

## CURRENT REPORT

**In compliance with Law no. 24/2017 regarding Issuers of Financial Instruments and Market Operations and A.S.F. Regulation no. 5/2018**

Report date: May 15 th, 2024

Company name: Millenium Insurance Broker (M.I.B.) Broker de Asigurare Reasigurare S.A.

Address: Bucharest, Splaiul Independentei 111, Sector 5

Phone no: 004-021-3303796

Fiscal Code: 9557790

LEI Code: 787200WYTZDL2D67V730

Trade Register registration number: J40/5065/1997

Subscribed and paid in share capital: 583.946 RON

Regulated market where the issued securities are traded: MTS AeRO Premium

**Significant events to be reported: · Report of the first quarter 2024 of Millenium Insurance Broker (MIB) Broker de Asigurare-Reasigurare S.A. of May 15 th, 2024**

## REPORT FOR THE FIRST QUARTER, 2024

### Millenium Insurance Broker (MIB) Broker de Asigurare-Reasigurare S.A.



Company name	Millenium Insurance Broker (MIB) Broker de Asigurare-Reasigurare S.A.
Trade Register registration number	J40/5065/1997
CAEN code	6622
Domain	Insurance agents and insurance brokers
Fiscal Code	9557790
LEI Code	787200WYTZDL2D67V730
HQ Address	Municipiul București, Splaiul Independenței nr. 111, Sector 5.
Telephone	021.3303796 ; 0213303799
E-mail	office@myinsurance.ro
Website	<a href="https://www.myinsurance.ro/">https://www.myinsurance.ro/</a>
Symbol	MIB
ISIN Code	ROV1FB29MU02
FISN Code	MILLENIUM/REGSHS RON0.28
CFI Code	ESVUFR
Total number of financial instruments	2.085.520 acțiuni comune, dematerializate
Nominal Value	0,28 lei
Free-float	21,46%

#### 1. Current Activity in First Quarter 2024

In the first quarter of 2024, the company has published the preliminary results for 2023, these results have been audited and there were created reports for closing the financial and fiscal year 2023.

At 15.03.2024, the Ordinary Meeting of MIB's Shareholders was convened for 25.04.2023.

The first quarter of 2024 was impacted both by the capped premiums for MTPL insurance and by the capped insurance distribution commission (capped at 8% of net premium, equivalent of 7.4% from the price paid by the clients for the MTPL insurance). This had as a result a significant impact in the revenues and profitability of the company.

Also, at the end of the first quarter of 2024, the Romanian Government announced the extension of the cap for both MTPL insurance premiums and insurance distribution commissions until 30.06.2024, which will keep impacting the revenues from this business line and also the profitability of the company.

The volume of intermediated insurance premiums grew by 4.71%, from 95,89 mil. lei in Q1 2023 to 100,4 mil. lei in Q1 2024, result which we consider good, taking into consideration that in Q1 2024 there are no premiums from Euroins (the ones issued in Q1 2023, which have been renewed at other insurers in the period April-December 2023, valued at 14 mil. lei).

Below there is a detailed comparison between the financial indicators at Q1 2024 compared to Q1 2023, although these two periods (quarters) are very difficult to compare in market terms, because of objective reasons:

- Firstly, In Q1 2023 the insurance distribution commission was not capped and it was bigger with aprox. 3pp;
- Secondly, all the policies issued and collected for Euroins in Q1 2023 were no longer issued in Q1 2024, as they have already been issued previously, in 2023.

