



## Financial Forecast GAAP



## Beta industries Inc

Year 2022 - 2023

Scenario 001

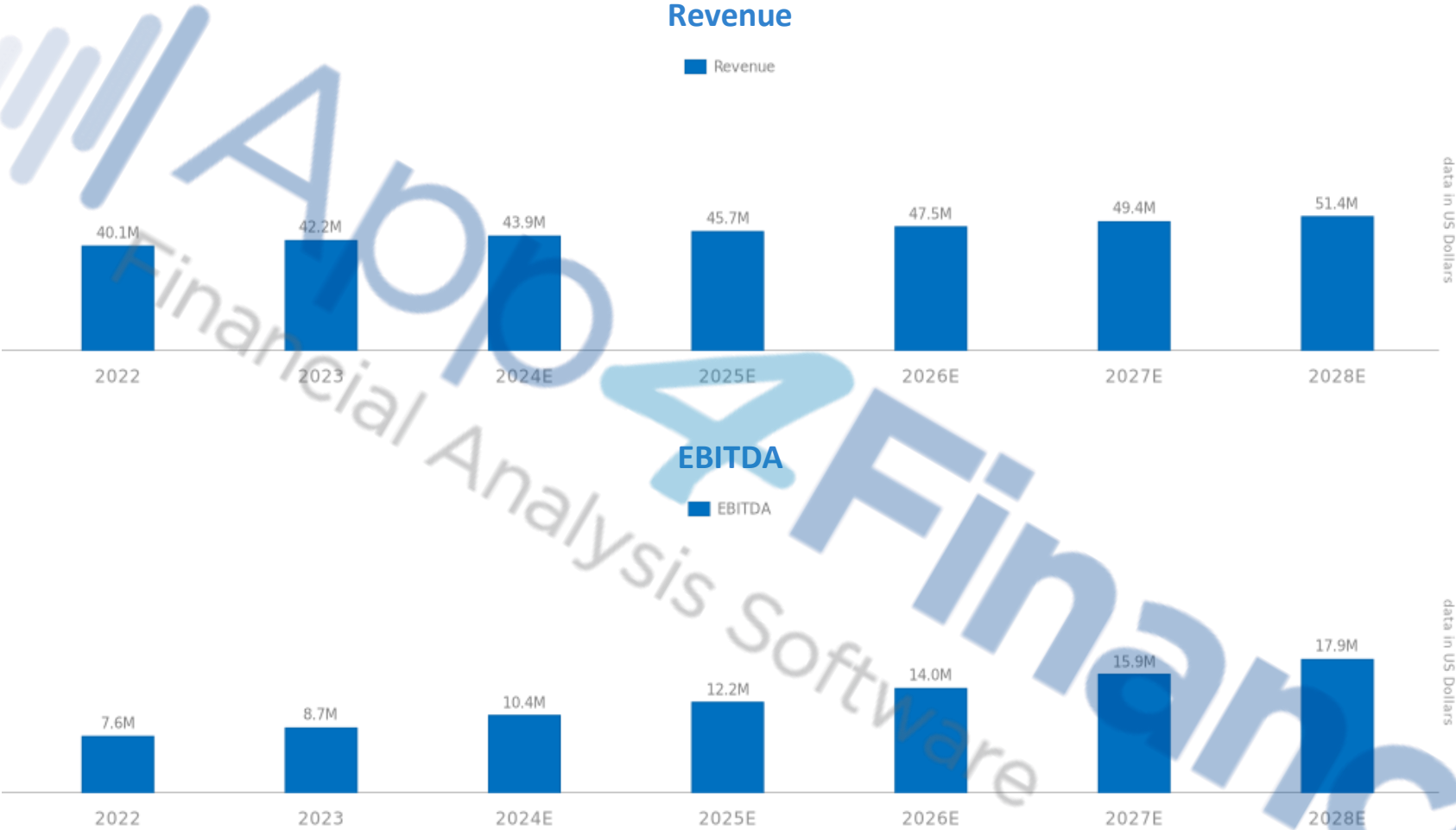
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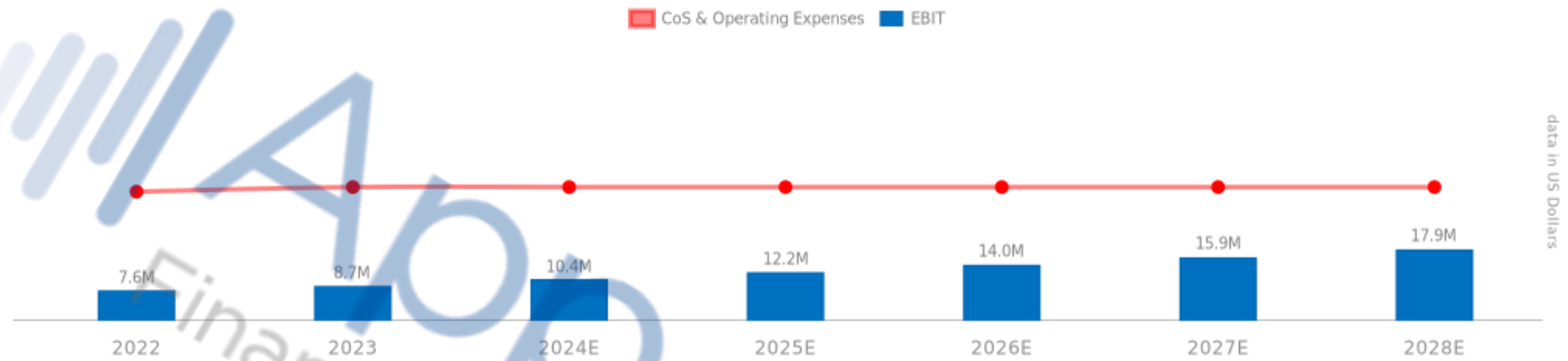
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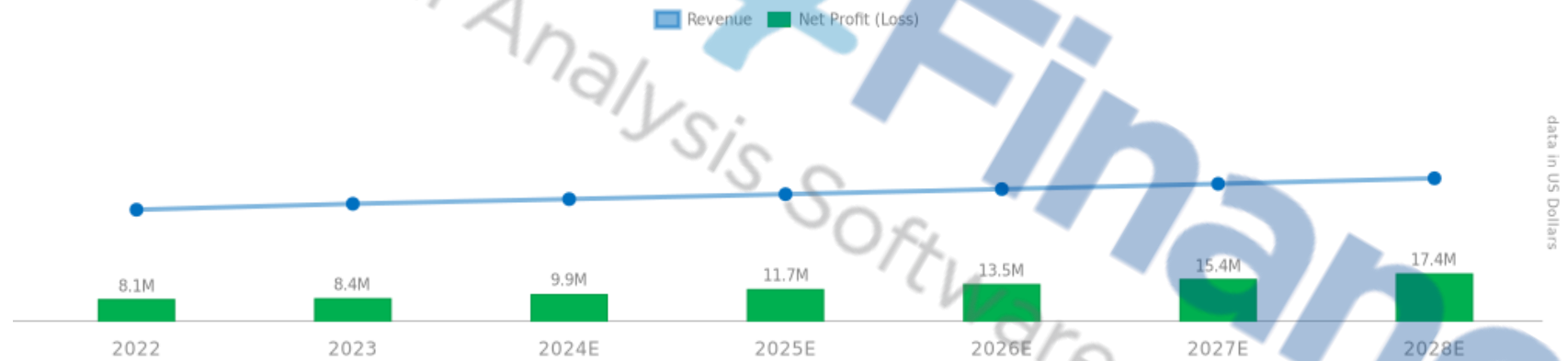
# Financial Highlights



## EBIT



## Net Profit



## Key financials

	2022	2023	2024E	2025E	2026E
	\$	\$	\$	\$	\$
<b>Revenue</b>	40,125,478	▲ 42,245,789	▲ 43,935,621	▲ 45,693,045	▲ 47,520,767
yoy %	n.a.	+5.3%	+4.0%	+4.0%	+4.0%
<b>EBITDA</b>	7,617,853	▲ 8,747,284	▲ 10,437,116	▲ 12,194,540	▲ 14,022,262
yoy %	n.a.	+14.8%	+19.3%	+16.8%	+15.0%
<b>EBIT</b>	7,617,853	▲ 8,747,284	▲ 10,437,116	▲ 12,194,540	▲ 14,022,262
yoy %	n.a.	+14.8%	+19.3%	+16.8%	+15.0%
<b>Net Profit (Loss)</b>	8,128,175	▲ 8,432,078	▲ 9,936,353	▲ 11,683,655	▲ 13,499,864
yoy %	n.a.	+3.7%	+17.8%	+17.6%	+15.5%
<b>Debt</b>	29,214,228	▼ 26,805,818	▼ 24,735,573	▼ 22,665,328	▼ 20,595,083
yoy %	n.a.	-8.2%	-7.7%	-8.4%	-9.1%
D/(D+E)	0.30	▼ 0.26	▼ 0.22	▼ 0.19	▼ 0.15
D/EBITDA	3.83	▼ 3.06	▼ 2.37	▼ 1.86	▼ 1.47
<b>Operating Cash-flow</b>	n.a.	8,771,043	▲ 9,814,561	▲ 11,520,583	▲ 13,294,845
yoy %	n.a.	n.a.	+11.9%	+17.4%	+15.4%

	2027E	2028E
	\$	\$
<b>Revenue</b>	▲ 49,421,598	▲ 51,398,462
yoy %	+4.0%	+4.0%
<b>EBITDA</b>	▲ 15,923,093	▲ 17,899,957
yoy %	+13.6%	+12.4%
<b>EBIT</b>	▲ 15,923,093	▲ 17,899,957
yoy %	+13.6%	+12.4%
<b>Net Profit (Loss)</b>	▲ 15,387,736	▲ 17,350,137
yoy %	+14.0%	+12.8%
<b>Debt</b>	▼ 18,524,838	▼ 16,454,593
yoy %	-10.1%	-11.2%
D/(D+E)	▼ 0.13	▼ 0.10
D/EBITDA	▼ 1.16	▼ 0.92
<b>Operating Cash-flow</b>	▲ 15,140,079	▲ 17,059,121
yoy %	+13.9%	+12.7%





## Main Economic and Financial data at the end of 2023

### Revenue

In 2023 total revenue was \$ 42,245,789, +5.3% compared to the \$ 40,125,478 generated in 2022.

### Cost of Sales

Cost of Sales amounted to \$ 28,888,207, increasing of 2.7% compared to 2022.

### Gross Profit

Gross Profit totaled \$ 13,357,582, an increase of \$ 1,356,930, or 11.3%, compared to 2022 (\$ 12,000,652). As a percentage of revenue Gross Profit grew from 29.9% in 2022 to 31.6% in 2023.

### EBITDA

EBITDA totaled \$ 8,747,284, which was 14.8% higher than the \$ 7,617,853 reported in 2022. The EBITDA margin was 20.7%, which showed an improvement from the 19.0% of 2022.

### EBIT

In 2023 EBIT was a \$ 8,747,284 profit and grew by 14.8% compared to the previous year, when amounted to \$ 7,617,853. Such a value of EBIT resulted from a \$ 13,357,582 Gross Profit (Revenue \$ 42,245,789, Cost of Sales \$ 28,888,207), \$ 4,647,567 in Operating Expenses (distribution, marketing and administrative expenses) and Other Operating Income of \$ 37,269. Other Operating Gains were zero.

### Net Profit

Ultimately, fiscal year 2023 ended up in a net profit of \$ 8,432,078, a 3.7% increase compared to the \$ 8,128,175 profit reported in 2022. As a percentage of revenue, Net Profit dropped from 20.3% in 2022 to 20.0% in 2023.

### Net Working Capital

Net Working Capital in 2023 was \$ 46,436,680 and reported a 14.7% increase compared to 2022, when amounted to \$ 40,471,882. Such a change was due to Current Assets increasing by a greater amount compared to the concurrent growth of Current Liabilities. Cash Conversion Cycle remained unchanged.

### Cash and Cash Equivalents

At the end of fiscal year 2023 the company reported net liquidity of \$ 2,740,256. Cash and cash equivalents rose by 389.6% compared to 2022.

### Equity

Equity in 2023 was \$ 77,760,030 and reported a 15.6% increase compared to 2022, when it amounted to \$ 67,243,721.

### Debt

In 2023 the company reported \$ 26,805,818 of financial liabilities, consisting of \$ 20,371,000 in non-current obligations and \$ 6,434,818 in current ones, while in 2022 Total Debt was \$ 29,214,228 (\$ 22,619,000 in non-current liabilities and \$ 6,595,228 in current ones). Ultimately, Total Debt fell by 8.2% in 2023 compared with the previous year.

Altman's standard model

Z-score

2022	2023	2024E	2025E	2026E
Distress zone	Gray zone	Gray zone	Gray zone	Safe zone

Altman's standard model

Z-score

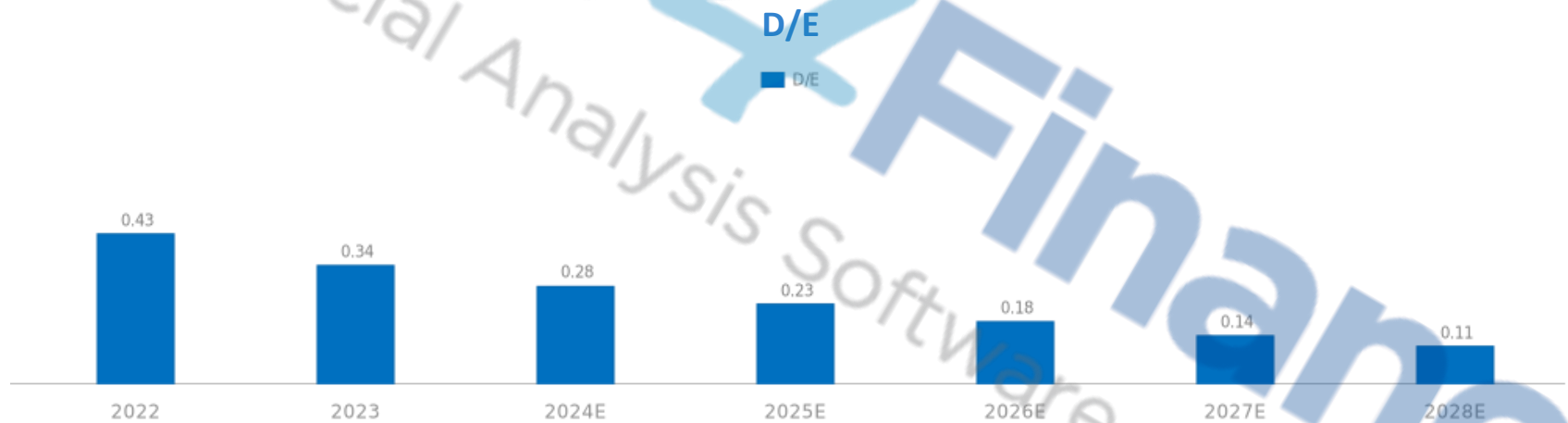
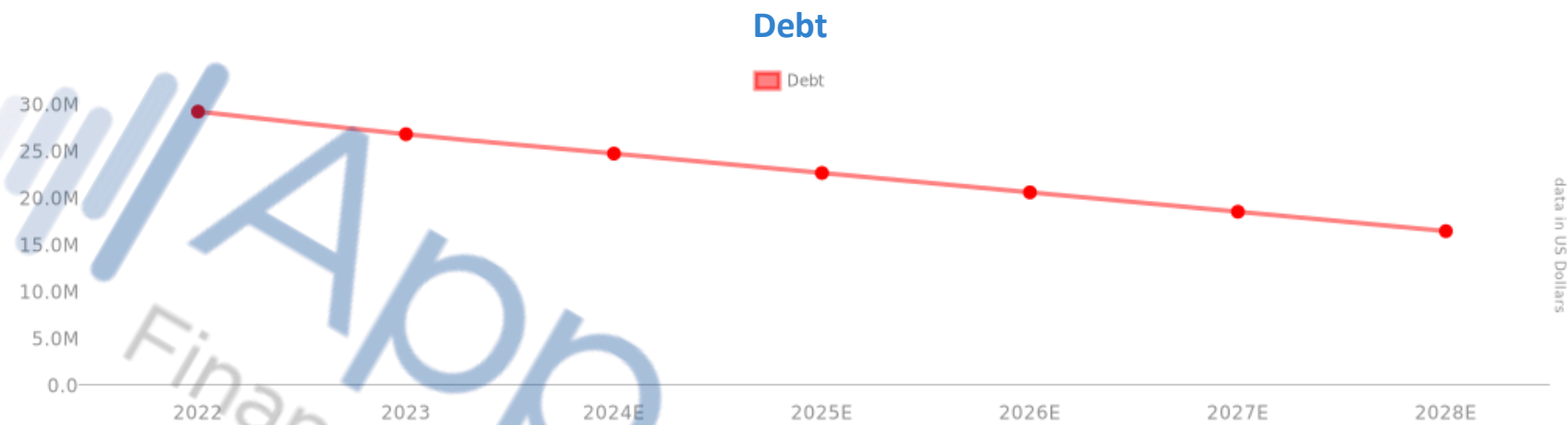
2027E	2028E
Safe zone	Safe zone

Financial Debt

Amount of Debt

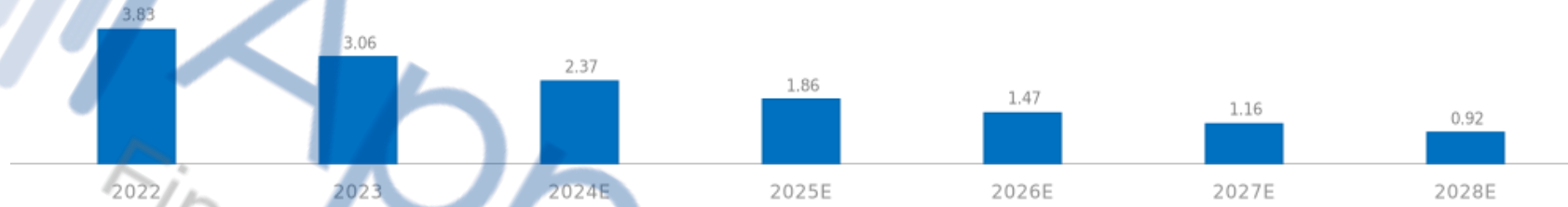
Solvency

2023
Medium-low
Medium



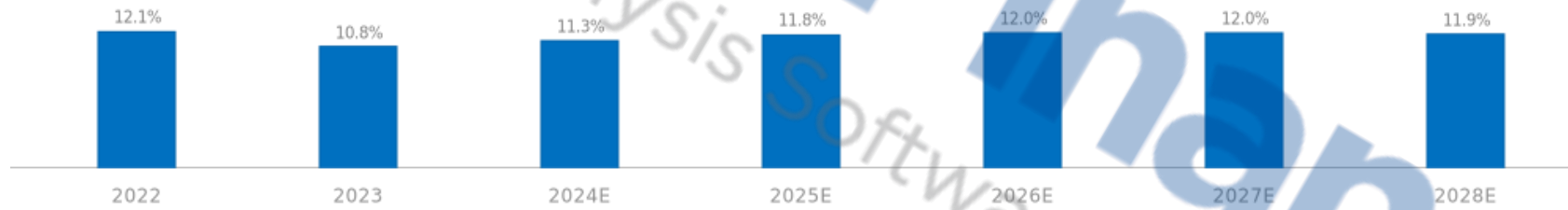
## D/EBITDA

■ D/EBITDA



## ROE

■ ROE



Key balance sheet data

	2022			2023			2024E			2025E			2026E		
	\$	yoy %		\$	yoy %		\$	yoy %		\$	yoy %		\$	yoy %	
Total Assets	118,206,441	n.a.	127,138,591	+7.6%	135,004,699	+6.2%	144,618,110	+7.1%	156,047,729	+7.9%					
Current Assets	54,530,074	n.a.	▲ 61,248,193	+12.3%	▲ 69,114,301	+12.8%	▲ 78,727,712	+13.9%	▲ 90,157,331	+14.5%					
Non-current Assets	63,676,367	n.a.	▲ 65,890,398	+3.5%	65,890,398	0.0%	65,890,398	0.0%	65,890,398	0.0%					
Liabilities & Equity	118,206,441	n.a.	127,138,591	+7.6%	135,004,699	+6.2%	144,618,110	+7.1%	156,047,729	+7.9%					
Current Liabilities	14,058,192	n.a.	▲ 14,811,513	+5.4%	▲ 14,853,576	+0.3%	14,853,576	0.0%	14,853,576	0.0%					
Current Debt	6,595,228	n.a.	▼ 6,434,818	-2.4%	▲ 6,476,881	+0.7%	6,476,881	0.0%	6,476,881	0.0%					
Non-current Liabilities	36,904,528	n.a.	▼ 34,567,048	-6.3%	▼ 32,454,740	-6.1%	▼ 30,384,495	-6.4%	▼ 28,314,250	-6.8%					
Non-current Debt	22,619,000	n.a.	▼ 20,371,000	-9.9%	▼ 18,258,692	-10.4%	▼ 16,188,447	-11.3%	▼ 14,118,202	-12.8%					
Total Equity	67,243,721	n.a.	▲ 77,760,030	+15.6%	▲ 87,696,383	+12.8%	▲ 99,380,039	+13.3%	▲ 112,879,903	+13.6%					

	2027E			2028E		
	\$	yoy %		\$	yoy %	
Total Assets	169,365,220	+8.5%	184,645,112	+9.0%		
Current Assets	▲ 103,474,822	+14.8%	▲ 118,754,714	+14.8%		
Non-current Assets	65,890,398	0.0%	65,890,398	0.0%		
Liabilities & Equity	169,365,220	+8.5%	184,645,112	+9.0%		
Current Liabilities	14,853,576	0.0%	▼ 12,783,331	-13.9%		
Current Debt	6,476,881	0.0%	▼ 4,406,636	-32.0%		
Non-current Liabilities	▼ 26,244,005	-7.3%	26,244,005	0.0%		
Non-current Debt	▼ 12,047,957	-14.7%	12,047,957	0.0%		
Total Equity	▲ 128,267,639	+13.6%	▲ 145,617,776	+13.5%		

Financial Debt 2023

▼ \$ 26.8M

-8.2%

Decreasing

Net Financial Debt 2023

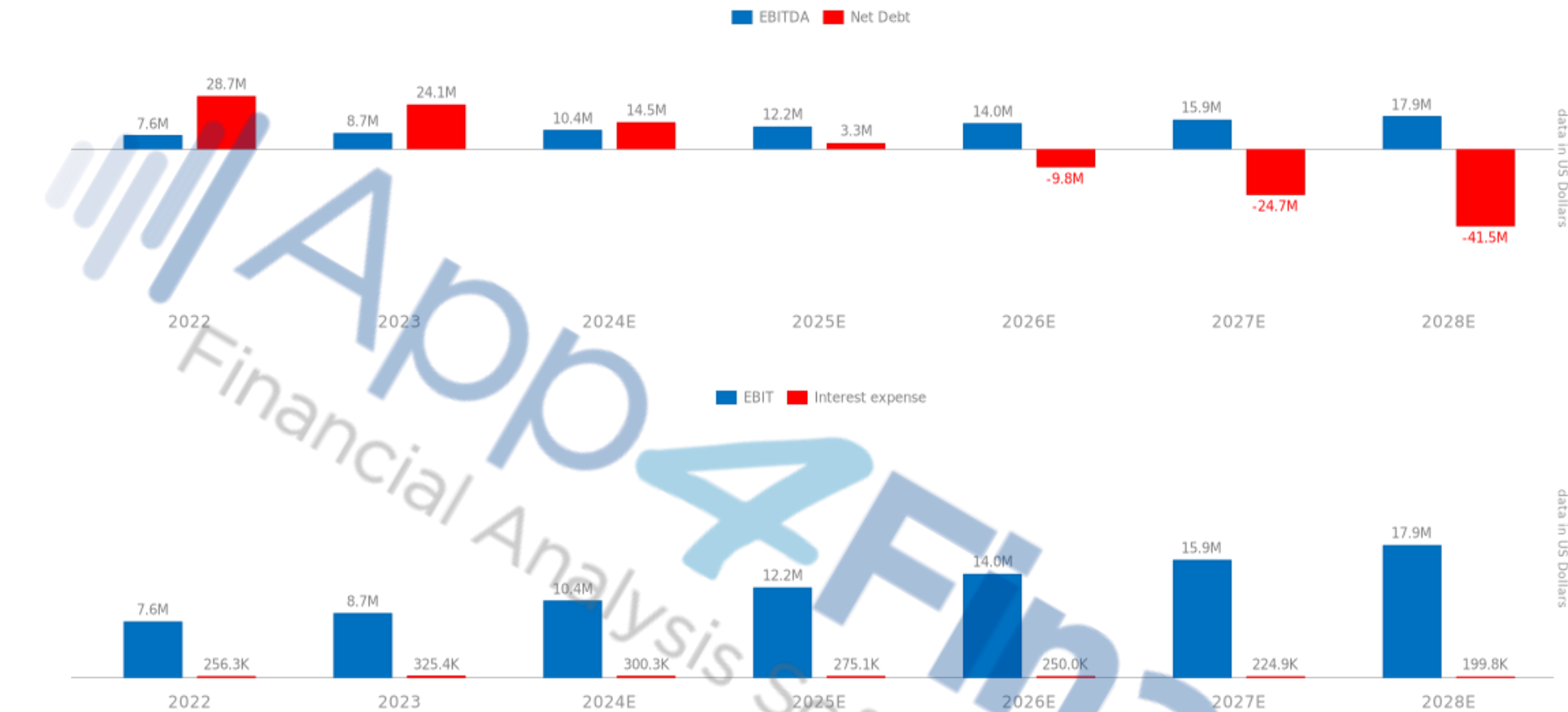
▼ \$ 24.1M

-16.0%

Decreasing

In 2023 the company reported \$ 26,805,818 of financial liabilities, consisting of \$ 20,371,000 in non-current obligations and \$ 6,434,818 in current ones, while in 2022 Total Debt was \$ 29,214,228 (\$

22,619,000 in non-current liabilities and \$ 6,595,228 in current ones). Ultimately, Total Debt fell by 8.2% in 2023 compared with the previous year.



Profitability Ratios

	2022	2023	2024E	2025E	2026E
ROE	12.1%	▼10.8%	▲11.3%	▲11.8%	▲12.0%
ROCE	7.3%	▲7.8%	▲8.7%	▲9.4%	▲9.9%
ROA	6.9%	▼6.6%	▲7.4%	▲8.1%	▲8.7%
Retained Earnings to Total Assets ratio	0.4%	7.8%	14.7%	21.8%	28.8%

## Profitability Ratios

	2027E	2028E
ROE	⬇️ 12.0%	⬇️ 11.9%
ROCE	▲ 10.3%	▲ 10.4%
ROA	▲ 9.1%	▲ 9.4%
Retained Earnings to Total Assets ratio	35.6%	42.1%

## Liquidity Ratios

	2022	2023	2024E	2025E	2026E
Current ratio	3.88	▲ 4.14	▲ 4.65	▲ 5.30	▲ 6.07
Quick ratio	72.8%	▲ 90.4%	▲ 143.1%	▲ 207.8%	▲ 284.8%
Cash ratio	0.04	▲ 0.19	▲ 0.69	▲ 1.30	▲ 2.04
Days Payable Outstanding	35	⬇️ 34	⬇️ 34	⬇️ 34	⬇️ 34
Days Sales Outstanding	77	▲ 80	⬇️ 80	⬇️ 80	⬇️ 80

## Liquidity Ratios

	2027E	2028E
Current ratio	▲ 6.97	▲ 9.29
Quick ratio	▲ 374.4%	▲ 554.6%
Cash ratio	▲ 2.91	▲ 4.54
Days Payable Outstanding	⬇️ 34	⬇️ 34
Days Sales Outstanding	⬇️ 80	⬇️ 80

## Capital Structure Ratios

	2022	2023	2024E	2025E	2026E
Debt to Equity ratio	0.43	▼ 0.34	▼ 0.28	▼ 0.23	▼ 0.18
Net Debt to Equity ratio	0.43	▼ 0.31	▼ 0.17	▼ 0.03	NET DEBT < 0
Total Liabilities to Assets ratio	0.43	▼ 0.39	▼ 0.35	▼ 0.31	▼ 0.28
Total Liabilities to Equity ratio	0.76	▼ 0.64	▼ 0.54	▼ 0.46	▼ 0.38
Equity to Assets ratio	0.57	▲ 0.61	▲ 0.65	▲ 0.69	▲ 0.72
Fixed Assets coverage ratio	1.64	▲ 1.70	▲ 1.82	▲ 1.97	▲ 2.14
Working Capital to Assets ratio	34.2%	▲ 36.5%	▲ 40.2%	▲ 44.2%	▲ 48.3%
Leverage ratio	1.76	▼ 1.64	▼ 1.54	▼ 1.46	▼ 1.38
Equity market value to Liabilities ratio	1.32	▲ 1.57	n.a.	n.a.	n.a.

