



THIRD QUARTER REPORT

2024

GRUP SERBAN HOLDING S.A.

Company listed on the
Bucharest Stock Exchange
SMT Segment
AeRO Premium Category

Symbol: **GSH**

www.grup-serban.ro

*Any discrepancy between the Romanian and English versions
will consider the Romanian version as valid.*

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INFORMATION ABOUT THIS FINANCIAL REPORT

Report type: 2024 Report H3

For the financial period: 01.01.2024 – 30.09.2024

Report publication date: 29.11.2024

According to: Annex 15 of ASF Regulation no. 5/2018

INFORMATION ABOUT THE ISSUER

Name: Grup Șerban Holding S.A.

Tax Code: RO 40006886

Trade Register Number: J4/1556/2018

Headquarters: Filipești, Bogdănești commune, Principală Street no. 25, Bacău County, Romania

INFORMATION ABOUT SHARES

Subscribed and paid-up capital: 180.089.656 RON

Market where shares are traded: SMT-AeRO Premium

Total number of shares: 180.096.656 shares

Symbol: GSH

Listing date: 28.02.2021

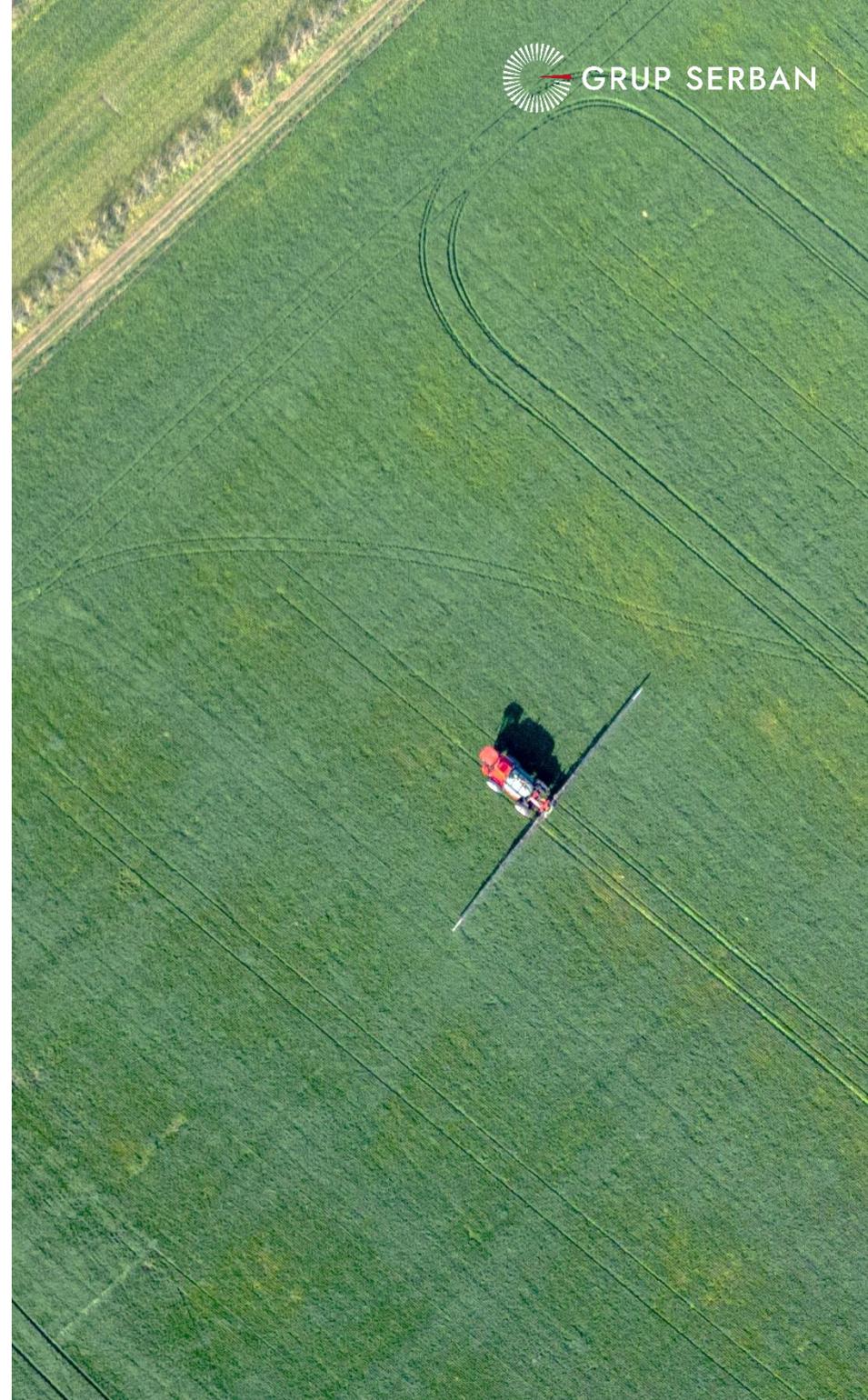
INVESTOR CONTACT DETAILS

Phone number: +40 751 271 000

Email: ir@grup-serban.ro

Website: www.grup-serban.ro

The management report provides a clear and authentic perspective on the significant events of the first half of the 2024 financial year and their impact on the company's consolidated financial statements.



KEY INDICATORS FOR THE FIRST 9 MONTHS OF 2024

CONSOLIDATED



REVENUES

439 mil.RON

+3%

vs. 9 months 2023



TURNOVER

389 mil.RON

+0,7%

vs. 9 months 2023



EBITDA

57 mil.RON

+26,7%

vs. 9 months 2023



NET PROFIT

18,3 mil.RON

+48,2%

vs. 9 months 2023



TOTAL SHARES

887 mil.RON

- 3%

vs. 9 months 2023



VOLUME
GRAIN TRADING

243.526 tone

+14%

vs. 9 months 2023



VOLUME
BAKERY-PASTRY-CONFECTIONERY
SALES

3.497 tone

+24%

vs. 9 months 2023



CULTIVATED
AREAS

15.600 ha

+17%

vs. 9 months 2023



Q&A
Nicolae Șerban – CEO GSH

1. What significant achievements has the company managed to obtain during this period?

The year 2024 was complex and full of challenges for the agribusiness sector, being yet another difficult year following two years marked by unfavorable conditions. Nevertheless, Grup Șerban Holding demonstrated a remarkable capacity for adaptation, successfully overcoming difficulties, implementing efficient solutions, and learning from experiences. Furthermore, we prepared strategically to better face upcoming agricultural periods. In addition to overcoming obstacles, 2024 brought numerous achievements for Grup Șerban Holding. I would like to highlight some of the most significant:

1. Remarkable Financial Performance

The financial results for 2024 have significantly exceeded the performances of 2023, reflecting the efficiency of the implemented strategies and the potential for long-term growth.

2. Progress in Strategic Projects

We have made significant progress in implementing the projects initiated in previous years. As such, we expect:

- At the beginning of 2025, the vegetable storage facilities to become fully operational, with a total capacity of **15.000 tons**, alongside a packaging line with a capacity of **30 t/h**.*
- By mid-2025, the completion of the project dedicated to egg-laying hens, with an annual production potential of **50 million eggs**.*

3. Signing of a Syndication Agreement

In December 2024, the signing of a syndication agreement worth €73 million is scheduled, carried out together with a syndicate of three major financial institutions: Banca Transilvania, BRD, and Raiffeisen Bank. This initiative aims to restructure existing loans, ensuring more efficient fund management and increased transparency.

4. Securing New Projects with Non-Refundable Funding

We have won two major projects with non-refundable funds:

- Construction of additional vegetable storage facilities (**30.000 tons**) and a new packaging line, with a total value of **€15.3 million**.*
- Construction of a potato processing plant specialized in products like French fries and potato flakes, with a total investment of **€47 million**.*


Q&A
Nicolae Șerban – CEO GSH

2. How do you evaluate the performance of the Șerban Group in the first nine months of 2024, and what are the key aspects that influenced the company's results during this period?

