

Hello!

I hope everyone can hear me.

My name is Claudiu Doros, I am the president and CEO of EVERGENT Investments. Welcome to the conference during which we will present the individual financial results corresponding to the first half of 2023. I thank you for your attendance to this conference.

Next to me is Mrs. Mihaela Moleavin, our CFO. Together we will be answering any questions you may have, following our short presentation.

I will be presenting the financial position and investment strategy, after which our CFO will present, in detail, the company's financial performance.

If everyone agrees, we shall begin. If there are still people registered, they will probably enter along the way.

On the 30th of June 2023, EVERGENT Investments surpassed, again, the threshold of half a billion euros in assets under management, representing an increase in value by 2.5%, compared to 30 June 2022, reflecting an organic company growth. I say "again" because we exceeded this threshold of significance, including the regulation. It is the threshold at which any investment fund is obliged to authorize itself not only to register in the European Union with the respective Supervisory Authority, so it has a significant value, let's say, relevant in the market. The net asset value was 2,243 million RON and the net asset value per share was 2.4424 RON, increasing by 2.2% compared to the 30th of June.

We continue to return value to our investors through dividend allocation and the buy-back programs. On the 28th of June 2023, we started the dividend payment for the year 2022, totaling 82.7 million RON, representing a payout ratio of 70%. Within the sector we operate in, our company has recorded the greatest dividend yield, namely 7.47% (on the 30th of June 2023).

I would like to mention that, although we are crossing a period with many changes at a fast pace, generally in the economy, in the markets, in several states, including in Romania, we've debuted in force in the first six months of the year, the investment level reaching 186.44 million RON. We have acted quickly, capitalizing on certain opportunities during this period, we have concerted our capital into sectors with a potential for development and have managed to generate a net result of 47.7 million RON in the first seven months. The net result, as a component, will be further explained by the CFO.

Out of the total value of assets under management, the portfolio of listed shares holds 75% and the percentage of unlisted shares is 10.8%. Here we mainly find our Private Equity portfolio. We have maintained as our main sectors within the portfolio structure, the financial-banking sector, with 41.3%, and the energy sector, with 22% of our total assets under management. These are the two pillars on which our performance has been relied for many years.

In line with the company's strategy, we continue to develop the Private Equity portfolio, focusing on three sectors: agribusiness, real-estate, and, recently, IT.

We are investing in the "Blueberry Farms" project, with the three farms in Viștea and Mândra, we continue to develop in Brașov county, Popești and Rătești in Argeș county, which have a total planted area of 105 ha. At the moment, we are the largest producer in Romania. We are active in production, processing, distribution. We cover a segment of consumers that will continue to grow, including in terms of production and organic products. We will develop the 50 ha we have acquired in Bacau county with such a production for a lasting future, as we all wish for. These are not big words, they are real concerns both for consumers and at the legislative level in the European Union.

In our second area of interest, real estate, we have investments in residential and commercial projects, with a great potential for capitalization. We are addressing a medium market segment, with a high demand.

Our constructions are aligned to the nZeb standards of energetic efficiency. For example, the ATRIA Urban Resort project, a residential complex located in the Northwest of Bucharest, with a total of 1,400 apartments in development, is in its 3rd stage of construction with over 350 apartments. As mentioned earlier, the standards of energetic efficiency have already been implemented starting with this stage, in full, let's say for a significantly reduced impact over the environment and, of course, lower costs for the buyers. We are making sure that the apartments we build are ecological, comfortable and economically efficient for us, as developers, through Straulesti Lac Alfa, where we own 50% of the shares.

The ATRIA project has been distinguished with numerous awards, with the latest in June of 2023, including the "Residential Redevelopment/Renovation 2022-2023". We are proud of the quality of this project.

In "Veranda Mall" we indirectly hold 37% through Professional Imo Partners and Nord S.A. We have a constant improvement in activity, we have already exceeded the level previous the pandemic, in terms of revenues. The rentable area of 34,000 square meters is almost entirely occupied and there is a high demand in the Obor area for this mall. In the future we believe that it will also be capitalized through sales.

