinary General Meeting of Shareholders approved the increase of the share capital of Connections Consult S.A. by the amount of 1,081,157 lei, equivalent to 10,811,570 shares with a nominal value of 0.1 lei/share.

The Group's decision to make this income increase is part of its intention to make Connections shares more attractive and at the same time boost liquidity in the Capital Market. Investor reaction was not long in coming and the discounted share price after the new issue rose for a short period of time. Subsequently, due to major uncertainties caused by the current economic context, the price per share changed.

In May 2022, Connections acquired 25% of the share capital of 10Plus Future Education SRL ("10Plus"), a company whose main activity is the organisation of online courses for all ages. 10Plus' main differentiator is its offer of live online courses, with a teaching staff that is highly trained in the fields in which it operates, supported by a team of trainers with proven pedagogical experience. We estimate that the company will achieve significant returns within 3 (three) years. 10Plus is not part of the consolidation perimeter.

The Group continued its policy of generating synergies focused on the delivery of innovative software solutions by entering into a partnership with one of the players with significant market exposure.

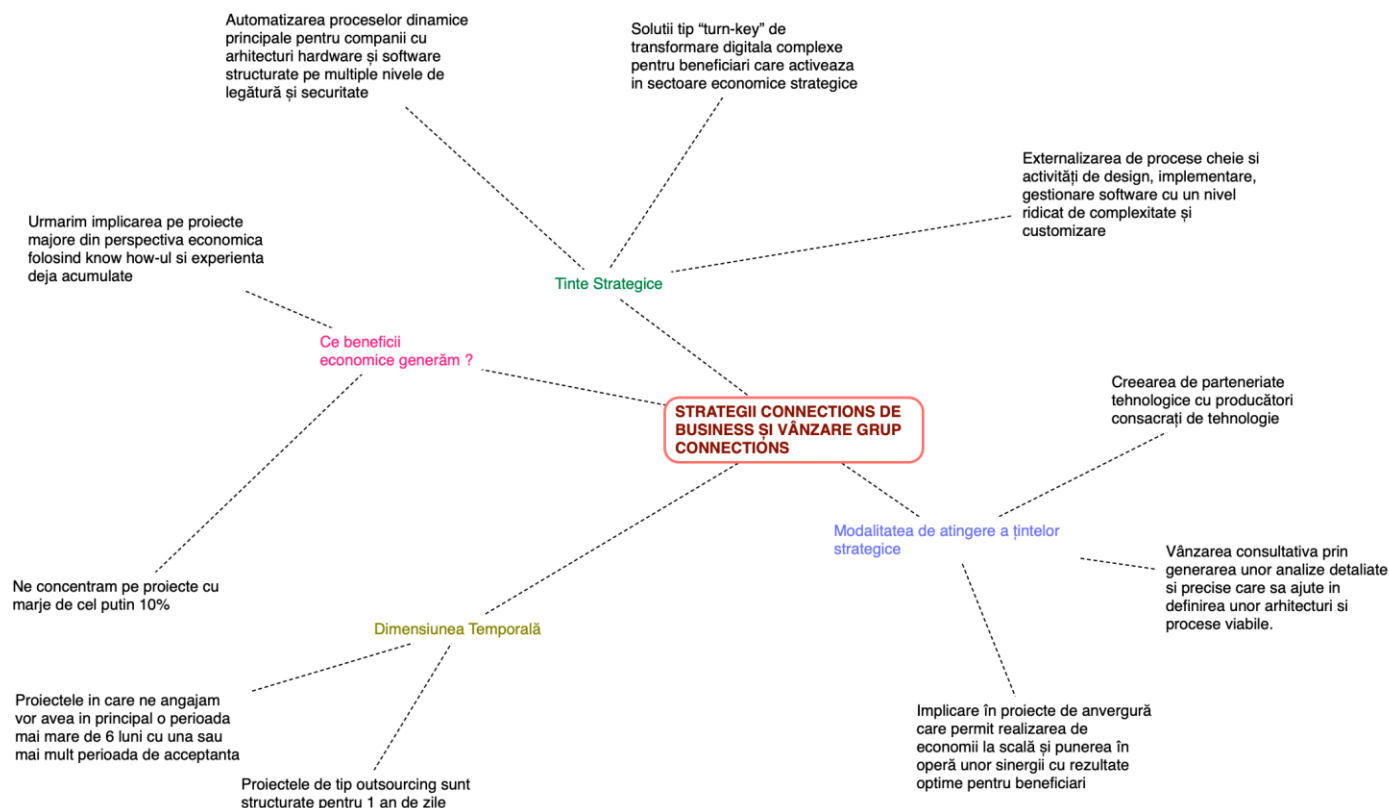
Also in the first 6 months of the year, Connections opened an office in the U.S.A. in order to expand its activity in the American market, a market with a very high potential for the Connections Group.

## SIGNIFICANT CONTRACTS

On 28.09.2021, Connections signed a software development contract, as a subcontractor to a main bidder, with a major public institution in Romania. The total value of the contract amounts to RON 5.8 million. The scope of the contract is custom software development and maintenance of the delivered solution. 98% of the software development services have been completed, while maintenance services will be provided until the end of the 83-month period of the subcontracting agreement. The signed contract is part of Connections' strategy to deliver and operate digital transformation services, including the implementation of enrollment platforms and operation of workflows for individual users, beneficiaries of the services offered by Connections' customers.

In the first half of 2022, Connections continued to strengthen its partnerships while also streamlining synergistic processes. Where improvements were needed, Connections entered into new partnerships with industry players, participating either as a consortium leader or as a partner in large-scale bidding processes.

## 4. Business and sales strategy for 2022-2024



Until 2022, Connections' market approach has been reactive and structured in slow-moving stages. The development plan set out in the private placement, as well as the current global market context, has directed us to modify this strategy towards a multi-pillar standalone model, which offers a greater degree of resilience and an increased capacity for accelerated scaling. So, in the 2022-2024 cycle, Connections has and will be turning to :

1. Technology partnerships with established technology vendors: UiPath, Microsoft, Aurachain - the ability to deliver projects with the mentioned technologies can pave the way for other possible projects independent of them.
2. Digital Marketing: recent years have marked a shift in the efficiency of the customer acquisition process from the traditional area - cold calling, to the digital space, through the application of digital marketing techniques. We are already seeing results - customers interested in our products obtained through precisely targeted digital marketing campaigns - geography, industries, interests.
3. Consultative selling - more and more customers are aware of their digitisation needs but are unable to generate detailed and accurate analysis to help suppliers define viable architectures and realistic offerings. We help them by offering consultancy to generate, together with them, useful and efficient digitisation models. To this end, we engage or partner with companies or individuals with expertise in the client's field of activity. In other words, we migrate from the area of selling technology services to the area of business services with a technology footprint.
4. We aim to be intensively active in the sphere of public tenders in Romania and the EU, betting on a significant influx of public investment in the field of digitization (PNRR, European funds from 2021-2028). To achieve this goal we plan to build a strong team for bidding and participation in public tenders (bid).

## 5. Significant elements of the Group's activity subsequent to H1 2022

The year 2022, which has already started, has some important milestones, both for the corporate governance and operational business areas.

1. Creation of advisory board
2. Employee Stock Option Program - ESOP - estimated in H2 2022
3. Increased activity in the government tender market - we have already started participating in public tenders, we expect significant results in H2 2022
4. Acquisition of external customers in US, UK, Western Europe - by hiring a VP for International Sales, in conjunction with digital marketing activities, we expect results in H2 2022
5. Acquisition of a company - min 51% stake - we are in discussions with two foreign (Belgium, UK) and two local companies.

## 6. Analysis of individual situations (Connections Consult SA): performance and financial position of the issuer

### 6.1 Connections Consult Financial Position in H1 2022

In H1 2022, Connections Consult continued to strengthen its financial position on the Balance Sheet. Non-current assets have seen a slight increase as shown in **Table No 4** below on the back of capitalisation of internal development expenditure on Connections branded software products (id est Feasy, Tudor etc).

**Table no 4- Comparative Summary 1st half year Fixed Assets Connections Consult S.A.**

<b>Fixed assets</b>	<b>31.12.2021</b>	<b>30.06.2022</b>
Intangible assets	912.534	1.079.443
Tangible fixed assets	406.601	287.385
Financial fixed assets	1.534.203	1.539.965
<b>Total</b>	<b>2.853.338</b>	<b>2.906.793</b>

Current assets recorded a positive variation on the back of an increase in trade receivables, the balance of which increased due to the recognition of benefits generated by the software development project signed last autumn with a major state authority. The positive development of receivables is shown in **Table 5** below.

**Table no. 5 - Comparative Summary 1st Half Year Current Assets Connections Consult S.A.**

<b>Current assets</b>	<b>31.12.2021</b>	<b>30.06.2022</b>
Stocks	-	5.935
Creator	11.894.138	16.651.747
House and bank accounts	7.881.549	5.049.156
<b>Total</b>	<b>19.775.687</b>	<b>21.706.838</b>

## 6.2 Explanation of changes in liabilities

With regard to the Debts recorded by the Company in H1 2022, there are no significant changes in their aggregate value compared to the same period of 2021. For details see **Table no. 6** below.

**Table no. 6 - Comparative Summary 1st semester 2022 Debts Connections Consult S.A.**

<b>Debts</b>	<b>31.12.2021</b>	<b>30.06.2022</b>
Short-term debt	8.775.590	9.303.188
Long-term debt	148.122	84.051
Provisions	268.874	268.874
Income in advance	40.814	41.754

<b>Total</b>	<b>9.233.400</b>	<b>9.697.867</b>
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Short-term liabilities increased in line with Connections Consult S.A's activity during the 6 months of 2022.

## 6.3 Net Assets

The net asset value of the issuer has, as shown in **Table 7**, increased compared to the previous year due to the company's decision not to distribute the profits earned and due to the profit earned in the first 6 months of 2022.

**Table no. 7 - Comparative Summary 1st semester Activ Net Connections Consult S.A:**

<b>Net assets</b>	<b>31.12.2021</b>	<b>30.06.2022</b>
Paid-up subscribed capital	108.116	1.189.273
Capital premium	12.481.743	11.400.586
Book	21.623	21.623
Losses related to equity instruments	325.001	325.001
Retained earnings	2	1.184.615
Profit at the end of the reporting period	1.206.196	1.556.002
Profit sharing	21.583	-
<b>Total equity</b>	<b>13.471.096</b>	<b>15.027.098</b>

## THE FINANCIAL PERFORMANCE OF THE ISSUER.

During H1 2022, Connections Consult SA saw a substantial increase in net profit margin reaching 9% compared to the 6% margin recorded in H1 2021. At the same time the absolute value of net profit increased from 799,060 lei to 1,556,002 lei. This increase in profitability is the result of the significant positive variation (21%) in total revenues while the pace of growth in total expenses was slower (16%).

## 7. Risks

The company analyses potential risks through its internal risk management system and tries to anticipate and neutralise them before potential consequences arise. However, many of the risks to which the Company is subject are beyond its control.

## 7.1 Risks related to the company's activity

**General economic risks** - the Issuer's activities are sensitive to economic cycles and general economic conditions. Both international financial crises and the unstable economic environment may have significant negative effects on the Issuer's business, operating results and financial position. Socio-political turmoil may also adversely affect the Company's business.

**Risk associated with key people** - the company carries out a business that requires advanced knowledge and specialisation. The company depends on recruiting and retaining senior management and skilled employees. The medium and long-term profitability of the company depends, to a large extent, on the performance of qualified employees, staff and executive management, which are particularly important for its development.