Compared to the first nine months of 2023, the turnover of Grup Șerban Holding recorded a marginal increase of 1% in 2024. However, in line with our strategic objectives for 2024, EBITDA grew significantly by 27%, and net profit recorded a 48% increase. EBITDA continues to be the company's primary key performance indicator, reflecting the economic sustainability of our business lines and the investment potential in new development projects. According to the strategy communicated at the beginning of the year, we focused less on increasing turnover and more on optimizing margins. This approach translated into prioritizing a portfolio of products with high margin potential, such as vegetables. Additionally, the increase in grain prices on the market significantly contributed to this performance.

3. How have the projects and initiatives from the first nine months of 2024 contributed to strengthening Grup Șerban's position in the agribusiness sector, and what strategies have you adopted to capitalize on market opportunities?

Grup Șerban Holding is among the few Romanian companies in the agribusiness sector that have gradually integrated advanced technologies for land exploitation, significantly impacting both environmental sustainability and operational efficiency. A notable example is the implementation of no-till technology, which contributes to preserving soil resources and capturing thousands of tons of carbon dioxide, thus reinforcing our commitment to sustainable agriculture.

The benefits of this technology are already visible, including reduced operational costs and increased production resilience under drought conditions. Although, in the current climate context, we did not achieve exceptional productivity per hectare, we managed to obtain good yields, which allowed us to benefit from the increased cereal prices on the market. Another strategic element was prioritizing investments in irrigation systems, enabling us to cultivate a larger number of irrigated lands. This allowed us to introduce crops with higher profit margins than traditional ones, such as potatoes and onions, and even achieve a second corn harvest within the same agricultural year.

Regarding the development of storage and packaging capacities, we aim for the new facilities—vegetable storage capacities of 15.000 tons and a high-capacity packaging line—to become operational as soon as possible. These investments will allow us to capitalize on the advantages offered by selling vegetables during the offseason, in a context where the demand for high-quality, packaged vegetables from retail chains is continually increasing. Additionally, we have strengthened our market position as a trusted supplier for major chip producers, being one of the leading potato suppliers for this segment in Romania. Through these initiatives, Grup Șerban Holding reaffirms its commitment to investing in innovation, sustainability, and diversification to remain a top player in the agribusiness industry.

Companies of Şerban Holding Group

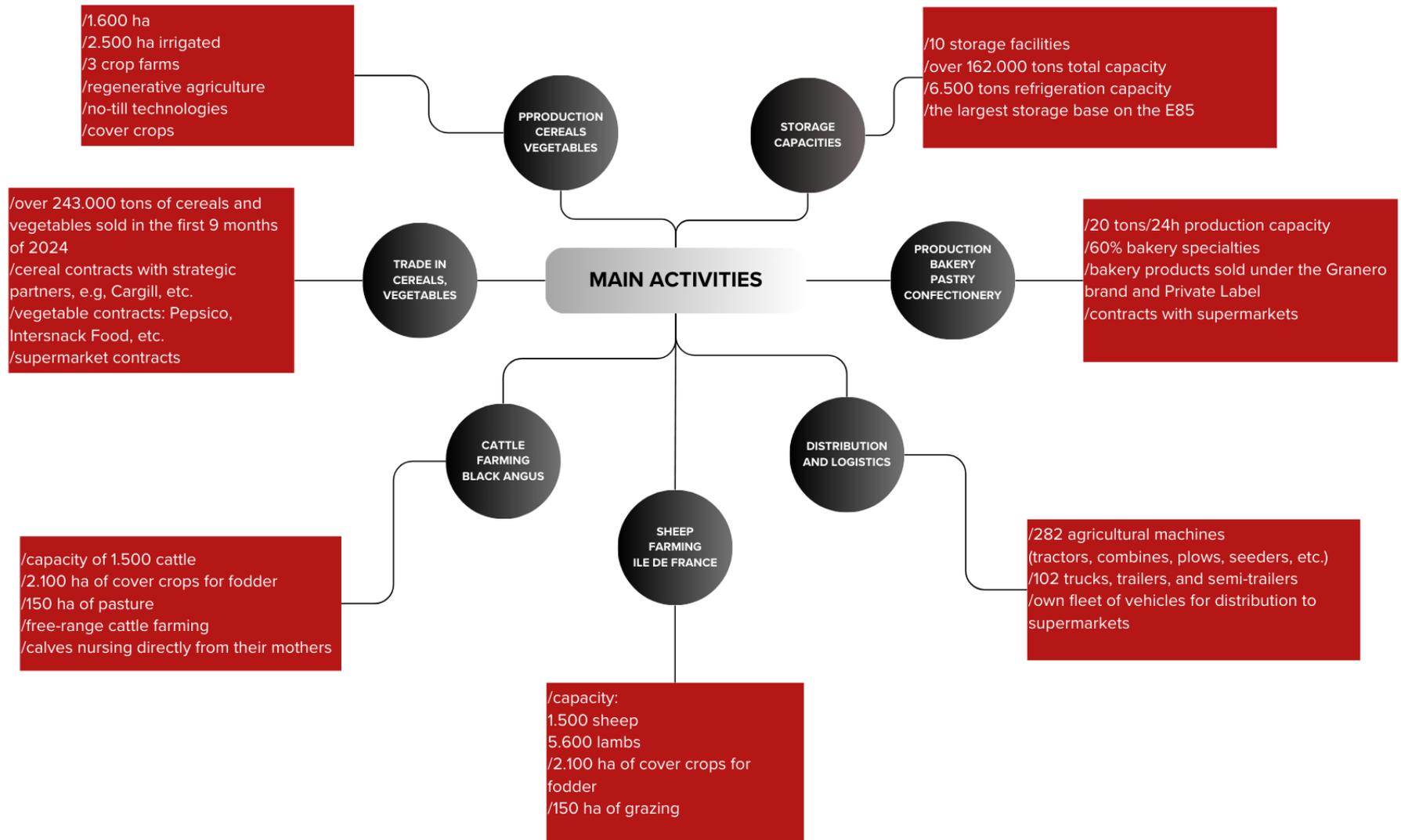
Grup Şerban Holding ("The Issuer" or "GSH") was established on October 16, 2018, as a limited liability company, and was transformed into a joint-stock company on December 5, 2019, with the resolution from the National Office of the Trade Register dated December 16, 2019. The formation of this company was the result of the need to have a parent company that would control other companies with distinct activities, components of the corporate group, considering the plans for accelerated growth:



- 1**  **INTERAGROALIMENT S.R.L. (IAA)**
 Established in 1994, registered at the Trade Register under no. J04/850/1994, Fiscal Registration Code RO5845723;
- 2**  **FERMA AVICOLĂ ŞERBAN S.R.L. (FAS)**
 Renamed in 2008, and established in 2000 under the name Rom Trading Product S.R.L, registered at the Trade Register under no. J04/1787/2008, Fiscal Registration Code RO12977123;
- 3**  **FABRICA DE PÂINE ŞERBAN S.R.L. (FPS)**
 Established in 2008, registered at the Trade Register under no. J04/1211/2008, Fiscal Registration Code RO24124510;
- 4**  **ŞERBAN DISTRIBUŢIE S.R.L. (SD)**
 Established in 2005, registered at the Trade Register under no. J04/1965/2005, Fiscal Registration Code RO24124510;
- 5**  **FYN INVEST DANMARK S.R.L. (FYN)**
 Acquired in 2023. The company was established in 2011 and was registered at the Trade Register under no. J4/988/2023, with the fiscal registration code RO 21200907;
- 6**  **LUMA LAND S.R.L. (LUMA)**
 Acquired in 2023. LUMA LAND SRL was established in 2022 and was registered at the Trade Register under no. J4/2063/2022, with the fiscal registration code RO 47236734.

Main Activities

At the Group level, the companies operate based on synergies that ensure the transfer and commercialization of products both in their raw form and processed as finished products:





We cultivate ideas for the future!!