**NET DEBT < 0** Net Financial Debt is zero or negative, while Financial Debt is not.

## Capital Structure Ratios

	2027E	2028E
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Debt to Equity ratio	▼ 0.14	▼ 0.11
Net Debt to Equity ratio	NET DEBT < 0	NET DEBT < 0
Total Liabilities to Assets ratio	▼ 0.24	▼ 0.21
Total Liabilities to Equity ratio	▼ 0.32	▼ 0.27
Equity to Assets ratio	▲ 0.76	▲ 0.79
Fixed Assets coverage ratio	▲ 2.34	▲ 2.61
Working Capital to Assets ratio	▲ 52.3%	▲ 57.4%
Leverage ratio	▼ 1.32	▼ 1.27
Equity market value to Liabilities ratio	n.a.	n.a.

**NET DEBT < 0** Net Financial Debt is zero or negative, while Financial Debt is not.

### Solvency Ratios

	2022	2023	2024E	2025E	2026E
Debt to EBITDA ratio	3.83	▼ 3.06	▼ 2.37	▼ 1.86	▼ 1.47
Debt to Operating Cash-flow ratio	n.a.	3.06	▼ 2.52	▼ 1.97	▼ 1.55
Net Debt to EBITDA ratio	3.76	▼ 2.75	▼ 1.39	▼ 0.27	NET DEBT < 0
EBIT to Interest coverage ratio	29.72	▼ 26.88	▲ 34.76	▲ 44.32	▲ 56.09
EBITDA to Interest coverage ratio	29.72	▼ 26.88	▲ 34.76	▲ 44.32	▲ 56.09
Operating Cash-flow to Interest coverage ratio	n.a.	26.95	▲ 32.68	▲ 41.87	▲ 53.18
Operating Cash-flow to Current Debt ratio	n.a.	1.36	▲ 1.52	▲ 1.78	▲ 2.05
Operating Cash-flow to Non-current Debt ratio	n.a.	0.43	▲ 0.54	▲ 0.71	▲ 0.94

**NET DEBT < 0** Net Financial Debt is zero or negative, while Financial Debt is not.

### Solvency Ratios

	2027E	2028E
Debt to EBITDA ratio	▼ 1.16	▼ 0.92
Debt to Operating Cash-flow ratio	▼ 1.22	▼ 0.96
Net Debt to EBITDA ratio	NET DEBT < 0	NET DEBT < 0
EBIT to Interest coverage ratio	▲ 70.81	▲ 89.61
EBITDA to Interest coverage ratio	▲ 70.81	▲ 89.61
Operating Cash-flow to Interest coverage ratio	▲ 67.32	▲ 85.40
Operating Cash-flow to Current Debt ratio	▲ 2.34	▲ 3.87
Operating Cash-flow to Non-current Debt ratio	▲ 1.26	▲ 1.42

**NET DEBT < 0** Net Financial Debt is zero or negative, while Financial Debt is not.



Margins	2022	2023	2024E	2025E	2026E
Sales growth	n.a.	5.3%	4.0%	4.0%	4.0%
Gross Profit margin	29.9%	▲ 31.6%	▲ 34.2%	▲ 36.8%	▲ 39.2%
Gross Profit growth	n.a.	11.3%	12.7%	11.7%	10.9%
EBITDA margin	19.0%	▲ 20.7%	▲ 23.8%	▲ 26.7%	▲ 29.5%
EBITDA growth	n.a.	14.8%	19.3%	16.8%	15.0%
EBIT margin	19.0%	▲ 20.7%	▲ 23.8%	▲ 26.7%	▲ 29.5%
EBIT growth	n.a.	14.8%	19.3%	16.8%	15.0%
Profit Before Tax margin	20.7%	▼ 20.4%	▲ 23.1%	▲ 26.1%	▲ 29.0%
Profit Before Tax growth	n.a.	3.8%	17.8%	17.6%	15.5%
Net Profit margin	20.3%	▼ 20.0%	▲ 22.6%	▲ 25.6%	▲ 28.4%
Net Profit growth	n.a.	3.7%	17.8%	17.6%	15.5%
Operating Cash-flow margin	n.a.	20.8%	▲ 22.3%	▲ 25.2%	▲ 28.0%
Operating Cash-flow growth	n.a.	n.a.	11.9%	17.4%	15.4%
Asset turnover	33.9%	▼ 33.2%	▼ 32.5%	▼ 31.6%	▼ 30.5%
Revenue per Employee	n.a.	n.a.	n.a.	n.a.	n.a.

Margins	2027E	2028E
Sales growth	4.0%	4.0%
Gross Profit margin	▲ 41.5%	▲ 43.8%
Gross Profit growth	10.2%	9.6%
EBITDA margin	▲ 32.2%	▲ 34.8%
EBITDA growth	13.6%	12.4%
EBIT margin	▲ 32.2%	▲ 34.8%
EBIT growth	13.6%	12.4%
Profit Before Tax margin	▲ 31.8%	▲ 34.4%
Profit Before Tax growth	14.0%	12.8%
Net Profit margin	▲ 31.1%	▲ 33.8%
Net Profit growth	14.0%	12.8%
Operating Cash-flow margin	▲ 30.6%	▲ 33.2%
Operating Cash-flow growth	13.9%	12.7%
Asset turnover	▼ 29.2%	▼ 27.8%
Revenue per Employee	n.a.	n.a.

# Balance Sheet (Reclassified)

## Financial Balance Sheet

	2022			2023			2024E			2025E			2026E		
	\$	% total	yoy %	\$	% total	yoy %	\$	% total	yoy %	\$	% total	yoy %	\$	% total	yoy %
<b>ASSETS</b>	<b>118,206,441</b>	<b>100.0%</b>	<b>n.a.</b>	<b>127,138,591</b>	<b>100.0%</b>	<b>+7.6%</b>	<b>135,004,699</b>	<b>100.0%</b>	<b>+6.2%</b>	<b>144,618,110</b>	<b>100.0%</b>	<b>+7.1%</b>	<b>156,047,729</b>	<b>100.0%</b>	<b>+7.9%</b>
<b>1. Current Assets</b>	<b>54,530,074</b>	<b>46.1%</b>	<b>n.a.</b>	<b>▲ 61,248,193</b>	<b>48.2%</b>	<b>+12.3%</b>	<b>▲ 69,114,301</b>	<b>51.2%</b>	<b>+12.8%</b>	<b>▲ 78,727,712</b>	<b>54.4%</b>	<b>+13.9%</b>	<b>▲ 90,157,331</b>	<b>57.8%</b>	<b>+14.5%</b>
Cash and Cash Equivalents	559,648	0.5%	n.a.	▲ 2,740,256	2.2%	+389.6%	▲ 10,190,231	7.5%	+271.9%	▲ 19,370,862	13.4%	+90.1%	▲ 30,350,391	19.4%	+56.7%
Short-term Investments	240,030	0.2%	n.a.	▲ 248,900	0.2%	+3.7%	248,900	0.2%	0.0%	248,900	0.2%	0.0%	248,900	0.2%	0.0%
Trade and Other Current Receivables	15,911,685	13.5%	n.a.	20,519,381	16.1%	+29.0%	20,935,515	15.5%	+2.0%	21,368,294	14.8%	+2.1%	21,818,384	14.0%	+2.1%
Inventories	3,188,560	2.7%	n.a.	2,940,368	2.3%	-7.8%	2,940,368	2.2%	0.0%	2,940,368	2.0%	0.0%	2,940,368	1.9%	0.0%
Other Current Assets	34,630,151	29.3%	n.a.	34,799,288	27.4%	+0.5%	34,799,288	25.8%	0.0%	34,799,288	24.1%	0.0%	34,799,288	22.3%	0.0%
<b>2. Non-current Assets</b>	<b>63,676,367</b>	<b>53.9%</b>	<b>n.a.</b>	<b>▲ 65,890,398</b>	<b>51.8%</b>	<b>+3.5%</b>	<b>65,890,398</b>	<b>48.8%</b>	<b>0.0%</b>	<b>65,890,398</b>	<b>45.6%</b>	<b>0.0%</b>	<b>65,890,398</b>	<b>42.2%</b>	<b>0.0%</b>
<b>LIABILITIES &amp; EQUITY</b>	<b>118,206,441</b>	<b>100.0%</b>	<b>n.a.</b>	<b>127,138,591</b>	<b>100.0%</b>	<b>+7.6%</b>	<b>135,004,699</b>	<b>100.0%</b>	<b>+6.2%</b>	<b>144,618,110</b>	<b>100.0%</b>	<b>+7.1%</b>	<b>156,047,729</b>	<b>100.0%</b>	<b>+7.9%</b>
<b>1. Current Liabilities</b>	<b>14,058,192</b>	<b>11.9%</b>	<b>n.a.</b>	<b>14,811,513</b>	<b>11.6%</b>	<b>+5.4%</b>	<b>14,853,576</b>	<b>11.0%</b>	<b>+0.3%</b>	<b>14,853,576</b>	<b>10.3%</b>	<b>0.0%</b>	<b>14,853,576</b>	<b>9.5%</b>	<b>0.0%</b>
Trade Payables	3,023,456	2.6%	n.a.	3,024,563	2.4%	0.0%	3,024,563	2.2%	0.0%	3,024,563	2.1%	0.0%	3,024,563	1.9%	0.0%
Current Debt	6,595,228	5.6%	n.a.	▼ 6,434,818	5.1%	-2.4%	▲ 6,476,881	4.8%	+0.7%	6,476,881	4.5%	0.0%	6,476,881	4.2%	0.0%
Other Liabilities	4,439,508	3.8%	n.a.	5,352,132	4.2%	+20.6%	5,352,132	4.0%	0.0%	5,352,132	3.7%	0.0%	5,352,132	3.4%	0.0%
<b>2. Non-current Liabilities</b>	<b>36,904,528</b>	<b>31.2%</b>	<b>n.a.</b>	<b>34,567,048</b>	<b>27.2%</b>	<b>-6.3%</b>	<b>32,454,740</b>	<b>24.0%</b>	<b>-6.1%</b>	<b>30,384,495</b>	<b>21.0%</b>	<b>-6.4%</b>	<b>28,314,250</b>	<b>18.1%</b>	<b>-6.8%</b>
Trade Payables	1,057,099	0.9%	n.a.	1,057,099	0.8%	0.0%	1,057,099	0.8%	0.0%	1,057,099	0.7%	0.0%	1,057,099	0.7%	0.0%
Non-current Debt	22,619,000	19.1%	n.a.	▼ 20,371,000	16.0%	-9.9%	▼ 18,258,692	13.5%	-10.4%	▼ 16,188,447	11.2%	-11.3%	▼ 14,118,202	9.0%	-12.8%
Other Liabilities	13,228,429	11.2%	n.a.	13,138,949	10.3%	-0.7%	13,138,949	9.7%	0.0%	13,138,949	9.1%	0.0%	13,138,949	8.4%	0.0%
<b>3. Commitments and Contingencies</b>	<b>0</b>	<b>0.0%</b>	<b>n.a.</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>
<b>4. Total Equity</b>	<b>67,243,721</b>	<b>56.9%</b>	<b>n.a.</b>	<b>▲ 77,760,030</b>	<b>61.2%</b>	<b>+15.6%</b>	<b>▲ 87,696,383</b>	<b>65.0%</b>	<b>+12.8%</b>	<b>▲ 99,380,039</b>	<b>68.7%</b>	<b>+13.3%</b>	<b>▲ 112,879,903</b>	<b>72.3%</b>	<b>+13.6%</b>

	2027E			2028E		
	\$	% total	yoy %	\$	% total	yoy %
<b>ASSETS</b>	<b>169,365,220</b>	<b>100.0%</b>	<b>+8.5%</b>	<b>184,645,112</b>	<b>100.0%</b>	<b>+9.0%</b>
<b>1. Current Assets</b>	<b>▲ 103,474,822</b>	<b>61.1%</b>	<b>+14.8%</b>	<b>▲ 118,754,714</b>	<b>64.3%</b>	<b>+14.8%</b>

Cash and Cash Equivalents	▲ 43,199,788	25.5%	+42.3%	▲ 57,992,862	31.4%	+34.2%
Short-term Investments	248,900	0.1%	0.0%	248,900	0.1%	0.0%
Trade and Other Current Receivables	22,286,478	13.2%	+2.1%	22,773,295	12.3%	+2.2%
Inventories	2,940,368	1.7%	0.0%	2,940,368	1.6%	0.0%
Other Current Assets	34,799,288	20.5%	0.0%	34,799,288	18.8%	0.0%
<b>2. Non-current Assets</b>	<b>65,890,398</b>	<b>38.9%</b>	<b>0.0%</b>	<b>65,890,398</b>	<b>35.7%</b>	<b>0.0%</b>
<b>LIABILITIES &amp; EQUITY</b>	<b>169,365,220</b>	<b>100.0%</b>	<b>+8.5%</b>	<b>184,645,112</b>	<b>100.0%</b>	<b>+9.0%</b>
<b>1. Current Liabilities</b>	<b>14,853,576</b>	<b>8.8%</b>	<b>0.0%</b>	<b>12,783,331</b>	<b>6.9%</b>	<b>-13.9%</b>
Trade Payables	3,024,563	1.8%	0.0%	3,024,563	1.6%	0.0%
Current Debt	6,476,881	3.8%	0.0%	▼ 4,406,636	2.4%	-32.0%
Other Liabilities	5,352,132	3.2%	0.0%	5,352,132	2.9%	0.0%
<b>2. Non-current Liabilities</b>	<b>26,244,005</b>	<b>15.5%</b>	<b>-7.3%</b>	<b>26,244,005</b>	<b>14.2%</b>	<b>0.0%</b>
Trade Payables	1,057,099	0.6%	0.0%	1,057,099	0.6%	0.0%
Non-current Debt	▼ 12,047,957	7.1%	-14.7%	12,047,957	6.5%	0.0%
Other Liabilities	13,138,949	7.8%	0.0%	13,138,949	7.1%	0.0%
<b>3. Commitments and Contingencies</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>
<b>4. Total Equity</b>	<b>▲ 128,267,639</b>	<b>75.7%</b>	<b>+13.6%</b>	<b>▲ 145,617,776</b>	<b>78.9%</b>	<b>+13.5%</b>

Key balance sheet data

	2022		2023		2024E		2025E		2026E	
	\$	yoy %	\$	yoy %	\$	yoy %	\$	yoy %	\$	yoy %
ASSETS	118,206,441	n.a.	127,138,591	+7.6%	135,004,699	+6.2%	144,618,110	+7.1%	156,047,729	+7.9%
1. Current Assets	54,530,074	n.a.	▲61,248,193	+12.3%	▲69,114,301	+12.8%	▲78,727,712	+13.9%	▲90,157,331	+14.5%
2. Non-current Assets	63,676,367	n.a.	▲65,890,398	+3.5%	65,890,398	0.0%	65,890,398	0.0%	65,890,398	0.0%
LIABILITIES & EQUITY	118,206,441	n.a.	127,138,591	+7.6%	135,004,699	+6.2%	144,618,110	+7.1%	156,047,729	+7.9%
1. Current Liabilities	14,058,192	n.a.	▲14,811,513	+5.4%	▲14,853,576	+0.3%	14,853,576	0.0%	14,853,576	0.0%
2. Non-current Liabilities	36,904,528	n.a.	▼34,567,048	-6.3%	▼32,454,740	-6.1%	▼30,384,495	-6.4%	▼28,314,250	-6.8%
3. Commitments and Contingencies	0	n.a.	0	0.0%	0	0.0%	0	0.0%	0	0.0%
4. Total Equity	67,243,721	n.a.	▲77,760,030	+15.6%	▲87,696,383	+12.8%	▲99,380,039	+13.3%	▲112,879,903	+13.6%

	2027E		2028E	
	\$	yoy %	\$	yoy %
ASSETS	169,365,220	+8.5%	184,645,112	+9.0%
1. Current Assets	▲103,474,822	+14.8%	▲118,754,714	+14.8%
2. Non-current Assets	65,890,398	0.0%	65,890,398	0.0%
LIABILITIES & EQUITY	169,365,220	+8.5%	184,645,112	+9.0%
1. Current Liabilities	14,853,576	0.0%	▼12,783,331	-13.9%
2. Non-current Liabilities	▼26,244,005	-7.3%	26,244,005	0.0%
3. Commitments and Contingencies	0	0.0%	0	0.0%
4. Total Equity	▲128,267,639	+13.6%	▲145,617,776	+13.5%

## Current Assets

▲ \$ 61.2M +12.3%

In 2023 Current Assets amounted to \$ 61,248,193, increasing by 12.3% compared to 2022, when totaled \$ 54,530,074. Average days receivables in 2023 amounted to 80, as the company collected \$ 42,245,789 in revenues and had current trade receivables of \$ 10,403,343 at the end of the year. Such a performance was roughly unchanged compared to the previous year, when the company cashed in its invoices after an average of 77 days.

## Non-current Assets

▲ \$ 65.9M +3.5%

Non-current Assets rose by \$ 2,214,031 at the end of fiscal year 2023 compared to 2022, amounting to a total of \$ 65,890,398 and reporting a 3.5% increase over the period.

## Cash and Cash Equivalents

▲ \$ 2.7M +389.6%

At the end of fiscal year 2023 the company reported net liquidity of \$ 2,740,256. Cash and cash equivalents rose by 389.6% compared to 2022.

## Net Working Capital

▲ \$ 46.4M +14.7%

Net Working Capital in 2023 was \$ 46,436,680 and reported a 14.7% increase compared to 2022, when amounted to \$ 40,471,882. Such a change was due to Current Assets increasing by a greater amount compared to the concurrent growth of Current Liabilities. Cash Conversion Cycle remained unchanged.

## Debt

▼ \$ 26.8M -8.2%

In 2023 the company reported \$ 26,805,818 of financial liabilities, consisting of \$ 20,371,000 in non-current obligations and \$ 6,434,818 in current ones, while in 2022 Total Debt was \$ 29,214,228 (\$ 22,619,000 in non-current liabilities and \$ 6,595,228 in current ones). Ultimately, Total Debt fell by 8.2% in 2023 compared with the previous year.

## Equity

▲ \$ 77.8M +15.6%

Equity in 2023 was \$ 77,760,030 and reported a 15.6% increase compared to 2022, when it amounted to \$ 67,243,721.

Percentage variations reflect changes from 2022 to 2023

## Functional Balance Sheet

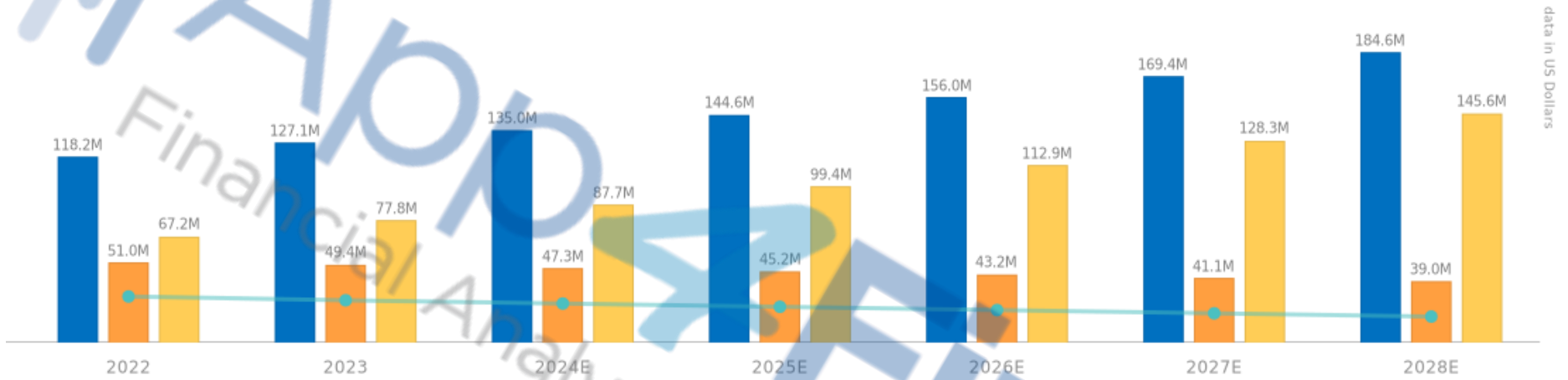
	2022			2023			2024E			2025E			2026E		
	\$	% total	yoy %	\$	% total	yoy %	\$	% total	yoy %	\$	% total	yoy %	\$	% total	yoy %
<b>1. Current Operating Assets</b>	<b>14,183,831</b>	<b>13.6%</b>	<b>n.a.</b>	<b>15,420,890</b>	<b>13.7%</b>	<b>+8.7%</b>	<b>15,837,024</b>	<b>13.2%</b>	<b>+2.7%</b>	<b>16,269,803</b>	<b>12.5%</b>	<b>+2.7%</b>	<b>16,719,893</b>	<b>11.8%</b>	<b>+2.8%</b>
Trade Receivables	9,436,361	9.1%	n.a.	10,403,343	9.3%	+10.2%	10,819,477	9.0%	+4.0%	11,252,256	8.7%	+4.0%	11,702,346	8.3%	+4.0%
Inventories	3,188,560	3.1%	n.a.	2,940,368	2.6%	-7.8%	2,940,368	2.4%	0.0%	2,940,368	2.3%	0.0%	2,940,368	2.1%	0.0%
Prepaid Expenses	1,465,727	1.4%	n.a.	2,031,117	1.8%	+38.6%	2,031,117	1.7%	0.0%	2,031,117	1.6%	0.0%	2,031,117	1.4%	0.0%
Deferred Costs	0	0.0%	n.a.	0	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%
Other Current Operating Assets	93,183	0.1%	n.a.	46,062	0.0%	-50.6%	46,062	0.0%	0.0%	46,062	0.0%	0.0%	46,062	0.0%	0.0%
<b>2. (Current Operating Liabilities)</b>	<b>(6,844,888)</b>	<b>(6.6%)</b>	<b>n.a.</b>	<b>(7,284,909)</b>	<b>(6.5%)</b>	<b>-6.4%</b>	<b>(7,284,909)</b>	<b>(6.1%)</b>	<b>0.0%</b>	<b>(7,284,909)</b>	<b>(5.6%)</b>	<b>0.0%</b>	<b>(7,284,909)</b>	<b>(5.2%)</b>	<b>0.0%</b>
(Trade Payables)	(3,023,456)	(2.9%)	n.a.	(3,024,563)	(2.7%)	0.0%	(3,024,563)	(2.5%)	0.0%	(3,024,563)	(2.3%)	0.0%	(3,024,563)	(2.1%)	0.0%
(Accrued Liabilities)	(3,752,512)	(3.6%)	n.a.	(4,181,192)	(3.7%)	-11.4%	(4,181,192)	(3.5%)	0.0%	(4,181,192)	(3.2%)	0.0%	(4,181,192)	(3.0%)	0.0%
(Deferred Revenue)	(68,920)	(0.1%)	n.a.	(79,154)	(0.1%)	-14.8%	(79,154)	(0.1%)	0.0%	(79,154)	(0.1%)	0.0%	(79,154)	(0.1%)	0.0%
(Other Current Operating Liabilities)	0	0.0%	n.a.	0	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%
<b>3. NET OPERATING WORKING CAPITAL (1 - 2)</b>	<b>7,338,943</b>	<b>7.0%</b>	<b>n.a.</b>	<b>8,135,981</b>	<b>7.2%</b>	<b>+10.9%</b>	<b>8,552,115</b>	<b>7.1%</b>	<b>+5.1%</b>	<b>8,984,894</b>	<b>6.9%</b>	<b>+5.1%</b>	<b>9,434,984</b>	<b>6.7%</b>	<b>+5.0%</b>
4. Cash and Cash Equivalents	559,648	0.5%	n.a.	2,740,256	2.4%	+389.6%	10,190,231	8.5%	+271.9%	19,370,862	14.9%	+90.1%	30,350,391	21.5%	+56.7%
5. Other Current Financial Assets	21,588,435	20.7%	n.a.	25,767,169	22.9%	+19.4%	25,767,169	21.4%	0.0%	25,767,169	19.9%	0.0%	25,767,169	18.2%	0.0%
6. Other Current Non-operating Assets	18,198,160	17.5%	n.a.	17,319,878	15.4%	-4.8%	17,319,878	14.4%	0.0%	17,319,878	13.3%	0.0%	17,319,878	12.3%	0.0%
7. (Current Debt)	(6,595,228)	(6.3%)	n.a.	(6,434,818)	(5.7%)	+2.4%	(6,476,881)	(5.4%)	-0.7%	(6,476,881)	(5.0%)	0.0%	(6,476,881)	(4.6%)	0.0%
8. (Other Current Non-operating Liabilities)	(618,076)	(0.6%)	n.a.	(1,091,786)	(1.0%)	-76.6%	(1,091,786)	(0.9%)	0.0%	(1,091,786)	(0.8%)	0.0%	(1,091,786)	(0.8%)	0.0%
<b>9. NET WORKING CAPITAL (3 + 4 + 5 + 6 - 7 - 8)</b>	<b>40,471,882</b>	<b>38.9%</b>	<b>n.a.</b>	<b>46,436,680</b>	<b>41.3%</b>	<b>+14.7%</b>	<b>54,260,725</b>	<b>45.2%</b>	<b>+16.8%</b>	<b>63,874,136</b>	<b>49.2%</b>	<b>+17.7%</b>	<b>75,303,755</b>	<b>53.3%</b>	<b>+17.9%</b>
10. Fixed Assets	63,676,367	61.1%	n.a.	65,890,398	58.7%	+3.5%	65,890,398	54.8%	0.0%	65,890,398	50.8%	0.0%	65,890,398	46.7%	0.0%
<b>11. CAPITAL EMPLOYED (9 + 10)</b>	<b>104,148,249</b>	<b>100.0%</b>	<b>n.a.</b>	<b>112,327,078</b>	<b>100.0%</b>	<b>+7.9%</b>	<b>120,151,123</b>	<b>100.0%</b>	<b>+7.0%</b>	<b>129,764,534</b>	<b>100.0%</b>	<b>+8.0%</b>	<b>141,194,153</b>	<b>100.0%</b>	<b>+8.8%</b>
<b>1. Non-current Liabilities</b>	<b>36,904,528</b>	<b>35.4%</b>	<b>n.a.</b>	<b>34,567,048</b>	<b>30.8%</b>	<b>-6.3%</b>	<b>32,454,740</b>	<b>27.0%</b>	<b>-6.1%</b>	<b>30,384,495</b>	<b>23.4%</b>	<b>-6.4%</b>	<b>28,314,250</b>	<b>20.1%</b>	<b>-6.8%</b>
Trade payables, Non-current	1,057,099	1.0%	n.a.	1,057,099	0.9%	0.0%	1,057,099	0.9%	0.0%	1,057,099	0.8%	0.0%	1,057,099	0.7%	0.0%
Non-current Debt	22,619,000	21.7%	n.a.	20,371,000	18.1%	-9.9%	18,258,692	15.2%	-10.4%	16,188,447	12.5%	-11.3%	14,118,202	10.0%	-12.8%
Other Non-current Liabilities	13,228,429	12.7%	n.a.	13,138,949	11.7%	-0.7%	13,138,949	10.9%	0.0%	13,138,949	10.1%	0.0%	13,138,949	9.3%	0.0%
<b>2. Commitments &amp; Contingencies</b>	<b>0</b>	<b>0.0%</b>	<b>n.a.</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>



