

[TTS Logo]

TTS
(TRANSPORT TRADE SERVICES) S.A.
BUCHAREST - ROMANIA

[Logo]

Reg. Com. No.: J 40/296/97;
Unique Identification Code: 9089452
Subscribed and paid-up share capital: 30,000,000 lei

27 Vaselor Street, Bucharest, Romania
Tel: +40 21 210 29 07 | Fax: +40 21 210 35 43
office@tts-group.ro | www.tts-group.ro

Forecasting Policy of TTS (Transport Trade Services) S.A.

1. Introduction

The forecasting policy of TTS (Transport Trade Services) S.A. (hereinafter referred to as "TTS" or the "Company") aims to create a coherent framework for the projection of commercial and financial indicators over short, medium, and long-term periods. This framework is utilized to optimize decision-making processes and resource allocation to maximize net profit and ensure a high level of transparency for investors.

Considering multiple natural, political, legislative, micro, and macroeconomic variables, the conclusions drawn from studies conducted by TTS regarding the Company's development forecasts may sometimes significantly differ (such as the COVID-19 pandemic, which is an unpredictable variable) from the actual results of the Company and the TTS Group.

To achieve greater accuracy in these forecasts, TTS considers the following information:

- Historical data accumulated by the Company since its establishment in 1997;
- Information received from partners and clients following their planning for contracting TTS services (such as type of goods, period, type of service, etc.);
- Data and information provided by European authorities through the Eurostat platform;
- Market data and information regarding the evolution of goods and demand for them over upcoming periods (e.g., grain production, chemical fertilizer production, metallurgical production trends, etc.);
- Financial information and details of investments made by the Company and its subsidiaries.

2. Financial Planning Process



[TTS Logo]

TTS
(TRANSPORT TRADE SERVICES) S.A.
BUCHAREST - ROMANIA

[Logo]

Reg. Com. No.: J 40/296/97;
Unique Identification Code: 9089452
Subscribed and paid-up share capital: 30,000,000 lei

27 Vaselor Street, Bucharest, Romania
Tel: +40 21 210 29 07 | Fax: +40 21 210 35 43
office@tts-group.ro | www.tts-group.ro

The TTS budget comprises two distinct components, the operational budget, and the financial budget, and is based on annual budgetary projections.

Operational budgeting, aimed at determining TTS's revenue budget, relies on information regarding the budgeted year collected by operational departments in three distinct areas:

A. Forecasts

- at the micro-economic level: projected levels of agricultural production by farmers, projected production levels by fertilizer producers, projected consumption levels of raw materials by economic agents, etc.;
- at the macro-economic level: trends in the evolution of prices for agricultural products, chemical products, and raw materials, the evolution of diesel prices, trends in the prices of services provided by the Company;
- hydro-meteorological forecasts: these forecasts play a crucial role in assessing the business risk to which the Company is exposed, both through their impact on the accuracy of forecasts made by market players directly affected (e.g., farmers) and through the impact of the Danube level and its rising or falling trends on TTS's business.

These pieces of information are continuously analysed by TTS throughout the year, both to mitigate the impact of unforeseen situations and to ensure that the budgeting process is based on the best available forecasts.

B. Projections of Business Volumes

These projections are based on the volumes that TTS's clients and partners intend to contract with the Company during the budgeted year and consist of:

- Types and quantities of goods to be operated or transported;
- Areas (ports) of forward and destination;
- Weekly and monthly distribution of service requirements;



[TTS Logo]

TTS
(TRANSPORT TRADE SERVICES) S.A.
BUCHAREST - ROMANIA

[Logo]

Reg. Com. No.: J 40/296/97;
Unique Identification Code: 9089452
Subscribed and paid-up share capital: 30,000,000 lei

27 Vaselor Street, Bucharest, Romania
Tel: +40 21 210 29 07 | Fax: +40 21 210 35 43
office@tts-group.ro | www.tts-group.ro

- The level and type of ancillary services that clients anticipate they will request (such as aeration, bagging, storage, etc.).

C. Projections of Availability Levels

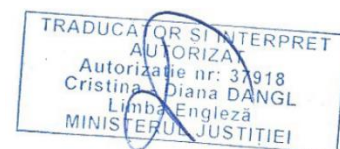
These projections concern the availability levels of subsidiaries and third-party suppliers regarding the volume of operational and freight transport services, as well as ancillary services that can be provided to TTS.

In the process of creating the revenue budget projection, TTS adjusts with a percentage based on the accuracy of previous years' forecasts, determined by comparing actual and projected levels.

Financial budgeting, aimed at determining TTS's expenditure budget and the level of financial resources necessary to achieve the revenue targets set by the operational budget under profitability conditions, is based on projections for the budgeted year collected by the financial department regarding:

- Exchange rate developments of the leu against major currencies of interest to TTS;
- Evolution of bank interest rates;
- Changes in the applicable fiscal framework;
- Levels of available and accessible European funds;
- The degree of implementation of the investment plan for the budgeted year.

Projections prepared as part of the budgeting process serve as a starting point for capital planning, which represents an essential component of the internal capital adequacy process. The forecasts used by the Company to develop the business plan and strategic plan are not made public and are exclusively for the internal use of the Board of Directors and operational departments of TTS. Working assumptions are periodically analysed, and if significant changes impacting the projected results are identified, they are made public in its reports.



[TTS Logo]

TTS
(TRANSPORT TRADE SERVICES) S.A.
BUCHAREST - ROMANIA

[Logo]

Reg. Com. No.: J 40/296/97;

Unique Identification Code: 9089452

Subscribed and paid-up share capital: 30,000,000 lei

27 Vaselor Street, Bucharest, Romania

Tel: +40 21 210 29 07 | Fax: +40 21 210 35 43

office@tts-group.ro | www.tts-group.ro

Quarterly, semi-annual, or annual reports, as well as events dedicated to investors and analysts, may include statements regarding the forecasts made by the Company, along with forward-looking statements to provide a better analysis of TTS's current and future financial situation.

3. Information Dissemination

TTS publishes financial and operational information in accordance with Romanian laws and European regulations, while also including information aligned with current transparency trends to meet the needs of investors and analysts, enabling them to make the best possible decisions regarding their confident and secure investments. The Company intends to use the most recent communication methods available:

- The Bucharest Stock Exchange (BVB) platform;
- The Company's website;
- Press releases;
- Social media platforms;
- Videoconferences;
- Investor Day events;
- Roadshows;
- Participation in investment promotion events.

The undersigned DANGL CRISTINA DIANA, certified interpreter and translator for ENGLISH based on the authorisation no. 37918 issued on 03.11.2015, by the Romanian Ministry of Justice, hereby certify the accuracy of this translation from ROMANIAN into ENGLISH, and the fact that through this translation the content and meaning of the document have not been distorted.

CRISTINA DIANA DANGL