+ 15.600

hectares of
agricultural crops

+ 2.500

irrigated
hectares

+ 13.000

hectares are farmed
using no-till technology



10 storage facilities for
grains, oilseeds
and vegetables

162.000 tons total
storage capacity
for grains and oilseeds

6.500 tons total storage
capacity for vegetables



+1.000 tons/hour grain
reception capacity

2.300 tons/24h
grain drying capacity



capacity for **+1.500**
Aberdeen Angus cattle

capacity for **+1.500**
Ile de France sheep
and **5.600** lambs



20 tons/24h
production capacity
for bakery, pastry
and confectionery

Certifications



Through all companies integrated into our Group, we have gained the following certifications:

- System of Management of Food Quality **ISO 9001:2015**,
- System of Management of Food Safety **ISO 22000:2018** and **IFS Food v8 Higher level**,
- System of Management of Environmentally Friendly Practices **GLOBAL G.A.P. for Chain of Custody for Crops-Fruits and Vegetables**,
- System of Management of sustainability and production for raw materials according to the **ISCC EU** standard.

These certifications guarantee safe production, traceability, quality, analysis of risks and critical control points, worker welfare and environmental protection.

Business Structure



In order to develop a resilient and competitive business, GSH is in a continuous process of transformation and adaptation: advancing projects and launching new business lines, while simultaneously adapting existing ones to navigate and mitigate the risks of the current market, thus capitalizing on emerging opportunities.

The projects target business areas with potential for growth, where there is a national production capacity deficit, and which capitalize on the group's know-how. To implement these projects, GSH is firmly committed to adhering to quality standards and producing in the most sustainable and efficient manner, in the spirit of the circular economy and in terms of generating consistent, constant, and lasting added value.

Business Structure

The structure of the group is integrated and includes the following lines of activity:



Agribusiness

Crop cultivation and trade in cereals, oilseeds, and vegetables



Livestock Farming

Raising Meat
Cattle and Sheep



Commercial Bakery
Pastry - Confectionery
Food Service



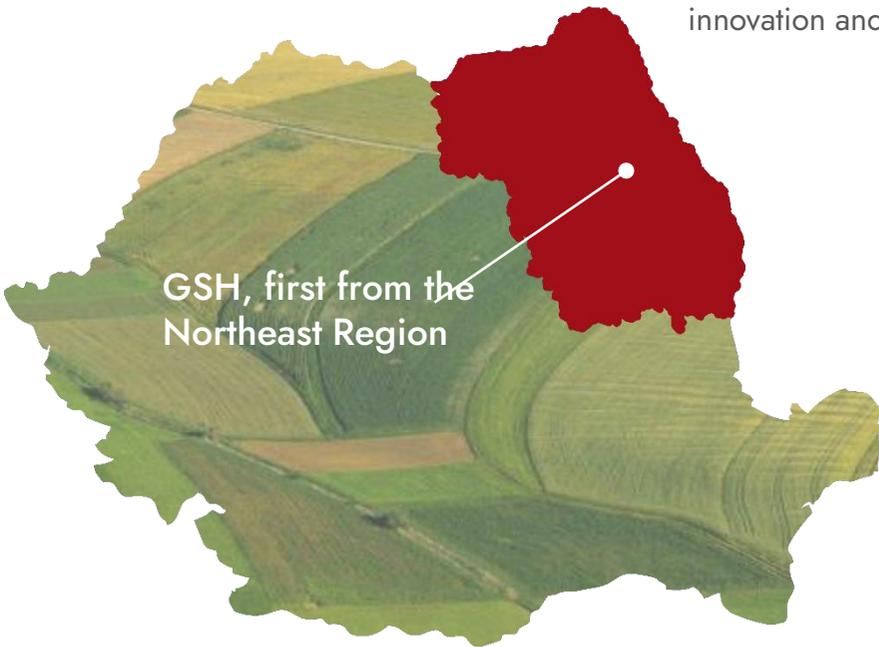
Service Provision

Distribution and
Transportation

Operational Excellence and Innovation

Operational excellence is supported by competent personnel, capable of optimally utilizing cutting-edge equipment and technologies specific to regenerative agriculture and precision irrigation.

Operational excellence, coupled with a focus on a sustainable and resilient business, fosters innovation and openness, as follows:



-  Grup Șerban Holding is the first in the Northeast Region to have implemented regenerative agriculture methods on large areas. What makes us competitive in this field is that we are already in our fifth year of no-till technology, implemented in this agricultural year on a total area of over 13.000 hectares out of 15.600 hectars cultivated, with positive economic results and a clearly beneficial impact on soil conservation, biodiversity restoration, and carbon footprint reduction.
-  Grup Șerban Holding is the first in the Bacău/Vrancea area to cultivate potatoes and onions on large irrigated areas, spanning hundreds of hectares. In the last four years, we have progressed from zero potato production to ranking first in the country as producers of chip potatoes. We are a top national supplier for the largest agribusiness companies in the world.

-  Grup Șerban Holding is the first in the Northeast Region to have invested in precision irrigation and fertigation systems that are automated and digitalized: transport and distribution networks, pivots, drip irrigation, and subsurface or surface fertigation systems.
-  Grup Șerban Holding has optimized crop rotation to integrate a second crop into its own livestock chain and to develop a new product for clients in livestock.
-  Grup Șerban Holding is among the first to have used carbon footprint calculation programs and obtained green certificates.



GSH Locations – interactive map



Business Lines - **Agribusiness**



Grup Şerban Holding currently cultivates over 15,600 hectares of arable land. Of these, 2,500 hectares are irrigated.

This business line includes revenues obtained from the sale of the following:

- cereals: wheat, corn, barley, sorghum, triticale
- oilseeds: rapeseed, sunflower
- vegetables: potato, onion, carrot, red beet

In the first 9 months of 2024, Grup Şerban recorded a traded volume of over 243,000 tons of cereals.

Grup Şerban Holding has strategic partnerships through which it exports cereals internationally.



Business Lines - **Agribusiness**

Grup Şerban continues to invest in sustainable and high-performance agriculture, cultivating approximately **750 hectares of vegetables**, a significant area that reflects our commitment to supporting local production and ensuring a diversified offering of quality products.

These crops include a variety of vegetables, strategically chosen to meet market demands and to optimize crop rotation and efficient resource use.

These vegetable crops are an essential part of Grup Şerban's strategy to develop an integrated agricultural model, where diversification and production efficiency contribute to increased profitability and the strengthening of our position in the agricultural market.



Storage spaces Vegetable packing line

-  **two vegetable warehouses**, 6.500 tons
-  **one washing, sorting, and packing line**

In addition to the grain and oilseed warehouses, GSH also owns two vegetable warehouses with controlled temperature, located in Căiuţi and Orbeni, with a total capacity of **6.500 tons**. At the Căiuţi facility, there is also a vegetable washing, sorting, and packing line with a capacity of **5 tons per hour**.



Business Lines - Livestock Farming

Grup Şerban Holding owns four livestock farms with the following capacities.:

- 
 A farm dedicated to raising Aberdeen Angus cattle, with a capacity of **1.500** heads.

- 
 A farm dedicated to raising Ile de France sheep, with a capacity of **1.500** head.

- 
 A farm dedicated to raising lambs, with a capacity of **5.600** head.



- 
 The fourth livestock farm, currently under development, is a floor-raised laying hen farm: 10 fully automated halls for laying hens, with a housing capacity of **160.000** laying hens and **40.000** pullets, and a production capacity of **50 million eggs per year**. By the end of June 2024, the farm was 60% completed, and we anticipate it will become operational at the beginning of 2025.

Business Lines

Commercial Bakery, Pastry, and Confectionery

03

In 2024, during the first nine months, Grup Şerban Holding sold over 3,450 tons of bakery, pastry, and confectionery products, representing an increase of over 24% compared to the same period last year.

We sell approximately 20 tons of bakery and confectionery products daily, under our own Granero brand and private labels of major retailers.

The majority of sales, around 95% of production, are conducted through retail networks such as Lidl, Profi Rom Food, Penny, Kaufland, Carrefour, Cora, Auchan, and Mega Image. .



GSH is a dynamic company that continuously supports and promotes a healthy lifestyle through its products, understanding that its societal impact must be complemented by resilience and financial performance.

Grup Şerban Holding owns:

A bread
factory

Six stores under
the brand
Băcănia Şerban

A pastry and
confectionery
laboratory

A confectionery
under the brand
LuMa, creator of
taste

Research & Development



In the first semester of 2024, Grup Șerban Holding made significant progress in research and development, focusing on optimizing agricultural technologies and innovating food products.