**Tax and legal risk** - the issuer is governed by Romanian legislation and, even if the Romanian legislation has been largely harmonised with EU legislation, further changes may occur, i.e. new laws and regulations may be introduced, which may have effects on the company's activity. Romanian legislation is often unclear, subject to different interpretations and implementation and frequent changes. Both changes in tax and legal legislation and possible events generated by their application may result in possible fines or lawsuits against the company, which may impact the Issuer's activity.

**Litigation risk** - Although the Issuer takes great care to comply with all legal provisions, in the context of the conduct of its business, the Issuer is subject to litigation risk and other legal proceedings. The Issuer may be affected by contractual or non-contractual claims, complaints, including from counterparties in contractual relationships, customers, competitors or regulatory authorities. Any negative publicity associated with such an event may also have an influence.

At the date of this document, the Issuer is not involved in legal proceedings.

**Risk of seizure of the Issuer's accounts** - seizure of accounts is a foreclosure measure that can be applied to a company. Thus, the Issuer's accounts may be blocked as a result of the attachment if creditors of the Issuer request this measure to recover their debts. The impounding of the Issuer's accounts entails the freezing of the amounts in the impounded accounts and may result in the company being hindered or prevented from honouring its subsequent obligations on agreed terms.

**Risk of loss of reputation** - is a risk inherent to the Issuer's activity, reputation being particularly important in the business environment, especially if the company wishes to expand its activity to other markets. The ability to expand its portfolio in order to develop its business depends on the recognition of the Issuer's brand and the establishment of its products in the target markets.

**Risk associated with interest rates and funding sources** - in the event of a deterioration in the economic environment in which the Issuer operates, the Issuer could find itself unable to take out a new loan on the terms it has previously benefited from, which could lead to increased funding costs and negatively affect the Company's financial situation.

**Price risk** - this is the risk that the market price of products and services sold by the company will fluctuate to such an extent as to make existing contracts unprofitable. The company closely monitors market prices and, if necessary, may withdraw from contracts that risk becoming unfavourable.

**Personal data protection risk** - in the course of its business, the company collects, stores and uses data that is protected by personal data protection laws. Although the Issuer takes precautionary measures to protect customer data in accordance with the legal requirements on privacy protection, especially in the context of the implementation of the General Data Protection Regulation (EU) 2016/79 and in Romania (as of 25 May 2018), the risks of data leakage cannot be completely eliminated.

**Cash-flow risk** - this is the risk that the Company will not be able to meet its payment obligations when due.

**Liquidity risk** - includes the risk arising from the possibility of non-recovery of debts. Due to the specific nature of its activity, the Company maintains a level of receivables and payables that allows the optimal conduct of its business.

**Counterparty risk** - this is the risk that a third party natural or legal person will fail to meet its obligations under a financial instrument or client contract, resulting in a financial loss. The Company is exposed to credit risk from its operating activities (mainly for external trade receivables) and from its financial activities, including deposits with banks and financial institutions, foreign exchange transactions and other financial instruments.

**Risk associated with insolvency and bankruptcy** - Romania's bankruptcy and enforcement laws do not provide the same level of rights, remedies and projections enjoyed by creditors under the legal regimes of other European Union jurisdictions. In particular, Romanian bankruptcy and enforcement laws and practice may make recovery by Issuers of amounts related to secured and unsecured claims in Romanian courts more difficult and time-consuming than in other countries. In recent years, insolvency in Romania has experienced an unfavourable dynamic, with insolvent companies, as well as companies reporting net losses, being largely responsible for the worsening payment discipline in the economy as a whole.

**Pandemic risk** - Although ignored in recent decades, this risk (in particular the risk of global epidemics, i.e. the risk of a pandemic) has relatively recently returned to public attention. Although for some companies this may become an opportunity, at least in the short term, the overall economic impact is considered to be negative. Thus, there are views that, depending on the nature and severity of the epidemic/pandemic, it can induce recessions lasting a quarter or even several years.

**Other risks** - Potential investors should consider that the risks outlined above are the most significant risks of which the company is aware at the time of writing. However, the risks presented in this section do not necessarily include all those risks associated with the Issuer's business and the Company cannot guarantee that it encompasses all relevant risks. There may be other risk factors and uncertainties of which the Company is not aware at the time of writing which may change the actual results, financial conditions, performance and achievements of the Issuer in the future and lead to a fall in the price of the Company's shares. Investors should also undertake the necessary due diligence in order to make their own assessment of the suitability of the investment.

Therefore, the decision of potential investors as to whether an investment in financial instruments issued by the Issuer is appropriate should be made after a careful assessment of both the risks involved and the other information about the Issuer contained or not contained in this document.

## 7.2 General risks concerning Shares

### Investment Opportunity Assessment

Each potential investor in Shares must determine, based on its own independent analysis and/or professional recommendations which it considers appropriate in the circumstances, the suitability of the investment in question.

Every potential investor should, in particular:

- a) have sufficient knowledge and experience to make a meaningful assessment of the Shares, the benefits and risks of investing in the Shares and the information contained in the Memorandum or any supplement thereto;
- b) have access to and possess the necessary information on the appropriate analytical methods and tools to assess, in the context of its specific financial situation, an investment in Shares and the impact of Shares on its overall investment portfolio;
- c) have sufficient financial resources and liquidity to bear all the risks of an investment in Shares;
- d) fully understand the terms of the Shares and be familiar with the performance of any relevant indices and financial markets; and
- e) be able to assess (either on its own or with the assistance of a financial advisor) possible scenarios regarding economic, interest rate and other factors that may affect the investment and its ability to bear the related risks.

### Tax regime

Potential buyers and sellers of Shares should be aware that they may be required to pay taxes or other documented fees or commissions in accordance with Romanian law and practice. Prospective investors are advised not to rely solely on the tax information contained in the Memorandum, but to consult their own advisers regarding their specific tax obligations applicable to the purchase, holding or sale of Shares. Only such advisers are in a position to correctly assess the particular circumstances of each potential investor. This investment analysis should be corroborated with the tax regime sections of this document.

### Legislative changes

The terms of the Shares (including any non-contractual obligations arising out of or in connection therewith) shall be based on the relevant laws in force at the date of the Memorandum. No assurance can be given as to the impact of any possible court decisions or legislative changes or official application or interpretation of such laws or administrative practices subsequent to the Document.

### The risk of direct investment in shares



Investors should be aware of the risk associated with a direct investment in equities, which is much higher than the risk associated with an investment in government securities or investment fund shares, given the volatile nature of the capital markets and share prices.

#### **Risk associated with future share price and trading liquidity**

Share prices and trading liquidity for companies listed on the Multilateral Trading System of the BVB depend on the number and size of buy and sell orders placed by investors. There can be no guarantee as to the future price of the Company's shares and no guarantee as to their liquidity. It is not possible to guarantee that an investor who buys the shares will be able to sell them at any time at a satisfactory price.

#### **Market value of Shares**

The value of the Shares depends on a number of interrelated factors including economic, financial and political events occurring in Romania or elsewhere in the world, including factors affecting the capital markets in general and the stock exchanges on which the Shares are traded. The price at which a holder of Shares will be able to sell the Shares may contain a discount from the purchase price paid by such purchaser, which may be substantial.

## 8. Corporate governance matters

Starting this year, Connections management has initiated the process of harmonizing reporting standards and procedures to ensure an effective control environment. Accounting policies and procedures are being prepared in accordance with the relevant legislation in force.

## 9. Executive team and Board of Directors

In 2022, the Group's executive team (Steering Committee) consists of:



#### **Bogdan Liviu Florea - CEO**

With over 20 years of experience in the IT&C field, Bogdan Liviu Florea is specialized in software project management and integration.

Passionate about business development Bogdan is a graduate of the Vienna University of

Economics and Business.

### Professional experience:

- July 2005 - Present: CEO - Connections Consult
- May 2020 - Present: Member of Board of Advisors - CEE Digital Services Association
- January 2019 - Present: Vice President - Employers Association of the Software and Services Industry (ANIS)
- June 2001 - October 2007: Software Developer / Project Manager - Freescale Semiconductor

### Education and training:

- Master of Business Administration - Vienna University of Economics and Business, 2009 - 2011
- Executive MBA - Carlsson School of Management, 2009 - 2010
- Master's and Bachelor's studies - Polytechnic University of Bucharest, 1997 - 2002

Mr. Bogdan Florea holds 75.08% of the Company's shares.

### **George Nita - Hyperautomation Manager**

Graduate of the "Politehnica" University of Bucharest and Software Engineer with over 20 years of experience. Strong coordination and planning skills acquired as a result of 8 years experience as Project Manager. Currently, George is Connections Hyperautomation Manager and RPA Developer with over 4 years of experience.



### Professional experience:

- February 2017 - Present: Automation Manager - Connections Consult
- January 2010 - January 2017: Software Engineer - Luxoft

### Education and training:

- Bachelor's degree - Polytechnic University of Bucharest, 1997 - 2002

Mr. George Nita holds 1.66% of the Company's shares.

### Vlad Sgindar - Service Delivery Manager, Deputy General Manager

Service Delivery Manager with relevant experience and a proven track record of working in the information technology and services industry.

Skills in negotiations, business planning, customer relationship management (CRM) and management.

Graduate of Dimitrie Cantemir Christian University, Finance and Banking, specialized in negotiations, business planning and customer relationship management.



#### Professional experience:

- September 2015 - Present: Service Delivery Manager - Connections Consult
- June 2013 - August 2015: Business Development Manager - Connections Consult
- September 2008 - June 2013: Underwriter - Asirom - Vienna Insurance Group

#### Education and training:

- Bachelor's degree (Finance and Banking) - Dimitrie Cantemir Christian University, 2004 - 2008

Mr. Vlad Sgindar holds 2.50% of the Company's shares.

### Magda Cristescu - Operations Manager, Deputy General Manager

Magda is a manager with a wealth of experience in service delivery within the IT&C industry (Genpact, Huawei, Cosmote), and over 5 years of experience in BPO service industry activities.



#### Professional experience:

- September 2014 - Present: Operations Manager - Connections Consult
- January 2009 - November 2013: Equipment & Services Network Infrastructure Procurement Head of Office - Cosmote
- January 2007 - January 2009: Senior Buyer - Genpact
- January 2006 - January 2007: Logistics & Acceptance Specialist - Huawei Technologies

#### Education and training:

- Bachelor studies - University of Bucharest, 1995 - 1999

Magda Cristescu holds 0.08% of the Company's shares.

### Claudiu Staniloiu - Recruitment & Employer Branding Manager

A graduate of the National School of Political and Administrative Studies in Bucharest, he specializes in R&D strategies, Organization Charting, Coaching, Change Management and Organizational Development. Strong communication and coordination skills acquired in over 7 years of experience in HR.



#### Professional experience:

- April 2019 - Present: Recruitment & Employer Branding Manager - Connections Consult
- October 2018 - April 2019: HR Manager - Key Way Services
- April 2011 - October 2018: Recruitment, Training & Development Officer - NN Group

#### Education and training:

- Master studies - National School of Political and Administrative Studies of Bucharest (SNSPA), 2006 - 2008
- Bachelor studies - Ovidius University of Constanta, 2002 - 2006

### Radu Marcu - Software Chief Operating Officer

A graduate of the Bucharest Academy of Economic Studies, Radu comes with extensive experience in managing software development activities, as Director of Software On Demand and Business Applications, with strong communication and coordination skills gained over time as a team leader. Mr. Radu Marcu does not own any shares in Connections Consult SA.