3. Equity	67,243,721	64.6%	n.a.	77,760,030	69.2%	+15.6%	87,696,383	73.0%	+12.8%	99,380,039	76.6%	+13.3%	112,879,903	79.9%	+13.6%
4. NON CURRENT LIABILITIES & EQUITY (1 + 2 + 3)	104,148,249	100.0%	n.a.	112,327,078	100.0%	+7.9%	120,151,123	100.0%	+7.0%	129,764,534	100.0%	+8.0%	141,194,153	100.0%	+8.8%

	2027E			2028E		
	\$	% total	yoy %	\$	% total	yoy %
1. Current Operating Assets	17,187,987	11.1%	+2.8%	17,674,804	10.3%	+2.8%
Trade Receivables	12,170,440	7.9%	+4.0%	12,657,257	7.4%	+4.0%
Inventories	2,940,368	1.9%	0.0%	2,940,368	1.7%	0.0%
Prepaid Expenses	2,031,117	1.3%	0.0%	2,031,117	1.2%	0.0%
Deferred Costs	0	0.0%	0.0%	0	0.0%	0.0%
Other Current Operating Assets	46,062	0.0%	0.0%	46,062	0.0%	0.0%
2. (Current Operating Liabilities)	(7,284,909)	(4.7%)	0.0%	(7,284,909)	(4.2%)	0.0%
(Trade Payables)	(3,024,563)	(2.0%)	0.0%	(3,024,563)	(1.8%)	0.0%
(Accrued Liabilities)	(4,181,192)	(2.7%)	0.0%	(4,181,192)	(2.4%)	0.0%
(Deferred Revenue)	(79,154)	(0.1%)	0.0%	(79,154)	0.0%	0.0%
(Other Current Operating Liabilities)	0	0.0%	0.0%	0	0.0%	0.0%
3. NET OPERATING WORKING CAPITAL (1 - 2)	9,903,078	6.4%	+5.0%	10,389,895	6.0%	+4.9%
4. Cash and Cash Equivalents	43,199,788	28.0%	+42.3%	57,992,862	33.7%	+34.2%
5. Other Current Financial Assets	25,767,169	16.7%	0.0%	25,767,169	15.0%	0.0%
6. Other Current Non-operating Assets	17,319,878	11.2%	0.0%	17,319,878	10.1%	0.0%
7. (Current Debt)	(6,476,881)	(4.2%)	0.0%	(4,406,636)	(2.6%)	+32.0%
8. (Other Current Non-operating Liabilities)	(1,091,786)	(0.7%)	0.0%	(1,091,786)	(0.6%)	0.0%
9. NET WORKING CAPITAL (3 + 4 + 5 + 6 - 7 - 8)	88,621,246	57.4%	+17.7%	105,971,383	61.7%	+19.6%
10. Fixed Assets	65,890,398	42.6%	0.0%	65,890,398	38.3%	0.0%
11. CAPITAL EMPLOYED (9 + 10)	154,511,644	100.0%	+9.4%	171,861,781	100.0%	+11.2%
1. Non-current Liabilities	26,244,005	17.0%	-7.3%	26,244,005	15.3%	0.0%
Trade payables, Non-current	1,057,099	0.7%	0.0%	1,057,099	0.6%	0.0%
Non-current Debt	12,047,957	7.8%	-14.7%	12,047,957	7.0%	0.0%
Other Non-current Liabilities	13,138,949	8.5%	0.0%	13,138,949	7.6%	0.0%
2. Commitments & Contingencies	0	0.0%	0.0%	0	0.0%	0.0%
3. Equity	128,267,639	83.0%	+13.6%	145,617,776	84.7%	+13.5%
4. NON CURRENT LIABILITIES & EQUITY (1 + 2 + 3)	154,511,644	100.0%	+9.4%	171,861,781	100.0%	+11.2%

Financial Debt Total Assets Total Liabilities Equity



data in US Dollars



# Income Statement (Reclassified)

## Overview of Financial Results

	2022			2023			2024E			2025E			2026E		
	\$	% sales	yoy %	\$	% sales	yoy %	\$	% sales	yoy %	\$	% sales	yoy %	\$	% sales	yoy %
1. Revenue (Sales)	40,125,478	100.0%	n.a.	42,245,789	100.0%	+5.3%	43,935,621	100.0%	+4.0%	45,693,045	100.0%	+4.0%	47,520,767	100.0%	+4.0%
2. Cost of Sales	(28,124,826)	70.1%	n.a.	(28,888,207)	68.4%	+2.7%	(28,888,207)	65.8%	0.0%	(28,888,207)	63.2%	0.0%	(28,888,207)	60.8%	0.0%
3. Gross Profit (1-2)	12,000,652	29.9%	n.a.	13,357,582	31.6%	+11.3%	15,047,414	34.2%	+12.7%	16,804,838	36.8%	+11.7%	18,632,560	39.2%	+10.9%
4. Operating Expenses	(4,271,472)	10.6%	n.a.	(4,647,567)	11.0%	+8.8%	(4,647,567)	10.6%	0.0%	(4,647,567)	10.2%	0.0%	(4,647,567)	9.8%	0.0%
5. Other Operating Income	(111,327)	0.3%	n.a.	37,269	0.1%	+133.5%	37,269	0.1%	0.0%	37,269	0.1%	0.0%	37,269	0.1%	0.0%
6. EBIT (3 - 4 + 5)	7,617,853	19.0%	n.a.	8,747,284	20.7%	+14.8%	10,437,116	23.8%	+19.3%	12,194,540	26.7%	+16.8%	14,022,262	29.5%	+15.0%
6.a EBITDA (EBIT + Depreciation and Amortization)	7,617,853	19.0%	n.a.	8,747,284	20.7%	+14.8%	10,437,116	23.8%	+19.3%	12,194,540	26.7%	+16.8%	14,022,262	29.5%	+15.0%
7. Non-operating Income (Expense)	926,766	2.3%	n.a.	180,337	0.4%	-80.5%	0	0.0%	-100.0%	0	0.0%	0.0%	0	0.0%	0.0%
8. Interest and Debt Expense	(256,321)	0.6%	n.a.	(325,412)	0.8%	+27.0%	(300,280)	0.7%	-7.7%	(275,148)	0.6%	-8.4%	(250,016)	0.5%	-9.1%
9. Profit (Loss) before Tax (6 + 7 - 8)	8,288,298	20.7%	n.a.	8,602,209	20.4%	+3.8%	10,136,836	23.1%	+17.8%	11,919,392	26.1%	+17.6%	13,772,246	29.0%	+15.5%
10. Income tax expense (Benefit)	(160,123)	0.4%	n.a.	(170,131)	0.4%	+6.3%	(200,482)	0.5%	+17.8%	(235,737)	0.5%	+17.6%	(272,382)	0.6%	+15.5%
11. Profit (Loss) from continuing operations (9 - 10)	8,128,175	20.3%	n.a.	8,432,078	20.0%	+3.7%	9,936,353	22.6%	+17.8%	11,683,655	25.6%	+17.6%	13,499,864	28.4%	+15.5%
12. Profit (Loss) from discontinued operations	0	0.0%	n.a.	0	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%
13. Profit (Loss) (11 + 12)	8,128,175	20.3%	n.a.	8,432,078	20.0%	+3.7%	9,936,353	22.6%	+17.8%	11,683,655	25.6%	+17.6%	13,499,864	28.4%	+15.5%
14. Profit (Loss) attributable to non-controlling interests	0	0.0%	n.a.	0	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%
15. Profit (Loss) attributable to the owners of the parent (13 - 14)	8,128,175	20.3%	n.a.	8,432,078	20.0%	+3.7%	9,936,353	22.6%	+17.8%	11,683,655	25.6%	+17.6%	13,499,864	28.4%	+15.5%
16. Dividends, undistributed earnings and other adjustments	0	0.0%	n.a.	0	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%
17. Profit (Loss) available to common stockholders (15 + 16)	8,128,175	20.3%	n.a.	8,432,078	20.0%	+3.7%	9,936,353	22.6%	+17.8%	11,683,655	25.6%	+17.6%	13,499,864	28.4%	+15.5%

	2027E			2028E		
	\$	% sales	yoy %	\$	% sales	yoy %
<b>1. Revenue (Sales)</b>	<b>▲ 49,421,598</b>	<b>100.0%</b>	<b>+4.0%</b>	<b>▲ 51,398,462</b>	<b>100.0%</b>	<b>+4.0%</b>
2. Cost of Sales	(28,888,207)	58.5%	0.0%	(28,888,207)	56.2%	0.0%
<b>3. Gross Profit (1-2)</b>	<b>▲ 20,533,391</b>	<b>41.5%</b>	<b>+10.2%</b>	<b>▲ 22,510,255</b>	<b>43.8%</b>	<b>+9.6%</b>
4. Operating Expenses	(4,647,567)	9.4%	0.0%	(4,647,567)	9.0%	0.0%
5. Other Operating Income	37,269	0.1%	0.0%	37,269	0.1%	0.0%
<b>6. EBIT (3 - 4 + 5)</b>	<b>▲ 15,923,093</b>	<b>32.2%</b>	<b>+13.6%</b>	<b>▲ 17,899,957</b>	<b>34.8%</b>	<b>+12.4%</b>
<b>6.a EBITDA (EBIT + Depreciation and Amortization)</b>	<b>▲ 15,923,093</b>	<b>32.2%</b>	<b>+13.6%</b>	<b>▲ 17,899,957</b>	<b>34.8%</b>	<b>+12.4%</b>
7. Non-operating Income (Expense)	0	0.0%	0.0%	0	0.0%	0.0%
8. Interest and Debt Expense	(224,884)	0.5%	-10.1%	(199,752)	0.4%	-11.2%
<b>9. Profit (Loss) before Tax (6 + 7 - 8)</b>	<b>▲ 15,698,209</b>	<b>31.8%</b>	<b>+14.0%</b>	<b>▲ 17,700,205</b>	<b>34.4%</b>	<b>+12.8%</b>
10. Income tax expense (Benefit)	(310,473)	0.6%	+14.0%	(350,067)	0.7%	+12.8%
<b>11. Profit (Loss) from continuing operations (9 - 10)</b>	<b>▲ 15,387,736</b>	<b>31.1%</b>	<b>+14.0%</b>	<b>▲ 17,350,137</b>	<b>33.8%</b>	<b>+12.8%</b>
12. Profit (Loss) from discontinued operations	0	0.0%	0.0%	0	0.0%	0.0%
<b>13. Profit (Loss) (11 + 12)</b>	<b>▲ 15,387,736</b>	<b>31.1%</b>	<b>+14.0%</b>	<b>▲ 17,350,137</b>	<b>33.8%</b>	<b>+12.8%</b>
14. Profit (Loss) attributable to non-controlling interests	0	0.0%	0.0%	0	0.0%	0.0%
<b>15. Profit (Loss) attributable to the owners of the parent (13 - 14)</b>	<b>▲ 15,387,736</b>	<b>31.1%</b>	<b>+14.0%</b>	<b>▲ 17,350,137</b>	<b>33.8%</b>	<b>+12.8%</b>
16. Dividends, undistributed earnings and other adjustments	0	0.0%	0.0%	0	0.0%	0.0%
<b>17. Profit (Loss) available to common stockholders (15 + 16)</b>	<b>▲ 15,387,736</b>	<b>31.1%</b>	<b>+14.0%</b>	<b>▲ 17,350,137</b>	<b>33.8%</b>	<b>+12.8%</b>

In 2023 total revenue was \$ 42,245,789, +5.3% compared to the \$ 40,125,478 generated in 2022. Cost of Sales amounted to \$ 28,888,207, increasing of 2.7% compared to 2022. Gross Profit totaled \$ 13,357,582, an increase of \$ 1,356,930, or 11.3%, compared to 2022 (\$ 12,000,652). As a percentage of revenue Gross Profit grew from 29.9% in 2022 to 31.6% in 2023. EBITDA totaled \$ 8,747,284, which was 14.8% higher than the \$ 7,617,853 reported in 2022. The EBITDA margin was 20.7%, which showed an improvement from the 19.0% of 2022. Overall, operating expenses as a percentage of revenue increased from 10.6% to 11.0%. EBIT was a profit of \$ 8,747,284, an improvement compared to the \$ 7,617,853 profit in 2022. The EBIT margin was 20.7%, which showed an improvement from the 19.0% of 2022. Ultimately, fiscal year 2023 ended up in a net profit of \$ 8,432,078, a 3.7% increase compared to the \$ 8,128,175 profit reported in 2022. As a percentage of revenue, Net Profit dropped from 20.3% in 2022 to 20.0% in 2023.

# Economic results 2023

Revenue

▲\$ 42.2M

+5.3%

In 2023 total revenue was \$ 42,245,789, +5.3% compared to the \$ 40,125,478 generated in 2022.

EBITDA

▲\$ 8.7M

+14.8%

EBITDA totaled \$ 8,747,284, which was 14.8% higher than the \$ 7,617,853 reported in 2022. The EBITDA margin was 20.7%, which showed an improvement from the 19.0% of 2022.

EBIT

▲\$ 8.7M

+14.8%

In 2023 EBIT was a \$ 8,747,284 profit and grew by 14.8% compared to the previous year, when amounted to \$ 7,617,853. Such a value of EBIT resulted from a \$ 13,357,582 Gross Profit (Revenue \$ 42,245,789, Cost of Sales \$ 28,888,207), \$ 4,647,567 in Operating Expenses (distribution, marketing and administrative expenses) and Other Operating Income of \$ 37,269. Other Operating Gains were zero.

Net Profit

▲\$ 8.4M

+3.7%

Ultimately, fiscal year 2023 ended up in a net profit of \$ 8,432,078, a 3.7% increase compared to the \$ 8,128,175 profit reported in 2022. As a percentage of revenue, Net Profit dropped from 20.3% in 2022 to 20.0% in 2023.

## Main Economic Data

	2022		2023		2024E		2025E		2026E	
	\$	yoy %	\$	yoy %	\$	yoy %	\$	yoy %	\$	yoy %
Revenue	40,125,478	n.a.	▲ 42,245,789	+5.3%	▲ 43,935,621	+4.0%	▲ 45,693,045	+4.0%	▲ 47,520,767	+4.0%
Cost of Sales	(28,124,826)	n.a.	▲ (28,888,207)	+2.7%	(28,888,207)	0.0%	(28,888,207)	0.0%	(28,888,207)	0.0%
Gross Profit	12,000,652	n.a.	▲ 13,357,582	+11.3%	▲ 15,047,414	+12.7%	▲ 16,804,838	+11.7%	▲ 18,632,560	+10.9%
EBITDA	7,617,853	n.a.	▲ 8,747,284	+14.8%	▲ 10,437,116	+19.3%	▲ 12,194,540	+16.8%	▲ 14,022,262	+15.0%
EBIT	7,617,853	n.a.	▲ 8,747,284	+14.8%	▲ 10,437,116	+19.3%	▲ 12,194,540	+16.8%	▲ 14,022,262	+15.0%
Net Profit (Loss)	8,128,175	n.a.	▲ 8,432,078	+3.7%	▲ 9,936,353	+17.8%	▲ 11,683,655	+17.6%	▲ 13,499,864	+15.5%

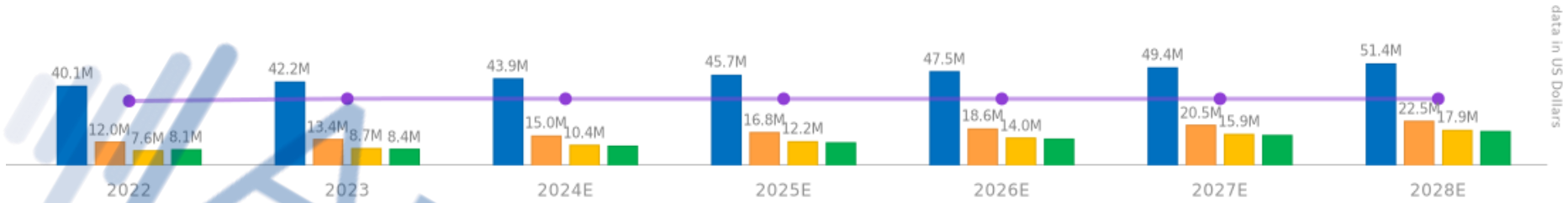
	2027E		2028E	
	\$	yoy %	\$	yoy %
Revenue	▲ 49,421,598	+4.0%	▲ 51,398,462	+4.0%
Cost of Sales	(28,888,207)	0.0%	(28,888,207)	0.0%
Gross Profit	▲ 20,533,391	+10.2%	▲ 22,510,255	+9.6%
EBITDA	▲ 15,923,093	+13.6%	▲ 17,899,957	+12.4%
EBIT	▲ 15,923,093	+13.6%	▲ 17,899,957	+12.4%
Net Profit (Loss)	▲ 15,387,736	+14.0%	▲ 17,350,137	+12.8%

In 2023 EBIT was a \$ 8,747,284 profit and grew by 14.8% compared to the previous year, when amounted to \$ 7,617,853. Such a value of EBIT resulted from a \$ 13,357,582 Gross Profit (Revenue \$ 42,245,789, Cost of Sales \$ 28,888,207), \$ 4,647,567 in Operating Expenses (distribution, marketing and administrative expenses) and Other Operating Income of \$ 37,269. Other Operating Gains were zero. Such a value of EBIT was the result of a positive Gross Profit in the first place, being collected revenue higher than costs of goods sold. The other operating components overall resulted in a \$ 37,269 extra-profit, furtherly improving EBIT. The increase of EBIT was due to a growth of both Gross Profit and of the other operating components, and occurred despite a concurrent increase of operating expensess. Specifically, Gross Profit climbed from \$ 12,000,652 to \$ 13,357,582 (a 11.3% variation) and the other operating components overall grew from \$ -111,327 to \$ 37,269, reporting a 133.5% increase. On the other hand, operating expensess increased by 8.8%, changing from \$ 4,271,472 to \$ 4,647,567.

The increase of Gross Profit was due to a growth of Revenue (from \$ 40,125,478 in 2022 to \$ 42,245,789 in 2023, a 5.3% increase), while Cost of Sales remained roughly unchanged over the period, reporting a slight 2.7% variation (from \$ 28,124,826 to \$ 28,888,207).

The other elements of operating profit (hereby referred as 'other operating components') are generally calculated as: Other Operating Income - Other Operating Expense + Other Operating Gains (Losses) and overall amounted to \$ 37,269, growing by 133.5% compared to 2022.

CoS & Operating Expenses Revenue Gross Profit EBIT Net Profit (Loss)



data in US Dollars

# Cash-flow

## Statement of Cash-flows (Indirect method)

	2023	2024E	2025E	2026E	2027E
	\$	\$	\$	\$	\$
<b>1. Profit (Loss)</b>	<b>8,432,078</b>	<b>▲ 9,936,353</b>	<b>▲ 11,683,655</b>	<b>▲ 13,499,864</b>	<b>▲ 15,387,736</b>
(Non-operating Income after taxes)	(144,270)	0	0	0	0
Interest Expense after taxes	260,330	294,341	269,706	245,071	220,437
Other Non-operating Expense after taxes	0	0	0	0	0
<b>2. Net Operating Profit After Taxes (NOPAT)</b>	<b>8,548,138</b>	<b>▲ 10,230,695</b>	<b>▲ 11,953,362</b>	<b>▲ 13,744,936</b>	<b>▲ 15,608,172</b>
Depreciation and amortization	0	0	0	0	0
<b>3. Gross Operating Cash-flow</b>	<b>8,548,138</b>	<b>▲ 10,230,695</b>	<b>▲ 11,953,362</b>	<b>▲ 13,744,936</b>	<b>▲ 15,608,172</b>
<b>4. (Increase) Decrease in Current Operating Assets</b>	<b>(1,237,059)</b>	<b>(416,134)</b>	<b>(432,779)</b>	<b>(450,090)</b>	<b>(468,094)</b>
(Increase) Decrease in Current Trade Receivables	(966,982)	(416,134)	(432,779)	(450,090)	(468,094)
(Increase) Decrease in Current inventories	248,192	0	0	0	0
(Increase) Decrease in Other Current Operating Assets	(518,269)	0	0	0	0
<b>5. Increase (Decrease) in Current Operating Liabilities</b>	<b>440,021</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Increase (Decrease) in Current Trade Payables	1,107	0	0	0	0
Increase (Decrease) in Other Current Operating Liabilities	438,914	0	0	0	0
<b>6. (Increase) Decrease in NOWC (4 + 5)</b>	<b>(797,038)</b>	<b>▲ (416,134)</b>	<b>▼ (432,779)</b>	<b>▼ (450,090)</b>	<b>▼ (468,094)</b>
7. (Increase) Decrease in Other Non-current Operating Assets	1,306,898	0	0	0	0
8. Increase (Decrease) in Other Non-current Operating Liabilities	(286,955)	0	0	0	0
<b>9. Free Cash-flow from Operations (FCFO) (3 + 6 + 7 + 8)</b>	<b>8,771,043</b>	<b>▲ 9,814,561</b>	<b>▲ 11,520,583</b>	<b>▲ 13,294,845</b>	<b>▲ 15,140,079</b>
<b>Cash-flow from (Investments) Divestments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>10. Free Cash-flow to the Firm (FCFF)</b>	<b>8,771,043</b>	<b>▲ 9,814,561</b>	<b>▲ 11,520,583</b>	<b>▲ 13,294,845</b>	<b>▲ 15,140,079</b>
Increase in Equity	2,084,231	0	0	0	0
Increase (Decrease) in Short-term Debt	(410,925)	0	0	0	0
Increase in Long-term Debt	0	0	0	0	0
Increase in Finance Lease	0	0	0	0	0



(Increase) Decrease in Other Financial Assets	(6,755,686)	0	0	0	0
(Increase) Decrease in Other Non-operating Assets	(65,695)	0	0	0	0
Increase (Decrease) in Other Financial Liabilities	340, 771	0	0	0	0
Increase (Decrease) in Other Non-operating Liabilities	330,414	0	0	0	0
Other Non-operating Income (Expense)	180,337	0	0	0	0
<b>11. Cash-flow available for Debt Service</b>	<b>4,474,490</b>	<b>▲ 9,814,561</b>	<b>▲ 11,520,583</b>	<b>▲ 13,294,845</b>	<b>▲ 15,140,079</b>
Tax savings (increase) from non-operating expense (income)	29,015	5,939	5,442	4,945	4,448
(Decrease) in Long-term Debt	(1,963,771)	(2,070,245)	(2,070,245)	(2,070,245)	(2,070,245)
(Decrease) in Finance Lease	(33,714)	0	0	0	0
(Interest and Debt Expense)	(325,412)	(300,280)	(275,148)	(250,016)	(224,884)
<b>12. Free Cash-flow to Equity (FCFE)</b>	<b>2,180,608</b>	<b>▲ 7,449,975</b>	<b>▲ 9,180,631</b>	<b>▲ 10,979,529</b>	<b>▲ 12,849,397</b>
(Dividends paid and other decrease in Equity)	0	0	0	0	0
<b>13. Net Cash-flow</b>	<b>2,180,608</b>	<b>▲ 7,449,975</b>	<b>▲ 9,180,631</b>	<b>▲ 10,979,529</b>	<b>▲ 12,849,397</b>
Cash and Cash equivalents at beginning of year	559,648	2,740,256	10,190,231	19,370,862	30,350,391
<b>14. Cash and Cash equivalents at end of year</b>	<b>2,740,256</b>	<b>▲ 10,190,231</b>	<b>▲ 19,370,862</b>	<b>▲ 30,350,391</b>	<b>▲ 43,199,788</b>

Cash credit limit	0	0	0	0
Utilization rate %	n.a.	n.a.	n.a.	n.a.
Overdraft	4,364,573	4,364,573	4,364,573	4,364,573

					<b>2028E</b>
					\$
<b>1. Profit (Loss)</b>					<b>▲ 17,350,137</b>
(Non-operating Income after taxes)					0
Interest Expense after taxes					195,802
Other Non-operating Expense after taxes					0
<b>2. Net Operating Profit After Taxes (NOPAT)</b>					<b>▲ 17,545,939</b>
Depreciation and amortization					0
<b>3. Gross Operating Cash-flow</b>					<b>▲ 17,545,939</b>
<b>4. (Increase) Decrease in Current Operating Assets</b>					<b>(486,818)</b>
(Increase) Decrease in Current Trade Receivables					(486,818)
(Increase) Decrease in Current inventories					0
(Increase) Decrease in Other Current Operating Assets					0
<b>5. Increase (Decrease) in Current Operating Liabilities</b>					<b>0</b>

Increase (Decrease) in Current Trade Payables	0
Increase (Decrease) in Other Current Operating Liabilities	0
<b>6. (Increase) Decrease in NOWC (4 + 5)</b>	<b>▼ (486,818)</b>
7. (Increase) Decrease in Other Non-current Operating Assets	0
8. Increase (Decrease) in Other Non-current Operating Liabilities	0
<b>9. Free Cash-flow from Operations (FCFO) (3 + 6 + 7 + 8)</b>	<b>▲ 17,059,121</b>
<b>Cash-flow from (Investments) Divestments</b>	<b>0</b>
<b>10. Free Cash-flow to the Firm (FCFF)</b>	<b>▲ 17,059,121</b>
Increase in Equity	0
Increase (Decrease) in Short-term Debt	0
Increase in Long-term Debt	0
Increase in Finance Lease	0
(Increase) Decrease in Other Financial Assets	0
(Increase) Decrease in Other Non-operating Assets	0
Increase (Decrease) in Other Financial Liabilities	0
Increase (Decrease) in Other Non-operating Liabilities	0
Other Non-operating Income (Expense)	0
<b>11. Cash-flow available for Debt Service</b>	<b>▲ 17,059,121</b>
Tax savings (increase) from non-operating expense (income)	3,951
(Decrease) in Long-term Debt	(2,070,245)
(Decrease) in Finance Lease	0
(Interest and Debt Expense)	(199,752)
<b>12. Free Cash-flow to Equity (FCFE)</b>	<b>▲ 14,793,075</b>
(Dividends paid and other decrease in Equity)	0
<b>13. Net Cash-flow</b>	<b>▲ 14,793,075</b>
Cash and Cash equivalents at beginning of year	43,199,788
<b>14. Cash and Cash equivalents at end of year</b>	<b>▲ 57,992,862</b>