We conducted thorough research on agricultural plots utilizing no-till technology for the past five years, and the results have been impressive. Updated soil studies revealed much higher microbial activity, greater water retention in the soil, and a drastic reduction in the use of chemical fertilizers, herbicides, and insecticides compared to the years prior to adopting this technology. As a result of these studies, we have decided to transition all remaining unirrigated GSH lands to no-till technology

Additionally, following a study, we decided to sow the second corn crop one month earlier than last year, and we expect yields of 10 tons per hectare.

In this semester, we launched for the first time in Romania Granero Clean Recipe bread, a revolutionary product developed after three years of research and development with technology engineers from five countries. This is an additive-free bread with a long shelf life, thanks to our innovative production process.

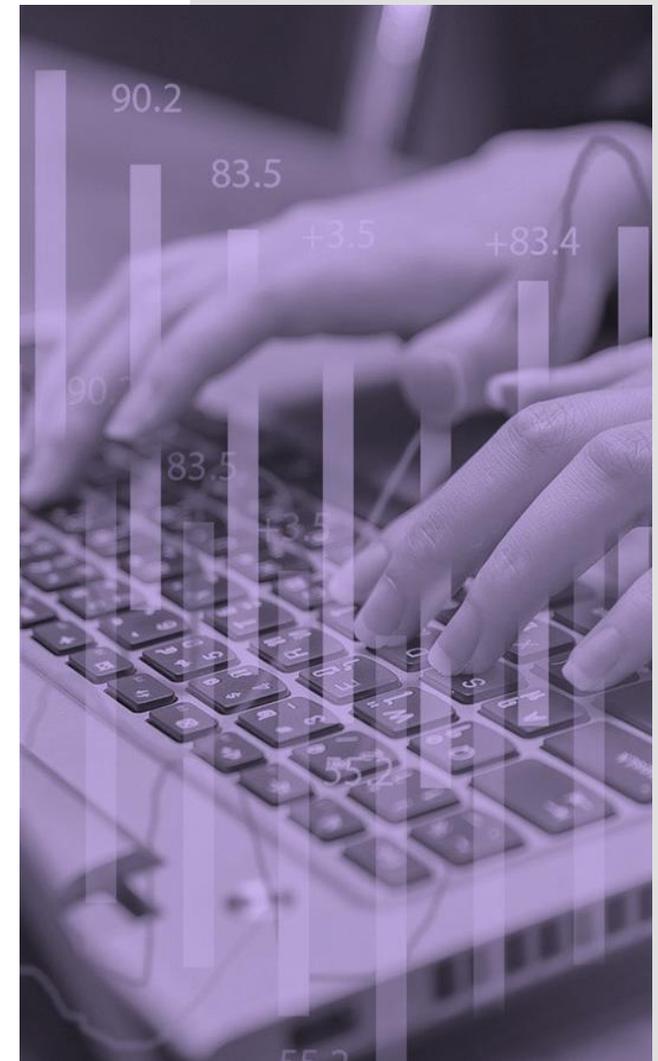


GSH shares on the Bucharest Stock Exchange

In the first nine months of 2024, investors traded 1.514.364 GSH shares at an average price of 1,63 RON/share.

As of 30.09.2024, the company's shareholder structure was as follows:

Shareholder	Number of Shares	Percentage
Șerban Lucian Nicolae	172.558.442	95,82%
Persoane Fizice	6.645.477	3,69%
Persoane Juridice	885.737	0,49%
Total	180.089.656	100%



Analysis of Consolidated Financial Results

Grup Șerban Holding is made up of the entities:

-  INTERAGROALIMENT S.R.L. (IAA)
-  FERMA AVICOLĂ ȘERBAN S.R.L (FAS)
-  FABRICA DE PÂINE ȘERBAN S.R.L. (FPS)
-  ȘERBAN DISTRIBUȚIE S.R.L. (SD)
-  LUMA LAND S.R.L. (LUMA)
-  FYN INVEST DANMARK S.R.L. (FYN)

In the first nine months of 2024, GSH recorded at the consolidated level:

Operating revenues:

437 million RON, 3% vs. Q3 2023

Revenues from the sale of goods:

290 million RON, 5% vs. Q3 2023

Revenues from sold production:

99 million RON, -11% vs. Q3 2023

Turnover:

389 million RON, 0,6% vs. Q3 2023

Operating expenses:

399 million RON, 0,7% vs. Q3 2023

Gross profit:

22 million RON, 65% vs. Q3 2023

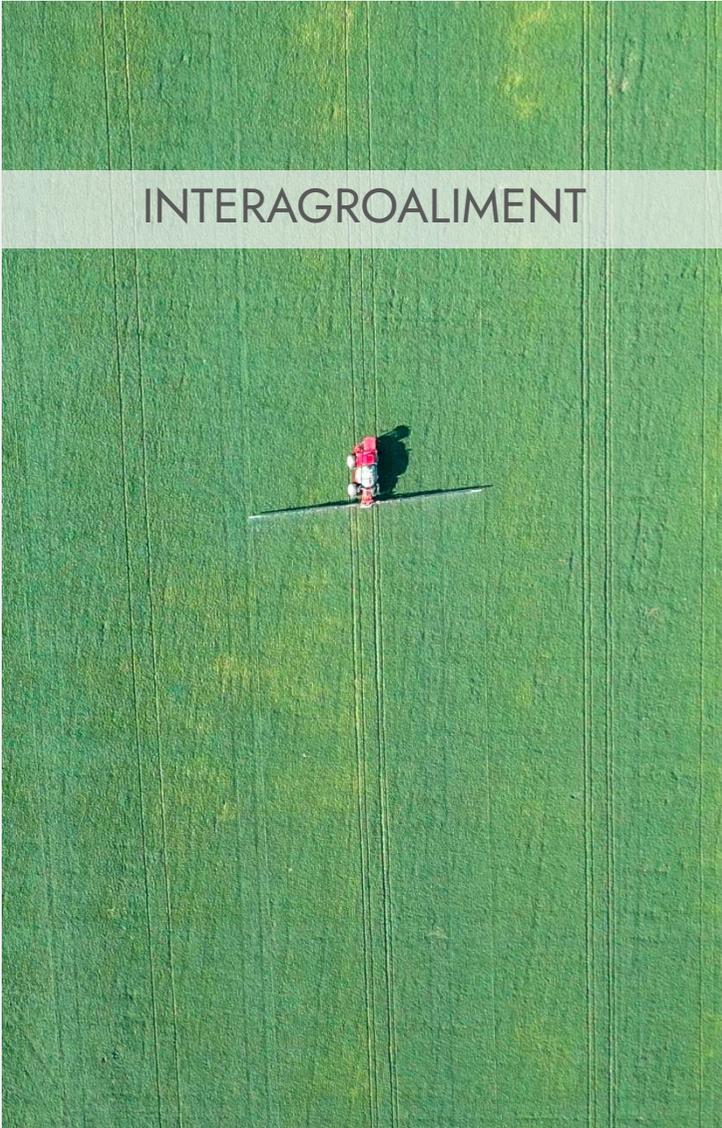
Net profit:

18 million RON, 48% vs. Q3 2023



Analysis of Individual Financial Results

Regarding the results of the group entities



INTERAGROALIMENT

EBITDA:

34 million RON, 26% vs. Q3 2023

Operating Revenues:

330 million RON, -2% vs. Q3 2023

Revenues from Sold Production:

73 million RON, 12% vs. Q3 2023

Revenues from the Sale of Goods:

225 million RON, -7% vs. Q3 2023

Turnover:

298 million RON, -2% vs. Q3 2023

Operating Expenses:

300 million RON, -5% vs. Q3 2023

Operating Profit:

30 million RON, 29% vs. Q3 2023

Gross Profit:

17 million RON, 48% vs. Q3 2023

Net Profit:

14 million RON, 35% vs. Q3 2023

Analysis of Individual Financial Results

Regarding the results of the group entities:



FERMA AVICOLĂ ȘERBAN

EBITDA:
5,4 million RON, -0.7% vs. Q3 2023

Operating Revenues:
9,7 million RON, -73% vs. Q3 2023

Revenues from Sold Production:
9.7 million RON, -73% vs. Q3 2023

Turnover:
9.7 million RON, -73% vs. Q3 2023

Operating Expenses:
7,4 million RON, -78% vs. Q3 2023

Operating Profit:
2.3 million RON, 36% vs. Q3 2023

Gross Profit:
131 thousand RON, -27% vs. Q3 2023

Net Profit:
33 thousand RON, -76% vs. Q3 2023

Starting from January 1, 2023, the Company decided to change its line of business from raising broilers and producing concentrated feed for internal consumption to a real estate line of business by leasing production halls and producing concentrated feed for sale to third parties.