#### Professional experience:

- 2021 - present Chief Operating Officer, Connections Group
- 2018-2021 - Director of Software Development and Business Applications
- 2016 - 2018 - Interactive Software - Sharepoint Architect
- 2007 - 2016 - National Defense System, Engineer, Software Developer, Team Leader

#### Education and training:

- Bachelor's degree - Technical Military Academy "Ferdinand I"

- Master studies - Academy of Economic Studies, Bucharest

## Decebal Dumitrescu - Chief Financial Officer

Graduate of Northwood University USA, BBA graduate and holds an MBA degree from Sheffield University UK. Decebal has more than 20 years of experience in finance and financial consulting. He has held management positions in multinational companies. In his career he has worked on ERP implementation projects, financial restructuring projects, fundraising and tax law change projects among others. Mr Decebal Dumitrescu does not hold any shares in Connections Consult SA.



### Professional experience:

- 2021 - present, CFO, Connections Group
- 2020 - 2021, Finance Director, AvisBudget, Romania
- 2019 - 2020, Finance Director, RIN Hospitality
- 2017 - 2019, Finance Manager, SIF Moldova SA
- 2013 - 2017, Manager, PricewaterhouseCoopers, Romania
- 2007 - 2008, Internal Audit Manager, Phillip Morris
- 2006 - 2007, Senior Associate, TPA Horvath Audit
- 2005 - Financial Manager, Geberal Electric
- 2003 - 2005, Howard Johnson Grand Plaza

### Education and training:

- Bachelor studies: Northwood University, USA
- Master studies: Sheffield University UK

At the Annual General Meeting on 30.04.2022, the shareholders will be asked to vote on the composition of the company's Board of Directors, consisting of:

- Mr. Bogdan Florea, CEO Connections
- Ms Oana Beldie, lawyer
- Mr. Corneliu Stanciu, entrepreneur

Their CVs can be found in the Investors section of the connections.tech website, [here](#).

## 10. Management statement

Bucharest, 12 August 2022

I confirm, to the best of my knowledge, that the financial results for the period from 01.01.2021 to 30.06.2022 give a true and fair view of the assets, liabilities, financial position and income and expenditure position of Connections Consult S.A. and that the directors' report gives a true and fair view of the material events that occurred in H1 2022 and their impact on the company's financial position.

**Bogdan Florea**

Chairman of the Board and Administrator Connections Consult S.A.

## 11. Attachments

### 11.1 APPENDIX NO. 1- BALANCE SHEET GROUP CONNECTIONS AS AT 30.06.2022

Item name	Nr.rd.	RON	RON
		31.12.2021	30.06.2022
<b>A. FIXED ASSETS</b>			
<b>I. INTANGIBLE FIXED ASSETS</b>	1	2.889.285	3.492.630
<b>II. TANGIBLE IMMOBILISATIONS</b>	2	456.690	320.476
<b>III. FINANCIAL FIXED ASSETS</b>	3	531.701	526.727
<b>FIXED ASSETS - TOTAL</b>	4	<b>3.877.676</b>	<b>4.339.834</b>
<b>B. CURRENT ASSETS</b>			
<b>I. STOCKS</b>	5	-	5.935
<b>II. RECEIVABLES (amounts to be collected after more than one year must be shown separately for each item)</b>	6	16.419.589	14.649.300
<b>III. SHORT-TERM INVESTMENTS</b>	7	-	-
<b>IV. HOUSE AND BANK ACCOUNTS</b>	8	9.252.140	7.135.125
<b>CURRENT ASSET</b>	9	<b>25.671.729</b>	<b>21.790.361</b>
<b>C. ADVANCE EXPENDITURE</b>	10	<b>79.491</b>	<b>116.965</b>
Amounts to be repaid in up to one year	11	79.491	116.965
Amounts to be taken back in more than one year	12	-	-
<b>D. DEBTS: AMOUNTS TO BE PAID WITHIN A PERIOD OF UP TO ONE YEAR</b>	13	11.897.159	7.278.121
<b>E. NET CURRENT ASSETS / NET CURRENT LIABILITIES</b>	14	<b>13.800.754</b>	<b>14.574.957</b>
<b>F. TOTAL ASSETS MINUS CURRENT LIABILITIES</b>	15	<b>17.678.430</b>	<b>18.914.791</b>
<b>G. DEBTS: AMOUNTS TO BE PAID WITHIN A PERIOD OF MORE THAN ONE YEAR</b>	16	3.458.122	4.016.540
<b>H. PROVIZIOANE</b>	17	268.874	268.874
<b>I. PREPAID INCOME</b>	18	53.307	54.248

<b>1. Investment grants</b>	<b>19</b>	<b>53.307</b>	<b>54.248</b>
Amounts to be repaid in up to one year	20	53.307	54.248
Amounts to be taken back in more than one year	21	-	-
<b>2. Prepaid income</b>	<b>22</b>	<b>-</b>	<b>-</b>
Amounts to be repaid in up to one year	23	-	-
Amounts to be repaid in up to one year	24	-	-
<b>3. Prepaid income related to assets received by transfer from clients</b>	<b>25</b>	<b>-</b>	<b>-</b>
Amounts to be repaid in up to one year	26	-	-
Amounts to be taken back in more than one year	27	-	-
Negative goodwill	28	-	-
<b>J. CAPITAL AND RESERVES</b>			
<b>I. CAPITAL</b>	<b>29</b>	<b>108.311</b>	<b>1.189.268</b>
1. Subscribed paid-in capital	30	108.311	1.189.268
2. Unsubscribed capital	31	-	-
3. The assets of the regie	32	-	-
4. Assets of national research and development institutes	33	-	-
5. Other equity items	34	-	-
<b>II. CAPITAL PREMIUM</b>	<b>35</b>	<b>12.481.743</b>	<b>11.400.586</b>
<b>III. REVALUATION RESERVES</b>	<b>36</b>	<b>-</b>	<b>-</b>
<b>IV. RESERVE</b>	<b>37</b>	<b>53.959</b>	<b>54.123</b>
Own shares	38	-	-
Gains related to equity instruments	39	-	-
Losses related to equity instruments	40	- 325.001	- 325.001
Reserve from translation		120	- 786
<b>V. REPORTED PROFIT OR LOSS(A) Balance C</b>	<b>41</b>	<b>2</b>	<b>1.342.759</b>
<b>V. REPORTED PROFIT OR LOSS(A) Balance D</b>	<b>42</b>	<b>1.086.097</b>	<b>-</b>
		<b>1</b>	
<b>VI. PROFIT OR LOSS AT THE END OF THE REPORTING PERIOD Balance C</b>	<b>43</b>	<b>3.030.649</b>	<b>968.429</b>
<b>VI. PROFIT OR LOSS AT THE END OF THE REPORTING PERIOD Balance D</b>	<b>44</b>	<b>-</b>	<b>-</b>
Profit sharing	45	312.248	-
<b>EQUITY - TOTAL</b>	<b>46</b>	<b>13.951.438</b>	<b>14.629.378</b>
Public Heritage	47	-	-
<b>Private wealth</b>	<b>48</b>	<b>-</b>	<b>-</b>

<b>CAPITAL - TOTAL (headings 46 + 47 + 48)</b>	<b>49</b>	<b>13.951.438</b>	<b>14.629.378</b>
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## 11.2 APPENDIX NO 2- PROFIT AND LOSS ACCOUNT GROUP CONNECTIONS AS AT 30.06.2022

Name of indicators	No. Rd.	RON	RON
		6 months 30.06.2021	6 months 30.06.2022
<b>1. Net turnover (headings 02+03-04+05+06)</b>	<b>1</b>	<b>20.348.615</b>	<b>24.770.653</b>
Income from Services	2	19.470.263	23.755.721
Income from sale of goods	3	878.352	1.014.932
Trade discounts granted	4	-	-
Interest income recorded by deregistered entities with outstanding leases	5	-	-
Operating subsidy income related to net turnover	6	-	-
<b>2. Revenue relating to the cost of work in progress</b>		-	-
Sold C	7	-	-
Sold D	8	-	-
<b>3. Income from the production of tangible and intangible fixed assets (ct 721+722)</b>	<b>9</b>	<b>419.203</b>	<b>401.296</b>
<b>4. Income from the revaluation of tangible fixed assets (ct 755)</b>	<b>10</b>	-	-
<b>5. Income from the production of investment property (ct 725)</b>	<b>11</b>	-	-
<b>6. Income from operating subsidies</b>	<b>12</b>	-	-
<b>7. Other operating income</b>	<b>13</b>	<b>27.936</b>	<b>16.761</b>
of which, income from negative goodwill (ct 7815)	14	-	-
of which, investment grant income (ct 7584)	15	3.586	-
<b>REVENUE FROM OPERATIONS - TOTAL (headings 01+ 07 - 08 + 09 + 10+11+12+13)</b>	<b>16</b>	<b>20.795.754</b>	<b>25.188.709</b>
8. a) Expenditure on raw materials and consumables (ct.601+602)	17	45.116	61.897
Other material expenditure (ct.603+604+606+608)	18	12.890	13.256
b) Other external expenditure (energy and water)(ct.605)	19	11.509	8.648
c) Expenditure on goods (ct.607)	20	822.596	990.762
Trade discounts received (ct. 609)	21	-	-
<b>9. Staff expenditure (headings 23+24), of which:</b>	<b>22</b>	<b>10.747.742</b>	<b>12.877.469</b>
a) Wages and allowances (ct.641+642+643+644)	23	10.524.273	12.576.344



b) Insurance and social protection expenditure (ct.645+ 646)	24	223.469	301.125
<b>10.a) Value adjustments in respect of tangible and intangible fixed assets (headings 26 to 27)</b>	<b>25</b>	<b>224.683</b>	<b>194.089</b>
a.1) Expenditure (ct.6811+6813+6817)	26	224.683	194.089
a.2) Revenue (ct.7813, 7818)	27	-	-
<b>b) Value adjustments on current assets (headings 29-30)</b>	<b>28</b>	-	-
b.1) Expenditure (ct.654+6814)	29	-	-
b.2) Revenue (ct.754+7814)	30	-	-
<b>11. Other operating expenditure (headings 32 to 38)</b>	<b>31</b>	<b>7.388.363</b>	<b>9.531.461</b>
11.1. Expenditure on external services (ct.611+612+613+614+615+621+622+623+624+625+626+627+628)	32	7.213.903	9.246.078
11.2. Expenditure on other taxes, duties and similar charges (c.635)	33	119.572	153.394
11.3 Environmental protection expenditure (ct 652)	34	-	-
11.4 Expenditure on the revaluation of tangible fixed assets (ct 655)	35	-	-
11.5 Expenditure relating to disasters and similar events (ct 6587)	36	-	-
11.6. Other expenditure (ct.651+6581+6582+6583+6588)	37	54.888	131.989
Refinancing interest expense recorded by derecognised entities with outstanding leasing contracts (item 666*)	38	-	-
Adjustments to provisions (lines 40-41)	39	-	-
Expenditure (ct.6812)	40	-	-
Revenue (ct.7812)	41	-	-
<b>OPERATING EXPENDITURE - TOTAL (headings 17 to 20 - 21 + 22 + 25 + 28 + 31 + 39)</b>	<b>42</b>	<b>19.252.901</b>	<b>23,677,583</b>
<b>OPERATING PROFIT OR LOSS:</b>			
Profit (rd. 16-42))	43	1.542.853	1.511.127
Loss (rd. 42-16)	44	-	-
<b>9. Income from participating interests</b>	<b>45</b>	-	-
of which, income from affiliated entities	46	-	-
<b>13. Interest income (ct.766*)</b>	<b>47</b>	265	76.131
of which, income from affiliated entities	48	-	-
<b>14. Operating subsidy income for interest due (item 7418)</b>	<b>49</b>	-	-
<b>15. Other financial income (items 762+764+765+767+768+7615)</b>	<b>50</b>	104.877	14.344
- of which, income from other fixed assets	51	-	-