## 2. Financial Indicators for 1<sup>st</sup> Quarter I 2024

### 2.1. Profit and Loss Account – sintethic version: Q1 2024 versus Q1 2023 (in Lei)

Indicator / Period	Q1 2023	Q1 2024
Net turnover	15.400.375	16.637.723
Income from the distribution activity	15.394.468	16.631.756
Other operating income	33.529	13.681
<b>Total operating income</b>	<b>15.427.997</b>	<b>16.645.437</b>
Expenses for third party service providers	659.267	728.488
Expenses with consumables and inventory objects	29.179	29.667
Expenses with other taxes	16.198	18.407
Expenses with personnel	467.549	570.701
Expenses with amounts due to assistants and auxiliary assistants	11.985.324	14.462.232
Other operating expenses	42.240	3.618
Value adjustments for tangible and intangible	69.899	63.031
Value adjustments for current assets	0	0
Adjustments for provisions	0	0
<b>Total operating expenses</b>	<b>13.269.656</b>	<b>15.876.144</b>
<b>Operating Result</b>	<b>2.158.341</b>	<b>769.293</b>
Financial Income	156.338	108.819
Financial Expenses	55.525	32.189

<b>Financial Result</b>	<b>100.813</b>	<b>76.630</b>
<b>Total Income</b>	<b>15.584.335</b>	<b>16.754.256</b>
<b>Total Expenses</b>	<b>13.325.181</b>	<b>15.908.333</b>
Gross Result	2.259.154	845.923
Profit Tax	336.143	142.156
<b>Net Result</b>	<b>1.923.011</b>	<b>703.767</b>

## 2.2 Operating Revenues in Q1 2024

Operating Revenues represents the totality of revenues generated by all the activities of the company. In the first quarter of 2024, the company has obtained an operating income of **16.645.437 lei, up 8% compared to Q1 2023**, when these were **15.427.997 lei**.

This 8% revenue growth is a very good result, having in mind that the insurance premiums collected in Q1 2024 increased only with 4.71% compared to Q1 2023, and that the average revenues generated by MTPL in Q1 2024 has decrease significantly compared to Q1 2023.

**This growth in revenues in adverse market conditions is a proof of MIB's solidity and resilience, as a result of a performant management & a national team of successful brokers, with a balanced distribution of the portfolios and a high degree of customer satisfaction.**

## 2.3 Operating Expenses Q1 2024

These represent the sum of all expenses, as a result of performing all company activities. In the first quarter of 2024, the company has registered operating expenses of 15.876.144 lei, a 20% increase compared to Q1 2023, when they were 13.269.656 lei.

## 2.4 Financial Revenues and Expenses in Q1 2024

The financial revenues and expenses represent those revenues and expenses generated by the financial assets of the company. The value of the financial income has a low percentage out of total income of the company (1%). The value of financial income for the first quarter of 2024 was 108.819 lei, compared to 156.338 lei in Q1 2023. The value of the financial expenses during Q1 2024 was 32.189 lei.

## 2.5 Net Profit Q1 2024

Net Profit for Q1 2024 is 703.767 lei, a 63% decrease compared to the 1.923.011 lei obtained in Q1 2023. At this date, there is already approved by the Ordinary Meeting of MIB's Shareholders the annual income and spending budget for 2024, which stipulates a positive evolution of the annual profit of 12% compared to the year 2023.

We expect that the significant increase in the facultative insurance (most of them paid by the customers in 2 to 6 installments) will convert in an increase in profitability next quarters. Also, the profitability level will improve once the insurance distribution commission will not be capped anymore, starting from the second semester of the year.

## 2.6 Total Debt Structure at 31.03.2024

Debt is mostly short debt and represents the result of current / operational activity.

At 31.03.2023, the company had no banking loans.

RON	31.12.2023	31.03.2024
<b>Debt</b>	<b>5.162.597</b>	<b>7.465.049</b>
Debt related to insurance distribution activity	3.273.459	4.734.017
Debt related to personnel	83.576	94.906
Debt related to taxes (social insurance budget and state budget)	239.192	256.955
Other debt	1.566.370	2.379.171

## 2.7. The degree of indebtedness of the company: based on results at first quarter 2024.

The indebtedness degree of the company is obtained by dividing the total debt by total assets

	31.12.2023	31.03.2024
Indebtedness Degree (Total Debt / Total Assets)	38,49	40,25

The degree of indebtedness of the company was 38,49% at 31.12.2023 and 40,25% at 31.03.2024.

## Millenium Insurance Broker (MIB) Broker de Asigurare-Reasigurare S.A.

Ștefan Emanuel Prigoreanu

Președintele Consiliului de Administrație și Director General