The activity of the poultry farm decreased by 73%, reaching 9,7 million lei, due to the modification of the business profile, which led to an increase in operating profit with significantly lower effort and no risks.

Analysis of Individual Financial Results

Regarding the results of the group entities:



EBITDA:

3,6 million RON, 24% vs. Q3 2023

Operating Revenues:

41 million RON, +17% vs. Q3 2023

Revenues from Sold Production:

18 million RON, 13% vs. Q3 2023

Revenues from the Sale of Goods:

20 million RON, 27% vs. Q3 2023

Turnover:

38 million RON, 20% vs. Q3 2023

Operating Expenses:

39 million RON, 15% vs. Q3 2023

Operating Profit:

2.2 million RON, 54% vs. Q3 2023

Gross Profit:

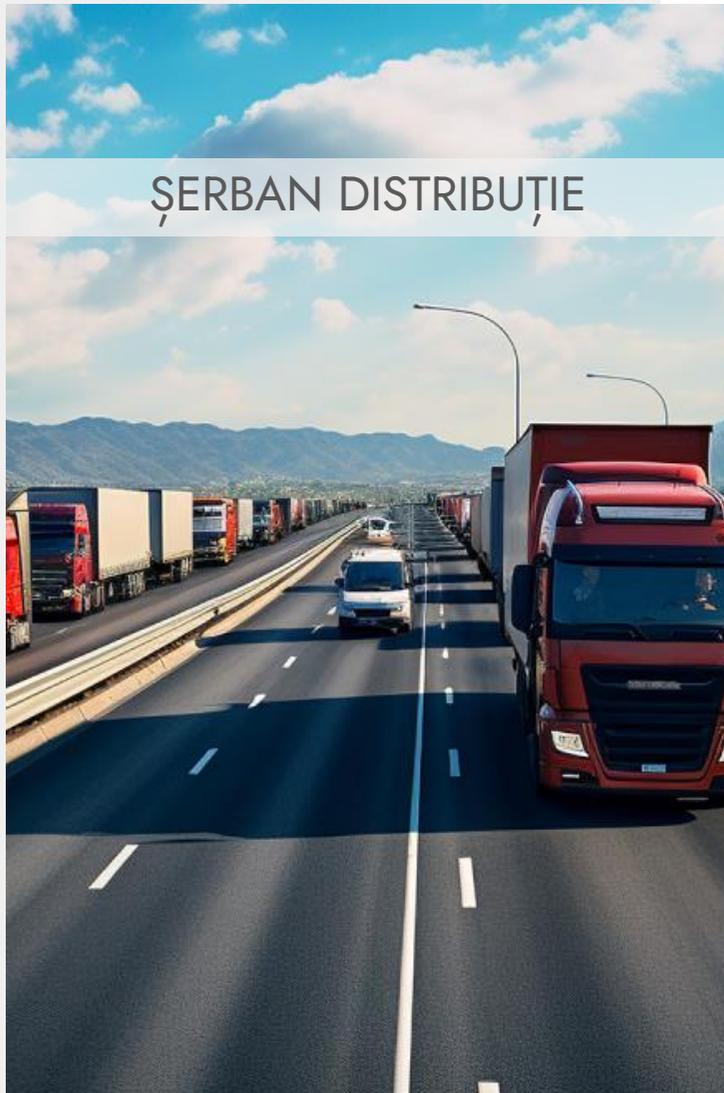
1.8 million RON, 67% vs. Q3 2023

Net Profit:

1.5 million RON, 57% vs. Q3 2023

Analysis of Individual Financial Results

Regarding the results of the group entities:



EBITDA:

9,3 million RON, 6% vs. Q3 2023

Operating Revenues:

99 million RON, 108% vs. Q3 2023

Turnover:

96 million RON, 98% vs. Q3 2023

Operating Expenses:

95 million RON, 108% vs. Q3 2023

Operating Profit:

3,8 million RON, 115% vs. Q3 2023

Gross Profit:

2,1 milion RON, 507% vs. Q3 2023

Net Profit:

1,2 milion RON, +315% vs. Q3 2023

Analysis of Individual Financial Results

Regarding the results of the entities within the group:



EBITDA:

101 thousand RON, +95% vs Q3 2023

Operating Revenues:

158 thousand RON, +190% vs Q3 2023

Turnover:

116 thousand RON, +114% vs Q3 2023

Operating Expenses:

90 thousand RON, +3,592% vs Q3 2023

Operating Result:

68 thousand RON, +30% vs Q3 2023

Gross Result:

68 thousand RON, +30% vs Q3 2023

Net Result:

64 thousand RON, +24% vs Q3 2023

Analysis of Individual Financial Results

Regarding the results of the entities within the group:



EBITDA:

67 thousand RON, +37% vs Q3 2023

Operating Revenues:

21 million RON, +507% vs Q3 2023

Turnover:

18.4 million RON, +308% vs Q3 2023

Operating Expenses:

21 million RON, +524% vs Q3 2023

Operating Result:

72 thousand RON, -33% vs Q3 2023

Gross Result:

72 thousand RON, -26% vs Q3 2023

Net Result:

62 thousand RON, +168% vs Q3 2023

Consolidated Profit and Loss Account for GSH

Profit and Loss Account Indicators (in RON)	30.sept.23	30.sept.24	2023 vs 2024
	unaudited	unaudited	%Δ YoY
Operating income, including:	424.647.562	437.608.373	3%
Turnover, of which:	386.824.625	389.333.867	1%
<i>Sales of goods</i>	112.132.652	99.055.852	-12%
<i>Income from the sale of goods</i>	275.269.639	290.720.790	6%
<i>Commercial discounts granted</i>	580.866	458.496	-21%
Income related to the cost of production in progress	19.839.946	25.070.416	26%
Other operating income	6.140.846	8.773.713	43%
Income from operating subsidies	11.832.229	14.430.376	22%
Operating expenses, including:	396.760.370	399.596.521	1%
Expenses for raw materials and materials	54.505.467	36.810.274	-32%
Other material expenses	691.513	1.221.216	77%
Energy and water expenses	3.644.234	3.667.072	1%
Expenses for goods	269.258.467	281.672.894	5%
Personnel expenses	5.769.222	16.553.436	187%
Depreciation and impairment of tangible and intangible assets	17.234.266	18.578.957	8%
Other operating expenses	45.397.632	41.794.349	-8%
Operating result	27.887.192	38.011.852	36%
Financial income	1.788.585	1.453.132	-19%
Financial expenses, including:	16.253.874	17.191.506	6%
<i>Interest expenses</i>	14.905.109	16.855.011	13%
Financial result	-14.465.290	-15.738.374	9%
Total income	426.436.147	439.061.505	3%
Total expenses	413.014.244	416.788.027	1%
Gross result	13.421.903	22.273.477	66%
Profit tax/other taxes	1.028.473	3.900.285	279%
Net result	12.393.430	18.373.192	48%

Consolidated Balance Sheet for GSH

Balance Sheet Indicators (in RON)	30.sept.23	30.sept.24	2023 vs 2024
	unaudited	unaudited	%Δ YoY
Non-current assets, including:	420.867.589	437.200.598	4%
Intangible assets	124.322.670	130.534.363	5%
Tangible assets	296.544.919	304.973.755	3%
Financial assets	-	1692479,45	-
Current assets, including:	489.763.484	441.052.928	-10%
Inventories	301.114.431	308.699.556	3%
Receivables	171.459.720	123.799.279	-28%
Cash and bank accounts	17.189.332	8.554.093	-50%
Prepaid expenses	3.065.032	9.034.618	195%
Total assets	910.631.073	878.253.526	-4%
Total liabilities, including:	556.859.513	536.498.746	-4%
Current liabilities	261.899.708	347.975.397	33%
Long-term liabilities	288.718.475	182.405.169	-37%
Deferred income	6.241.331	6.118.179	-2%
Equity, including:	356.836.591	350.789.397	-2%
Subscribed and paid-up capital	175.430.286	180.089.656	3%
Reserves & capital premiums	115.330.708	118.438.943	3%
Retained earnings (profit or loss brought forward)	53.682.763	33.887.607	-37%
Profit or loss for the financial year	12.392.836	18.373.190	48%
Total equity and liabilities	913.696.105	887.288.143	-3%