<b>FINANCIAL INCOME - TOTAL (headings 45+47+49+50)</b>	<b>52</b>	<b>105.141</b>	<b>90.474</b>
<b>16. Value adjustments on financial fixed assets and financial investments held as current assets (headings 54-55)</b>	<b>53</b>	-	-
Expenditure (ct.686)	54	-	-
Revenue (ct.786)	55	-	-
<b>13. Interest expenditure (ct.666*)</b>	<b>56</b>	3,351	79.347
of which, expenditure in relation to affiliated entities	57	-	-
Other financial charges (ct.663+664+665+667+668)	58	70.489	50.835
<b>FINANCIAL EXPENDITURE - TOTAL (headings 53+56+58)</b>	<b>59</b>	<b>73.840</b>	<b>130.183</b>
<b>FINANCIAL PROFIT OR LOSS:</b>			
Profit (rd. 52-59)	60	31.301	-
Loss (rd. 59-52)	61		39.708
<b>TOTAL REVENUE (headings 16 + 52)</b>	<b>62</b>	<b>20.900.895</b>	<b>25.279.184</b>
<b>TOTAL EXPENDITURE (headings 42 + 59)</b>	<b>63</b>	<b>19.326.741</b>	<b>23.807.765</b>
<b>18. GROSS PROFIT OR LOSS:</b>			
Profit (rd. 62 - 63) 64	64	1.574.154	1.471.418
- Loss (rd. 63 - 62)	65	-	-
<b>19. Corporation tax (ct.691)</b>	<b>66</b>	171.878	494.028
<b>20. Other taxes not shown under the above items (c.698)</b>	<b>68</b>	39.160	8.961
<b>21. NET PROFIT OR LOSS FOR THE FINANCIAL YEAR:</b>			
Loss (rd. 65 + 66 + 67 - 64)	69	-	-
- Profit (rd. 64 - 65 - 66 - 67)	70	1.363.116	968.429

## 11.2 ANNEX NO.3 – REPORT OF THE BOARD OF DIRECTORS 30 JUNE 2022

### REPORT OF THE BOARD OF DIRECTORS

closed today.16.08.2022

The company CONNECTIONS CONSULT S.A. (hereinafter referred to as "the Company") has its registered office at 75-77 Buzesti Street, Sector 1, Bucharest, the Company was established in 2005 and is registered with the Trade Register under no. J40/11864/2005, being organized as a joint-stock company and having as its main object of activity CAEN Code: 6202 "Information technology consulting activities".

The Company's financial statements for the financial year ended 30 June 2022 have been prepared in accordance with the provisions of Order No. 1802/2014 approving the Accounting Regulations on individual half-yearly financial statements, as amended.

The data entered in the balance sheet and the profit and loss account as at 30 June 2022 are taken from the trial balance of the summary accounts in which, for the period from 1 January to 30 June 2022, all the asset and management movements have been recorded and reconciled with the balance sheets of the analytical accounts, in accordance with Accounting Law no. 82/1991, republished, as amended. All financial and accounting operations were carried out in accordance with the provisions of the Accounting Law, being recorded in the legal documents and accounted for in the corresponding periods. The rules for the preparation of the balance sheet as at 30 June 2022 have been observed, i.e. the items entered in the forms correspond to the data recorded in the accounts and are consistent with the balance sheet items. The management of the assets has been properly carried out, the economic and financial transactions and operations have been recorded in the accounts in the appropriate accounts, systematically and in chronological order.

The profit and loss account reflects the income, expenditure and financial results at the end of the first half of 2022. An analysis of the information processed and recorded in the Company's accounts and reflected in the profit and loss account as at 30 June 2022, compared with the previous financial year, shows the following:

	Period ending June 30 2021 lei	Period Ending June 30 2022 lei
<b>1. Total Income out of which:</b>	<b>14.518.207</b>	<b>17.568.835</b>
– Operational Expenses	14.415.644	17.479.468
– Other Income	102.563	89.367
<b>2. Total Expenses out of which:</b>	<b>13.593.565</b>	<b>15.729.243</b>

– Operational Expenses	13.528.170	15.621.655
– Other Expenses	65.395	107.588
<b>3. Gross Profit:</b>	<b>924.642</b>	<b>1.839.592</b>
<b>4. Corporate Tax</b>	125.582	283.590
<b>5. Net Profit</b>	<b>799.060</b>	<b>1.556.002</b>

We believe that the control system within the Company ensures:

- compliance with applicable legislation;
- implementation of decisions taken by the Company's management;
- the proper functioning of the Company's internal activities;
- reliability of financial information;
- the effectiveness of the Company's operations;
- efficient use of resources;
- prevention and control of risks of not achieving the objectives set;
- control how the legal rules and the provisions of the Company's management concerning the preparation and flow of primary documents have been complied with;

As a result, internal control activities aim to:

- on the one hand, to monitor that the Company's activities and the conduct of its staff are in line with the framework defined by the applicable legislation, the Company's values, standards and internal rules;
- on the other hand, verifying that the accounting, financial and management information communicated correctly reflects the Company's activity and situation.

Control activities are an integral part of the management process by which the entity seeks to achieve its objectives. The implemented control system aims at applying internal control rules and procedures at all hierarchical and functional levels: approval, authorisation, verification, evaluation of operational performance, securing of assets, segregation of duties.

Internal control is applied throughout the Company's operations.

## Risk management

### Financial risk factors

By the nature of the activities carried out, the Company is exposed to various risks including: credit risk, currency risk, interest rate risk and liquidity risk. Management seeks to mitigate the potentially adverse effects associated with these risk factors on the Company's financial performance.

#### (i) Credit risk

The Company is subject to credit risk due to its trade and other receivables. References as to the creditworthiness of customers are routinely obtained for all new customers, the due date of debts is closely monitored and amounts due after the due date are promptly followed up.

Financial assets, which represent a potential credit risk for the Company consist mainly of other receivables. As their balance is not significant, the Company does not have a significant exposure to credit risk. In addition, the Company does not present a concentration of credit risk.

The Company's management considers that the risk of loss is not significant.

#### (ii) Currency risk

The Company is exposed to foreign exchange rate fluctuations through debt arising from commercial obligations denominated in foreign currencies.

#### (iii) Liquidity risk

Prudent management of liquidity risk involves maintaining sufficient cash and available credit facilities. Due to the nature of the business, the Company seeks to have flexibility in its funding possibilities by maintaining available lines of credit to finance operating activities.

The Company's management is unable to predict the changes that will occur in Romania and their effects on its financial condition and results, as the Romanian economy is constantly changing.

The Company's strategy for the future

The Company's future strategy is as follows:

- efficient use of its assets;
- increase overall performance by achieving performance indicators;
- monthly monitoring of the income and expenditure budget and the realised and budgeted cash flow.

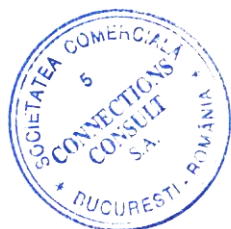
Events after the balance sheet date

There were no significant subsequent events that impacted the Company's financial statements as at 30 06 2022.

The Board of Directors approves the condensed financial statements , prepared as at 30 June 2022 and confirms that:

- the accounting policies used in the preparation of the half-year financial statements are in accordance with applicable accounting regulations;
- the half-yearly financial statements give a true and fair view of the financial position, financial performance and other information relating to the business conducted during the financial year;
- the company carries on its business on a going concern basis.

**Bogdan Liviu Florea**



## 11.2 ANNEX NO.4 - BALANCE SHEET OMFP 1802/2014 CONNECTIONS CONSULT SA JUNE 2022

### STATEMENT

in accordance with the provisions of art.30 of the Accounting Law no.82/1991

The annual financial statements as at 30/06/2022 for:

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Entity: CONNECTIONS CONSULT S.A.

County: SECTOR 1

Address: STRADA BUZESTI NR. 75-77

Trade register number: J40/11864/2005

Form of ownership: Joint Stock Company (S.A.)

Main activity (CAEN class code and name): 6202 "Information technology consultancy activities".

Unique registration code:

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The undersigned, Bogdan Livlu Florea and Dumitrescu Decebal Octavian assume responsibility for the preparation of the half-yearly financial statements as at 30/06/2022 and confirm that:

- a) The accounting policies used in the preparation of the annual financial statements are in accordance with applicable accounting regulations.
- b) The annual financial statements give a true and fair view of the financial position, financial performance and other information relating to the business.
- c) The company carries on its business on a going concern basis.



Dumitrescu Decebal

Bogdan Florea .







## 11.2 ANNEX NO.5 - BALANCE SHEET OMFP 1802/2014 CONNECTIONS CONSULT SA JUNE 2022

Sireti/numar 0000 este contul:		<input type="checkbox"/> Mari Contribuabili care depun bilanțul la București <input type="checkbox"/> Sucursala <input type="checkbox"/> GE - grupul de interes economic <input type="checkbox"/> Activ net mai mic de 1/2 din valoarea capitalului subscris	ST037_AT0.0 / 19.07.2022 Tip situație financiară: BS <input type="radio"/> An <input checked="" type="radio"/> Semestru Anul 2022
Venituri Avenșile		Sursa de control 1.189.213	
Entitatea S.C. CONNECTIONS CONSULT S.A.			
Adresa	Județ București	Sector Sector 1	Localitate București
	Strada Buzesti	Nr. 75-77	Bluc Scara An Telefon 0372 768332
Număr din registrul comerțului J40/11854/2006		Cod unic de înregistrare 17751763	
Forma de proprietate			
re-Societăți pe acțiuni			
Activitatea predecesentă (cod și denumire din CAEN)			
caz Activități de consultanță în tehnologia informației			
Activitatea predecesentă efectiv desfășurată (cod și denumire din CAEN)			
caz Activități de consultanță în tehnologia informației			
<b>Raportări contabile semestriale</b>			
<input checked="" type="radio"/> Entități mijlocii, mari și entități de interes public		<input type="checkbox"/> Entități de interes public	
<input checked="" type="radio"/> Entități mici		<input type="checkbox"/> I. entități care au optat pentru un exercițiu financiar alternativ de anul calendaristic cf.art. 27 din Legea contabilității nr. 82/1994	
<input checked="" type="radio"/> Micro entități			
Raportare contabilă la data de 30.06.2022 întocmită de entitățile cărora le sunt incidente Reglementările contabile privind situațiile financiare anuale individuale și situațiile financiare anuale consolidate, aprobate prin OMFP nr. 1.802/2014, cu modificările și completările ulterioare, coroborat cu art.3 din OMFP nr.1669/ 2022 și care în exercițiul financiar precedent au înregistrat o cifră de afaceri mai mare decât echivalentul în lei a 1.000.000 euro. F10 - SITUAȚIA ACTIVELOR, DATORIELOR ȘI CAPITALURILOR PROPRII F20 - CONȚINUTUL DE PROFIT ȘI PIERDERE F30 - DATE INFORMATIVE			
1.Import fișier XML - F10 la 31/12/AP 2.Import fișier XML - F20 la 30/06/AP		Instrucțiuni Corolarii	
Import "balanta.txt" Import fișier XML creat cu site aplicații		<b>VALIDARE</b>	
		DEBLOCARE ANULARE LISTARE	
<b>ADMINISTRATOR,</b> Numele și prenumele FLOREA BOGDANU MI Semnatura _____		<b>ÎNȚOCMIT,</b> Numele și prenumele LASCU MIREL SORIN ? Calitatea 11-DIRECTOR ECONOMIC Semnatura _____	
Mirel-Sorin Lascu Semnat digital de Mirel-Sorin Lascu Data: 2022.08.16 15:40:07 +03'00' Semnatura electronica			
Formular VALIDAT			