Regarding the EVERLAND complex from Iași, we haven't begun development yet. We are searching for ways to maximize the project's return. I remind everyone that we have 2.7 ha, Zonal Urban Plan approved, project with a value of over 100 million euros. We will move forward a little until a valorization of this land with special urban parameters is realized. We will of course announce publicly.

We have, in the project stages, activities to obtain the Detailed Urban Plan approval for the development of 16000 square meters in Intrarea Străulești in Northern Bucharest, a new financial and premium residential hub.

Also in Bucharest, in the Northern part of the capital, we have the Piscul Moșului project, with 19000 square meters. For now, unfortunately, the project is blocked by the City Hall's suspension of the coordinating zonal urban plan of that particular area. We eagerly wait for this municipality to understand what the needs of the city of Bucharest and its citizens are. And we will continue to find appropriate ways for development.

In Spatarul Preda there is a location that we have from the former Țesătoriile Reunite, now called EVER-IMO, a company from our portfolio where we own almost 100%. We have a land of 11.5 ha in the semicentral area of Bucharest, with very good perspectives on the residential segment. We are also studying there various aspects related to development. Another very useful clarification - as long as there are projects being developed in the area, the sector municipalities continue to "clean", let's say, the area; so it is all the better for us to wait. This is the main reason why we are in no hurry to launch such projects. Let's not be new openers in the area, considering the contractions related to the sale, especially in a period when interest rates have increased. But we are very well positioned on these assets with great urban potential.

The third sector of interest to us is the IT sector.

As you know, the IT sector is one of major importance to the Romanian economy, with a contribution of over 8% to the gross domestic product, according to the National Statistics Institution. This sector's expectations include double-digit growth rates in the coming years, further supported by the majority of the National Recovery and Resilience Plan (PNRR)'s duration through the C7 component – Digital transformation with a budget allocation of almost 2 billion euros.

MWARE Solutions SA, in which we have taken a minority position, is an important local player from the deep-tech IT sector providing integrated Big Data, artificial intelligence and digitization solutions for both the public and private sectors, especially for industries with large volumes of data, but also especially in industries with high volumes of data such as telecommunications, financial-banking, energy, agriculture, medical.

Mware Solutions has developed a complete digitalization bundle that includes, aside the existent Big Connect products, an Enterprise edition data base and a low-code framework for app development which represents, at the moment, a complete and much more competitive alternative to the technological bundles offered by other market players. We cannot provide more details about this company at the moment, but we hope for an exponential growth of its business and it is, let's say, a more atypical investment compared to what we usually make. We have a lot of confidence in the technological solutions of the founders, as well as in their principles.

That's all about our investments. I will ask our CFO, Mihaela Moleavin, to talk a little about the company's financial performance, after which we are at your disposal for questions related to the results at 6 months and the company's activity. Thank you.

Thank you!

Hello, everyone.

In the first half of 2023, the financial position of the Company has recorded an increase amid the stock quotes appraisal during this time, and thanks to the use of the credit facility contracted from Banca Comerciala Romana, for the harnessing of market opportunities.

The performance indicator of EVERGENT Investments, the net result achieved during this period was 47.7 million lei, representing 60% of the budgeted level for the whole year 2023.

I remind everyone of the fact that the performance indicator for EVERGENT Investments is the net result, which has two components – the net profit reflected in the profit and loss account and the net gain achieved from the sale of financial assets classified at fair value through other elements of the comprehensive income, gain reflected in the reported result.

The determination of the company's performance indicator is done by summing up the two components thanks to the amendments brought to the The International Standards of Financial Reporting in 2018, through implementing the IFRS 9 Financial instruments standard.

Starting with 2018, along with the entry into force of this standard, the net gain achieved from the sale of this category of financial assets is no longer reflected through the profit or loss account, but only directly in the reported result. The gain from the sale of financial assets classified at fair value through other elements of the comprehensive income is an achieved gain, taxed, and it represents a potential source for the distribution of dividends towards the shareholders.