PROFIT AND LOSS STATEMENT		A2022	A2023	Forecast 2024
	Turnover, net	534.444.605	576.893.658	617.780.756
	Production sales (acc. 701 + 702 + 703 + 704 + 705 + 706 + 708)	146.394.822	138.910.638	179.754.175
1	Income from goods sold (acc. 707)	391.034.023	438.805.895	438.026.581
	Trade discounts, granted (acc. 709)	2.984.240	830.772	-
	Income from exploitation grants corresponding to the net turnover (ct. 7411)	-	7.896	-
2	Income from the production in progress (acc. 711 + 712)	40.217.741	55.098.831	-
	Balance C	-	-	-
	Balance D	-	-	-
3	Income from production of tangible and intangible assets (acc. 721 + 722)	-	9.915	-
4	Income from revaluations of tangible assets (acc. 755)	-	1.100	-
5	Income from production of real estate investments (acc. 725)	-	-	-
6	Income from exploitation grants (acc. 7412 + 7413 + 7414 + 7415 + 7416 + 7417 + 7419)	18.213.612	12.115.995	10.650.000
	Other operating income (acc. 751 + 758 + 7815)	9.675.699	6.303.288	-
7	- where, income from the negative trade fund (acc. 7815)	-	-	-
	- where, income from investment grant (acc. 7584)	-	-	-
OPERATING INCOME - TOTAL		602.551.658	650.422.787	628.430.756
	a) Expenses with raw materials and consumables (acc. 601 + 602)	88.328.550	61.118.095	54.969.995
	Other material expenses (acc. 603 + 604 + 606 + 608)	342.655	287.825	304.500
8	b) Other extrenal expenses (energy and water) (acc. 605)	8.192.502	4.539.234	4.769.932
	c) Costs of goods sold (acc. 607)	367.732.104	468.165.177	423.936.956
	Trade discounts, received (acc. 609)	484.259	1.076.753	-
	Personnel expenses, out of which:	13.476.877	8.881.027	8.317.968
9	a) Salaries and indemnities (acc. 641 + 642 + 643 + 644)	13.138.617	8.665.558	8.134.929
	b) Insurance and social protection expenses (acc. 645)	338.260	215.469	183.044
	a) Value adjustments regarding the tangible and intangible assests	18.895.969	23.271.477	25.604.805
	a.1) Expenses (acc. 6811 + 6813 + 6817)	18.895.969	23.271.477	25.604.805
	a.2) Income (acc. 7813)	-	-	-
10	b) Value adjustments regarding the current assets	-	1.045.000	-
	b.1) Expenses (acc. 654 + 6814)	-	1.468.145	-
	b.2) Income (acc. 754 + 7814)	-	423.145	-
	Other operating expenses	60.842.448	55.673.637	53.576.830
	11.1. Expenses with extrenal services (acc. 611 + 613 + 614 + 615 + 621 + 622 + 623 + 624 + 625 + 626 + 627 + 628)	42.662.212	37.670.077	40.664.545
	11.2. Expenses with other taxes, and assimilated taxes; Expenses representing transfers and contributions due based on some special norms (acc. 635 + 6586*)	1.214.156	1.215.189	1.045.151
	11.3. Expenses with environmental protection (acc. 652)	-	-	-
11	11.4. Expenses with royalties, management premises and rents (acc. 612)	9.589.909	10.957.552	11.700.245
	11.5. Expenses related to calamities and other similar events (acc. 6587)	-	-	-
	11.6. Other expenses (ct. 651 + 6581 + 6582 + 6583 + 6588)	7.376.037	5.830.819	166.889
	Adjustments regarding the provisions	-	-	-
	- Expenses (acc. 6812)	-	-	-
	- Income (acc. 7812)	-	-	-
OPERATING EXPENSES - TOTAL (row. 17 Ia 20 - 21 + 22 + 25 + 28 + 31 + 39)		557.326.846	621.904.720	571.480.986
OPERATING PROFIT OR LOSS:				
	- Profit (row 16 - 42)	45.224.812	28.518.067	56.949.770
	- Loss (row 42 - 16)	-	-	-
12	Income from participation interests (acc. 7611 + 7612 + 7613)	5.228.125	12.852.082	-
	- where, income from affiliated entities	-	-	-
13	Income from interests (acc. 766*)	17.466	61.833	1.500
	- where, income from affiliated entities	-	-	-
14	Income from exploitation grants for the due interest (acc. 7418)	-	-	-
15	Other financial income (acc. 7615 + 762 + 764 + 765 + 767 + 768)	1.521.578	1.748.807	2.000
	- where, income from other nancial tangibles (acc. 7615)	-	-	-
FINANCIAL INCOME - TOTAL (row 45 + 47 + 49 + 50)		6.767.169	14.662.722	3.500
	Value adjustments regarding the nancial tangibles and the nancial investments held as current assets (row 54 - 55)	-	-	-
16	- Expenses (acc. 686)	-	-	-
	- Income (acc. 786)	-	-	-
17	Expenses regarding interest (acc. 666*)	12.362.909	20.915.958	24.200.000
	- where, expenses with affiliated entities	-	-	-
	Other financial expenses (acc. 663 + 664 + 665 + 667 + 668)	3.003.778	3.338.938	12.000
FINANCIAL EXPENSES - TOTAL (row 53 + 56 + 58)		15.366.687	24.254.896	24.212.000
FINANCIAL PROFIT OR LOSS:				
	- Profit (row 52 - 59)	-	-	-
	- Loss (row 59 - 52)	8.599.518	9.592.174	24.208.500
TOTAL INCOME (row 16 + 52)		609.318.826	665.085.509	628.434.256
TOTAL EXPENSE (row 42 + 59)		572.693.532	646.159.616	595.692.986
GROSS PROFIT OR LOSS				
18	- Profit (row 62 - 63)	36.625.294	18.925.893	32.741.270
	- Loss (row 63 - 62)	-	-	-
19	Income tax (acc. 691)	2.844.818	428.945	6.177.808
20	Other taxes not included above (acc. 698)	-	605	-
NET PROFIT OR LOSS:				
21	- Profit (row 64 - 66 - 67)	33.780.476	18.496.343	26.563.462
	- Loss (row 65 + 66 + 67); (row 66 + 67 - 64)	-	-	-