Cash credit limit	0
Utilization rate %	n.a.
Overdraft	4,364,573



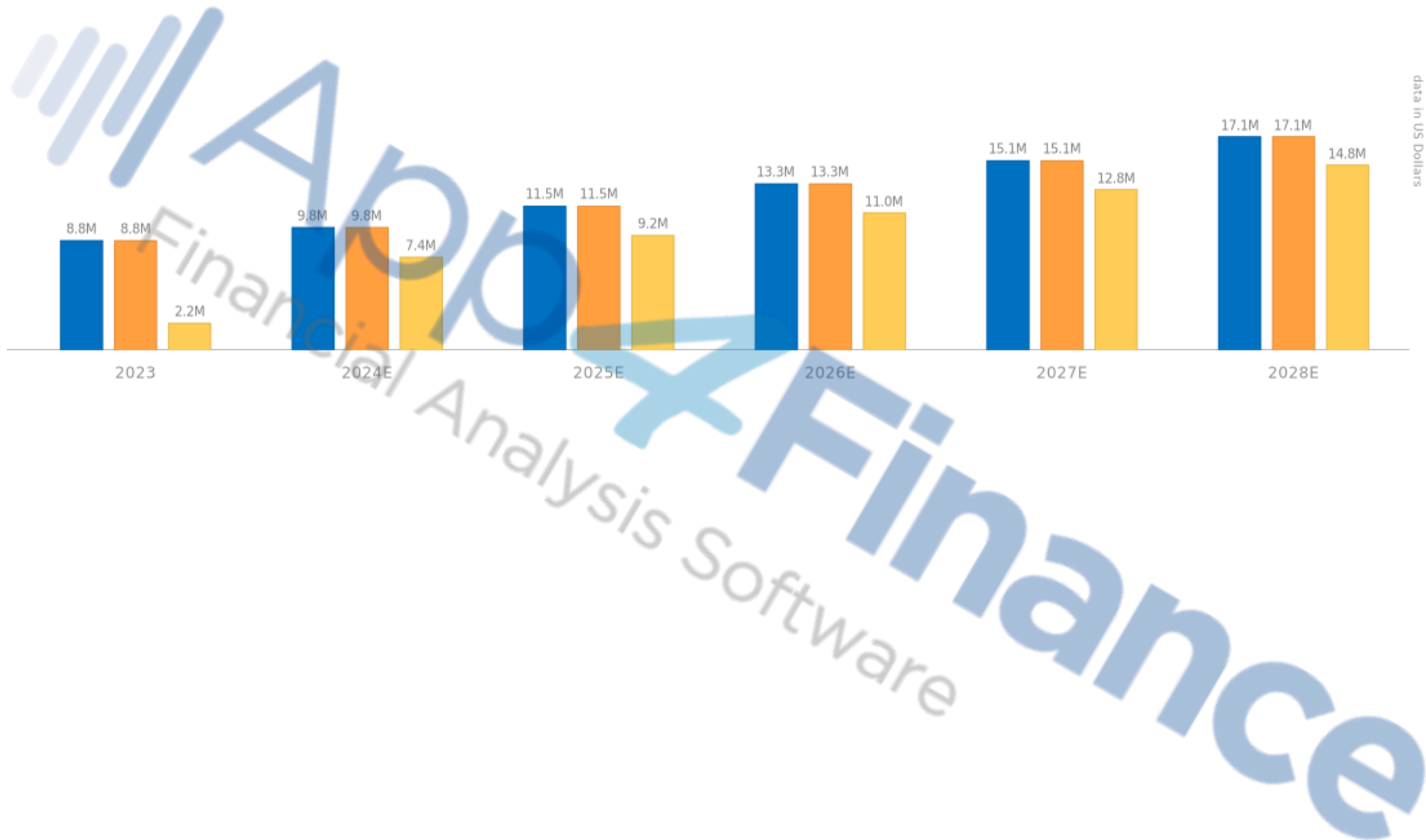
## Cash-flow trend

	2023			2024E			2025E			2026E			2027E		
	\$	yoy %		\$	yoy %		\$	yoy %		\$	yoy %		\$	yoy %	
Gross Operating Cash-flow	8,548,138	n.a.	▲ 10,230,695	+19.7%	▲ 11,953,362	+16.8%	▲ 13,744,936	+15.0%	▲ 15,608,172	+13.6%					
(Increase) Decrease in NOWC	(797,038)	n.a.	(416,134)	+47.8%	(432,779)	-4.0%	(450,090)	-4.0%	(468,094)	-4.0%					
<b>Free Cash-flow from Operations (FCFO)</b>	<b>8,771,043</b>	<b>n.a.</b>	<b>▲ 9,814,561</b>	<b>+11.9%</b>	<b>▲ 11,520,583</b>	<b>+17.4%</b>	<b>▲ 13,294,845</b>	<b>+15.4%</b>	<b>▲ 15,140,079</b>	<b>+13.9%</b>					
Free Cash-flow to the Firm (FCFF)	8,771,043	n.a.	▲ 9,814,561	+11.9%	▲ 11,520,583	+17.4%	▲ 13,294,845	+15.4%	▲ 15,140,079	+13.9%					
Cash-flow available for Debt Service	4,474,490	n.a.	▲ 9,814,561	+119.3%	▲ 11,520,583	+17.4%	▲ 13,294,845	+15.4%	▲ 15,140,079	+13.9%					
Free Cash-flow to Equity (FCFE)	2,180,608	n.a.	▲ 7,449,975	+241.6%	▲ 9,180,631	+23.2%	▲ 10,979,529	+19.6%	▲ 12,849,397	+17.0%					
<b>Net Cash-flow</b>	<b>2,180,608</b>	<b>n.a.</b>	<b>▲ 7,449,975</b>	<b>+241.6%</b>	<b>▲ 9,180,631</b>	<b>+23.2%</b>	<b>▲ 10,979,529</b>	<b>+19.6%</b>	<b>▲ 12,849,397</b>	<b>+17.0%</b>					
Cash and Cash equivalents at end of year	2,740,256	n.a.	▲ 10,190,231	+271.9%	▲ 19,370,862	+90.1%	▲ 30,350,391	+56.7%	▲ 43,199,788	+42.3%					

	2028E		
	\$	yoy %	
Gross Operating Cash-flow	▲ 17,545,939	+12.4%	
(Increase) Decrease in NOWC	(486,818)	-4.0%	
<b>Free Cash-flow from Operations (FCFO)</b>	<b>▲ 17,059,121</b>	<b>+12.7%</b>	
Free Cash-flow to the Firm (FCFF)	▲ 17,059,121	+12.7%	
Cash-flow available for Debt Service	▲ 17,059,121	+12.7%	
Free Cash-flow to Equity (FCFE)	▲ 14,793,075	+15.1%	
<b>Net Cash-flow</b>	<b>▲ 14,793,075</b>	<b>+15.1%</b>	
Cash and Cash equivalents at end of year	▲ 57,992,862	+34.2%	

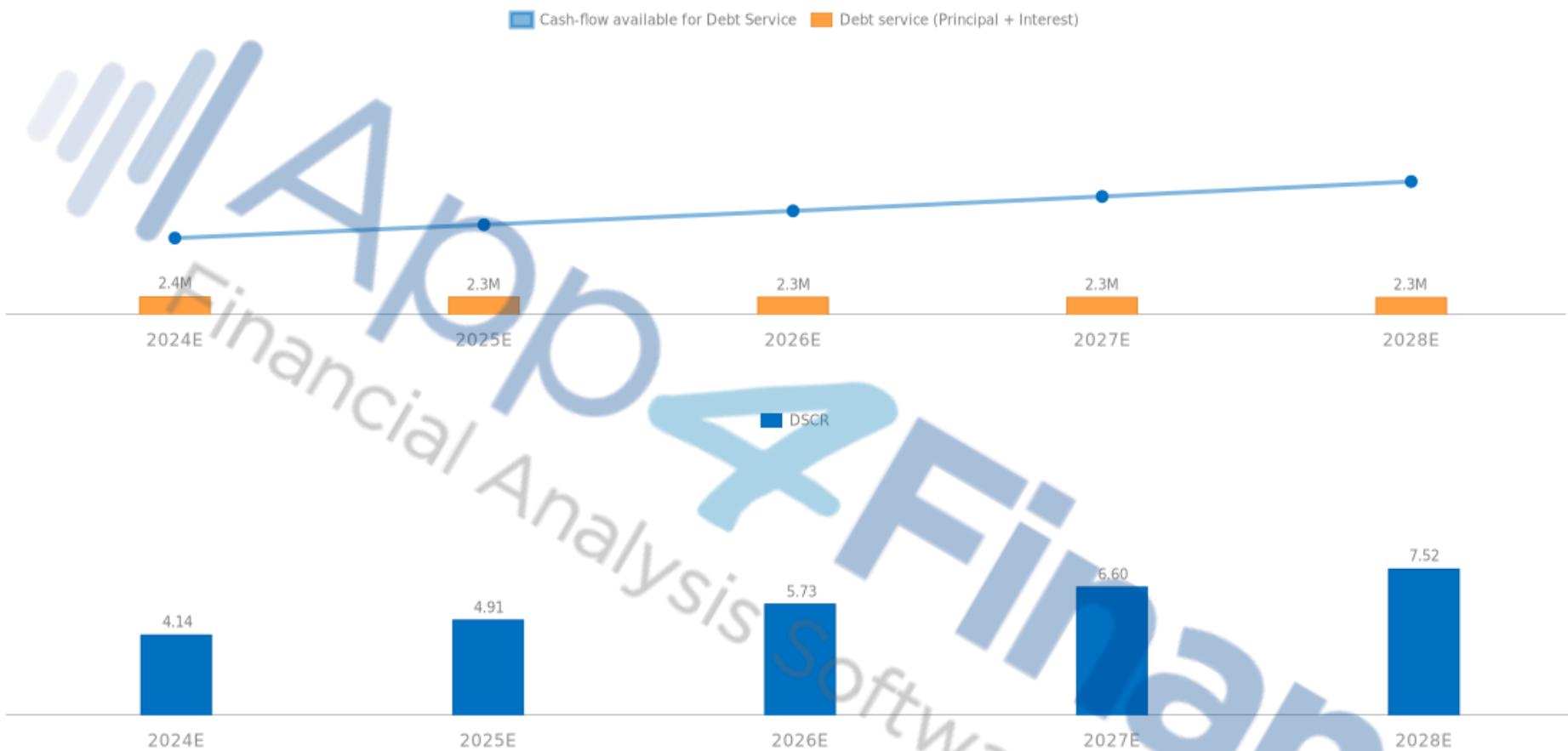
FCFO FCFF Net Cash-flow



DSCR

	2024E	2025E	2026E	2027E	2028E
	\$	\$	\$	\$	\$
Cash-flow available for Debt Service	9,814,561	▲ 11,520,583	▲ 13,294,845	▲ 15,140,079	▲ 17,059,121
Cash and Cash equivalents at beginning of year	2,740,256	▲ 10,190,231	▲ 19,370,862	▲ 30,350,391	▲ 43,199,788
Line of credit available	0	0	0	0	0
Debt service (Principal + Interest)	2,370,525	▼ 2,345,393	▼ 2,320,261	▼ 2,295,129	▼ 2,269,997
DSCR	4.14	▲ 4.91	▲ 5.73	▲ 6.60	▲ 7.52

data in US Dollars



# Working Capital

## Working Capital

	2022		2023		2024E		2025E		2026E	
	\$	yoy %	\$	yoy %	\$	yoy %	\$	yoy %	\$	yoy %
<b>1. Current Assets</b>	<b>54,530,074</b>	<b>n.a.</b>	<b>▲ 61,248,193</b>	<b>+12.3%</b>	<b>▲ 69,114,301</b>	<b>+12.8%</b>	<b>▲ 78,727,712</b>	<b>+13.9%</b>	<b>▲ 90,157,331</b>	<b>+14.5%</b>
Cash and Cash Equivalents	559,648	n.a.	2,740,256	+389.6%	10,190,231	+271.9%	19,370,862	+90.1%	30,350,391	+56.7%
Short-term Investments	240,030	n.a.	248,900	+3.7%	248,900	0.0%	248,900	0.0%	248,900	0.0%
Other Current Financial Assets	15,226,098	n.a.	15,723,983	+3.3%	15,723,983	0.0%	15,723,983	0.0%	15,723,983	0.0%
Trade Receivables	9,436,361	n.a.	10,403,343	+10.2%	10,819,477	+4.0%	11,252,256	+4.0%	11,702,346	+4.0%
Financing Receivables	6,122,307	n.a.	9,794,286	+60.0%	9,794,286	0.0%	9,794,286	0.0%	9,794,286	0.0%
Other Current Receivables	353,017	n.a.	321,752	-8.9%	321,752	0.0%	321,752	0.0%	321,752	0.0%
Inventories	3,188,560	n.a.	2,940,368	-7.8%	2,940,368	0.0%	2,940,368	0.0%	2,940,368	0.0%
Other Current Assets	19,404,053	n.a.	19,075,305	-1.7%	19,075,305	0.0%	19,075,305	0.0%	19,075,305	0.0%
<b>2. Current Liabilities</b>	<b>(14,058,192)</b>	<b>n.a.</b>	<b>▲ (14,811,513)</b>	<b>+5.4%</b>	<b>▲ (14,853,576)</b>	<b>+0.3%</b>	<b>(14,853,576)</b>	<b>0.0%</b>	<b>(14,853,576)</b>	<b>0.0%</b>
Trade Payables	(3,023,456)	n.a.	(3,024,563)	0.0%	(3,024,563)	0.0%	(3,024,563)	0.0%	(3,024,563)	0.0%
Accrued Liabilities	(4,132,527)	n.a.	(4,901,978)	+18.6%	(4,901,978)	0.0%	(4,901,978)	0.0%	(4,901,978)	0.0%
Current Debt	(6,595,228)	n.a.	(6,434,818)	-2.4%	(6,476,881)	+0.7%	(6,476,881)	0.0%	(6,476,881)	0.0%
Other Current Financial Liabilities	0	n.a.	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Other Current Liabilities	(306,981)	n.a.	(450,154)	+46.6%	(450,154)	0.0%	(450,154)	0.0%	(450,154)	0.0%
<b>3. NET WORKING CAPITAL (1 - 2)</b>	<b>40,471,882</b>	<b>n.a.</b>	<b>▲ 46,436,680</b>	<b>+14.7%</b>	<b>▲ 54,260,725</b>	<b>+16.8%</b>	<b>▲ 63,874,136</b>	<b>+17.7%</b>	<b>▲ 75,303,755</b>	<b>+17.9%</b>

	2027E		2028E	
	\$	yoy %	\$	yoy %
<b>1. Current Assets</b>	<b>▲ 103,474,822</b>	<b>+14.8%</b>	<b>▲ 118,754,714</b>	<b>+14.8%</b>
Cash and Cash Equivalents	43,199,788	+42.3%	57,992,862	+34.2%
Short-term Investments	248,900	0.0%	248,900	0.0%
Other Current Financial Assets	15,723,983	0.0%	15,723,983	0.0%
Trade Receivables	12,170,440	+4.0%	12,657,257	+4.0%
Financing Receivables	9,794,286	0.0%	9,794,286	0.0%
Other Current Receivables	321,752	0.0%	321,752	0.0%
Inventories	2,940,368	0.0%	2,940,368	0.0%
Other Current Assets	19,075,305	0.0%	19,075,305	0.0%

<b>2. Current Liabilities</b>	<b>(14,853,576)</b>	<b>0.0%</b>	<b>▼ (12,783,331)</b>	<b>-13.9%</b>
Trade Payables	(3,024,563)	0.0%	(3,024,563)	0.0%
Accrued Liabilities	(4,901,978)	0.0%	(4,901,978)	0.0%
Current Debt	(6,476,881)	0.0%	(4,406,636)	-32.0%
Other Current Financial Liabilities	0	0.0%	0	0.0%
Other Current Liabilities	(450,154)	0.0%	(450,154)	0.0%
<b>3. NET WORKING CAPITAL (1 - 2)</b>	<b>▲ 88,621,246</b>	<b>+17.7%</b>	<b>▲ 105,971,383</b>	<b>+19.6%</b>

Net Working Capital in 2023 was \$ 46,436,680 and reported a 14.7% increase compared to 2022, when amounted to \$ 40,471,882. Such a change was due to Current Assets increasing by a greater amount compared to the concurrent growth of Current Liabilities. Average days receivables in 2023 amounted to 80, as the company collected \$ 42,245,789 in revenues and had current trade receivables of \$ 10,403,343 at the end of the year. Such a performance was roughly unchanged compared to the previous year, when the company cashed in its invoices after an average of 77 days. Average days payables in 2023 amounted to 34, as the company incurred costs of sales amounting to \$ 28,888,207 and had current trade payables of \$ 3,024,563 at the end of the year. Such a performance was roughly unchanged compared with the previous year, when the company paid for its purchases after an average of 35 days.

## Net Operating Working Capital

	2022		2023		2024E		2025E		2026E	
	\$	yoy %	\$	yoy %	\$	yoy %	\$	yoy %	\$	yoy %
<b>1. Current Operating Assets</b>	<b>14,183,831</b>	<b>n.a.</b>	<b>▲ 15,420,890</b>	<b>+8.7%</b>	<b>▲ 15,837,024</b>	<b>+2.7%</b>	<b>▲ 16,269,803</b>	<b>+2.7%</b>	<b>▲ 16,719,893</b>	<b>+2.8%</b>
Trade Receivables	9,436,361	n.a.	▲ 10,403,343	+10.2%	▲ 10,819,477	+4.0%	▲ 11,252,256	+4.0%	▲ 11,702,346	+4.0%
Inventories	3,188,560	n.a.	▼ 2,940,368	-7.8%	2,940,368	0.0%	2,940,368	0.0%	2,940,368	0.0%
Prepaid Expenses	1,465,727	n.a.	2,031,117	+38.6%	2,031,117	0.0%	2,031,117	0.0%	2,031,117	0.0%
Contract with Customer	93,183	n.a.	46,062	-50.6%	46,062	0.0%	46,062	0.0%	46,062	0.0%
Deferred Costs	0	n.a.	0	0.0%	0	0.0%	0	0.0%	0	0.0%
<b>2. Current Operating Liabilities</b>	<b>(6,844,888)</b>	<b>n.a.</b>	<b>▲ (7,284,909)</b>	<b>+6.4%</b>	<b>(7,284,909)</b>	<b>0.0%</b>	<b>(7,284,909)</b>	<b>0.0%</b>	<b>(7,284,909)</b>	<b>0.0%</b>
Trade Payables	(3,023,456)	n.a.	▲ (3,024,563)	0.0%	(3,024,563)	0.0%	(3,024,563)	0.0%	(3,024,563)	0.0%
Accrued Liabilities	(3,752,512)	n.a.	(4,181,192)	+11.4%	(4,181,192)	0.0%	(4,181,192)	0.0%	(4,181,192)	0.0%
Deferred Revenue	(68,920)	n.a.	(79,154)	+14.8%	(79,154)	0.0%	(79,154)	0.0%	(79,154)	0.0%
Deferred Compensation Liabilities	0	n.a.	0	0.0%	0	0.0%	0	0.0%	0	0.0%
<b>3. NET OPERATING WORKING CAPITAL (1 - 2)</b>	<b>7,338,943</b>	<b>n.a.</b>	<b>▲ 8,135,981</b>	<b>+10.9%</b>	<b>▲ 8,552,115</b>	<b>+5.1%</b>	<b>▲ 8,984,894</b>	<b>+5.1%</b>	<b>▲ 9,434,984</b>	<b>+5.0%</b>

	2027E		2028E	
	\$	yoy %	\$	yoy %
<b>1. Current Operating Assets</b>	<b>▲ 17,187,987</b>	<b>+2.8%</b>	<b>▲ 17,674,804</b>	<b>+2.8%</b>
Trade Receivables	▲ 12,170,440	+4.0%	▲ 12,657,257	+4.0%
Inventories	2,940,368	0.0%	2,940,368	0.0%
Prepaid Expenses	2,031,117	0.0%	2,031,117	0.0%
Contract with Customer	46,062	0.0%	46,062	0.0%
Deferred Costs	0	0.0%	0	0.0%
<b>2. Current Operating Liabilities</b>	<b>(7,284,909)</b>	<b>0.0%</b>	<b>(7,284,909)</b>	<b>0.0%</b>
Trade Payables	(3,024,563)	0.0%	(3,024,563)	0.0%
Accrued Liabilities	(4,181,192)	0.0%	(4,181,192)	0.0%
Deferred Revenue	(79,154)	0.0%	(79,154)	0.0%
Deferred Compensation Liabilities	0	0.0%	0	0.0%
<b>3. NET OPERATING WORKING CAPITAL (1 - 2)</b>	<b>▲ 9,903,078</b>	<b>+5.0%</b>	<b>▲ 10,389,895</b>	<b>+4.9%</b>

Net Operating Working Capital is given by the difference of assets and liabilities generated by the operating cycle of purchases, processing and sales. Current operations either generate cash requirement if

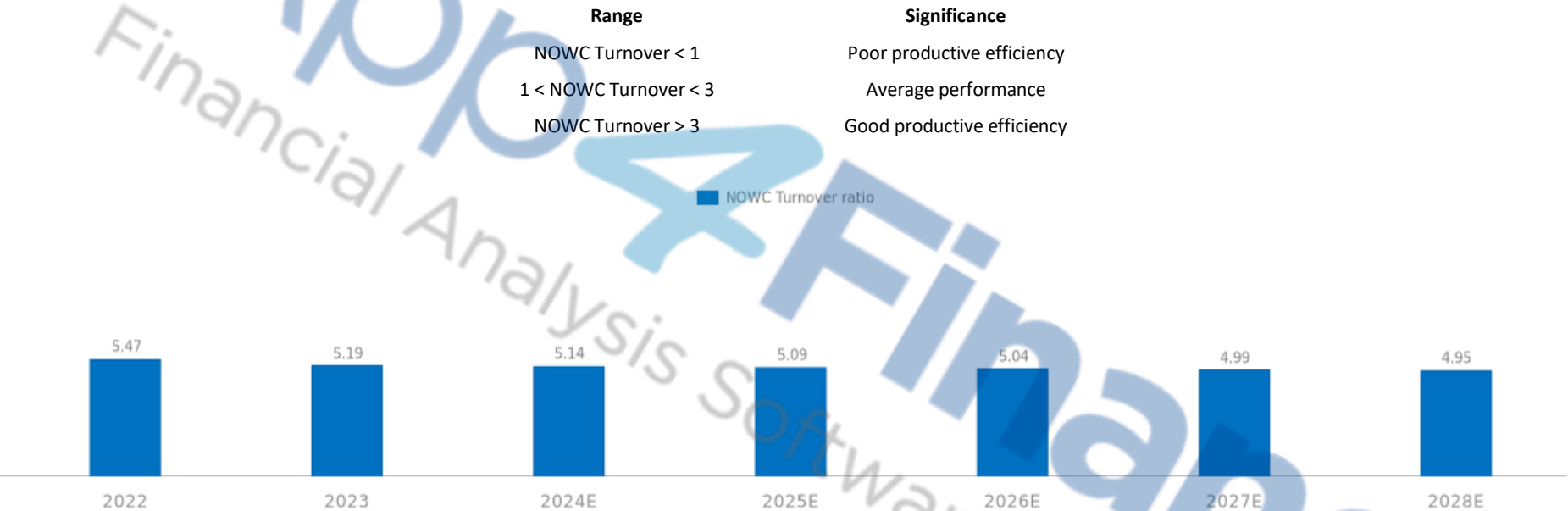
payments are made earlier than collecting cash-flows from sales ( $NOWC > 0$ ) or create a financial surplus if proceeds from sales predate payments to suppliers ( $NOWC < 0$ ). Maximizing current payables while minimizing current receivables and inventories is tantamount to cash-in as soon as possible and to postpone payments, thus releasing resources for alternative purposes. In 2023 Net Operating Working Capital increased by 10.9% compared to the previous year, climbing from \$ 7,338,943 (2022) to \$ 8,135,981 (2023). Current operations generated cash requirement indicating the need to speed-up the operating cycle, by minimizing receivables and inventories and by postponing payments to suppliers as much as possible.

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NOWC Turnover ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Sales/Net Operating Working Capital	5.47	▼ 5.19	▼ 5.14	▼ 5.09	▼ 5.04	▼ 4.99	▼ 4.95
	Good	Good	Good	Good	Good	Good	Good

NOWC Turnover ratio measures the average revenue generated by investments in current operating cycle. The higher the ratio, the more efficiently a company is able to translate its operating cycle into sales. This ratio is also a gauge of a company's ability to use current sources, spontaneously generated by the operating cycle, to finance its current, operating cash requirements.

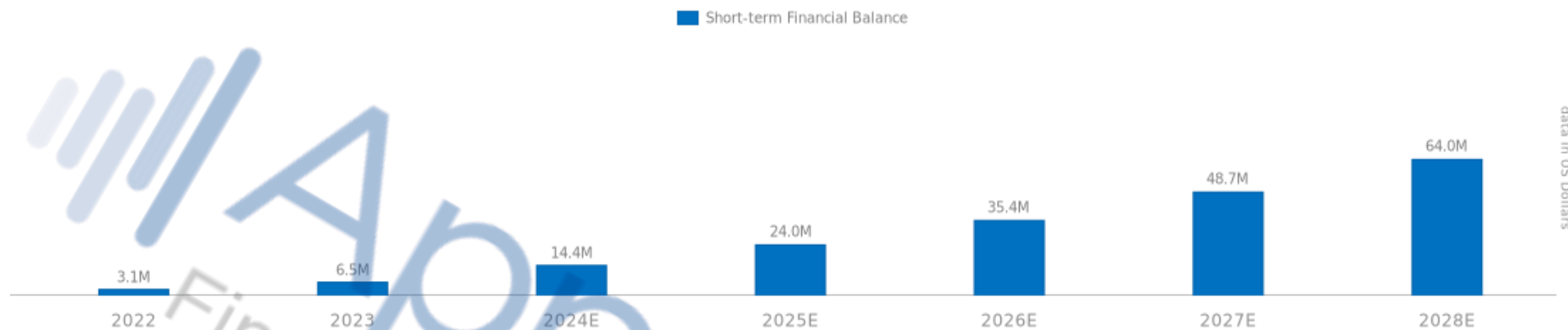


Short-term Financial Balance

	2022	2023	2024E	2025E	2026E
	\$	\$	\$	\$	\$
NOWC	7,338,943	8,135,981	8,552,115	8,984,894	9,434,984
Net Short-term Debt	4,215,850	1,624,317	(5,825,658)	(15,006,289)	(25,985,818)
NOWC - Net Short-term Debt	3,123,093	▲ 6,511,664	▲ 14,377,773	▲ 23,991,183	▲ 35,420,802
	Well-balanced	Well-balanced	Well-balanced	Well-balanced	Well-balanced
yoy %	n.a.	+108.5%	+120.8%	+66.9%	+47.6%

	2027E	2028E
	\$	\$
NOWC	9,903,078	10,389,895
Net Short-term Debt	(38,835,215)	(53,628,289)
NOWC - Net Short-term Debt	▲ 48,738,293	▲ 64,018,184
	Well-balanced	Well-balanced
yoy %	+37.6%	+31.4%

Short-term Financial Balance gauges whether short-term financing is consistent with actual cash requirement originating from the company's operating cycle. In 2023 NOWC was \$ 8,135,981 while Net Short-term Debt was \$ 1,624,317, given by current liabilities related to short-term financing instruments less cash and cash equivalents. Sources of financing and use of capital were well-balanced as Net Short-term Debt was not in excess of the actual cash requirement and fixed assets were correctly financed by long-term sources.