SITUAȚIA ACTIVELOR, DATORIILOR ȘI CAPITALURILOR PROPRII				
Cod 10		la data de 30.06.2022		- lei -
Denumirea elementului	Nr. rd.	Sold la:		
		01.01.2022	30.06.2022	
(formulele de calcul se refera la Nr.rd. din col.B)				
A	B	1	2	
A. ACTIVE IMOBILIZATE				
I. IMOBILIZĂRI NECORPORALE (ct.201+203+205+206+2071+4094 +208-280-290 - 4904)	01	01	912.534	1.079.443
II. IMOBILIZĂRI CORPORALE(ct.211+212+213+214+215+216+217+223+224 +227+231+235+4093-281-291-2931-2935 - 4903)	02	02	406.601	287.385
III. IMOBILIZĂRI FINANCIARE (ct.261+262+263+265+267* - 296*)	03	03	1.534.203	1.539.965
ACTIVE IMOBILIZATE - TOTAL (rd. 01 + 02 + 03)	04	04	2.853.338	2.906.793
B. ACTIVE CIRCULANTE				
I. STOCURI (ct.301+302+303+321+322+/-308+323+326+327+328+331+332 +341+345+346+347+/-348+351+354+356+357+358+361+/-368+371+/-378 +381+/-388+4091- 391- 392-393-394-395-396-397-398 - din ct.4428 - 4901)	05	05	0	5.935
II.CREANȚE				
1. (ct.267*-296*+4092+411+413+418+425+4282+431**+436**+437**+4382 +441**+4424+din ct.4428**+444**+445+446**+447**+4482+451**+453** +456**+4582+461+4662+473** - 491 - 495 - 496 - 4902 +5187)	06	06a (301)	11.894.138	16.651.747
2. Creanțe reprezentând dividende repartizate în cursul exercițiului financiar (ct. 463)	07	06b (302)	0	0
TOTAL (rd. 06a+06b)	08	06	11.894.138	16.651.747
III. INVESTIȚII PE TERMEN SCURT (ct.501+505+506+507+ 508*+5113+5114-591-595-596-598)	09	07	0	0
IV. CASA ȘI CONTURI LA BĂNCI (ct.508* + 5112+512+531+532+541+542)	10	08	7.881.549	5.049.156
ACTIVE CIRCULANTE - TOTAL (rd. 05 + 06 + 07 + 08)	11	09	19.775.687	21.706.838
C. CHELTUIELI ÎN AVANS (ct. 471) (rd.11+12)				
Sume de reluat într-o perioadă de până la un an (ct. 471*)	13	11	75.471	111.333
Sume de reluat într-o perioadă mai mare de un an (ct. 471*)	14	12	0	0
D. DATORII: SUMELE CARE TREBUIE PLĂTITE ÎNTR-O PERIOADĂ DE PÂNĂ LA UN AN (ct.161+162+166+167+168-169+269+401+403+404+405+408+419 +421+423+424+426+427+4281+431***+436***+437***+4381+441***+4423 +4428***+444***+446***+ 447***+4481+451***+453*** +455+456***+457 +4581+462+4661+473***+509+5186+519)				
	15	13	8.775.590	9.303.187
E. ACTIVE CIRCULANTE NETE/DATORII CURENTE NETE (rd.09+11-13-20-23-26)				
	16	14	11.034.754	12.473.230
F. TOTAL ACTIVE MINUS DATORII CURENTE (rd.04 +12+14)				
	17	15	13.888.092	15.380.023
G. DATORII:SUMELE CARE TREBUIE PLATITE INTR-O PERIOADA MAI MARE DE UN AN (ct.161+162+166+167+168-169+269+401+403+404+405+408+419 +421+423+424+426+427+4281+431***+436***+437***+4381+441***+4423 +4428***+444***+446***+ 447***+4481+451***+453*** +455+456***+4581 +462+4661+473***+509+5186+519)				
	18	16	148.122	84.051
H. PROVIZIOANE (ct. 151)				
	19	17	268.874	268.874
I. VENITURI IN AVANS (rd. 19 + 22 + 25 + 28)				
1. Subvenții pentru investiții (ct. 475), (rd.20+21)	21	19	40.814	41.754
Sume de reluat într-o perioadă de până la un an (din ct. 475*)	22	20	40.814	41.754
Sume de reluat într-o perioadă mai mare de un an (din ct. 475*)	23	21	0	0
2. Venituri înregistrate în avans (ct. 472) (rd.23+24)	24	22	0	0

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Sume de reluat într-o perioadă de până la un an (din ct. 472*)	25	23	0	0
Sume de reluat într-o perioadă mai mare de un an (din ct. 472*)	26	24	0	0
3. Venituri în avans aferente activelor primite prin transfer de la clienți (ct. 478) (rd.26+27)	27	25	0	0
Sume de reluat într-o perioadă de până la un an (din ct. 478*)	28	26	0	0
Sume de reluat într-o perioadă mai mare de un an (din ct. 478*)	29	27	0	0
Fondul comercial negativ (ct.2075)	30	28	0	0
<b>J. CAPITAL ȘI REZERVE</b>				
I. CAPITAL (rd. 30+31+32+33+34)	31	29	108.116	1.189.273
1. Capital subscris vărsat (ct. 1012)	32	30	108.116	1.189.273
2. Capital subscris nevărsat (ct. 1011)	33	31	0	0
3. Patrimoniul regiei (ct. 1015)	34	32	0	0
4. Patrimoniul institutelor naționale de cercetare-dezvoltare (ct. 1018)	35	33	0	0
5. Alte elemente de capitaluri proprii (ct. 1031)	36	34	0	0
II. PRIME DE CAPITAL (ct. 104)	37	35	12.481.743	11.400.586
III. REZERVE DIN REEVALUARE (ct. 105)	38	36	0	0
IV. REZERVE (ct.106)	39	37	21.623	21.623
Acțiuni proprii (ct. 109)	40	38	0	0
Căștiguri legate de instrumentele de capitaluri proprii (ct. 141)	41	39	0	0
Pierderi legate de instrumentele de capitaluri proprii (ct. 149)	42	40	325.001	325.001
V. PROFITUL SAU PIERDEREA REPORTAT(Ă)	SOLD C (ct. 117)	43	41	2
	SOLD D (ct. 117)	44	42	0
VI. PROFITUL SAU PIERDEREA LA SFÂRȘITUL PERIOADEI DE RAPORTARE				
	SOLD C (ct. 121)	45	43	1.206.196
	SOLD D (ct. 121)	46	44	0
Repartizarea profitului (ct. 129)	47	45	21.583	
CAPITALURI PROPRII - TOTAL (rd. 29+35+36+37-38+39-40+41-42+43-44-45)	48	46	13.471.096	15.027.098
Patrimoniul public (ct. 1016)	49	47	0	
Patrimoniul privat (ct. 1017) 1)	50	48	0	
CAPITALURI - TOTAL (rd. 46+47+48) (rd.04+09+10-13-16-17-18)	51	49	13.471.096	15.027.098

\*) Conturi de repartizat după natura elementelor respective.

\*\*) Solduri debitoare ale conturilor respective.

\*\*\*) Solduri creditoare ale conturilor respective.

1) Se va completa de către entitățile cărora le sunt incidente prevederile Ordinului ministrului finanțelor publice și al ministrului delegat pentru buget nr. 668/2014 pentru aprobarea Predărilor privind întocmirea și actualizarea inventarului centralizat al bunurilor imobile proprietate privată a statului și a drepturilor reale supuse inventarierii, cu modificările și completările ulterioare.

**ADMINISTRATOR,**

Numele și prenumele

Floreia BOGDAN LIVIU

Semnătura

**INTOCMIT,**

Numele și prenumele

LASCU MIREL SORIN

Calitatea

11-DIRECTOR ECONOMIC

Semnătura

Nr.de înregistrare în organismul profesional:

**Formular  
VALIDAT**

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## CONTUL DE PROFIT ȘI PIERDERE

la data de 30.06.2022

Cod 20

- lei -

Denumirea indicatorilor	Nr. rd.	Realizari aferente perioadei de raportare	
		01.01.2021- 30.06.2021	01.01.2022- 30.06.2022
(formulele de calcul se refera la Nr.rd. din col.B)			
<b>A</b>	<b>B</b>	<b>1</b>	<b>2</b>
1. Cifra de afaceri netă (rd. 02+03-04+06)	01	14.359.895	17.342.521
- din care, cifra de afaceri netă corespunzătoare activității preponderente efectiv desfășurate	02	14.324.629	17.306.908
Producția vândută (ct.701+702+703+704+705+706+708)	03	13.481.543	16.327.373
Venituri din vânzarea mărfurilor (ct. 707)	04	878.352	1.015.148
Reduceri comerciale acordate (ct. 709)	05	0	0
Venituri din dobânzi înregistrate de entitățile radiate din Registrul general și care mai au în derulare contracte de leasing (ct.766*)	05		
Venituri din subvenții de exploatare aferente cifrei de afaceri nete (ct.7411)	06	0	0
2. Venituri aferente costului producției în curs de execuție (ct.711+712)			
Sold C	07	0	0
Sold D	08	0	0
3. Venituri din producția de imobilizări necorporale și corporale (ct.721+ 722)	09	31.399	125.471
4. Venituri din reevaluarea imobilizărilor corporale (ct. 755)	10	0	0
5. Venituri din producția de investiții imobiliare (ct. 725)	11	0	0
6. Venituri din subvenții de exploatare (ct. 7412 + 7413 + 7414 + 7415 + 7416 + 7417 + 7419)	12	0	0
7. Alte venituri din exploatare (ct.751+758+7815)	13	24.350	11.476
-din care, venituri din subvenții pentru investiții (ct.7584)	14	10.833	11.060
-din care, venituri din fondul comercial negativ (ct.7815)	15	0	0
<b>VENITURI DIN EXPLOATARE – TOTAL (rd. 01+07-08+09+10+11+12+13)</b>	<b>16</b>	<b>14.415.644</b>	<b>17.479.468</b>
8. a) Cheltuieli cu materiile prime și materialele consumabile (ct.601+602)	17	42.959	60.233
Alte cheltuieli materiale (ct.603+604+606+608)	18	10.944	12.804
b) Alte cheltuieli externe (cu energie și apă)(ct.605)	19	9.656	8.648
- din care, cheltuieli privind consumul de energie (ct. 6051)	20	9.656	8.648
c) Cheltuieli privind mărfurile (ct.607)	21	822.596	990.762
Reduceri comerciale primite (ct. 609)	22	0	0
9. Cheltuieli cu personalul (rd. 23+24)	23	8.622.428	10.110.918
a) Salarii și indemnizații (ct.641+642+643+644)	24	8.437.146	9.892.587
b) Cheltuieli cu asigurările și protecția socială (ct.645+646)	25	185.282	218.331
10.a) Ajustări de valoare privind imobilizările corporale și necorporale (rd. 26 - 27)	26	200.622	176.376