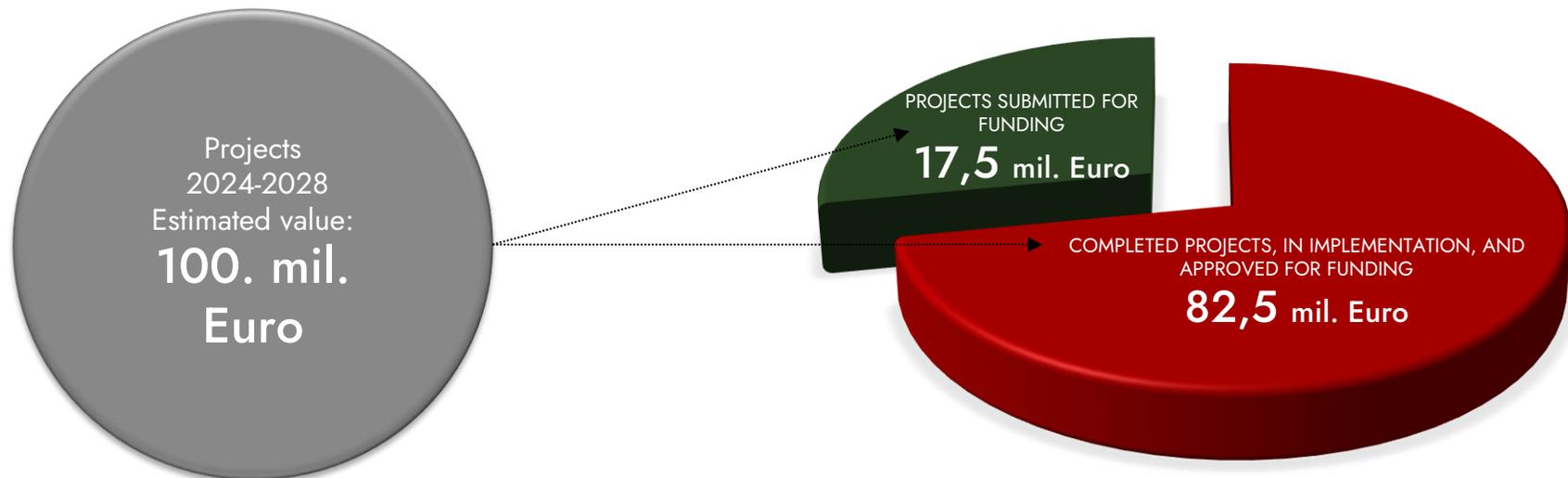
The Projects of Şerban Holding Group

Investments over the next 4 years

Between 2024 and 2028, the group plans to invest approximately 100 million euros in large-scale projects designed to revolutionize and modernize the agricultural industry.

These investments are aimed at stimulating growth and optimizing resources, with the objective not only of economic development but also ensuring the long-term sustainability of the agricultural sector.

This ambitious strategy reflects our vision to support technological progress and significantly contribute to transforming the agricultural landscape, ensuring that Grup Şerban remains at the forefront of innovation and efficiency in agribusiness.



1. Projects completed and in implementation

COMPLETED PROJECT

Modernization and upgrading of the SRPA1 PLOT within the irrigation system in Sascut-Valea Seacă, Bacău County



Implementation of an irrigation and fertigation drip system for an additional 300 hectares, completed at 100% by June 30, 2024.

Project value: 1,5 mil. Euro

PROJECT IN IMPLEMENTATION

Establishment of an agricultural operation, shelters for laying hens, located in the outskirts of Orbeni commune, Moldavia Farms



Floor-raised laying hen farm. Construction of 10 fully automated halls for laying hens, with an annual capacity of 160,000 laying hens, 40,000 pullets, and a production of 50 million eggs. The project was 80% completed as of September 30, 2024.

Project value: 11,5 mil. Euro

1. Projects completed and in implementation

PROJECT IN IMPLEMENTATION

Construction of a storage unit for vegetables and potatoes
Cooperativa Agricolă Câmpuri Aurii



Storage complex consisting of 3 refrigerated halls for vegetables stored in boxes, each with a capacity of 5,000 tons, completed at 90% as of September 30, 2024.

Project value: 4 mil. Euro

PROJECT IN IMPLEMENTATION

Construction of a storage and conditioning unit for vegetables and potatoes - Fabrica de Pâine Șerban



Hall with vegetable packaging line: a robotic hall with optical sorting and a packaging capacity of over 30 tons per hour in 25 kg bags, completed at 90% as of June 30, 2024..

Project value: 3 mil. Euro

2. Projects approved in 2024 for funding

1. Frozen French fries and potato flakes processing line.
Project value: 47,2 mil. euro



The project was submitted through the National Investment Program InvestAlim on December 24, 2023, and declared eligible for funding on September 24, 2024.

The funds will cover the installation of a robotic line for processing frozen French fries and potato flakes in Sascut, Bacău County.

The total investment in the factory amounts to €47.2 million, of which €28.3 million represents non-reimbursable state funds.

The line will be the largest potato processing line in Romania with Romanian capital, with a capacity of 6 tons per hour for French fries and 1.2 tons per hour for potato flakes. The production will serve both local and international markets. The annual capacity of the factory will be 30,000 tons of French fries and 6,000 tons of potato flakes.

2. Storage and processing halls for potatoes
Project value 15,3 mil. euro



The project is funded through Measure DR 22 – Investments in the conditioning, storage, and processing of agricultural and horticultural products.

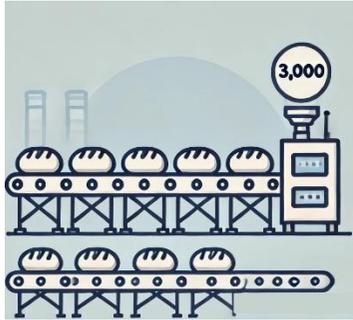
The total investment for the project amounts to €15.3 million, of which €9.99 million are non-reimbursable state funds.

The project includes the construction of 5 refrigerated halls, each with a capacity of 6,000 tons, for a total capacity of 30,000 tons.

Additionally, the project provides for a logistics warehouse of 5,000 square meters and a sorting, washing, and packaging line for potatoes, with a capacity of 10 tons per hour of finished product.

By the end of 2024, Grup Șerban Holding will strengthen its position in the market as the leading refrigerated storage facility in Romania, with a capacity of 21,500 tons. Upon completion of the project, the group will have a total refrigerated storage capacity of 51,500 tons.

3. Projects submitted for funding



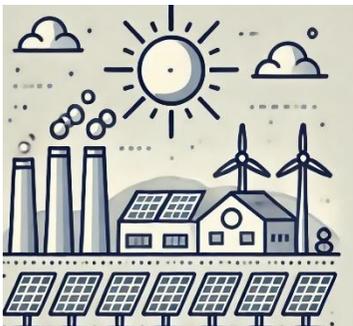
The project involves establishing a bread production line with a capacity of 3,000 pieces per hour.

Project value: 15,3 mil. euro



The project aims to modernize and upgrade 300 hectares within the SPA plot of the Sascut – Valea Seacă irrigation system.

Project value: 1,5 mil. euro



The project involves generating electrical energy using photovoltaic panels, with a total installed capacity of 800 kW.

Project value: 700.000 euro

Key Events in the First 9 Months of 2024

Syndication

In order to optimize its financial position, Şerban Holding Group has initiated a process of syndicating all existing loans within the group. Syndication brings the advantage of better credit management, enhanced financial discipline, as well as the standardization of costs and financial terms. Additionally, it creates a more accessible platform for financing future development projects envisioned by Şerban Holding Group.

The group has already identified and nominated the arranging banks, and in agreement with them, the legal consultant has been appointed. According to the preliminary schedule, the syndication process is expected to be completed by the end of Q3 2024 or early Q4 2024.

Software Implementation

LMS (Learning Management System):
/Launch of ACADEMIA GRUP ŞERBAN, a system for process documentation, e-learning, and cybersecurity.
/POM (Purchase Order Management):
completion of the POM system implementation for the registration and approval of purchase requests.
/DOCENTRIC:
successful implementation of the software for digitalization, centralization, and archiving of documents.
/ARP (Architectural Review Process):
initiation of the architectural review process for the implementation of technology standards.

Clean Label Products

On April 29, 2024, during the Private Label & Convenience Food Innovation Show 2024 organized by Modern Buyer, we launched the Clean Label bakery range with an extended shelf life, suitable for retailer platforms. The Granero Clean Label bread was developed in collaboration with food technologists from five countries: the Netherlands, Germany, Turkey, Belgium, and Romania.

ISCC EU Standard

We have obtained certification in accordance with the ISCC EU standard, highlighting our commitment to sustainability and eco-friendly practices in raw material production.

World Food Programme (WFP)

To continuously optimize our strategies and technologies, we took an important step this semester by initiating discussions with the United Nations World Food Programme (UN WFP) for a potential collaboration.

Key Events in the First 9 Months of 2024

Hidroelectrica Contract

GSH's energy is fully supplied from renewable sources. Approximately 7% comes from our own solar energy, and the rest from hydroelectric power. This semester, we renewed our green energy contracts with Hidroelectrica S.A., ensuring that all the energy required for our facilities comes from renewable sources.

No-till tehnology

This semester, we took an important step that we've been working on for 5 years – we successfully implemented no-till technology across all our non-irrigated land.

This change will provide us with a competitive advantage in the coming years, according to the analysis of soil results over the past 5 years.