Cash Conversion Cycle

	2022	2023	2024E	2025E	2026E
DIO (Days Inventory Outstanding)	41	▼ 37	◀▶ 37	◀▶ 37	◀▶ 37
	-	Quicker to sell off inventories	Slower to sell off inventories	Inventory period unchanged	Inventory period unchanged
DSO (Days Sales Outstanding)	77	▲ 80	◀▶ 80	◀▶ 80	◀▶ 80
	-	Slower to receive payments	Slower to receive payments	Collection period unchanged	Collection period unchanged
DPO (Days Payable Outstanding)	35	▼ 34	◀▶ 34	◀▶ 34	◀▶ 34
	-	Payment delay reduced	Payment delay increased	Payment period unchanged	Payment period unchanged
Cash Conversion Cycle (CCC = DIO + DSO - DPO)	83	◀▶ 83	◀▶ 83	◀▶ 83	◀▶ 83
	-	Stable	Stable	Stable	Stable
	Average time between payments to suppliers and proceeds from sales is 83 days	Average time between payments to suppliers and proceeds from sales is 83 days	Average time between payments to suppliers and proceeds from sales is 83 days	Average time between payments to suppliers and proceeds from sales is 83 days	Average time between payments to suppliers and proceeds from sales is 83 days

	2027E	2028E
DIO (Days Inventory Outstanding)	◀▶ 37	◀▶ 37
	Inventory period unchanged	Inventory period unchanged
DSO (Days Sales Outstanding)	◀▶ 80	◀▶ 80
	Collection period unchanged	Collection period unchanged

DPO (Days Payable Outstanding)

◀▶ 34

◀▶ 34

Payment period unchanged

Payment period unchanged

Cash Conversion Cycle (CCC = DIO + DSO - DPO)

◀▶ 83

◀▶ 83

Stable

Stable

Average time between payments to suppliers and proceeds from sales is 83 days

Average time between payments to suppliers and proceeds from sales is 83 days

### CCC Analysis

Cash Conversion Cycle remained unchanged.

### Days outstanding analysis

Based on the analysis of the 3 indicators contributing to CCC it turns out that such a stability was the result of the underlying quantities remaining virtually unchanged. Specifically:

- i) DIO was roughly unchanged, slightly decreasing from 42 days in 2021 to 48 days in 2022
- ii) DSO was roughly unchanged, slightly increasing from 77 days in 2022 to 80 days in 2023
- iii) DPO remained virtually unchanged, slightly decreasing from 35 days in 2022 to 34 days in 2023

### Advanced analysis

Taking a specific look at the 3 indicators making up CCC:

- i) the stability in DIO resulted from slight changes in current inventories and cost of sales, the former decreasing, the latter increasing
- ii) the stability in DSO was due to a concurrent increase in both revenue and current trade receivables
- iii) the stability in DPO resulted from a concurrent increase in both current trade payables and cost of sales

### Recommendations

The following are some suggestions for improving the management of working capital:

- i) If revenue increases while DIO remains constant, it's a positive sign. Examining the inventory to identify product categories or items that are significantly contributing to the sales increase can allow for focusing resources on the most in-demand stock and maximizing profits. Maintaining a balance between demand and supply by adjusting inventory levels and closely monitoring stock to avoid situations where some items are overestimated while others are underestimated can be two excellent practices.
- ii) The increase in the value of accounts receivables is due to a rise in sales. However, this situation leads to a higher financial requirement that must be met through increased short-term bank financing (such as cash credit or cash advances) or by adjusting the payment terms with suppliers.
- iii) In a stable financial situation, it is advisable to plan for future investments. These investments might be in new products, technologies, or infrastructure that will contribute to the company's future growth. Even with a steady financial situation, it is recommended to closely monitor cash-flow to ensure sufficient liquidity to manage daily expenses and investment opportunities.

# Debt

## Financial Debt

	2022		2023		2024E		2025E		2026E	
	\$	yoy %	\$	yoy %	\$	yoy %	\$	yoy %	\$	yoy %
1. Current Debt	6,595,228	n.a.	▼ 6,434,818	-2.4%	▲ 6,476,881	+0.7%	6,476,881	0.0%	6,476,881	0.0%
Short-term Debt	4,775,498	n.a.	▼ 4,364,573	-8.6%	4,364,573	0.0%	4,364,573	0.0%	4,364,573	0.0%
Long-term Debt, Current Maturities	1,743,953	n.a.	▲ 2,028,182	+16.3%	▲ 2,070,245	+2.1%	2,070,245	0.0%	2,070,245	0.0%
Current Finance Lease	75,777	n.a.	▼ 42,063	-44.5%	42,063	0.0%	42,063	0.0%	42,063	0.0%
2. Non-current Debt	22,619,000	n.a.	▼ 20,371,000	-9.9%	▼ 18,258,692	-10.4%	▼ 16,188,447	-11.3%	▼ 14,118,202	-12.8%
Long-term Debt, Excluding Current Maturities	22,619,000	n.a.	▼ 20,371,000	-9.9%	▼ 18,258,692	-10.4%	▼ 16,188,447	-11.3%	▼ 14,118,202	-12.8%
Non-current Finance Lease	0	n.a.	0	0.0%	0	0.0%	0	0.0%	0	0.0%
3. TOTAL FINANCIAL DEBT (1 + 2)	29,214,228	n.a.	▼ 26,805,818	-8.2%	▼ 24,735,573	-7.7%	▼ 22,665,328	-8.4%	▼ 20,595,083	-9.1%
4. (Cash and Cash Equivalents)	(559,648)	n.a.	▲ (2,740,256)	+389.6%	▲ (10,190,231)	+271.9%	▲ (19,370,862)	+90.1%	▲ (30,350,391)	+56.7%
NET FINANCIAL DEBT (3 - 4)	28,654,580	n.a.	▼ 24,065,562	-16.0%	▼ 14,545,342	-39.6%	▼ 3,294,466	-77.4%	▼ (9,755,308)	-396.1%

	2027E		2028E	
	\$	yoy %	\$	yoy %
1. Current Debt	6,476,881	0.0%	▼ 4,406,636	-32.0%
Short-term Debt	4,364,573	0.0%	4,364,573	0.0%
Long-term Debt, Current Maturities	2,070,245	0.0%	▼ 0	-100.0%
Current Finance Lease	42,063	0.0%	42,063	0.0%
2. Non-current Debt	▼ 12,047,957	-14.7%	12,047,957	0.0%
Long-term Debt, Excluding Current Maturities	▼ 12,047,957	-14.7%	12,047,957	0.0%
Non-current Finance Lease	0	0.0%	0	0.0%
3. TOTAL FINANCIAL DEBT (1 + 2)	▼ 18,524,838	-10.1%	▼ 16,454,593	-11.2%
4. (Cash and Cash Equivalents)	▲ (43,199,788)	+42.3%	▲ (57,992,862)	+34.2%
NET FINANCIAL DEBT (3 - 4)	▼ (24,674,950)	-152.9%	▼ (41,538,269)	-68.3%

Financial Debt 2023

▼ \$ 26.8M

-8.2%

Net Financial Debt 2023

▼ \$ 24.1M

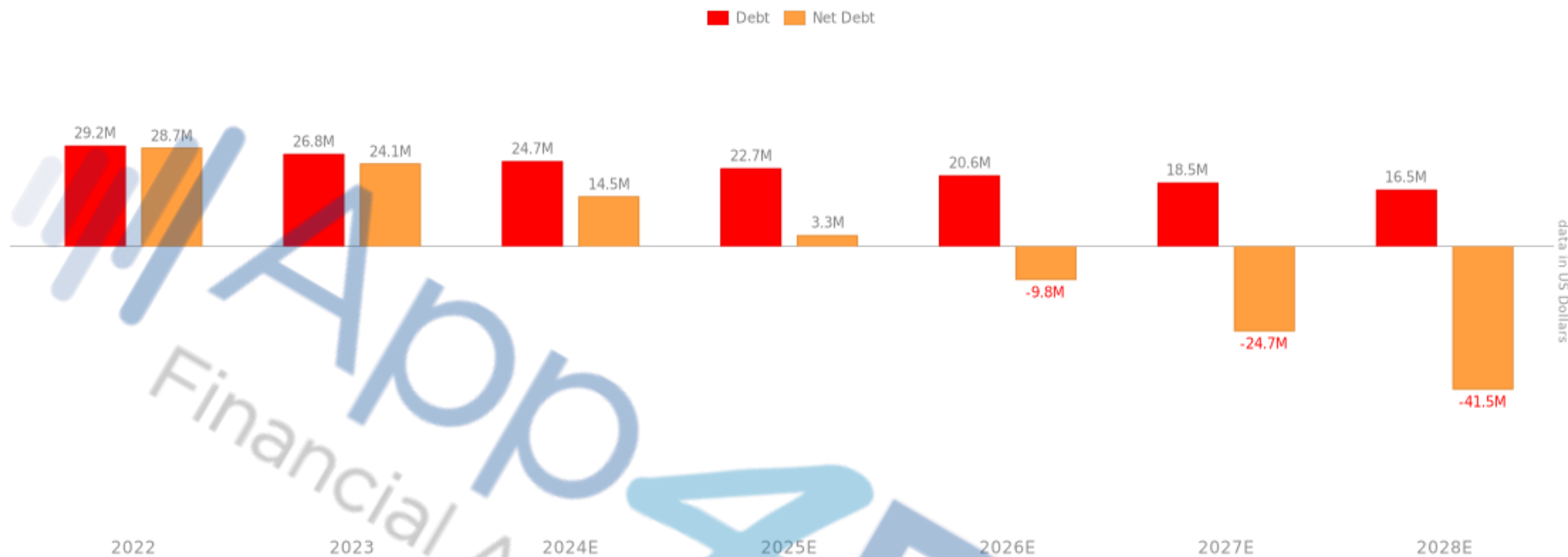
-16.0%

Decreasing

Decreasing

In 2023 the company reported \$ 26,805,818 of financial liabilities, consisting of \$ 20,371,000 in non-current obligations and \$ 6,434,818 in current ones, while in 2022 Total Debt was \$ 29,214,228 (\$ 22,619,000 in non-current liabilities and \$ 6,595,228 in current ones). Ultimately, Total Debt fell by 8.2% in 2023 compared with the previous year.

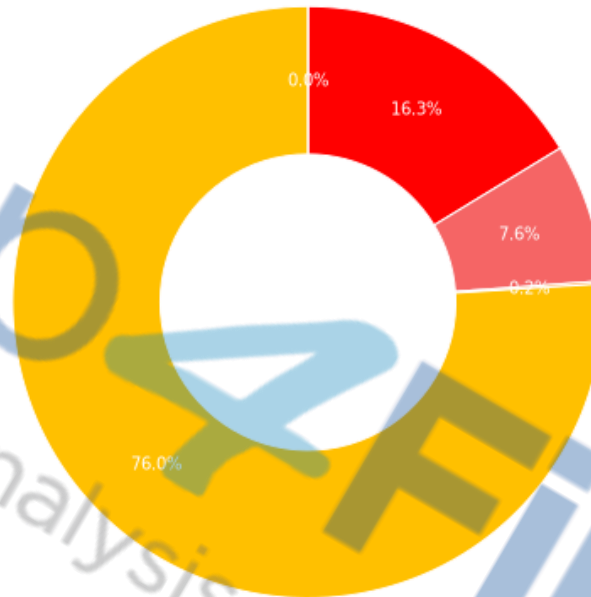
App4Finance  
Financial Analysis Software





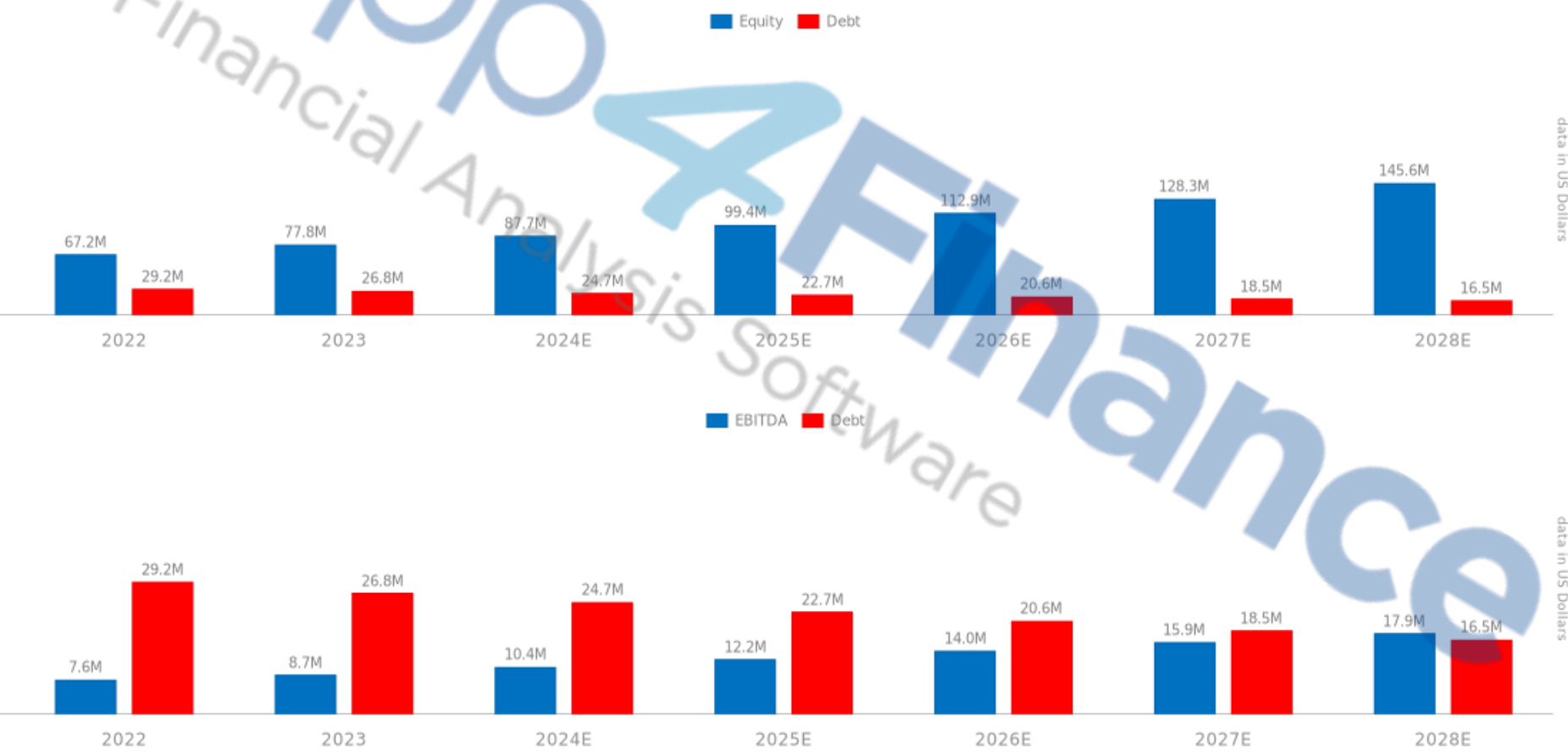
### Financial Debt 2023

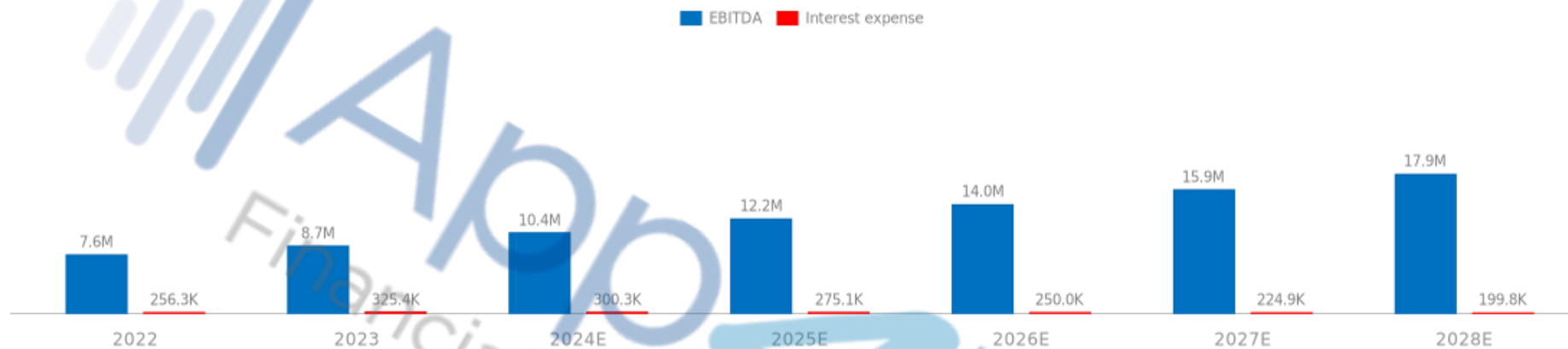
■ Short-term Debt ■ Long-term Debt, Current Maturities ■ Current Finance Lease ■ Long-term Debt, Excluding Current Maturities ■ Non-current Finance Lease



Debt evaluation

Debt Rating 2023





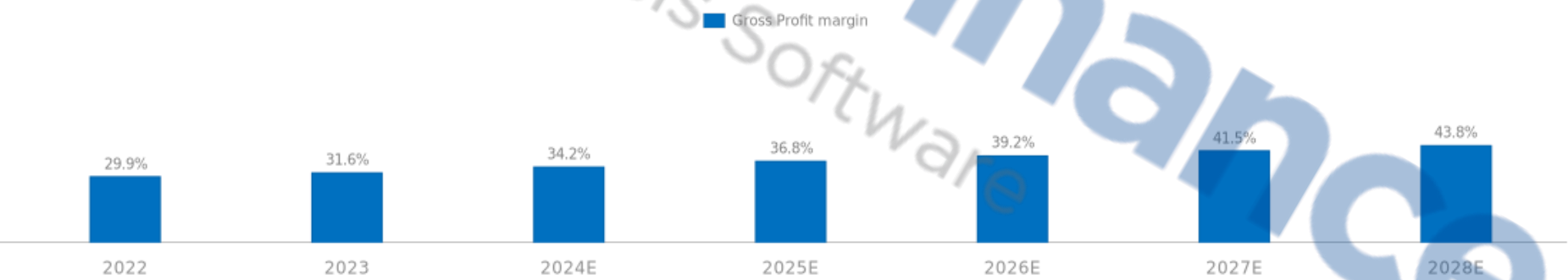
# Income Statement Ratios

Gross Profit margin	2022	2023	2024E	2025E	2026E	2027E	2028E
Gross Profit/Sales	29.9%	▲ 31.6%	▲ 34.2%	▲ 36.8%	▲ 39.2%	▲ 41.5%	▲ 43.8%
	Good	Good	Good	Good	Good	Good	Good

Gross Profit margin measures the firm's capacity to generate profit through sales.

Range	Significance
Ratio < 10.0%	Unsatisfactory performance
10.0% < Ratio < 20.0%	Average performance
Ratio > 20.0%	Satisfactory performance

Gross Profit margin in 2023 was 31.6%, resulting from a Gross Profit of \$ 13,357,582 and Sales of \$ 42,245,789. Such a level of the ratio was better than in the previous year, when it was 29.9% (an absolute variation of 1.7%).

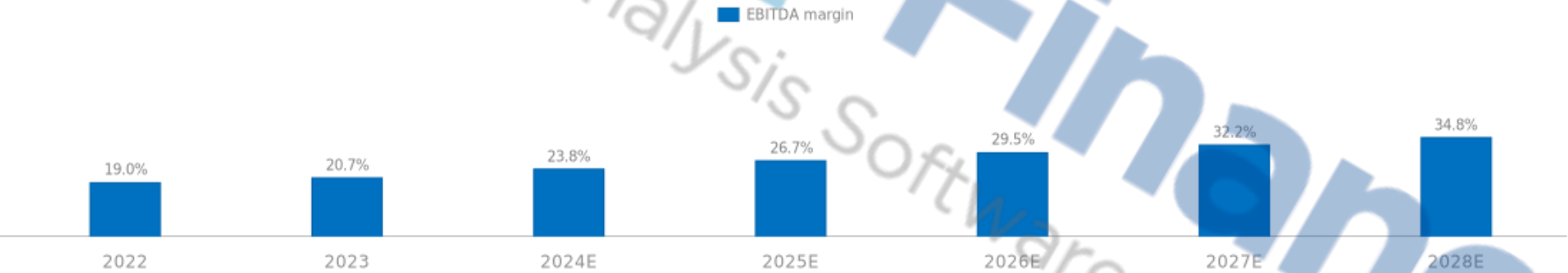


EBITDA margin	2022	2023	2024E	2025E	2026E	2027E	2028E
EBITDA/Sales	19.0%	▲ 20.7%	▲ 23.8%	▲ 26.7%	▲ 29.5%	▲ 32.2%	▲ 34.8%
	Good	Good	Good	Good	Good	Good	Good

EBITDA margin measures overall profitability after taking into account all operating costs: variable costs and fixed costs.

Range	Significance
Ratio < 8.0%	Unsatisfactory performance
8.0% < Ratio < 15.0%	Average performance
Ratio > 15.0%	Satisfactory performance

EBITDA margin in 2023 was 20.7%, resulting from an operating profit (EBITDA) of \$ 8,747,284 and Sales of \$ 42,245,789. Such a level of the ratio was better than in the previous year, when it was 19.0% (an absolute variation of 1.7%).

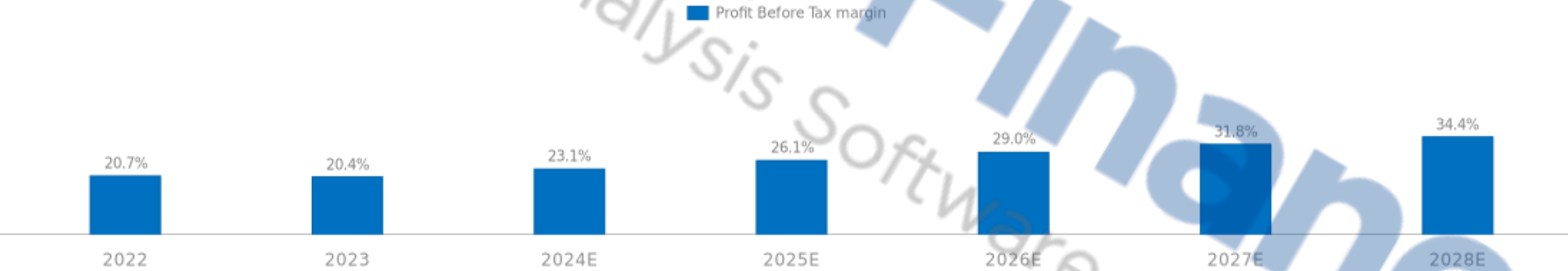


Profit Before Tax margin	2022	2023	2024E	2025E	2026E	2027E	2028E
Profit Before Tax/Sales	20.7%	▼ 20.4%	▲ 23.1%	▲ 26.1%	▲ 29.0%	▲ 31.8%	▲ 34.4%
	Good	Good	Good	Good	Good	Good	Good

Profit Before Tax margin measures how much revenue is converted into profits, before tax is deducted.



Profit Before Tax margin in 2023 was 20.4%, resulting from a Profit Before Tax of \$ 8,602,209 and Sales of \$ 42,245,789. The ratio remained virtually unchanged compared with the previous year, when it was 20.7% (an absolute variation of -0.3%).

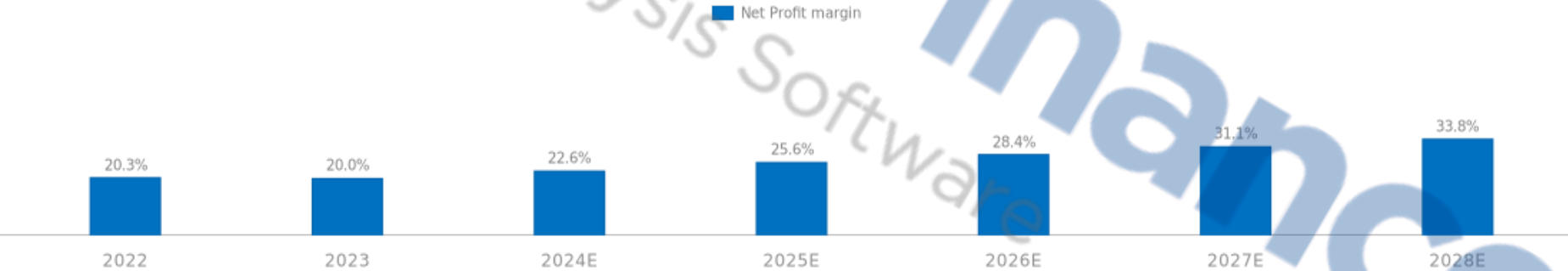


Net Profit margin	2022	2023	2024E	2025E	2026E	2027E	2028E
Profit (Loss)/Sales	20.3%	▼ 20.0%	▲ 22.6%	▲ 25.6%	▲ 28.4%	▲ 31.1%	▲ 33.8%
	Good	Good	Good	Good	Good	Good	Good

Net Profit margin is the percentage of revenue remaining after all expenses (operating, financial and tax) have been deducted from the company's total revenue. Therefore, the net profit margin measures the ability of the company to convert revenue into profits available for shareholders.

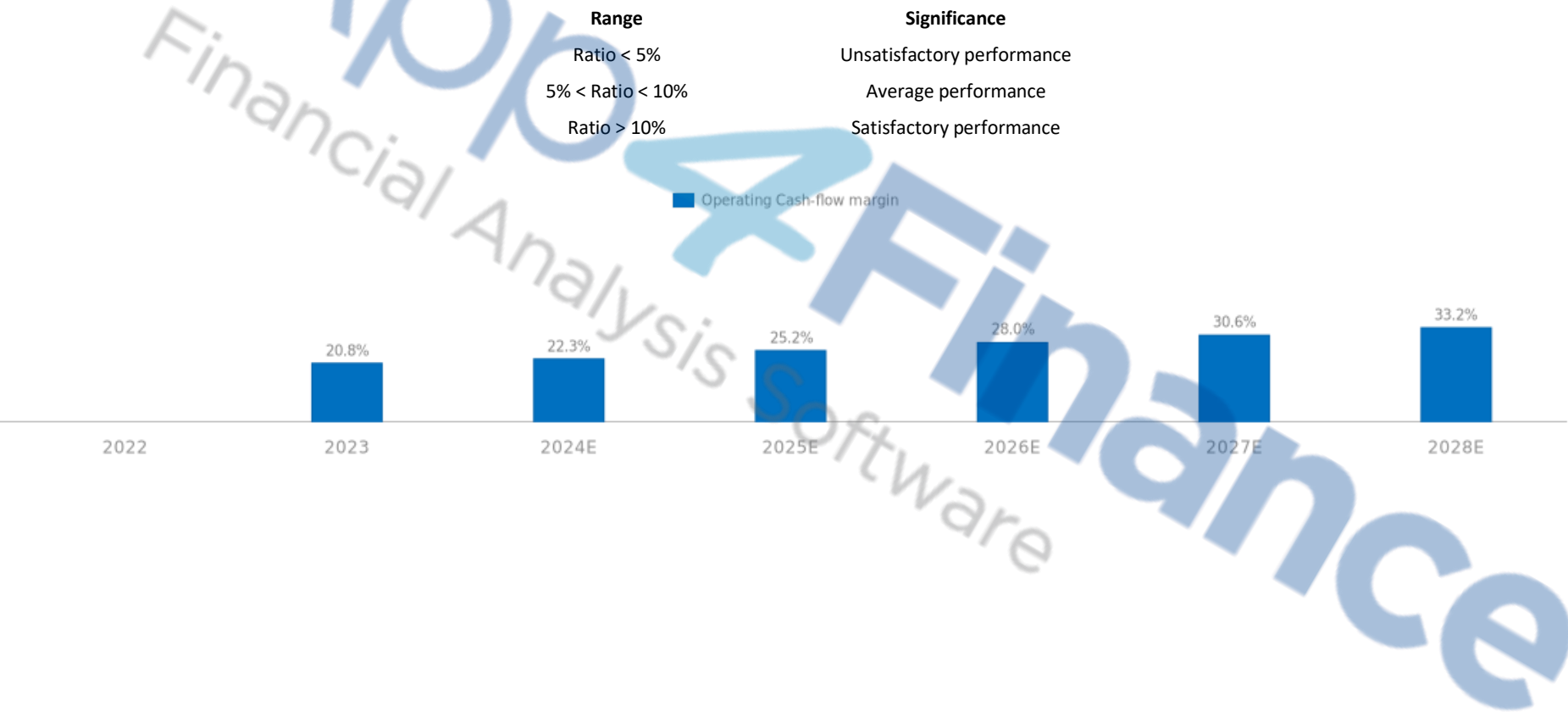


Net Profit margin in 2023 was 20.0%, resulting from a Net Profit of \$ 8,432,078 and Sales of \$ 42,245,789. The ratio remained virtually unchanged compared with the previous year, when it was 20.3% (an absolute variation of -0.3%).