Regarding the financial performance of the first half, the net result is comprised of:

- the net result of 26.2 million RON, which is impacted both by the revenues from dividends paid in this period and the reevaluation of financial assets categorized at fair value through profit or loss (FVTPL), assets which have an increased value.
- the other component of the net result is the net gain achieved from the sale of financial assets categorized at fair value through other elements of the comprehensive income (FVTOCI), which was 21.5 million RON.

With regards to the financial position, on the 30th of June 2023, EVERGENT Investments' total assets have increased by 6% compared to the end of 2022, amid the stock quotations appraisal and thanks to the use of the credit from the BCR.

The main amendment from an asset structure point of view was the deposit decrease on banks. The liquidity ratios were mostly used, next to those from the credit facility, for investments in listed shares. The level of the company's liquidity ratios has also been impacted by the payment of the dividends distributed from the net result of the previous year, which took place starting with June 2023.

During this period, the increase of EVERGENT Investments' total debt was mainly determined by the use of the credit facility of 19.2 million euros contracted from the BCR at the beginning of 2023.

Thank you! We invite you to ask us questions about the aspects presented.

H.M.: Hello. My name is Horatiu Mircea, I am an individual investor. I would like to ask if you participated in the Hidroelectrica IPO and if you have purchased as much as you wanted. Thank you.

CD: Hello, thank you for your question. We have participated in the Hidroelectrica IPO. Our analyses have been as thorough as possible and the offer result in the sense of price level has been very well anticipated by our colleagues. Therefore, we have purchased, but not too much. We wanted more than what we got, but we were somewhat prudent in allocating greater sums, which we would have been able to do, of course, due to the still elevated price level. We believe it is a particular success of the Romanian market, in general, but we think it is a bit too expensive. At least in a perspective, or let's say, a negative scenario of the energy price in the medium time period from now on, which we do not yet consider it being a base scenario. The base scenario is maintaining the energy price, therefore Hidroelectrica is not too expensive. We are happy to have also participated, but it was too great of a risk to expose ourselves with a too big of a sum. I think I have answered this question more than you wished for, but I really think it is useful to you.

H.M.: Thank you.

CD: You are welcome. Does anyone else have a question?

DM: Hello, my name is Dumitru Miheș. Regarding Veranda, it's nevertheless been a long period of time from when the investment was made and there's practically nothing to show for it. From what I understood, the annex that is attached to Veranda enters into some lands to Lidl, Kaufland, something like that, 1 ha, 2, something along that line. I mean, there's starting to be extra competition, alongside those from Obor market. Have you not managed to convince the Pogonaru family to make the exit?

CD: Mr. Miheș, I will tell you what I have said before on other occasions. We are trying to have the best relationship that we can with our partners in the market and within this project. Convincing the Pogonaru family is out of the question simply because they are also convinced, or if you want me to be more precise, yes, I think we have convinced them to be convinced of the exit. Because, some years ago, they wanted a long term management and an appraisal of the project's value. After the very difficult period during the pandemic for this type of business and on the exclusive merit of the management team there, they have managed to surpass the level prior the pandemic, but they have also understood that, eventually, you don't have to fall in love with investments, but you must fully capitalize on them as best you can. And they are convinced, as we're talking, that an exit is desirable. It is not easy to make an exit at such a value and for this type of project. But I can confirm we are actively seeking for such a contingency. For now, we cannot talk about dividends for us, which we would like, of course, because all of the company's cash has financed the development of this mall, making use of/profitting off of the pandemic with the extension for the cinema, Decathlon, so of a very important wing that keeps consumers there and that even justifies rent increases for certain tenants because they are happy that consumers spend more time there. We have used the greater part of the company's cash and the bank loan that has been used for this development, as well as for the construction of the mall, as well as other investments that we make, the loan is used only for the leverage effect which leads to a yield increase. That is how things are ultimately done in private equity. But I can confirm, to summarize, that yes, we are convinced that an exit is desired and we are working on it.