Currently, we have approximately 13.000 hectares cultivated using no-till technology

Carbon Catch

During the 2022-2023 campaign, Șerban Holding Group (GSH), in its second year of partnership in the Carbon Credits by Agreena program, generated a total of 9,345 carbon credits. This result was made possible through the implementation of no-till technologies and cover crops, by which GSH reduced carbon emissions by 3,049 tons and contributed to the removal of 7,333 tons of carbon from the atmosphere.

Moldavia Brand

Launch of a new brand concept for food products: the Moldavia brand. The new brand will bring together a wide range of high-quality food products under the same umbrella, such as eggs, vegetables, meat, etc.

Optimization of Storage Capacities

For a period of 10 years, our company will rent a storage facility with a capacity of 50,000 tons dedicated to cereal storage, under a contract valued at €7,240,000.

RegenConnect Cargill

Șerban Holding Group has enrolled in the RegenConnect sustainability program, offered by our long-term partner, Cargill.

Under this program, for each ton of carbon captured by the soil using sustainable technologies like no-till, we will receive 35 US dollars.

Second crop of corn

Following a study, we decided to plant the second crop of corn one month earlier than last year. We expect a yield of 10 tons per hectare.

Events and Media Appearances



Participation in the **ZF Investments in Romania**
Subject: GSH's Business Strategies and Investments



Participation in the **AgroStrategia TVR1**
Subject: Agribusiness and GSH Projects



Participation in the interview on the **Feel the Market**
Subject: Financial Results for H1 2024

Participation in the event: **RO-Fruits & Vegetables 2024** organized by Modern Buyer



Participation in the event and inclusion in the **Forbes Romania Champions League** in Business Ranking.



Participation in the TV show: **România, Te Iubesc!** on **PROTV**
Subject: The future of our agriculture: irrigation and the necessity of water in the soil.

Events and Media Appearances



A **Diploma by Forbes Romania** certifying our consistent growth over the last decade and recognizing our efforts to achieve profitable results, regardless of the challenges faced.

Ziarul Financiar:



Compania antreprenorială Grup Șerban Holding (simbol bursier GSH), activă în mai multe domenii din agricultură, a convocat adunarea generală extraordinară a acționarilor pe 16 decembrie, dată la care aceștia vor vota, printre altele, obținerea unui împrumut de 73 de milioane de euro de la un sindicat bancar format din trei bănci și condus de doi aranșori principali: BRD

Participation in the **Quarterly Report Event**
Speaker: Oana Barna, Economic Director
Participation in the Q&A panel.



Participaation in the event **Corteva Agronomy Day**



The event took place in Sascut, Bacău County, at the PORTFOLIO FARM Platform. Farmers had the opportunity to discover the efficiency of Corteva products and the productivity of Pioneer hybrids.



Participation in the event
Book Launch: **Made in Romania: 15 Companies for the Growth of the Romanian Economy and Their Success Stories** by the Bucharest Stock Exchange, which includes the entrepreneurial stories of the 2023 program finalists..

Ziarul Financiar:

Top 100 fermieri după suprafețele cultivate					
Poz.	Denumire companie	Judet	Cifra de afaceri (mil. lei)		Acționar
			2022	2023	
1	Agricost	Brăila	860	616	Al Dabra Agriculture (Emiratele Arabe Unite)
2	Interceoral	Ialomița	99	146	Augustin Oancea
3	JD Agri Cocora	Ialomița	115	87	România Farm Invest A/S (Danemarca)
4	Feriliana West Rom	Timiș	82	63	Luciano Martini (Italia)
5	Societatea Agricolă Zimbru	Ialomița	82	N/A	Lipsa informatii
6	Maria Trading	Călărași	371	326	Maria Group (Liban)
7	Agro Nevada Tim	Timiș	135	93	Petru Corvin Mateiu
8	A&S International 2000	Ialomița	68	63	Sorin Paul Stănescu
9	Cervina	Doj	N/A	N/A	Mihai Anghel
10	Agro Chimogi	Călărași	1.615	1.242	Maria Group (Liban)
11	Offyre	Doj	N/A	N/A	Mihai Anghel
12	Della-Rom Agriculture	Tulcea	26	N/A	Mariano Doroteo (Italia), Cornel Matei
13	Agrazotehnica Pietruș	Călărași	71	54	Sorin Paul Stănescu, Dolno Stănescu
14	Agrodelta Sireasa	Tulcea	6	7	Traian Rece (70%), Mariana Rece (9%), statul român prin AAAS (10%), Organizația pentru Apărarea Drepturilor Omului (11%)
15	Arsat Agricultură	Arad	52	N/A	Valerica și Andrei Ghinea
16	Recond Com Impex	Teleorman	125	57	Ciprian Iulian Nara
17	Transvania	Alba	991	1011	Ioan Popa
18	Agriatura	Teleorman	67	51	Holda Agri Invest (România)
19	Longin	Olt	316	397	Longin Mircea Drăghiceșcu
20	Agromed Crops	Ilfov	112	92	Mădălin Iuliana Lazar
21	Agriolca Sam Giorgio	Timiș	29	46	Roberto Corti, Claudia Zamboni, Laura Zamboni (Italia)
22	Banattfarming	Caray-Severin	27	49	Marcel Weisshoff (Germania)
23	Dorna Agri	Călărași	54	35	Jean Valvis (Grecia)
24	Nutreco Group	Teleorman	59	41	Valentin Dragnea (80%), Gabriel Putinomanu (20%)
25	Rural Capital	Olt	28	7	Sébastien Pena (5%), Svetoslav Bozhidarov Rchovski (49%) - Bulgaria
26	Terracult	Arad	53	55	Agroeast (Austria)
27	Agronova	Brasov	79	61	Luis Lopez Rico (Spania)
28	Campo D'Oro	Timiș	84	78	Ingelby Denmark (Danemarca)
29	Interagroinvest	Bacău	413	391	Nicolae Șerban (majoritar), alți acționari
30	Combinatul Agroid. Curtici	Arad	60	78	Dimitrie Muscă
31	Trilipan	Ialomița	52	60	Cosmin Larisa Bulbasa
32	AgriFarm Allprod	Doj	42	27	Holda Agri Invest (România)
33	Comceoral	Vaslui	24	N/A	Sunye PTE (84% - Singapore), persoane fizice și juridice (10%)

Interagroinvest, part of the Șerban Holding Group of companies, ranks 29th in the TOP 100 FARMERS by cultivated area, a ranking created by APIA at the request of Ziarul Financiar. In a ranking that includes the largest 100 agricultural companies in Romania, we were honored to be recognized for our operational excellence and the impressive growth of our turnover, in a year marked by challenges for the agricultural market.

Video presentation of Grup Șerban Holding – click on the image to view.



To accommodate those who cannot visit Grup Șerban Holding, we have created a detailed video presentation highlighting both the company's activities and the principles and values that define GSH.



Workshop partners organized by Cargill, as part of their **Cargill RegenConnect** program. This program focuses on supporting farmers in the transition to regenerative agricultural practices, which not only help protect the environment but also contribute to the valorization of carbon captured in the soil.



Positioned to Deliver Long-Term Value

- ✓ Leaders in the Regional Agricultural Market, Strategically Positioned to Support Sustainable and Profitable Growth
- ✓ An outstanding business portfolio, strengthened by 5 years of no-till practices, which significantly contribute to climate change resilience.
- ✓ Solid balance sheet and cash flow supporting future investments.
- ✓ We act with integrity in all aspects of our activity, promoting open communication and trust-based relationships with all partners.
- ✓ A team with extensive industry experience and a proven ability to generate value.





I confirm, to the best of my knowledge, that the unaudited consolidated financial results for the nine-month period ending September 30, 2024, present a true and accurate reflection of the assets, liabilities, financial position, and the income and expenditure of Grup Șerban Holding. Furthermore, the administrator's report provides a true and accurate depiction of the significant events that occurred in 2024 and their impact on the company's financial statements.

Nicolae Șerban

Chairman of the Board of Directors

Contact



On the Grup Șerban Holding website, www.grup-serban.ro, you can find the latest information, archived press releases, media appearances, financial reports, annual reports, financial calendar, and other relevant and interesting information for shareholders.

General Info

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GRUP SERBAN