Operating Cash-flow margin	2022	2023	2024E	2025E	2026E	2027E	2028E
Operating Cash-flow/Sales	n.a.	20.8%	▲ 22.3%	▲ 25.2%	▲ 28.0%	▲ 30.6%	▲ 33.2%
		Good	Good	Good	Good	Good	Good

Operating Cash-flow margin measures how much cash is generated from operating activities per unit of revenue.





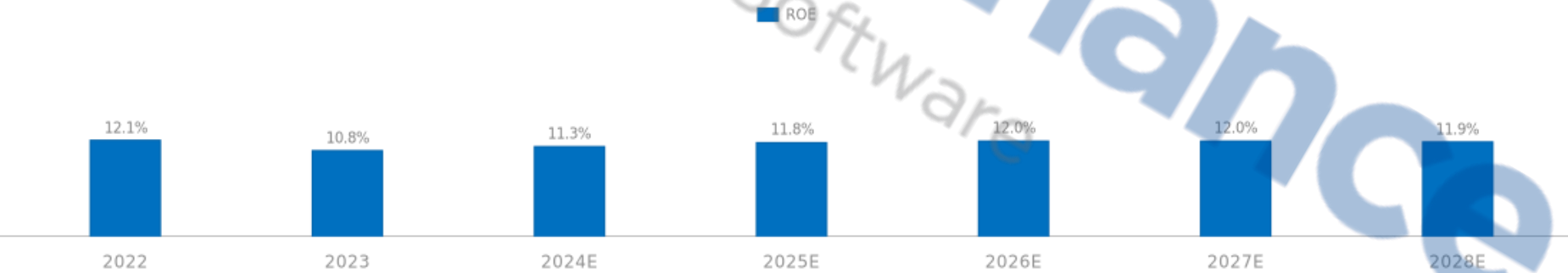
# Profitability Ratios

ROE	2022	2023	2024E	2025E	2026E	2027E	2028E
Profit attributable to Parent/Equity attributable to Parent	12.1%	▼ 10.8%	▲ 11.3%	▲ 11.8%	▲ 12.0%	◀▶ 12.0%	▼ 11.9%
	Average	Average	Average	Average	Average	Average	Average

Return on Equity measures the overall profitability of the Equity capital invested in the company and provides a benchmark to evaluate alternative investments.

Range	Significance
ROE < 7.5%	Unsatisfactory performance
7.5% < ROE < 15.0%	Average performance
ROE > 15.0%	Satisfactory performance

Return on Equity in 2023 was 10.8%, given by Net Profit of \$ 8,432,078 and book value of Equity of \$ 77,760,030. Such a ROE level is deemed to be less than satisfactory. ROE fell significantly (-1.2% absolute variation) compared with the previous year, when it was 12.1%. Such a change is mainly due to a significant increase in Equity, while Profit stayed roughly constant. Specifically, Profit changed from \$ 8,128,175 in 2022 to \$ 8,432,078 in 2023 (3.7% variation), while the book value of Equity increased from \$ 67,243,721 to \$ 77,760,030 (15.6% variation).

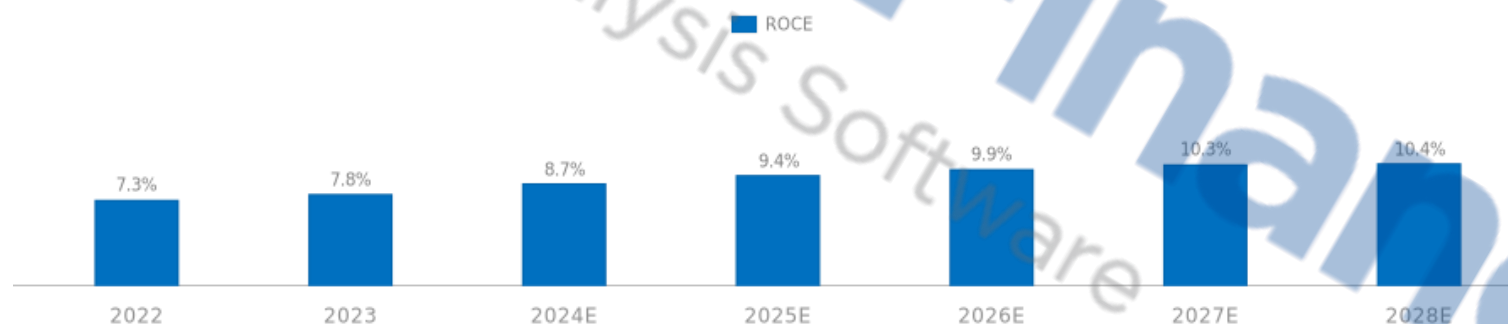


ROCE	2022	2023	2024E	2025E	2026E	2027E	2028E
EBIT/Capital Employed	7.3%	▲ 7.8%	▲ 8.7%	▲ 9.4%	▲ 9.9%	▲ 10.3%	▲ 10.4%
	Average	Average	Good	Good	Good	Good	Good

Return on Capital Employed (ROCE) is a financial ratio that measures the profitability of the ordinary business activities and its efficiency with respect to the amount of capital employed. Capital Employed is equal to Total Assets diminished by Current Liabilities.

Range	Significance
ROCE < 5.0%	Unsatisfactory performance
5.0% < ROCE < 8.0%	Average performance
ROCE > 8.0%	Satisfactory performance

Return on Capital Employed in 2023 was 7.8%, given by EBIT of \$ 8,747,284 and Capital Employed of \$ 112,327,078. Such a ROCE level is deemed to be less than satisfactory. ROCE was roughly unchanged (0.5% absolute variation) compared with the previous year, when it was 7.3%. Such a stable ROCE resulted despite a significant growth in both EBIT and Capital Employed. Specifically, EBIT increased from \$ 7,617,853 in 2022 to \$ 8,747,284 in 2023 (14.8% variation), while Capital Employed changed from \$ 104,148,249 to \$ 112,327,078 (7.9% variation).

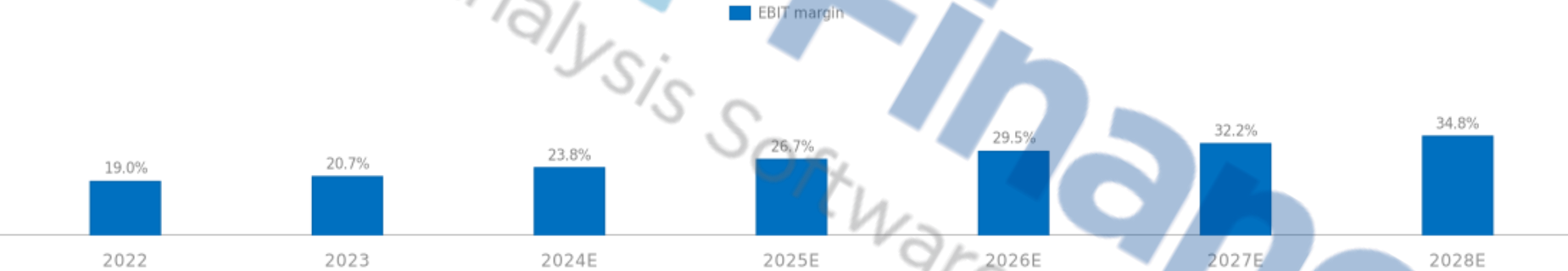


EBIT margin	2022	2023	2024E	2025E	2026E	2027E	2028E
EBIT/Sales	19.0%	▲ 20.7%	▲ 23.8%	▲ 26.7%	▲ 29.5%	▲ 32.2%	▲ 34.8%
	Good	Good	Good	Good	Good	Good	Good

EBIT margin reflects the company's commercial performance and measures the average profit per unit of revenue.

Range	Significance
Ratio < 5.0%	Unsatisfactory performance
5.0% < Ratio < 10.0%	Average performance
Ratio > 10.0%	Satisfactory performance

EBIT margin in 2023 was 20.7%, as the company collected \$ 42,245,789 in revenues and totaled a \$ 8,747,284 EBIT. Such a level of the ratio is deemed to be satisfactory. EBIT margin increased significantly (1.7% absolute variation) compared with the previous year, when it was 19.0%. Such a change resulted from a significant growth both in EBIT and Revenue and was caused by EBIT increasing at a higher rate over the period. Specifically, EBIT changed from \$ 7,617,853 in 2022 to \$ 8,747,284 in 2023 (14.8% increase), while Revenue increased from \$ 40,125,478 to \$ 42,245,789 (5.3% variation).

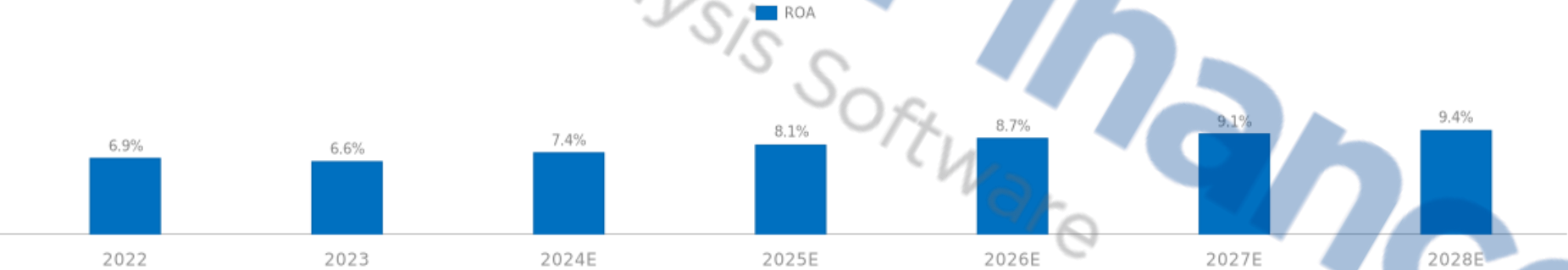


ROA	2022	2023	2024E	2025E	2026E	2027E	2028E
Net Profit/Total Assets	6.9%	▼ 6.6%	▲ 7.4%	▲ 8.1%	▲ 8.7%	▲ 9.1%	▲ 9.4%
	Good	Good	Good	Good	Good	Good	Good

Return on Assets measures the profitability of the company, based on the company's assets.

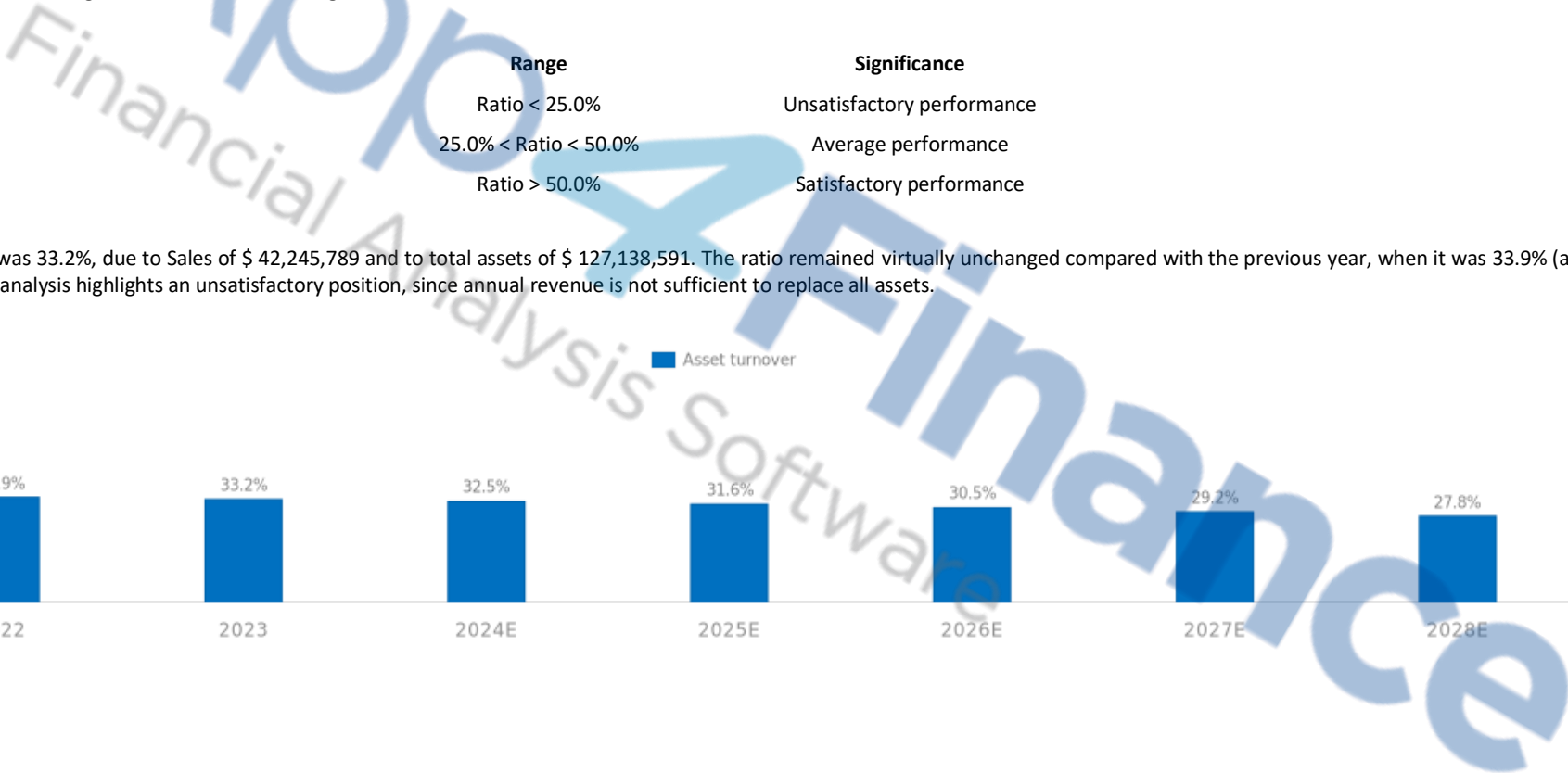


Return on Assets in 2023 was 6.6%, given by Net Profit of \$ 8,432,078 and Total Assets of \$ 127,138,591. Such a ROA level is deemed to be satisfactory. ROA was roughly unchanged (-0.2% absolute variation) compared with the previous year, when it was 6.9%. Such a stable ROA resulted from Net Profit staying roughly constant, while Assets grew significantly. Specifically, Net Profit changed from \$ 8,128,175 in 2022 to \$ 8,432,078 in 2023 (3.7% variation), while Total Assets increased from \$ 118,206,441 to \$ 127,138,591 (7.6% variation).



Asset turnover	2022	2023	2024E	2025E	2026E	2027E	2028E
Sales/Total Assets	33.9%	▼ 33.2%	▼ 32.5%	▼ 31.6%	▼ 30.5%	▼ 29.2%	▼ 27.8%
	Average	Average	Average	Average	Average	Average	Average

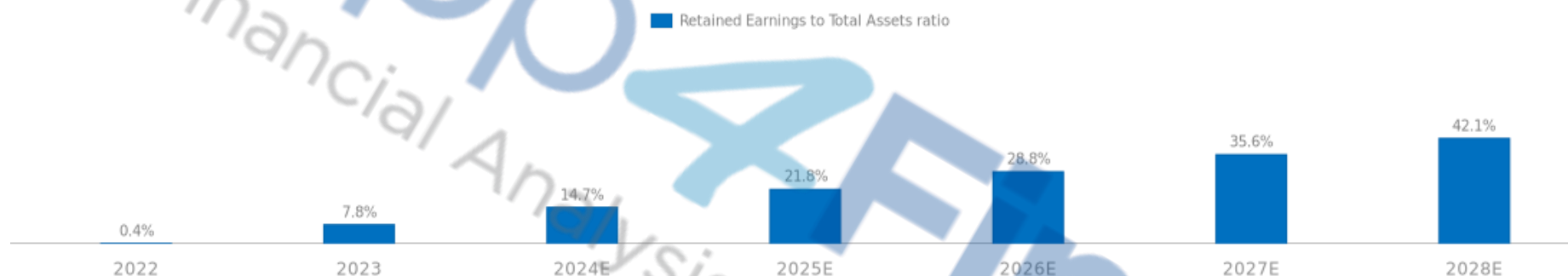
Asset turnover measures the firm's capacity to generate revenue per unit of asset invested. The Asset Turnover ratio is also one component of the ROE disaggregation (DuPont Analysis), the other two components being the profit margin and the financial leverage.



Asset turnover in 2023 was 33.2%, due to Sales of \$ 42,245,789 and to total assets of \$ 127,138,591. The ratio remained virtually unchanged compared with the previous year, when it was 33.9% (an absolute variation of -0.7%). The analysis highlights an unsatisfactory position, since annual revenue is not sufficient to replace all assets.

Retained Earnings to Total Assets ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Retained Earnings/Total Assets	0.4%	7.8%	14.7%	21.8%	28.8%	35.6%	42.1%

Retained Earnings is a balance sheet account which records the total amount of profits (or losses) made by a firm over its entire life, net of the dividends paid. The age of a firm is implicitly considered in this ratio. For example, a relatively young firm is likely to show a low RE/TA ratio because it has not had time to build up its cumulative profits. Retained Earnings to Total Assets measures the leverage of a firm because it refers to the company's ability to build up assets through retained earnings. The ratio in 2023 was 7.8% and increased by 7.3% compared with the previous year, when it amounted to 0.4%.



ROE breakdown (DuPont analysis)	2022	2023	2024E	2025E	2026E	2027E	2028E
ROE = Net Profit Margin x Asset turnover x Leverage ratio	12.1%	▼ 10.8%	▲ 11.3%	▲ 11.8%	▲ 12.0%	◀▶ 12.0%	▼ 11.9%
	Average	Average	Average	Average	Average	Average	Average

This breakdown, originally developed by the firm DuPont, is a financial tool that helps executives understand the relationships between profit, sales, total assets and financial leverage.

	ROE	Net Profit margin	Asset turnover	Leverage ratio
2022	12.1%	20.3%	33.9%	1.76
2023	10.8%	20.0%	33.2%	1.64
2024E	11.3%	22.6%	32.5%	1.54
2025E	11.8%	25.6%	31.6%	1.46
2026E	12.0%	28.4%	30.5%	1.38
2027E	12.0%	31.1%	29.2%	1.32
2028E	11.9%	33.8%	27.8%	1.27

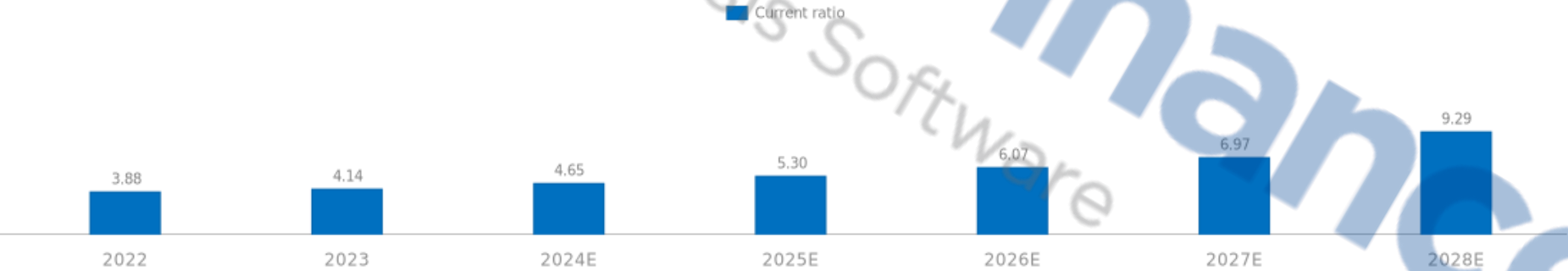
# Liquidity Analysis Ratios

Current ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Current Assets/Current Liabilities	3.88	▲ 4.14	▲ 4.65	▲ 5.30	▲ 6.07	▲ 6.97	▲ 9.29
	Good	Good	Good	Good	Good	Good	Good

Current ratio indicates the company's ability to cover its short-term liabilities using short-term assets (i.e. the assets that turn into cash quickly).

Range	Significance
Current ratio < 1.00	Critical position
1.00 < Current ratio < 1.50	Average position
Current ratio > 1.50	Good position

The Current Ratio in 2023 was 4.14 and was better than in the previous year, when it amounted to 3.88 (a 0.26 variation). Since Working Capital is the difference between current assets and current liabilities, a current ratio (or working capital ratio) greater than 2 means that the company has a significant amount of working capital. The analysis therefore highlights a satisfactory financial position, since current assets are more than sufficient to cover current liabilities.



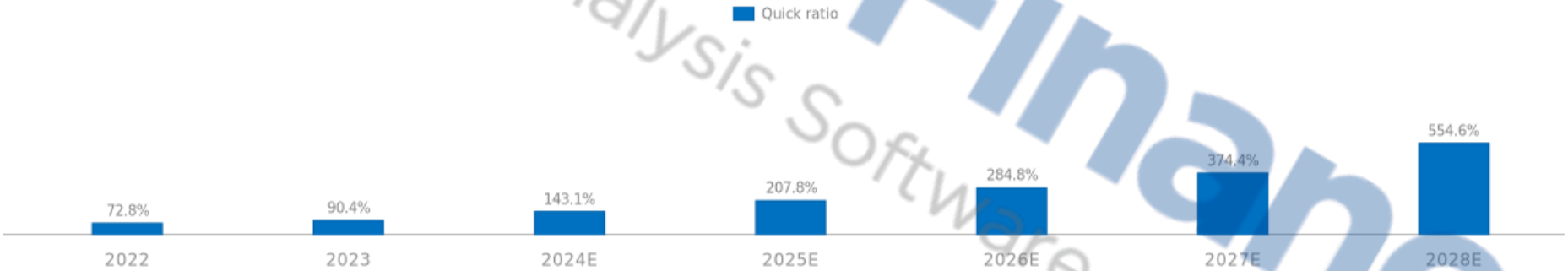


Quick ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
(Cash and Cash equivalents + Short-term Investments + Current Trade Receivables)/Current Liabilities	72.8%	▲ 90.4%	▲ 143.1%	▲ 207.8%	▲ 284.8%	▲ 374.4%	▲ 554.6%
	Average	Average	Good	Good	Good	Good	Good

Quick ratio measures the company's solvency with regard to short-term liabilities. Specifically, it measures whether the company's cash and equivalents and its trade and other receivables are sufficient to cover the short-term liabilities.

Range	Significance
Quick ratio < 60.0%	Critical position
60.0% < Quick ratio < 100.0%	Average position
Quick ratio > 100.0%	Good position

The Quick Ratio in 2023 was 90.4% and was better than in the previous year, when it amounted to 72.8% (a 17.6% variation). The analysis highlights a relatively stable financial position since cash, cash equivalents, trade and other receivables are sufficient to cover current liabilities.

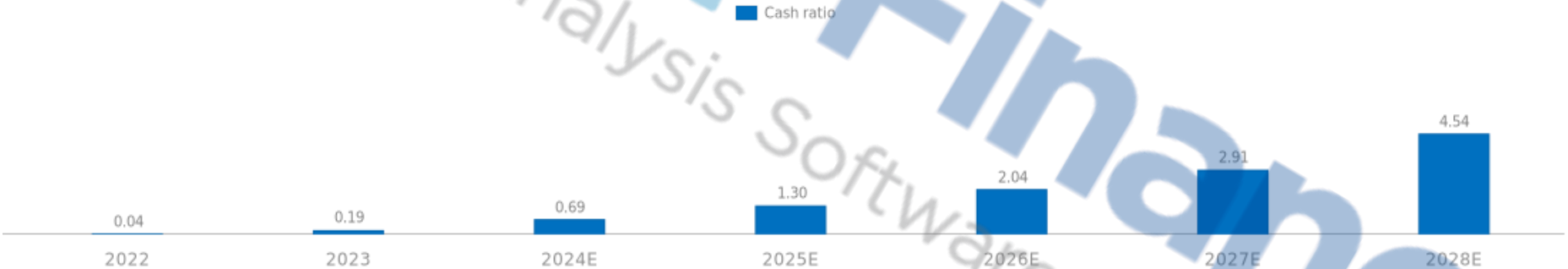


Cash ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Cash and Cash equivalents/Current Liabilities	0.04	▲ 0.19	▲ 0.69	▲ 1.30	▲ 2.04	▲ 2.91	▲ 4.54
	Poor	Poor	Average	Good	Good	Good	Good

Cash ratio is used to examine the company's liquidity. It is more conservative than the current ratio and the quick ratio, as it compares the amount of cash and cash equivalents with current liabilities.

Range	Significance
Ratio < 0.30	Critical position
0.30 < Ratio < 0.75	Satisfactory position
Ratio > 0.75	Very good position

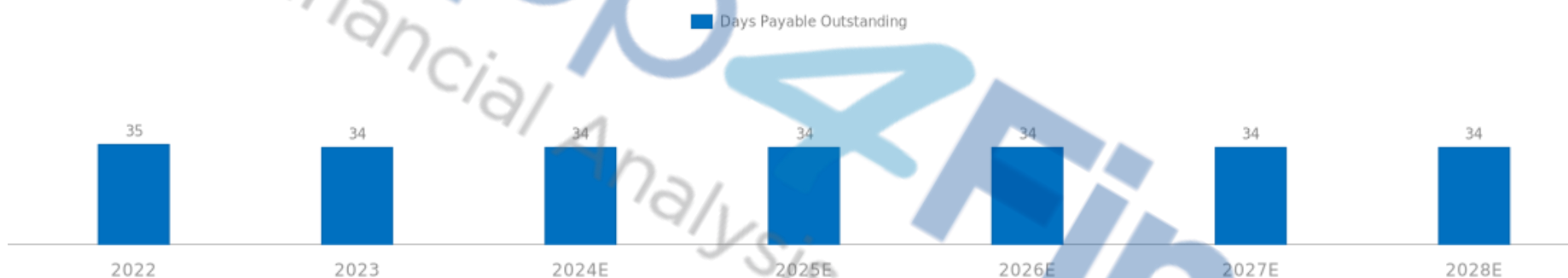
The Cash Ratio in 2023 was 0.19 and was better than in the previous year, when it amounted to 0.04 (a 0.15 variation). The analysis highlights a financial position which may be unbalanced, since cash, cash equivalents, trade and other receivables are not sufficient to cover current liabilities.



Days Payable Outstanding	2022	2023	2024E	2025E	2026E	2027E	2028E
Current Trade Payables/(1 + Sales Tax rate) /Cost of Sales * 365	35	▼ 34	◀▶ 34	◀▶ 34	◀▶ 34	◀▶ 34	◀▶ 34

DPO measures the average number of days a company takes to pay its suppliers and creditors for purchases made on credit.