D.M.: Something else I wanted to ask about, concerning Agroserv Mariuta, anything new, are they still moving?

CD: They are moving. We have had conversations with them, including in the past quarter. You've probably seen the news that they have accessed a credit from CEC.

D.M.: Yes.

CD: Unfortunately, they are still having difficulties in developing towards the potential they have. Many things affected them and, of course the market distortions, created on the grain market, related to grain prices due to the war in Ukraine. They have moved

more slowly regarding putting into function certain production capacities and, at the same time, they need financing for raw material for these production capacities that are very modern and will bring in extra income. The biggest pressure in their business comes from this inflationary period and from the paradoxical restraint in consumption/consumers of Premium brands. Basically, the sales have stagnated or even decreased, as far as I know. So they have restraints on several plans, it is a very good business, but it has vulnerabilities. To match the potential, there are also vulnerabilities on each of the segments. Both on production, and the cereal side, and the processing and sales side. It is not an investment that has performed so far, we are continuing our conversation with them, they are doing their job as best they can. We have helped them, including in sizing the necessary cash for continuing the investments and the development. They have preferred this formula of accessing the credit from CEC. Which, after all is as beneficial as it can be for the company.

D.M.: I have 2 more questions, if I am permitted.

CD: Please.

D.M.: I have seen, on the market, blueberries imported from Peru. They were sold in 250gr casings. From Peru.

CD: Yes.

D.M.: Alright. Speaking of the over 100ha from EVER. How do you comment on this? I mean Aquila, which is a company that is also listed on the Bucharest Stock Exchange imports blueberries from Poland, already frozen and prepared and they put them in, I don't know what brand they use exactly, in large supermarkets, local shops, for the respective product, but they put them on sale, on the market, and it seems to be going well to them. Are you, on the one hand, producing? Or you don't have...

CD: What is the question, more precisely?

D.M.: The question would be if you sell at a more expensive or cheaper price than they are importing.

CD: Well, you realize that we are very up to date on what is happening on the market. The people that work at Agointens, in that respective company, are very knowledgeable of the distribution and sales side, not only the production one. At the level of EVERGENT, we make often make analyses on the operational activities of this company, as well as on the other companies from our portfolio, so we are also very knowledgeable about what is happening. Now, the blueberries coming from Peru are actually coming from a production chain integrated by a Spanish company which owns from Peru, to Marocco, and all the way to Poland, going through Spain, several farms that practically cover, let's say, the most of the year. It is a very big company and not

only that, there are others as well. So, theoretically, they represent competition. Practically, we are not able to deliver the amount of blueberries requested by those at Mega Image, or Sainsbury's in Great Britain, or in Germany, the name escapes me. The potential of this market continues to be uncovered.

D.M.: OK. Yes.

CD: Of course. And, as for the price level, you will realize that we sell above the highest, but it is a very sensitive matter and a very dynamic, from one week to the next, that is, now they call you and ask you for a quantity that you do not have, because they are not ripe, they need a few more days, now you have a surplus and you have to see where you can run to send the shot in time so that you don't have perishables. That is how it goes, we have switched on the cool warehouse in Vistea, we also have a new automated sorting facility, so we will also go to this part of packaging to the crate, to the casserole, automated. Perhaps I should have added the fact that we also have a new CEO at this company, with experience in both agriculture and sales. We believe that we will continue to improve the activity of this company with the profitability which we will show there. The business model has so far been to develop a future farm based on the owned income of an existent farm and on credit type capital from EVERGENT Investments, as I said for leverage, for an increased yield, but which for this reason is not easily seen publicly, in the financial statements or the stability of each farm. We have cost and profit centers for all these farms and activities. We have introduced very advanced procedures, which means that things are very well thought out. And we will continue to develop production on the existent farms, less on new planting, and then profitability in the medium term, over a period, an average term of 2-3 years, will be visible, as well as the results. Also, we are working intensely with european consultants so we can access some funds and, particularly, we are working on the project from AGRIBIO – which is another company we have established for the 50 ha from Bacau, especially to stop this perpetuation of new farms based on the income of the other farms. We consider it is sufficient for Agriointens. In addition, the organic part, or if you want the main reason, the organic part cannot be mixed within the same company with nonorganic, according to the regulations. And then it was absolutely necessary to have another vehicle. I hope I have answered.