F20 - pag. 2				
a.1) Cheltuieli (ct.6811+6813+6817+ din ct.6818)	27	26	200.622	176.376
a.2) Venituri (ct.7813 + din ct.7818)	28	27	0	0
b) Ajustări de valoare privind activele circulante (rd. 29 - 30)	29	28	0	0
b.1) Cheltuieli (ct.654+6814 + din ct.6818)	30	29	0	0
b.2) Venituri (ct.754+7814 + din ct.7818)	31	30	0	0
11. Alte cheltuieli de exploatare (rd. 32 la 37)	32	31	3.818.965	4.261.914
11.1. Cheltuieli privind prestațiile externe (ct.611+612+613+614+615+621+622+623+624+625+626+627+628)	33	32	3.656.282	3.991.967
11.2. Cheltuieli cu alte impozite, taxe și vărsăminte asimilate; cheltuieli reprezentând transferuri și contribuții datorate în baza unor acte normative speciale(ct. 635 + 6586*)	34	33	119.046	152.974
11.3. Cheltuieli cu protecția mediului înconjurător (ct. 652)	35	34	0	0
11.4 Cheltuieli din reevaluarea imobilizărilor corporale (ct. 655)	36	35	0	0
11.5. Cheltuieli privind calamitățile și alte evenimente similare (ct. 6587)	37	36	0	0
11.6. Alte cheltuieli (ct.651+ 6581+ 6582 + 6583 + 6584 + 6588)	38	37	43.637	116.973
Cheltuieli cu dobânzile de refinanțare înregistrate de entitățile radiate din Registrul general și care mai au în derulare contracte de leasing (ct.666*)		38		
Ajustări privind provizioanele (rd. 40 - 41)	39	39	0	0
- Cheltuieli (ct.6812)	40	40	0	0
- Venituri (ct.7812)	41	41	0	0
<b>CHELTUIELI DE EXPLOATARE - TOTAL (rd. 17 la 20 - 21+22+25+28+31+ 39)</b>	42	42	13.528.170	15.621.655
PROFITUL SAU PIERDEREA DIN EXPLOATARE:				
- Profit (rd. 16 - 42)	43	43	887.474	1.857.813
- Pierdere (rd. 42 - 16)	44	44	0	0
12. Venituri din interese de participare (ct.7611+7612+7613)	45	45	0	0
- din care, veniturile obținute de la entitățile afiliate	46	46	0	0
13. Venituri din dobânzi (ct. 766)	47	47	256	75.966
- din care, veniturile obținute de la entitățile afiliate	48	48	0	0
14. Venituri din subvenții de exploatare pentru dobânda datorată (ct. 7418)	49	49	0	0
15. Alte venituri financiare (ct.762+764+765+767+768+7615)	50	50	102.307	13.401
- din care, venituri din alte imobilizări financiare ( ct. 7615)	51	51	0	0
<b>VENITURI FINANCIARE - TOTAL (rd. 45+47+49+50)</b>	52	52	102.563	89.367
16. Ajustări de valoare privind imobilizările financiare și investițiile financiare deținute ca active circulante (rd. 54 - 55)	53	53	0	0
- Cheltuieli (ct.686)	54	54	0	0
- Venituri (ct.786)	55	55	0	0
17. Cheltuieli privind dobânzile (ct.666)	56	56	3.351	79.347
- din care, cheltuielile în relația cu entitățile afiliate	57	57	0	0
18. Alte cheltuieli financiare (ct.663+664+665+667+668)	58	58	62.044	28.241
<b>CHELTUIELI FINANCIARE - TOTAL (rd. 53+56+58)</b>	59	59	65.395	107.588
PROFITUL SAU PIERDEREA FINANCIAR(Ă):				

F20 - pag. 3				
- Profit (rd. 52 - 59)	60	60	37.168	0
- Pierdere (rd. 59 - 52)	61	61	0	18.221
<b>VENITURI TOTALE (rd. 16 + 52)</b>	62	62	14.518.207	17.568.835
<b>CHELTUIELI TOTALE (rd. 42 + 59)</b>	63	63	13.593.565	15.729.243
19. PROFITUL SAU PIERDEREA BRUT(Ă):				
- Profit (rd. 62 - 63)	64	64	924.642	1.839.592
- Pierdere (rd. 63 - 62)	65	65	0	0
20. Impozitul pe profit (ct.691)	66	66	125.582	283.590
21. Impozitul specific unor activități (ct. 695)	67	67	0	0
22. Alte impozite ne reprezentate la elementele de mai sus (ct.698)	68	68	0	0
<b>23. PROFITUL SAU PIERDEREA NET(Ă) A PERIOADEI DE RAPORTARE:</b>				
- Profit (rd. 64 - 65 - 66 - 67 - 68)	69	69	799.060	1.556.002
- Pierdere (rd. 65 + 66 + 67 + 68 - 64)	70	70	0	0

\*) Conturi de repartizat după natura elementelor respective.

La rândul 24 (cf.OMF nr.1669/2022)- se cuprind și drepturile colaboratorilor, stabilite potrivit legislației muncii, care se preiau din rulajul debitor al contului 621 „Cheltuieli cu colaboratorii”, analitic „Colaboratori persoane fizice”.

La rândul 34 (cf.OMF nr.1669/2022)- în contul 6586 „Cheltuieli reprezentând transferuri și contribuții datorate în baza unor acte normative speciale” se evidențiază cheltuielile reprezentând transferuri și contribuții datorate în baza unor acte normative speciale, altele decât cele prevăzute de Codul fiscal.

## ADMINISTRATOR,

## INTOCMIT,

Numele și prenumele

Floreia BOGDAN LIVIU

Numele și prenumele

LASCU MIREL SORIN

Semnătura \_\_\_\_\_

Calitatea

11-DIRECTOR ECONOMIC

Semnătura \_\_\_\_\_

**Formular  
VALIDAT**

Nr.de înregistrare în organismul profesional:



DATE INFORMATIVE la data de 30.06.2022					F30 - pag. 1	
Cod 30 (formulele de calcul se refera la Nr.rd. din col.B)					- lei -	
<b>I. Date privind rezultatul inregistrat</b>	Nr.rd. OMF nr.1669 / 2022	Nr. rd.	Nr.unitati		Sume	
<b>A</b>		<b>B</b>	<b>1</b>		<b>2</b>	
Unitați care au inregistrat profit	01	01	1		1.556.002	
Unitați care au inregistrat pierdere	02	02				
Unitați care nu au inregistrat nici profit, nici pierdere	03	03				
<b>II Date privind platile restante</b>		Nr. rd.	Total, din care:	Pentru activitatea curenta	Pentru activitatea de investitii	
<b>A</b>		<b>B</b>	<b>1=2+3</b>	<b>2</b>	<b>3</b>	
Plati restante – total (rd.05 + 09 + 15 la 17 + 18)	04	04	384.794	384.794	0	
Furnizori restanți – total (rd. 06 la 08)	05	05	384.794	384.794	0	
- peste 30 de zile	06	06	110.784	110.784	0	
- peste 90 de zile	07	07	129.630	129.630	0	
- peste 1 an	08	08	144.380	144.380	0	
Obligatii restante fata de bugetul asigurarilor sociale – total(rd.10 la 14)	09	09	0	0	0	
- contributi pentru asigurari sociale de stat datorate de angajatori, salariați si alte persoane asimilate	10	10	0	0	0	
- contributi pentru fondul asigurarilor sociale de sanatate	11	11	0	0	0	
- contribuția pentru pensia suplimentară	12	12	0	0	0	
- contributi pentru bugetul asigurarilor pentru somaj	13	13	0	0	0	
- alte datorii sociale	14	14	0	0	0	
Obligatii restante fata de bugetele fondurilor speciale si alte fonduri	15	15	0	0	0	
Obligatii restante fata de alti creditori	16	16	0	0	0	
Impozite, contributi si taxe neplatite la termenul stabilit la bugetul de stat, din care:	17	17	0	0	0	
- contributia asiguratorie pentru munca	18	17a (301)	0	0	0	
Impozite si taxe neplatite la termenul stabilit la bugetele locale	19	18	0	0	0	
<b>III. Numar mediu de salariați</b>		Nr. rd.	<b>30.06.2021</b>		<b>30.06.2022</b>	
<b>A</b>		<b>B</b>	<b>1</b>		<b>2</b>	
Numar mediu de salariați	20	19	197		232	
Numarul efectiv de salariați existenti la sfarsitul perioadei, respectiv la data de 30 iunie	21	20	240		248	
<b>IV. Redevențe plătite în cursul perioadei de raportare, subvenții încasate și creanțe restante</b>		Nr. rd.			Sume (lei)	
<b>A</b>		<b>B</b>			<b>1</b>	
Redevențe plătite în cursul perioadei de raportare pentru bunurile din domeniul public, primite în concesiune, din care:	22	21			0	
- redevențe pentru bunurile din domeniul public plătite la bugetul de stat	23	22			0	
Redevență minieră plătită la bugetul de stat	24	23			0	



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Redevență petrolieră plătită la bugetul de stat	25	24	0	
Chirii plătite în cursul perioadei de raportare pentru terenuri 1)	26	25	0	
Venituri brute din servicii plătite către persoane nerezidente, din care:	27	26	551.011	
- Impozitul datorat la bugetul de stat	28	27	0	
Venituri brute din servicii plătite către persoane nerezidente din statele membre ale Uniunii Europene, din care:	29	28	271.596	
- Impozitul datorat la bugetul de stat	30	29	0	
Subvenții încasate în cursul perioadei de raportare, din care:	31	30	0	
- subvenții încasate în cursul perioadei de raportare aferente activelor	32	31	0	
- subvenții aferente veniturilor, din care:	33	32	0	
- subvenții pentru stimularea ocupării forței de muncă *)	34	33	0	
- subvenții pentru energie din surse regenerabile	35	33a (316)	0	
- subvenții pentru combustibili fosili	36	33b (317)	0	
Creanțe restante, care nu au fost încasate la termenele prevăzute în contractele comerciale și/sau în actele normative în vigoare, din care:	37	34	1.884.156	
- creanțe restante de la entități din sectorul majoritar sau integral de stat	38	35	0	
- creanțe restante de la entități din sectorul privat	39	36	1.884.156	
V. Tichete acordate salariaților		Nr. rd.	Sume (lei)	
A		B	1	
Contravaloarea tichetelor acordate salariaților	40	37	238.542	
Contravaloarea tichetelor acordate altor categorii de beneficiari, alții decât salariații	41	37a (302)	0	
VI. Cheltuieli efectuate pentru activitatea de cercetare - dezvoltare **)		Nr. rd.	30.06.2021	30.06.2022
A		B	1	2
Cheltuieli de cercetare - dezvoltare :	42	38	0	0
- din care, efectuate în scopul diminuării impactului activității entității asupra mediului sau al dezvoltării unor noi tehnologii sau a unor produse mai sustenabile	43	38a (318)	0	0
- după surse de finanțare (rd. 40+41)	44	39	0	0
- din fonduri publice	45	40	0	0
- din fonduri private	46	41	0	0
- după natura cheltuielilor (rd. 43+44)	47	42	0	0
- cheltuieli curente	48	43	0	0
- cheltuieli de capital	49	44	0	0
VII. Cheltuieli de inovare ***)		Nr. rd.	30.06.2021	30.06.2022
A		B	1	2
Cheltuieli de inovare	50	45	0	0
- din care, efectuate în scopul diminuării impactului activității entității asupra mediului sau al dezvoltării unor noi tehnologii sau a unor produse mai sustenabile	51	45a (319)	0	0
VIII. Alte informații		Nr. rd.	30.06.2021	30.06.2022
A		B	1	2
Avansuri acordate pentru imobilizări necorporale (ct. 4094), din care:	52	46	0	0
- avansuri acordate entităților neafiliate nerezidente pentru imobilizări necorporale (din ct. 4094)	53	46a (303)	0	0