Average days payables in 2023 amounted to 34, as the company incurred costs of sales amounting to \$ 28,888,207 and had current trade payables of \$ 3,024,563 at the end of the year. Such a performance was roughly unchanged compared with the previous year, when the company paid for its purchases after an average of 35 days.



Days Sales Outstanding	2022	2023	2024E	2025E	2026E	2027E	2028E
Current Trade Receivables/(1 + Sales Tax rate) /Revenue * 365	77	▲ 80	◀▶ 80	◀▶ 80	◀▶ 80	◀▶ 80	◀▶ 80

DSO indicates the average number of days it takes for a company to collect payments after a sale has been made.

Average days receivables in 2023 amounted to 80, as the company collected \$ 42,245,789 in revenues and had current trade receivables of \$ 10,403,343 at the end of the year. Such a performance was roughly unchanged compared to the previous year, when the company cashed in its invoices after an average of 77 days.



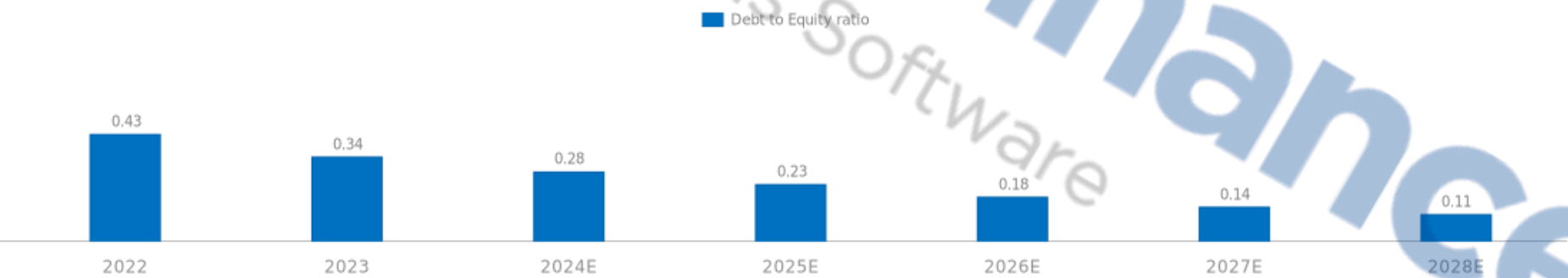
# Capital Structure Ratios

Debt to Equity ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Financial Debt/Equity*	0.43	▼ 0.34	▼ 0.28	▼ 0.23	▼ 0.18	▼ 0.14	▼ 0.11
	Average	Average	Good	Good	Good	Good	Good

Debt to Equity ratio compares the financial resources provided by debtholders with those provided by the shareholders. This ratio is used to monitor the company's financial risk.

Range	Significance
D/E < 0.30	Strong position
0.30 < D/E < 2.00	Average position
D/E > 2.00	Critical position

Debt to Equity ratio in 2023 was 0.34, resulting from Debt of \$ 26,805,818 and Equity of \$ 77,760,030. Such a Debt to Equity ratio level is well-balanced as far as the relationship between debt capital and Equity capital is concerned. D/E ratio was roughly unchanged (-0.09 absolute variation) compared with the previous year, when it was 0.43. Such a stable D/E ratio resulted despite a significant decline in Debt and a growth in Equity. Specifically, Debt dropped from \$ 29,214,228 in 2022 to \$ 26,805,818 in 2023 (-8.2% variation), while Equity increased from \$ 67,243,721 to \$ 77,760,030 (15.6% variation).



Net Debt to Equity ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Net Financial Debt/Equity*	0.43	▼ 0.31	▼ 0.17	▼ 0.03	NET DEBT < 0	NET DEBT < 0	NET DEBT < 0
	Average	Average	Average	Good	Good	Good	Good

Net Debt is defined as the borrowings of the reported entity (Total Liabilities) less cash and cash equivalents. The ratio compares the financial resources provided by debtholders with those provided by the shareholders. This ratio is used to monitor the company's financial risk.

Range	Significance
Net D/E < 0.15	Strong position
0.15 < Net D/E < 1	Average position
Net D/E > 1.00	Risky position

**NET DEBT < 0** Net Financial Debt is zero or negative, while Financial Debt is not.

The Net Debt to Equity ratio in 2023 was 0.31, resulting from Net Debt of \$ 24,065,562 and Equity of \$ 77,760,030. Such a level of the ratio is deemed to be unsatisfactory. Net Debt/Equity was roughly unchanged (-0.12 absolute variation) compared with the previous year, when it was 0.43. Such a stable Net Debt/Equity resulted despite a substantial decline in Net Debt and a growth in Equity. Specifically, Net Debt dropped from \$ 28,654,580 in 2022 to \$ 24,065,562 in 2023 (-16.0% variation), while Equity increased from \$ 67,243,721 to \$ 77,760,030 (15.6% variation).



Total Liabilities to Assets ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Total Liabilities/Total Assets	0.43	▼ 0.39	▼ 0.35	▼ 0.31	▼ 0.28	▼ 0.24	▼ 0.21
	Average	Average	Average	Average	Good	Good	Good

Total Liabilities to Assets ratio shows how much of company's assets consist of liabilities.

Range	Significance
Ratio < 0.30	Very good position
0.30 < Ratio < 0.60	Average position
Ratio > 0.60	Critical position

In 2023 Total Liabilities to Assets ratio was 0.39, given by Total Liabilities of \$ 49,378,561 and Assets totaling \$ 127,138,591. The company has a solid financial position, as the ratio shows that the value of the company's total assets is much higher than the value of the company's liabilities. The value of the ratio remained virtually unchanged compared with the previous year, when it amounted to 0.43 (a -0.04 absolute variation) .

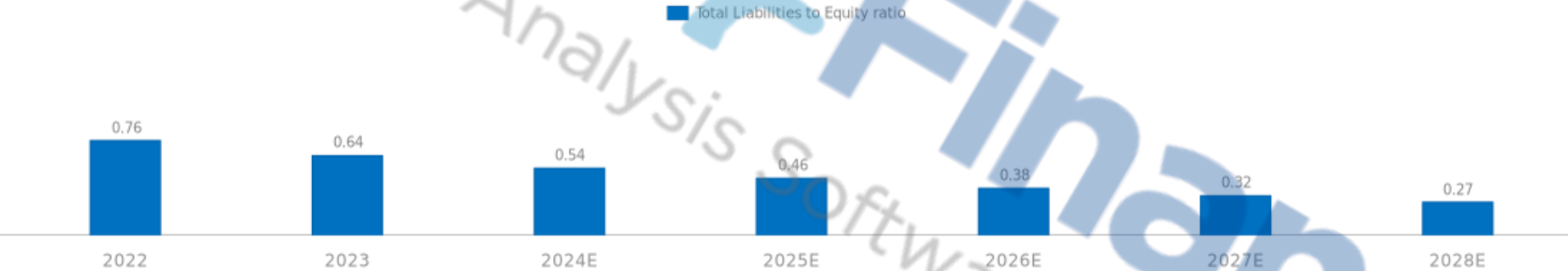


Total Liabilities to Equity ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Total Liabilities/Equity*	0.76	▼ 0.64	▼ 0.54	▼ 0.46	▼ 0.38	▼ 0.32	▼ 0.27
	Average	Average	Average	Average	Good	Good	Good

Total Liabilities to Equity ratio is a capital structure metric comparing the whole amount of the company's obligations to the book value of Equity.

Range	Significance
Ratio < 0.43	Very good position
0.43 < Ratio < 1.50	Average position
Ratio > 1.50	Critical position

Total Liabilities to Equity ratio in 2023 was 0.64, resulting from Total Liabilities of \$ 49,378,561 and Equity of \$ 77,760,030. Such a level of the ratio is deemed to be less than satisfactory. Liabilities on Equity ratio was roughly unchanged (-0.12 absolute variation) compared with the previous year, when it was 0.76. Such a stable ratio resulted despite a significant decline in Total Liabilities and a growth in Equity. Specifically, Total Liabilities dropped from \$ 50,962,720 in 2022 to \$ 49,378,561 in 2023 (-3.1% variation), while Equity increased from \$ 67,243,721 to \$ 77,760,030 (15.6% variation).



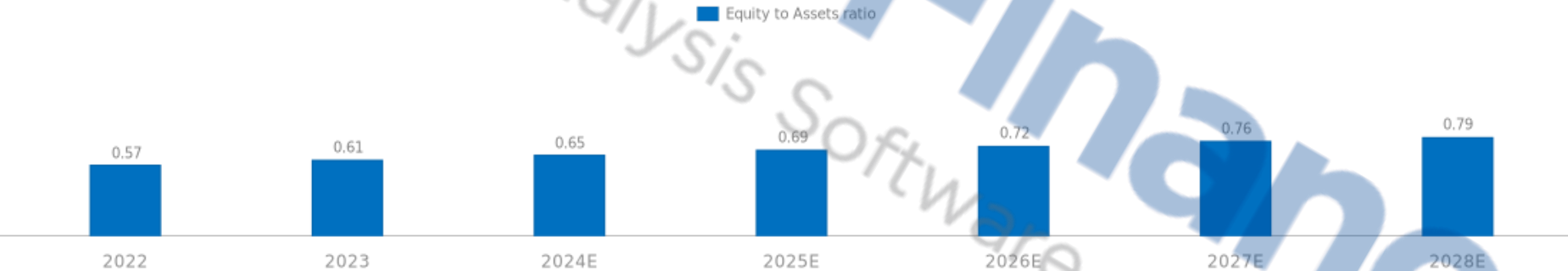


Equity to Assets ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Equity*/Total Assets	0.57	▲ 0.61	▲ 0.65	▲ 0.69	▲ 0.72	▲ 0.76	▲ 0.79
	Average	Average	Average	Average	Good	Good	Good

Equity to Assets ratio assesses the degree of financial independence, i.e. what percentage of total company's assets is financed by Equity. A low equity ratio is not necessarily bad, as it can contribute an increase in the Return on Equity (as long as the company earns a rate of return on assets that is greater than the interest rate paid to creditors).

Range	Significance
E/A < 0.40	Critical position
0.40 < E/A < 0.70	Average position
E/A > 0.70	Good position

Equity to Assets ratio in 2023 was 0.61, given by a book value of Equity of \$ 77,760,030 and Assets totaling \$ 127,138,591. The analysis highlights a quite satisfactory balance between Debt capital and Equity. E/A was roughly unchanged (0.04 absolute variation) compared with the previous year, when it was 0.57. Such a stable E/A resulted despite a significant growth in both Equity and Assets. Specifically, Equity increased from \$ 67,243,721 in 2022 to \$ 77,760,030 in 2023 (15.6% variation), while Assets changed from \$ 118,206,441 to \$ 127,138,591 (7.6% variation).

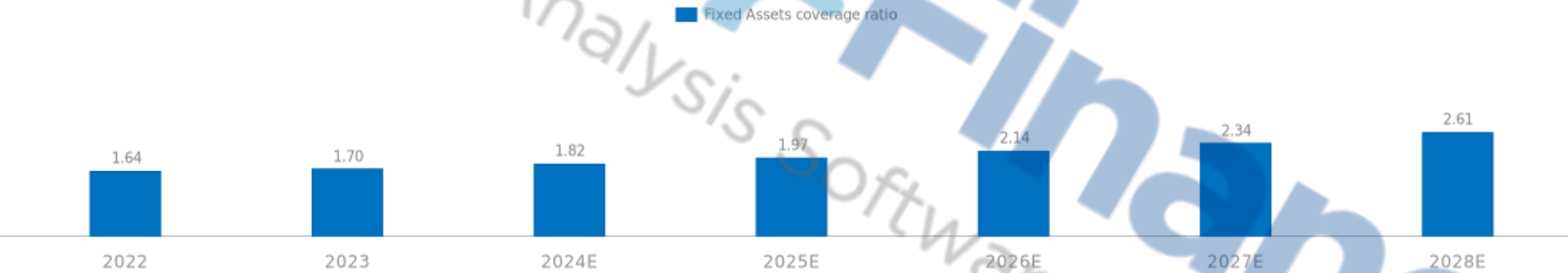


Fixed Assets coverage ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
(Equity* + Non-current Liabilities)/Non-current Assets	1.64	▲ 1.70	▲ 1.82	▲ 1.97	▲ 2.14	▲ 2.34	▲ 2.61
	Good	Good	Good	Good	Good	Good	Good

Fixed Assets Coverage ratio measures the company's ability to cover required investments in fixed assets by means of equity and debt.

Range	Significance
Ratio < 0.75	Unsatisfactory performance
0.75 < Ratio < 1.00	Average performance
Ratio > 1.00	Satisfactory performance

In 2023 Fixed Assets coverage ratio remained roughly unchanged, compared to the previous year, amounting to a value of 1.70. The analysis highlights a satisfactory financial position, as the ratio shows that non-current assets are entirely financed by long-term loans.

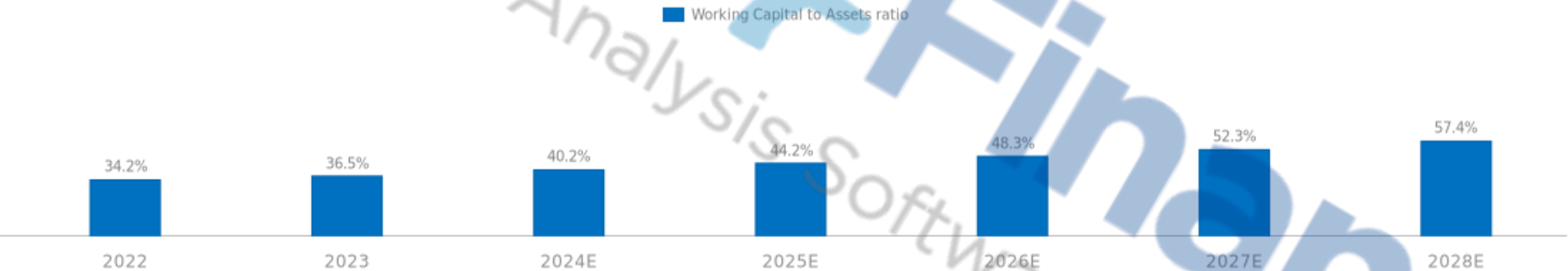


Working Capital to Assets ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Net Working Capital/Total Assets	34.2%	▲ 36.5%	▲ 40.2%	▲ 44.2%	▲ 48.3%	▲ 52.3%	▲ 57.4%
	Good	Good	Good	Good	Good	Good	Good

The Working Capital to Total Assets ratio compares the net liquid assets of the firm to Total Assets. Working Capital is the difference between current assets and current liabilities, so the Working Capital to Total Assets ratio determines the short-term company's solvency.

Range	Significance
Ratio < 15%	Unsatisfactory
0.0% < Ratio < 30.0%	Satisfactory
Ratio > 30.0%	Very Good

The Working Capital to Assets ratio in 2023 amounted to 36.5%, which was virtually unchanged compared with the previous year, when it was 34.2% (an absolute variation of 2.3%).

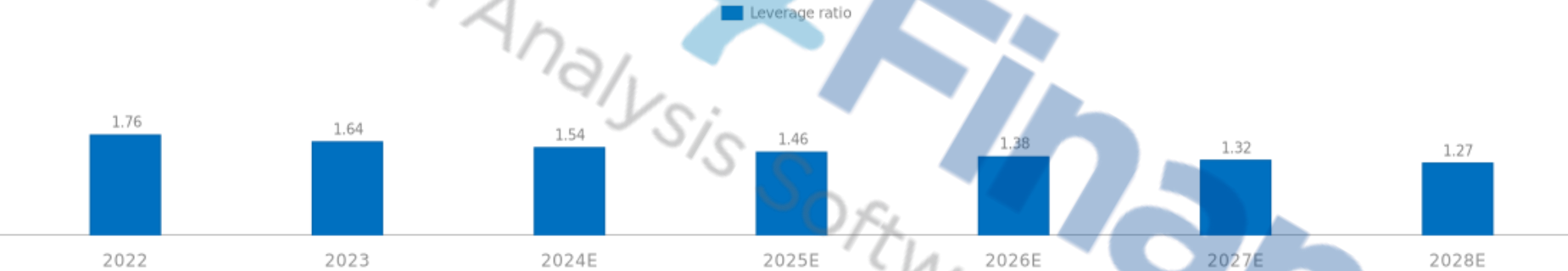


Leverage ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Total Assets/Equity*	1.76	▼ 1.64	▼ 1.54	▼ 1.46	▼ 1.38	▼ 1.32	▼ 1.27
	Average	Average	Average	Average	Good	Good	Good

Leverage ratio indicates a company's ability to make use of its borrowed capital to purchase assets. This ratio is an indicator of the company's financial leverage used to finance the firm.

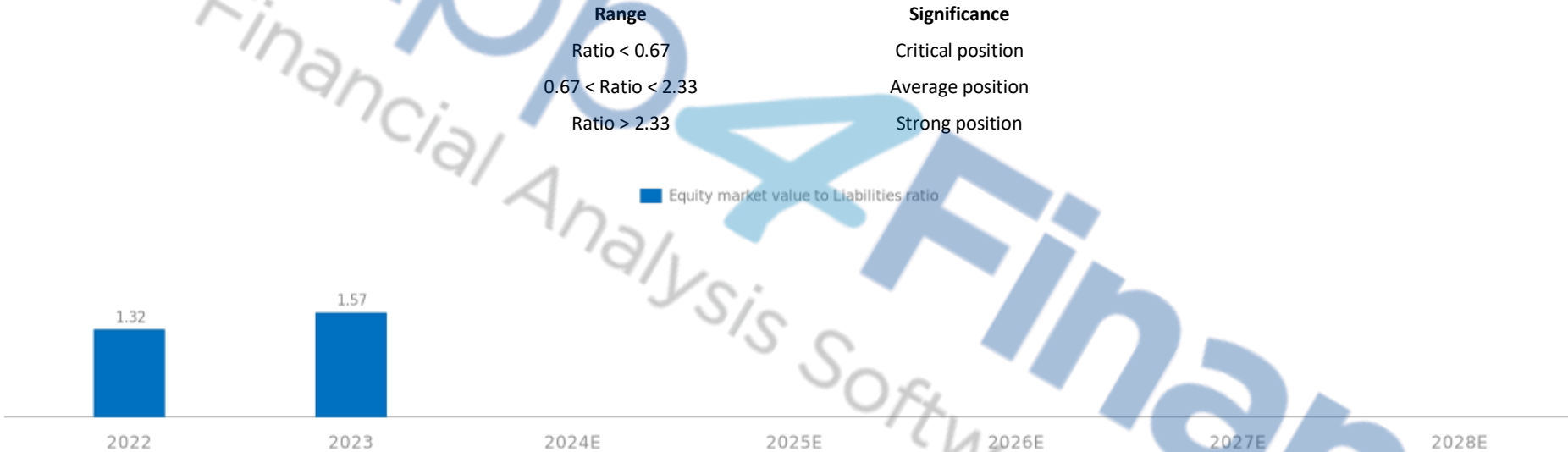
Range	Significance
Leverage < 1.43	Solid position
1.43 < Leverage < 2.50	Average position
Leverage > 2.50	Critical position

Leverage Ratio (A/E) in 2023 was 1.64, given by Assets totaling \$ 127,138,591 and a book value of Equity of \$ 77,760,030. The analysis highlights a quite satisfactory balance between Debt capital and Equity. Leverage ratio was roughly unchanged (-0.12 absolute variation) compared with the previous year, when it was 1.76. Such a stable ratio resulted despite a significant growth in both Assets and Equity. Specifically, Assets increased from \$ 118,206,441 in 2022 to \$ 127,138,591 in 2023 (7.6% variation), while Equity changed from \$ 67,243,721 to \$ 77,760,030 (15.6% variation).



Equity market value to Liabilities ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Market value of Equity/Total Liabilities	1.32	▲ 1.57	n.a.	n.a.	n.a.	n.a.	n.a.
	Average	Average					

In this application, if the Market value of Equity is unknown, it will be replaced by the book value of Equity attributable to the owners of the parent



\*Total Shareholders' Equity

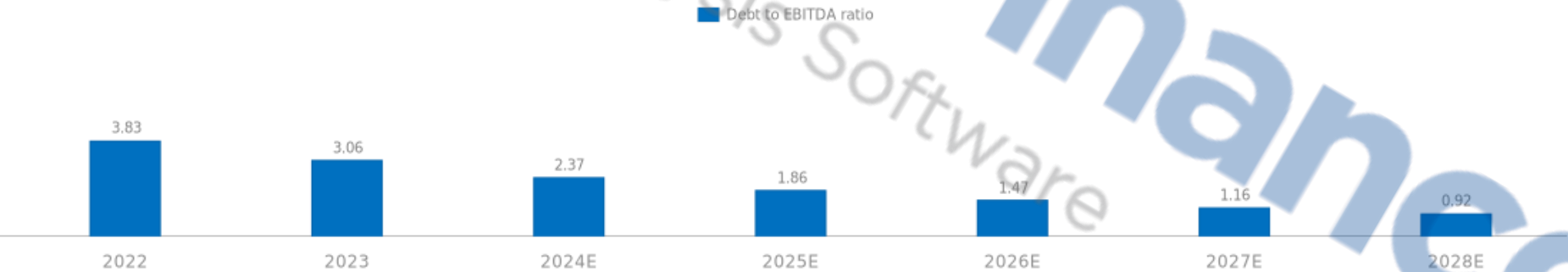
# Solvency Analysis Ratios

Debt to EBITDA ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Financial Debt/EBITDA	3.83	▼ 3.06	▼ 2.37	▼ 1.86	▼ 1.47	▼ 1.16	▼ 0.92
	Average	Average	Good	Good	Good	Good	Good

Debt to EBITDA ratio is a solvency indicator that is commonly used by credit rating agencies to assess the probability of defaulting on issued debt. It indicates the approximate time period required by a firm or business to pay off all financial debts.

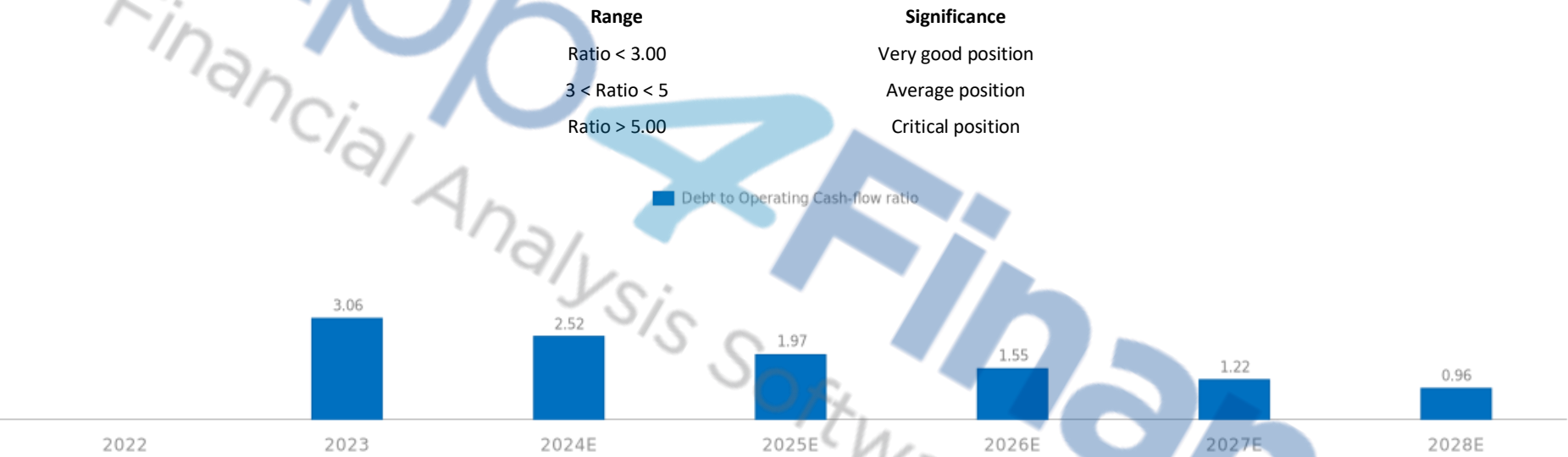
Range	Significance
Ratio < 3.00	Very good position
3 < Ratio < 5	Average position
Ratio > 5.00	Critical position

Debt to EBITDA ratio in 2023 was 3.06, resulting from Debt of \$ 26,805,818 and EBITDA of \$ 8,747,284. Such a Debt to EBITDA ratio level is deemed to be quite satisfactory. Debt to EBITDA ratio fell significantly (-0.77 absolute variation) compared with the previous year, when it was 3.83. The decline (an improvement of the ratio) was caused by a significant growth in EBITDA and a reduction in Debt. Specifically, Debt dropped from \$ 29,214,228 in 2022 to \$ 26,805,818 in 2023 (-8.2% variation), while EBITDA climbed from \$ 7,617,853 to \$ 8,747,284 14.8% variation).



Debt to Operating Cash-flow ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Financial Debt/Operating Cash-flow	n.a.	3.06	▼ 2.52	▼ 1.97	▼ 1.55	▼ 1.22	▼ 0.96
		Average	Good	Good	Good	Good	Good

Debt to Operating Cash-flow ratio is a solvency metrics that, differently from Debt to EBITDA ratio, takes into account the actual cash-flow generated by operating activities and compares it to the amount of financial liabilities.



Net Debt to EBITDA ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Net Financial Debt/EBITDA	3.76	▼ 2.75	▼ 1.39	▼ 0.27	NET DEBT < 0	NET DEBT < 0	NET DEBT < 0
	Average	Average	Good	Good	Good	Good	Good

Net Debt to EBITDA ratio is a solvency metric akin to Debt on EBITDA ratio. Unlike the aforementioned ratio, it takes into account the company's immediate liquidity, as it involves net financial debt, i.e. Debt minus cash and cash equivalents.

Range	Significance
Ratio < 1.50	Very good position
1.50 < Ratio < 4	Average position
Ratio > 4.00	Critical position

**NET DEBT < 0** Net Financial Debt is zero or negative, while Financial Debt is not.

The Net Debt to EBITDA ratio in 2023 was 2.75, resulting from Net Debt of \$ 24,065,562 and EBITDA of \$ 8,747,284. Such a level of the ratio is deemed to be unsatisfactory. Net Debt/EBITDA fell significantly (-1.0102994886717 absolute variation) compared with the previous year, when it was 3.76. The decline (an improvement of the ratio) was caused by a substantial growth in EBITDA and a reduction in Net Debt. Specifically, Net Debt dropped from \$ 28,654,580 in 2022 to \$ 24,065,562 in 2023 (-16.0% variation), while EBITDA climbed from \$ 7,617,853 to \$ 8,747,284 14.8% variation).