D.M.: Yes, OK. A small question, at Spatarul Preda because you mentioned it earlier. Over there you are neighbours with the people from Transcom, which are a bit on the same side or even fence neighbours, it seems to me. And they said that they won't begin working. I'm a shareholder with them, that's why I'm asking They're not getting anything started until they clear up everything about the zonal urban plan, with something like that coming from the district in which the land is on. Spatarul Preda, as I understand, has already made some drilling.

CD: We have discussed this before, about Transcom. I don't know what their plans are because we have had contact with them, there is nothing coherent there from our point of view, we are not interested in what they do. We have an approved zonal urban plan, so we are not tied to an eventual district zonal urban plan that is blocked by Nicusor

Dan or who knows who. Which is why we are not interested, because they have an urban uncertainty there that we do not have.

D.M.: I understand.

CD: **Unfortunately**, again, we are not happy about it. Like I said at the beginning of the presentation, we would be very happy for others to open up the area and then we can latch on afterwards because when you open up a real-estate area, until the understanding with the potential client is created, you solely cover the costs. When others open the area, than somehow you profit. We are convinced that this approach has been beneficial so far. More than that, the market value of our lands that have ZUP/DUP urban permissions has risen. Therefore, there has not been nor is there any hurry to begin on a project or on sales. The apartment price has increased for now and we see no chance of it decreasing, in any area, but especially Bucharest. Speaking, of course, of quality projects. Same as on a national level, the stories we read about in the newspapers about the expectations for real-estate market decrease are just that, journalistic approaches, natural ones in a sense in which the costs have greatly increased, you realize that no one will decrease the sale prices. For now, there is a blockage at the level of number of sold units; it is lower compared to last year and for us, and any other project, mainly generated by legislative instability and especially due to the increase of credit interest rates. Thankfully, the credit interest rates will not be rising again, from our analyses, inflation will simmer down, interest rates will stabilize by our estimation, that you can remember, that in the first half of next year we will already be seeing a decrease in interest rates, materialised even, more than on a word level. Therefore, let's say the market will settle a bit and then things will enter into somewhat of a normality, there is a demand for housing and habitation. The effect of such let's say legislative measures, will be tax increases or yet to be produced; the increase of interest rates will be visible in reducing the number of the projects. Because a developer whose margins drop significantly doesn't do it anymore, doesn't get started anymore. As well, nobody involved on the residential real-estate market likes what the General Mayor is doing and, with all appreciation and respect towards nature, to hold some authorizations into place because you've found a tree in the wild and you don't want to cut it down. An association for the protection of heritage passed by and said that they think there is a corner of a monument on the premises and you no longer authorize anything, you remain at a level of rubble. It is embarrassing, in a european capital in 2023, to have only rubble in the center of the city. I mean, it is an actual shame. Again, I have no issues, I do not discuss politics here, I am talking about the management act at a level of administration. Which yes, gets in the way of real-estate projects and which, eventually, leads to some blockages that will lead to increasing in prices as well. I'm stopping. It already exceeds the object of the conference.

D.M.: By the by, about not being the first in development, across the road, over Soseau Viilor they have already received approval from those at Hidro. There is a big land surface there for development.

CD: We know that there are other lands in different stages of development or of obtaining permits. Personally, I have been there twice this year and last year as well. It seems to me that the area is cleaner, I mean it's much more beautiful, the district

city hall has done its job, it seems cleaner, as if it has been cleaned and that is why I tell you that there is no problem to wait it out, so that it is further cleaned.

Thank you! Are there any more questions? If not, I thank everyone for participating. We will hear each other again, for who will attend at the next conference for the annual or consolidated results.

Have a good day, all the best!

Goodbye!