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- avansuri acordate entităților afiliate nerezidente pentru imobilizări necorporale (din ct. 4094)	54	46b (304)	0	0
Avansuri acordate pentru imobilizări corporale (ct. 4093), <b>din care:</b>	55	47	8.403	0
- avansuri acordate entităților neafiliate nerezidente pentru imobilizări corporale (din ct. 4093)	56	47a (305)	8.403	0
- avansuri acordate entităților afiliate nerezidente pentru imobilizări corporale (din ct. 4093)	57	47b (306)	0	0
Imobilizări financiare, în sume brute ( <b>rd. 49+54</b> )	58	48	873.284	1.539.965
Acțiuni deținute la entitățile afiliate, interese de participare, alte titluri imobilizate și obligațiuni, în sume brute ( <b>rd. 50 + 51 + 52 + 53</b> )	59	49		1.018.495
- acțiuni necotate emise de rezidenți	60	50		
- părți sociale emise de rezidenți	61	51		1.014.000
- acțiuni și parti sociale emise de nerezidenți, <b>din care:</b>	62	52		4.495
- dețineri de cel puțin 10%	63	52a (307)		4.495
- obligațiuni emise de nerezidenți	64	53		0
Creanțe imobilizate, în sume brute ( <b>rd. 55+56</b> )	65	54	873.284	521.470
- creanțe imobilizate în lei și exprimate în lei, a caror decontare se face în funcție de cursul unei valute (din ct. 267)	66	55	873.284	521.470
- creanțe imobilizate în valută (din ct. 267)	67	56	0	0
Creanțe comerciale, avansuri pentru cumpărări de bunuri de natura stocurilor și pentru prestări de servicii acordate furnizorilor și alte conturi asimilate, în sume brute (ct. 4091 + 4092 + 411 + 413 + 418), <b>din care:</b>	68	57	5.771.712	11.554.969
- creanțe comerciale în relația cu entitățile neafiliate nerezidente, avansuri pentru cumpărări de bunuri de natura stocurilor și pentru prestări de servicii acordate furnizorilor neafiliați nerezidenți și alte conturi asimilate, în sume brute în relație cu neafiliații nerezidenți (din ct. 4091 + din ct. 4092 + din ct. 411 + din ct. 413 + din ct. 418)	69	58	0	1.951.986
- creanțe comerciale în relația cu entitățile afiliate nerezidente, avansuri pentru cumpărări de bunuri de natura stocurilor și pentru prestări de servicii acordate furnizorilor afiliați nerezidenți și alte conturi asimilate, în sume brute în relație cu afiliații nerezidenți (din ct. 4091 + din ct. 4092 + din ct. 411 + din ct. 413 + din ct. 418)	70	58a (308)	0	0
Creanțe nelincasate la termenul stabilit (din ct. 4091 + din ct. 4092 + din ct. 411 + din ct. 413)	71	59	0	1.884.156
Creanțe în legătură cu personalul și conturi asimilate (ct. 425 + 4282)	72	60	-175.575	-220.162
Creanțe în legătură cu bugetul asigurărilor sociale și bugetul statului (din ct. 431+436+437+4382+ 441 + 4424 + 4428 + 444 + 445 + 446 + 447 + 4482) , ( <b>rd.62 la 66</b> )	73	61	222.601	122.816
- creanțe în legătura cu bugetul asigurarilor sociale (ct.431+437+4382)	74	62	221.438	122.816
- creanțe fiscale în legătura cu bugetul statului (ct.436+441+4424+4428+444+446)	75	63	1.163	0
- subvenții de încasat(ct.445)	76	64	0	0
- fonduri speciale - taxe și varsaminte asimilate (ct.447)	77	65	0	0
- alte creanțe în legătura cu bugetul statului(ct.4482)	78	66	0	0
Creanțele entităților în relațiile cu entitățile afiliate (ct. 451), <b>din care:</b>	79	67	2.088.200	4.213.332
- creanțe cu entități afiliate nerezidente (din ct. 451), <b>din care:</b>	80	68	0	0

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- creanțe comerciale cu entități afiliate nerezidente (din ct. 451)	81	69	0	0
Creanțe în legătură cu bugetul asigurărilor sociale și bugetul statului neincasate la termenul stabilit (din ct. 431 + din ct. 436 + din ct. 437 + din ct. 4382 + din ct. 441 + din ct. 4424 + din ct. 4428 + din ct. 444 + din ct. 445 + din ct. 446 + din ct. 447 + din ct. 4482)	82	70	0	0
Alte creanțe (ct. 453 + 456 + 4582 + 461 + 4662 + 471 + 473), din care:	83	71	502.823	652.770
- decontări privind interesele de participare, decontări cu acționarii/ asociații privind capitalul, decontări din operațiuni în participatie (ct.453+456+4582)	84	72	0	0
- alte creanțe în legătură cu persoanele fizice și persoanele juridice, altele decât creanțele în legătură cu instituțiile publice (instituțiile statului) (din ct. 461 + din ct. 471 + din ct.473+4662)	85	73	502.823	652.770
- sumele preluate din contul 542 'Avansuri de trezorerie' reprezentând avansurile de trezorerie, acordate potrivit legii și nedecontate până la data de raportare (din ct. 461)	86	74	0	0
Dobânzi de încasat (ct. 5187) , din care:	87	75	0	0
- de la nerezidenți	88	76	0	0
Dobânzi de încasat de la nerezidenți (din ct. 4518 + din ct. 4538)	89	76a (313)	0	0
Valoarea împrumuturilor acordate operatorilor economici ****)	90	77	0	0
Investiții pe termen scurt, în sume brute (ct. 501 + 505 + 506 + 507 + din ct.508), din care:	91	78	0	0
- acțiuni necotate emise de rezidenți	92	79	0	0
- părți sociale emise de rezidenți	93	80	0	0
- acțiuni emise de nerezidenți	94	81	0	0
- obligațiuni emise de nerezidenți	95	82	0	0
- dețineri de obligațiuni verzi	96	82a (320)	0	0
Alte valori de încasat (ct. 5113 + 5114)	97	83	0	0
Casa în lei și în valută (rd.85+86 )	98	84	21.964	30.732
- în lei (ct. 5311)	99	85	21.964	30.732
- în valută (ct. 5314)	100	86	0	0
Conturi curente la bănci în lei și în valută (rd.88+90)	101	87	1.684.199	5.056.359
- în lei (ct. 5121), din care:	102	88	1.430.637	5.053.370
- conturi curente în lei deschise la bănci nerezidente	103	89		0
- în valută (ct. 5124), din care:	104	90	253.562	2.989
- conturi curente în valută deschise la bănci nerezidente	105	91	0	0
Alte conturi curente la bănci și acreditive, (rd.93+94)	106	92	0	0
- sume în curs de decontare, acreditive și alte valori de încasat, în lei (ct. 5112 + din ct. 5125 + 5411)	107	93	0	0
- sume în curs de decontare și acreditive în valută (din ct. 5125 + 5414)	108	94	0	0
Datorii (rd. 96 + 99 + 102 + 103 + 106 + 108 + 110 + 111 + 116 + 119 + 122 + 128)	109	95	8.824.915	6.083.310
Credite bancare externe pe termen scurt (credite primite de la instituții financiare nerezidente pentru care durata contractului de credit este mai mică de 1 an) (din ct. 519), (rd. 97+98)	110	96	0	0

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- în lei	111	97	0	0
- în valută	112	98	0	0
Credite bancare externe pe termen lung (credite primite de la instituții financiare nerezidente pentru care durata contractului de credit este mai mare sau egală cu 1 an) (din ct. 162), (rd.100+101)	113	99	0	0
- în lei	114	100	0	0
- în valută	115	101	0	0
Credite de la trezoreria statului și dobânzile aferente (ct. 1626 + din ct. 1682)	116	102	0	0
Alte împrumuturi și dobânzile aferente (ct. 166 + 1685 + 1686 + 1687) (rd. 104+105)	117	103	0	0
- în lei și exprimate în lei, a caror decontare se face în funcție de cursul unei valute	118	104	0	0
- în valută	119	105	0	0
Alte împrumuturi și datorii asimilate (ct. 167), din care:	120	106	75.275	124.555
- valoarea concesiunilor primite (din ct. 167)	121	107	0	0
- valoarea obligațiunilor verzi emise de entitate	122	107a (321)	0	0
Datorii comerciale, avansuri primite de la clienți și alte conturi asimilate, în sume brute (ct. 401 + 403 + 404 + 405 + 408 + 419), din care:	123	108	1.418.930	1.591.229
- datorii comerciale în relația cu entitățile neafiliate nerezidente, avansuri primite de la clienți neafiliați nerezidenți și alte conturi asimilate, în sume brute în relație cu neafiliații nerezidenți (din ct. 401 + din ct. 403 + din ct. 404 + din ct. 405 + din ct. 408 + din ct. 419)	124	109	0	59.971
- datorii comerciale în relația cu entitățile afiliate nerezidente, avansuri primite de la clienți afiliați nerezidenți și alte conturi asimilate, în sume brute în relație cu afiliații nerezidenți (din ct. 401 + din ct. 403 + din ct. 404 + din ct. 405 + din ct. 408 + din ct. 419)	125	109a (309)	0	0
Datorii în legătură cu personalul și conturi asimilate (ct. 421 + 423 + 424 + 426 + 427 + 4281)	126	110	708.153	768.627
Datorii în legătură cu bugetul asigurărilor sociale și bugetul statului (ct. 431+436 + 437 + 4381 + 441 + 4423 + 4428 + 444 + 446 + 447 + 4481) (rd.112 la 115)	127	111	2.247.999	1.535.140
- datorii în legatură cu bugetul asigurărilor sociale (ct.431+437+4381)	128	112	1.231.412	586.480
- datorii fiscale în legatură cu bugetul statului (ct.436+441+4423+4428+444+446)	129	113	947.531	925.429
- fonduri speciale - taxe și varsaminte asimilate (ct.447)	130	114	69.056	23.231
- alte datorii în legatură cu bugetul statului (ct.4481)	131	115	0	0
Datoriile entităților în relațiile cu entitățile afiliate (ct. 451), din care:	132	116	0	0
- datorii cu entități afiliate nerezidente 2) (din ct. 451), din care:	133	117	0	0
- cu scadența inițială mai mare de un an	134	118	0	0
- datorii comerciale cu entitățile afiliate nerezidente indiferent de scadență (din ct. 451)	135	118a (310)	0	0
Sume datorate acționarilor / asociaților (ct.455), din care:	136	119	0	0
- sume datorate acționarilor / asociaților pers.fizice	137	120	0	0
- sume datorate acționarilor / asociaților pers.juridice	138	121	0	0

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Alte datorii (ct. 269 + 453 + 456 + 457 + 4581 + 4661 + 462 + 472 + 473 + 478 + 509), <b>din care:</b>	139	122	4.374.558	2.063.759	
-decontari privind interesele de participare, decontari cu actionarii /asociatii privind capitalul, decontari din operatii in participatie (ct.453+456+457+4581)	140	123	4.357.412	1.563.759	
-alte datorii in legatura cu persoanele fizice si persoanele juridice, altele decat datoriile in legatura cu institutiile publice (institutiile statului ) 3) (din ct.462+4661+din ct.472+din ct.473)	141	124	17.146	0	
- subventii nereluate la venituri (din ct. 472)	142	125	0	0	
- varsaminte de efectuat pentru imobilizari financiare si investitii pe termen scurt (ct.269+509)	143	126	0	500.000	
- venituri in avans aferente activelor primite prin transfer de la clienti (ct. 478)	144	127	0	0	
Dobânzi de plătit (ct. 5186), <b>din care:</b>	145	128	0	0	
- către nerezidenți	146	128a (311)	0	0	
Dobânzi de plătit către nerezidenți (din ct. 4518 + din ct. 4538)	147	128b (314)	0	0	
Valoarea împrumuturilor primite de la operatorii economici ****)	148	129	0	0	
Capital subscris vărsat (ct. 1012), din care:	149	130	93.623	1.189.273	
- acțiuni cotate 4)	150	131	0	1.189.273	
- acțiuni necotate 5)	151	132	0	0	
- părți sociale	152	133	93.623	0	
- capital subscris varsat de nerezidenti (din ct. 1012)	153	134	0	0	
Brevete si licente (din ct.205)	154	135	1.452	1.452	
<b>IX. Informatii privind cheltuielile cu colaboratorii</b>		<b>Nr. rd.</b>	<b>30.06.2021</b>	<b>30.06.2022</b>	
<b>A</b>		<b>B</b>	<b>1</b>	<b>2</b>	
Cheltuieli cu colaboratorii (ct. 621)	155	136	0	49.574	
<b>X. Informații privind bunurile din domeniul public al statului</b>		<b>Nr. rd.</b>	<b>30.06.2021</b>	<b>30.06.2022</b>	
<b>A</b>		<b>B</b>	<b>1</b>	<b>2</b>	
Valoarea bunurilor din domeniul public al statului aflate în administrare	156	137	0	0	
Valoarea bunurilor din domeniul public al statului aflate în concesiune	157	138	0	0	
Valoarea bunurilor din domeniul public al statului închiriate	158	139	0	0	
<b>XI. Informații privind bunurile din proprietatea privată a statului supuse inventarierii cf. OMFP nr. 668/2014</b>		<b>Nr. rd.</b>	<b>30.06.2021</b>	<b>30.06.2022</b>	
<b>A</b>		<b>B</b>	<b>1</b>	<b>2</b>	
Valoarea contabilă netă a bunurilor 6)	159	140	0	0	
<b>XII. Capital social vărsat</b>		<b>Nr. rd.</b>	<b>30.06.2021</b>	<b>30.06.2022</b>	
			<b>Suma (lei)</b>	<b>% 7)</b>	<b>Suma (lei)</b>
<b>A</b>		<b>B</b>	<b>Col.1</b>	<b>Col.2</b>	<b>Col.3</b>
<b>Capital social vărsat (ct. 1012) 7), (rd. 142 + 145 + 149 + 150 + 151 + 152)</b>	160	141	93.623	X	1.189.273

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- deținut de instituții publice, (rd. 143+144)	161	142	0	0,00	0	0,00
- deținut de instituții publice de subord. centrală	162	143	0	0,00	0	0,00
- deținut de instituții publice de subord. locală	163	144	0	0,00	0	0,00
- deținut de societățile cu capital de stat, din care:	164	145	0	0,00	0	0,00
- cu capital integral de stat	165	146	0	0,00	0	0,00
- cu capital majoritar de stat	166	147	0	0,00	0	0,00
- cu capital minoritar de stat	167	148	0	0,00	0	0,00
- deținut de regii autonome	168	149	0	0,00	0	0,00
- deținut de societăți cu capital privat	169	150	0	0,00	11.956	1,01
- deținut de persoane fizice	170	151	93.623	100,00	1.177.317	98,99
- deținut de alte entități	171	152	0	0,00	0	0,00
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XIII. Dividende distribuite acționarilor/ asociatilor din profitul reportat		Nr. rd.	Sume (lei)			
A		B	2021	2022		
Dividende distribuite acționarilor/ asociatilor în perioada de raportare din profitul reportat		172	152a (312)	1.697.329	402.000	
XIV. Repartizări interimare de dividende potrivit Legii nr. 163/2018		Nr. rd.	Sume (lei)			
A		B	2021	2022		
- dividendele interimare repartizate <sup>8)</sup>		173	152b (315)	0	0	
XV. Creanțe preluate prin cesionare de la persoane juridice *****)		Nr. rd.	Sume (lei)			
A		B	30.06.2021	30.06.2022		
Creanțe preluate prin cesionare de la persoane juridice (la valoarea nominală), din care:		174	153	0	0	
- creanțe preluate prin cesionare de la persoane juridice afiliate		175	154	0	0	
Creanțe preluate prin cesionare de la persoane juridice (la cost de achiziție), din care:		176	155	0	0	
- creanțe preluate prin cesionare de la persoane juridice afiliate		177	156	0	0	
XVI. Venituri obținute din activități agricole *****)		Nr. rd.	Sume (lei)			
A		B	30.06.2021	30.06.2022		
Venituri obținute din activități agricole		178	157	0	0	
XVII. Cheltuieli privind calamitățile și alte evenimente similare (ct. 6587), din care:		Nr. rd.	Sume (lei)			
- inundații		180	157b (323)	0	0	
- secetă		181	157c (324)	0	0	
- alunecări de teren		182	157d (325)	0	0	

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**ADMINISTRATOR,**
**INTOCMIT,**

Numele si prenumele

Florea BOGDAN LIVIU

Numele si prenumele

LASCU MIREL SORIN

Semnatura

Calitatea

11-DIRECTOR ECONOMIC

**Formular  
VALIDAT**

Semnatura

Nr.de inregistrare in organismul profesional:

\* Subvenții pentru stimularea ocupării forței de muncă (transferuri de la bugetul statului către angajator) - reprezintă sumele acordate angajatorilor pentru plata absolenților instituțiilor de învățământ, stimularea șomerilor care se încadrează în muncă înainte de expirarea perioadei de șomaj, stimularea angajatorilor care încadrează în muncă pe perioada nedeterminată șomeri în vârstă de peste 45 de ani, șomeri întreținători unici de familie sau șomeri care în termen de 3 ani de la data angajării îndeplinesc condițiile pentru a solicita pensia anticipată parțială sau de acordare a pensiei pentru limita de vârstă, ori pentru alte situații prevăzute prin legislația în vigoare privind sistemul asigurărilor pentru șomaj și stimularea ocupării forței de muncă.

\*\* Se va completa cu cheltuielile efectuate pentru activitatea de cercetare-dezvoltare, respectiv cercetarea fundamentală, cercetarea aplicativă, dezvoltarea tehnologică și inovarea, stabilite potrivit prevederilor Ordonanței Guvernului nr. 57/2002 privind cercetarea științifică și dezvoltarea tehnologică, aprobată cu modificări și completări prin Legea nr. 324/2003, cu modificările și completările ulterioare.

\*\*\* Se va completa cu cheltuielile efectuate pentru activitatea de inovare. La completarea rândurilor corespunzătoare capitolelor VI și VII sunt avute în vedere prevederile Regulamentului de punere în aplicare (UE) 2020/1197 al Comisiei din 30 iulie 2020 de stabilire a specificațiilor tehnice și a modalităților în temeiul Regulamentului (UE) 2019/2152 al Parlamentului European și al Consiliului privind statisticile europene de întreprindere și de abrogare a 10 acte juridice în domeniul statisticilor de întreprindere, publicat în Jurnalul Oficial al Uniunii Europene, seria L, nr. 271 din 18 august 2020. Prin acest Regulament a fost abrogat Regulamentul de punere în aplicare (UE) nr. 995/2012 al Comisiei din 26 octombrie 2012 de stabilire a normelor de punere în aplicare a Deciziei nr. 1.608/2003/CE a Parlamentului European și a Consiliului privind producția și dezvoltarea statisticilor comunitare în domeniul științei și al tehnologiei.

\*\*\*\* În categoria operatorilor economici nu se cuprind entitățile reglementate și supravegheate de Banca Națională a României, respectiv Autoritatea de Supraveghere Financiară, societățile reclassificate în sectorul administrației publice și instituțiile fără scop lucrativ în serviciul gospodăriilor populației.

\*\*\*\*\* Pentru creanțele preluate prin cesionare de la persoane juridice se vor completa atât valoarea nominală a acestora, cât și costul lor de achiziție. Pentru statutul de 'persoane juridice afiliate' se vor avea în vedere prevederile art. 7 pct. 26 lit. c și d) din Legea nr. 227/2015 privind Codul Fiscal, cu modificările și completările ulterioare.

\*\*\*\*\* Conform art. 11 din Regulamentul Delegat (UE) nr. 639/2014 al Comisiei din 11 martie 2014 de completare a Regulamentului (UE) nr. 1307/2013 al Parlamentului European și al Consiliului de stabilire a unor norme privind plățile directe acordate fermierilor prin scheme de sprijin în cadrul politicii agricole comune și de modificare a anexei X la regulamentul menționat, '(1) ... veniturile obținute din activitățile agricole sunt veniturile care au fost obținute de un fermier din activitatea sa agricolă în sensul articolului 4 alineatul (1) litera (c) din regulamentul menționat (R (UE) 1307/2013), în cadrul exploatației sale, inclusiv sprijinul din partea Uniunii din Fondul european de garantare agricolă (FEGA) și din Fondul european agricol pentru dezvoltare rurală (FEADR), precum și orice ajutor național acordat pentru activități agricole, cu excepția plăților directe naționale complementare în temeiul articolelor 18 și 19 din Regulamentul (UE) nr. 1307/2013.

Veniturile obținute din prelucrarea produselor agricole în sensul articolului 4 alineatul (1) litera (d) din Regulamentul (UE) nr. 1307/2013 ale exploatației sunt considerate venituri din activități agricole cu condiția ca produsele prelucrate să rămână proprietatea fermierului și ca o astfel de prelucrare să aibă ca rezultat un alt produs agricol în sensul articolului 4 alineatul (1) litera (d) din Regulamentul (UE) nr. 1307/2013.

Orice alte venituri sunt considerate venituri din activități neagricole.

(2) În sensul alineatului (1), 'venituri' înseamnă veniturile brute, înainte de deduceri costurilor și impozitelor aferente. ...

1) Se vor include chiriile plătite pentru terenuri ocupate (culturi agricole, pășuni, fânețe etc.) și aferente spațiilor comerciale (terase etc.) aparținând proprietarilor privați sau unor unități ale administrației publice, inclusiv chiriile pentru folosirea luciului de apă în scop recreativ sau în alte scopuri (pescuit etc.).

2) Valoarea înscrisă la rândul 'datorii cu entități afiliate nerezidente (din ct. 451), din care: NU se calculează prin însumarea valorilor de la rândurile 'cu scadența inițială mai mare de un an' și 'datorii comerciale cu entități afiliate nerezidente indiferent de scadență (din ct. 451)'.

3) În categoria 'Alte datorii în legătură cu persoanele fizice și persoanele juridice, altele decât datorile în legătură cu instituțiile publice (instituțiile statului)' nu se vor înscrive subvențiile aferente veniturilor existente în soldul contului 472.

4) Titluri de valoare care conferă drepturi de proprietate asupra societăților, care sunt negociabile și tranzacționate, potrivit legii.

5) Titluri de valoare care conferă drepturi de proprietate asupra societăților, care nu sunt tranzacționate.

6) Se va completa de către operatorii economici cărora le sunt incidente prevederile Ordinului ministrului finanțelor publice și al ministrului delegat pentru buget nr. 668/2014 pentru aprobarea Precizărilor privind întocmirea și actualizarea inventarului centralizat al bunurilor imobile proprietate privată a statului și a drepturilor reale supuse inventarierii, cu modificările și completările ulterioare.

7) La secțiunea 'XII Capital social vărsat', la rd. 161-171, în col. 2 și col. 4 entitățile vor înscrive procentul corespunzător capitalului social deținut în totalul capitalului social vărsat, înscris la rd. 160.

8) La acest rând se cuprind dividendele repartizate potrivit Legii nr. 163/2018 pentru modificarea și completarea Legii contabilității nr. 82/1991, modificarea și completarea Legii societăților nr. 31/1990, precum și modificarea Legii nr. 1/2005 privind organizarea și funcționarea cooperăției.