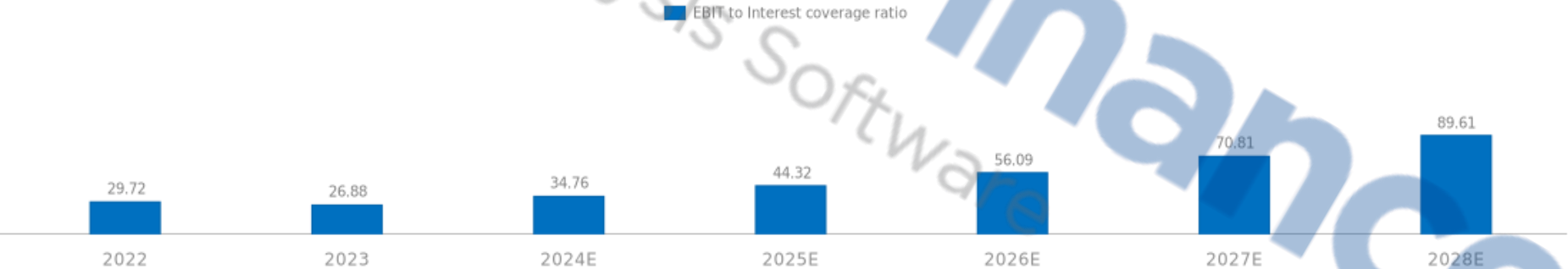


EBIT to Interest coverage ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
EBIT/Interest Expense	29.72	▼ 26.88	▲ 34.76	▲ 44.32	▲ 56.09	▲ 70.81	▲ 89.61
	Good	Good	Good	Good	Good	Good	Good

EBIT to Interest coverage ratio assesses the company's ability to cover its finance charges through its operating income.

Range	Significance
Ratio < 1.00	Financial tension
1.00 < Ratio < 3.00	Average position, to be controlled
Ratio > 3.00	Good position

EBIT to Interest coverage ratio in 2023 was 26.88, given by an EBIT of \$ 8,747,284 and finance charges of \$ 325,412. Such a level of the ratio is deemed to be very satisfactory, since operating activities are able to generate adequate income to pay the costs of debt service. EBIT on Interest Expense fell significantly (-2.84 absolute variation) compared with the previous year, when it was 29.72. Such a worsening resulted from a significant growth both in EBIT and interest expense and was due to interest expense increasing at a higher rate. Specifically, EBIT changed from \$ 7,617,853 in 2022 to \$ 8,747,284 in 2023 (14.8% increase), while interest expense changed from \$ 256,321 to \$ 325,412 (27.0% variation).

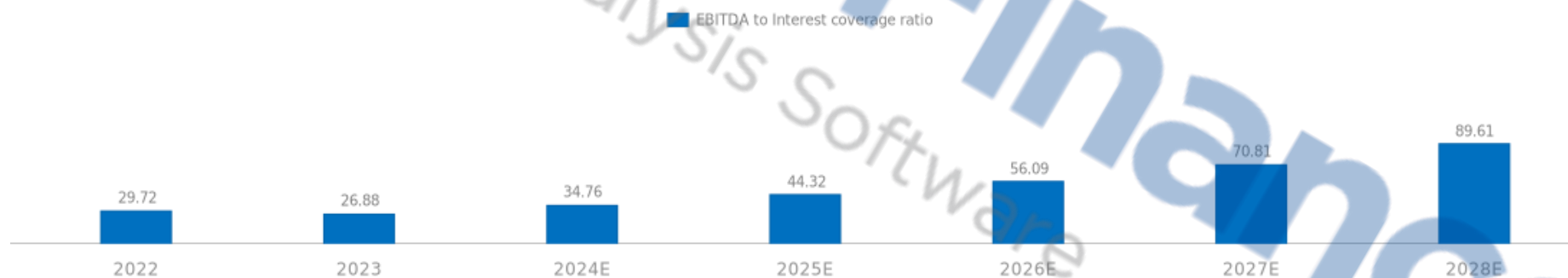


EBITDA to Interest coverage ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
EBITDA/Interest Expense	29.72	▼ 26.88	▲ 34.76	▲ 44.32	▲ 56.09	▲ 70.81	▲ 89.61
	Good	Good	Good	Good	Good	Good	Good

EBITDA to Interest Expense coverage ratio assesses the company's ability to cover its finance charges through its operating income, before depreciation and amortization expenses, and share of profit from associates.

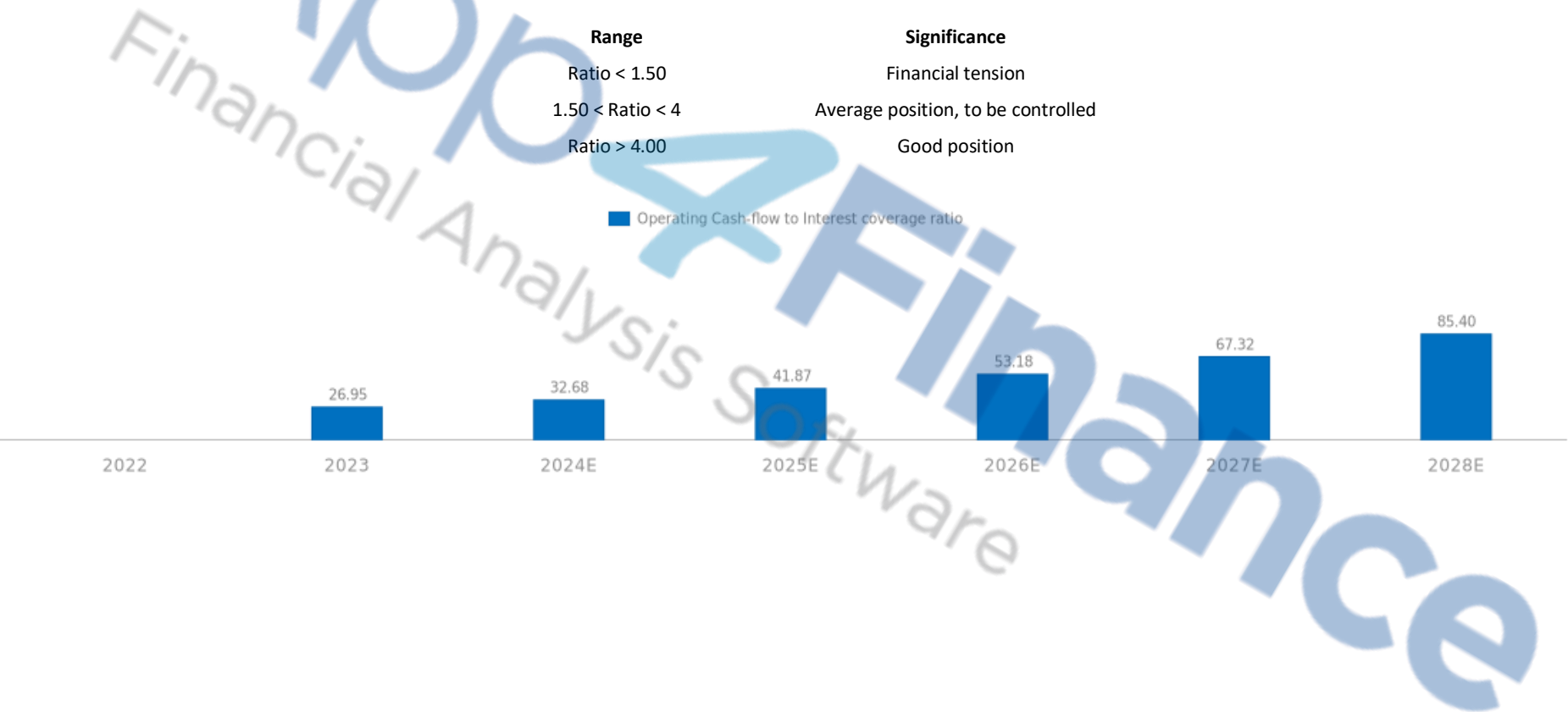
Range	Significance
Ratio < 1.50	Financial tension
1.50 < Ratio < 4	Average position, to be controlled
Ratio > 4.00	Good position

EBITDA to Interest coverage ratio in 2023 was 26.88, given by an EBITDA of \$ 8,747,284 and finance charges of \$ 325,412. Such a level of the ratio is deemed to be very satisfactory, since the income before interest, taxes, depreciation and amortization is more than adequate to pay the costs of debt service. The ratio can be conveniently reduced, increasing financial leverage, so to maximize return on equity for stockholders. EBITDA on Interest Expense fell significantly (-2.84 absolute variation) compared with the previous year, when it was 29.72. Such a worsening resulted from a significant growth both in EBITDA and interest expense and was due to interest expense increasing at a higher rate. Specifically, EBITDA changed from \$ 7,617,853 in 2022 to \$ 8,747,284 in 2023 (14.8% increase), while interest expense changed from \$ 256,321 to \$ 325,412 (27.0%% variation).



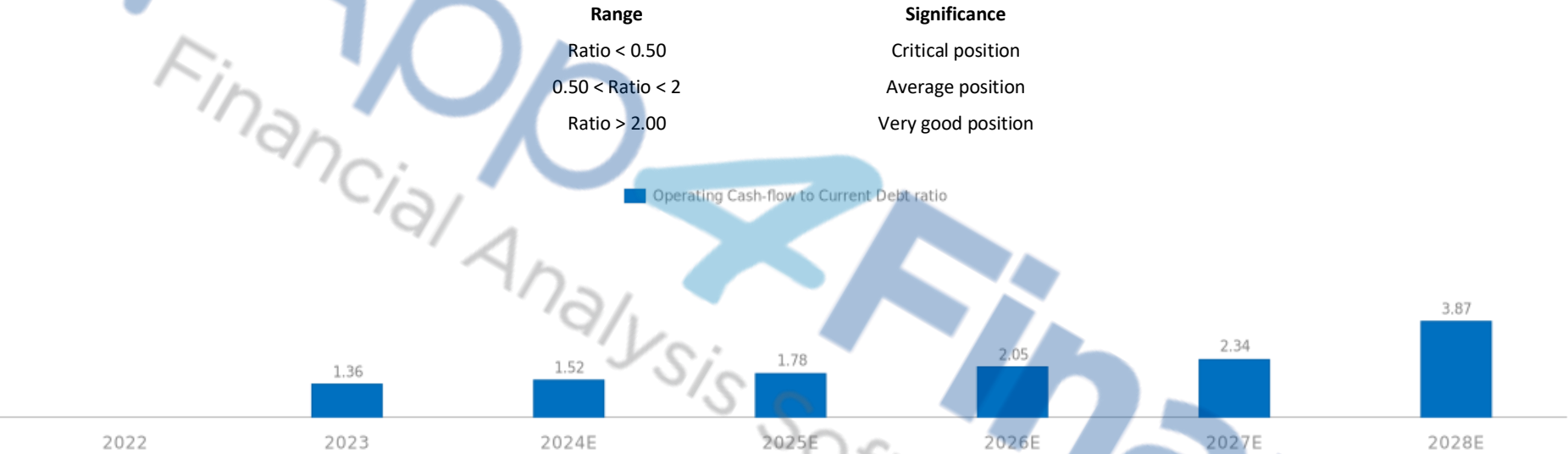
Operating Cash-flow to Interest coverage ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Operating Cash-flow/Interest Expense	n.a.	26.95	▲ 32.68	▲ 41.87	▲ 53.18	▲ 67.32	▲ 85.40
		Good	Good	Good	Good	Good	Good

Operating Cash-flow to Interest coverage ratio assesses the company's ability to cover its finance charges comparing interest expense to the actual cash amount generated by operating activities.



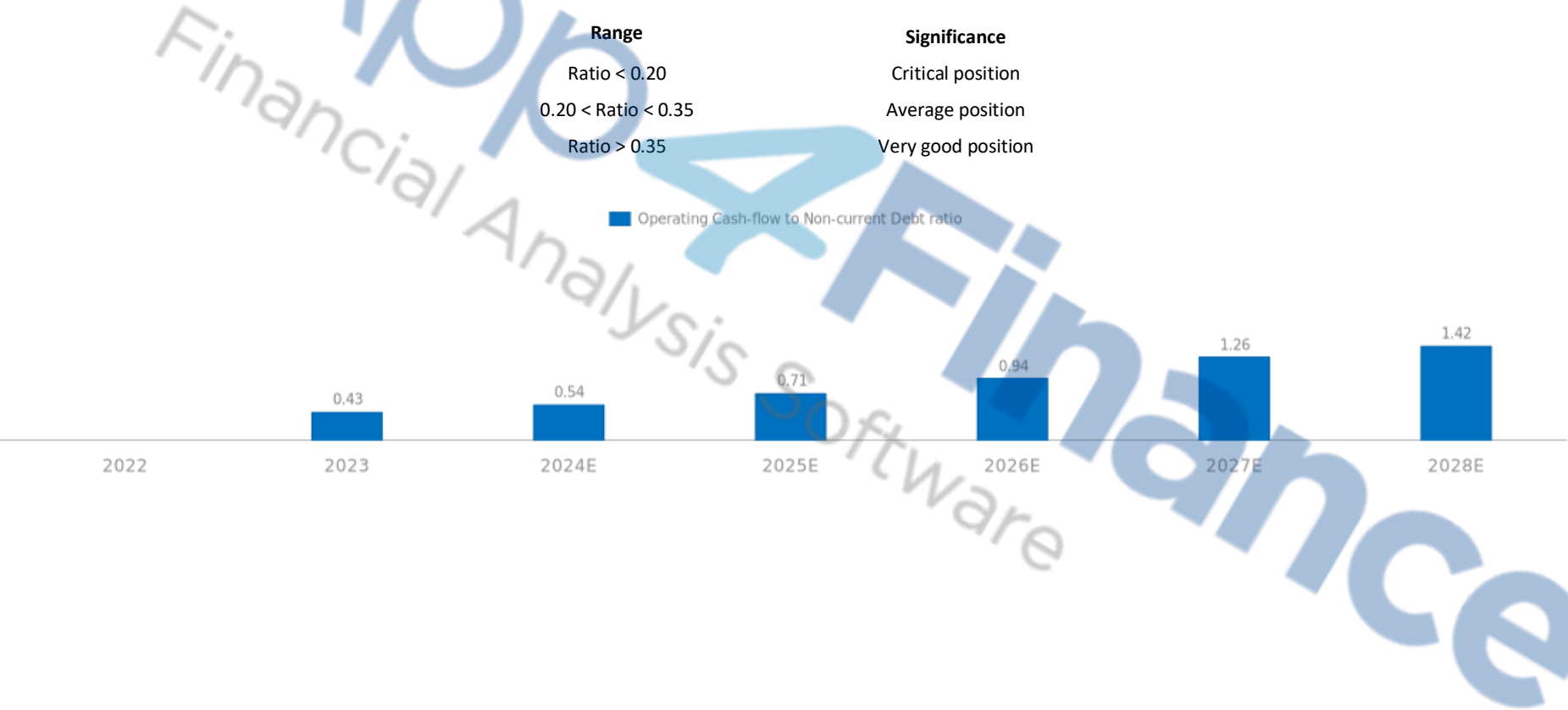
Operating Cash-flow to Current Debt ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Operating Cash-flow/Current Financial Liabilities	n.a.	1.36	▲ 1.52	▲ 1.78	▲ 2.05	▲ 2.34	▲ 3.87
		Average	Average	Average	Good	Good	Good

Operating Cash-flow to Current Debt ratio measure the company's ability to generate cash from operating activities in order to pay back its current financial debt.



Operating Cash-flow to Non-current Debt ratio	2022	2023	2024E	2025E	2026E	2027E	2028E
Operating Cash-flow/Non-current Financial Liabilities	n.a.	0.43	▲ 0.54	▲ 0.71	▲ 0.94	▲ 1.26	▲ 1.42
		Good	Good	Good	Good	Good	Good

Operating Cash-flow to Non-current Debt ratio measure the company's ability to generate cash from operating activities in order to pay back its non-current financial debt.



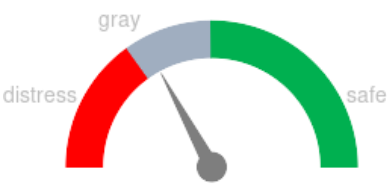
# Rating Analysis

## Altman's model

2023		
Altman's Z-score standard model	2.05	Gray zone
$Z = 1.2X1 + 1.4X2 + 3.3X3 + 0.6X4 + 0.999X5$		

Z-score is a financial metric developed by Edward I. Altman to predict the probability that a firm will undergo bankruptcy within the next few years. It is calculated as a linear combination of five common business ratios, weighted by coefficients. In this software, if the "Market value of the Equity" is unknown, it is replaced by the book value of Equity.

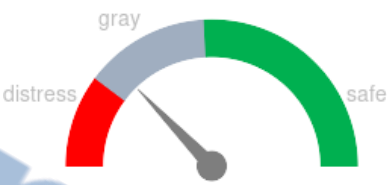
Altman Standard



2023		
Altman's Z-score for private firms	1.53	Gray zone
$Z = 0.717X1 + 0.847X2 + 3.10X3 + 0.420X4 + 0.998X5$		

In 2002, Altman advocated a revised Z-score formula for private companies, which uses different weights and the book value of Equity instead of the market capitalization. It is calculated as a linear combination of five common business ratios, weighted by different coefficients to the ones used in Altman's original Z-score.

Private Firms

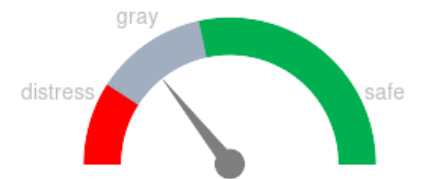


2023

Altman's Z-score for Nonmanufacturers	1.72	Gray zone
$Z = 1.2X_1 + 1.4X_2 + 3.3X_3 + 0.6X_4$		

Edward Altman originally developed the Z-score for manufacturers, primarily because those were the companies in his original sample. However, the emergence of large, public service companies prompted him to develop a second Z-score model for non-manufacturing companies. The formula remains essentially the same, except that it excludes the last component (Sales/Total Assets) because Altman wanted to minimize the effects of manufacturing-intensive asset turnover.

Nonmanufacturers

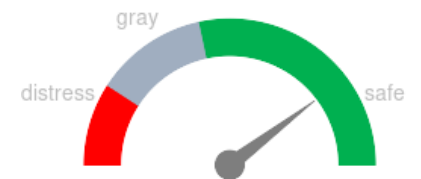


2023

Altman's Z-score for Emerging markets	4.76	Safe zone
$Z = 6.56X_1 + 3.26X_2 + 6.72X_3 + 1.05X_4$		

It is often impossible to build a model for emerging market countries, because of the of credit experience there. To solve this issue , Altman, Hartzell, and Peck modified the original Altman Z-score model, creating the emerging market scoring (EMS) model.

Emerging Markets







## Altman's score by year

	2022	2023	2024E	2025E	2026E	2027E	2028E
Altman's Z-score standard model	1.76	2.05	2.38	2.75	3.15	3.60	4.11
	Distress zone	Gray zone	Gray zone	Gray zone	Safe zone	Safe zone	Safe zone

Altman's Z-score is in the range of Gray zone but improved by 16.5%, compared with the previous year, when it amounted to a value of 1.76.

Altman's Z-score for private firms	1.34	1.53	1.76	2.00	2.27	2.57	2.91
	Gray zone	Gray zone	Gray zone	Gray zone	Gray zone	Gray zone	Safe zone

Altman's Z-score is in the range of Gray zone but improved by 14.3%, compared with the previous year, when it amounted to a value of 1.34.

Altman's Z-score for Nonmanufacturers	1.42	1.72	2.05	2.43	2.85	3.31	3.84
	Gray zone	Gray zone	Gray zone	Gray zone	Safe zone	Safe zone	Safe zone

Altman's Z-score for Non-manufacturers is in the range of Gray zone but improved by 20.9%, compared with the previous year, when it amounted to a value of 1.42.

Altman's Z-score for Emerging markets	4.08	4.76	5.58	6.48	7.45	8.50	9.71
	Safe zone	Safe zone	Safe zone	Safe zone	Safe zone	Safe zone	Safe zone

Altman's Z-score for emerging markets is in the range of Safe zone and improved by 16.8%, compared with the previous year, when it amounted to a value of 4.08.

# Rating Analysis

## Taffler's model

Variables		2022	2023	2024E	2025E	2026E	2027E	2028E
X1	Gross Profit/Current Liabilities	0.85	0.90	1.01	1.13	1.25	1.38	1.76
X2	Working Capital/Total Liabilities	0.79	0.94	1.15	1.41	1.74	2.16	2.72
X3	Current Liabilities/Total Assets	0.12	0.12	0.11	0.10	0.10	0.09	0.07
X4	Sales/Total Assets	0.34	0.33	0.33	0.32	0.30	0.29	0.28

Taffler's Z-score	2022	2023	2024E	2025E	2026E	2027E	2028E
Z = 0.53X1 + 0.13X2 + 0.18X3 + 0.16X4	0.63	0.67	0.76	0.85	0.96	1.08	1.34
	Safe zone	Safe zone	Safe zone	Safe zone	Safe zone	Safe zone	Safe zone
Change	n.a.	+6.8%	+12.4%	+12.4%	+12.4%	+12.3%	+24.9%

Range  
Z-score < 0.2  
0.2 < Z-score < 0.3  
Z-score > 0.3

Meaning  
Distress zone  
Gray zone  
Safe zone

Taffler's Z-score is in the range of Safe zone and improved by 6.8%, compared with the previous year, when it amounted to a value of 0.63.

Springate's model

Variables		2022	2023	2024E	2025E	2026E	2027E	2028E
X1	Working Capital/Total Assets	0.34	0.37	0.40	0.44	0.48	0.52	0.57
X2	EBIT/Total Assets	0.06	0.07	0.08	0.08	0.09	0.09	0.10
X3	Profit Before Tax/Current Liabilities	0.59	0.58	0.68	0.80	0.93	1.06	1.38
X4	Sales/Total Assets	0.34	0.33	0.33	0.32	0.30	0.29	0.28

Springate's Z-score		2022	2023	2024E	2025E	2026E	2027E	2028E
Z = 1.03X1 + 3.07X2 + 0.66X3 + 0.4X4		1.08	1.10	1.23	1.37	1.51	1.64	1.91
		Safe zone	Safe zone	Safe zone	Safe zone	Safe zone	Safe zone	Safe zone
Change		n.a.	+2.6%	▲+11.6%	▼+11.2%	▼+10.0%	▼+9.0%	▲+16.6%

Range

Z-score < 0.892

0.892 < Z-score < 0.900

Z-score > 0.900

Meaning

Failed

Critical zone

Safe zone

Springate's Z-score is in the range of Safe zone and remained virtually unchanged, compared with the previous year, when it amounted to a value of 1.08.

# Scenario Analysis

## Earnings

Scenario 001					
	2024E	2025E	2026E	2027E	2028E
	\$	\$	\$	\$	\$
Revenue	43,935,621	45,693,045	47,520,767	49,421,598	51,398,462
yoy %	+4.0%	+4.0%	+4.0%	+4.0%	+4.0%
Gross Profit	15,047,414	16,804,838	18,632,560	20,533,391	22,510,255
yoy %	+12.7%	+11.7%	+10.9%	+10.2%	+9.6%
EBITDA	10,437,116	12,194,540	14,022,262	15,923,093	17,899,957
yoy %	+19.3%	+16.8%	+15.0%	+13.6%	+12.4%
EBIT	10,437,116	12,194,540	14,022,262	15,923,093	17,899,957
yoy %	+19.3%	+16.8%	+15.0%	+13.6%	+12.4%
Net Profit (Loss)	9,936,353	11,683,655	13,499,864	15,387,736	17,350,137
yoy %	+17.8%	+17.6%	+15.5%	+14.0%	+12.8%

Scenario 2					
	2029E	2030E	2031E	2032E	2033E
	k	k	k	k	k
Revenue	64,963	74,708	85,914	98,801	113,621
yoy %	+10.0%	+15.0%	+15.0%	+15.0%	+15.0%
Gross Profit	25,411	31,902	39,184	47,342	56,470
yoy %	+16.2%	+25.5%	+22.8%	+20.8%	+19.3%
EBITDA	29,294	35,721	42,937	51,030	60,090
yoy %	+13.6%	+21.9%	+20.2%	+18.8%	+17.8%
EBIT	22,227	28,654	35,870	43,963	53,023
yoy %	+18.7%	+28.9%	+25.2%	+22.6%	+20.6%
Net Profit (Loss)	23,023	27,908	33,392	39,543	46,429
yoy %	+13.0%	+21.2%	+19.7%	+18.4%	+17.4%

## Financial Position

## Scenario 001

	2024E	2025E	2026E	2027E	2028E
	\$	\$	\$	\$	\$
Total Assets	135,004,699	144,618,110	156,047,729	169,365,220	184,645,112
Capital Employed	120,151,123	129,764,534	141,194,153	154,511,644	171,861,781
Equity	87,696,383	99,380,039	112,879,903	128,267,639	145,617,776
Financial Debt	24,735,573	22,665,328	20,595,083	18,524,838	16,454,593
Net Debt	14,545,342	3,294,466	-9,755,308	-24,674,950	-41,538,269

## Scenario 2

	2029E	2030E	2031E	2032E	2033E
	k	k	k	k	k
Total Assets	599,584	628,048	662,111	702,462	749,864
Capital Employed	592,447	620,355	653,747	693,290	739,718
Equity	558,725	586,633	620,025	659,568	705,996
Financial Debt	32,568	32,568	32,568	32,568	32,568
Net Debt	-524,870	-559,435	-599,446	-645,568	-698,536

## Working Capital & Cash Cycle

Scenario 001					
	2024E	2025E	2026E	2027E	2028E
	\$	\$	\$	\$	\$
Net Working Capital	54,260,725	63,874,136	75,303,755	88,621,246	105,971,383
Net Operating Working Capital (NOWC)	8,552,115	8,984,894	9,434,984	9,903,078	10,389,895
Days Inventory Outstanding	37	37	37	37	37
Days Sales Outstanding	80	80	80	80	80
Days Payable Outstanding	34	34	34	34	34
Cash Conversion Cycle	83	83	83	83	83

Scenario 2					
	2029E	2030E	2031E	2032E	2033E
	k	k	k	k	k
Net Working Capital	557,624	592,599	633,058	679,668	733,163
Net Operating Working Capital (NOWC)	186	596	1,044	1,532	2,060
Days Inventory Outstanding	15	15	15	15	15
Days Sales Outstanding	30	30	30	30	30
Days Payable Outstanding	60	60	60	60	60
Cash Conversion Cycle	-15	-15	-15	-15	-15

## Ratios

Scenario 001					
	2024E	2025E	2026E	2027E	2028E
ROA	7.4%	8.1%	8.7%	9.1%	9.4%
ROE	11.3%	11.8%	12.0%	12.0%	11.9%
ROCE	8.7%	9.4%	9.9%	10.3%	10.4%
EBIT margin	23.8%	26.7%	29.5%	32.2%	34.8%
Current ratio	4.65	5.30	6.07	6.97	9.29
Debt to Equity ratio	0.28	0.23	0.18	0.14	0.11
Leverage ratio	1.54	1.46	1.38	1.32	1.27
Debt to EBITDA ratio	2.37	1.86	1.47	1.16	0.92
EBIT to Interest coverage ratio	34.76	44.32	56.09	70.81	89.61
DSCR	4.14	4.91	5.73	6.60	7.52

Scenario 2					
	2029E	2030E	2031E	2032E	2033E

ROA	3.8%	4.4%	5.0%	5.6%	6.2%
ROE	4.1%	4.8%	5.4%	6.0%	6.6%
ROCE	3.8%	4.6%	5.5%	6.3%	7.2%
EBIT margin	34.2%	38.4%	41.8%	44.5%	46.7%
Current ratio	79.13	78.03	76.69	75.10	73.27
Debt to Equity ratio	0.06	0.06	0.05	0.05	0.05
Leverage ratio	1.07	1.07	1.07	1.07	1.06
Debt to EBITDA ratio	1.11	0.91	0.76	0.64	0.54
EBIT to Interest coverage ratio	INT. EXP. = 0	INT. EXP. = 0	INT. EXP. = 0	INT. EXP. = 0	INT. EXP. = 0
DSCR	NO DEBT SERV	NO DEBT SERV	NO DEBT SERV	NO DEBT SERV	NO DEBT SERV

## Cash-flows

### Scenario 001

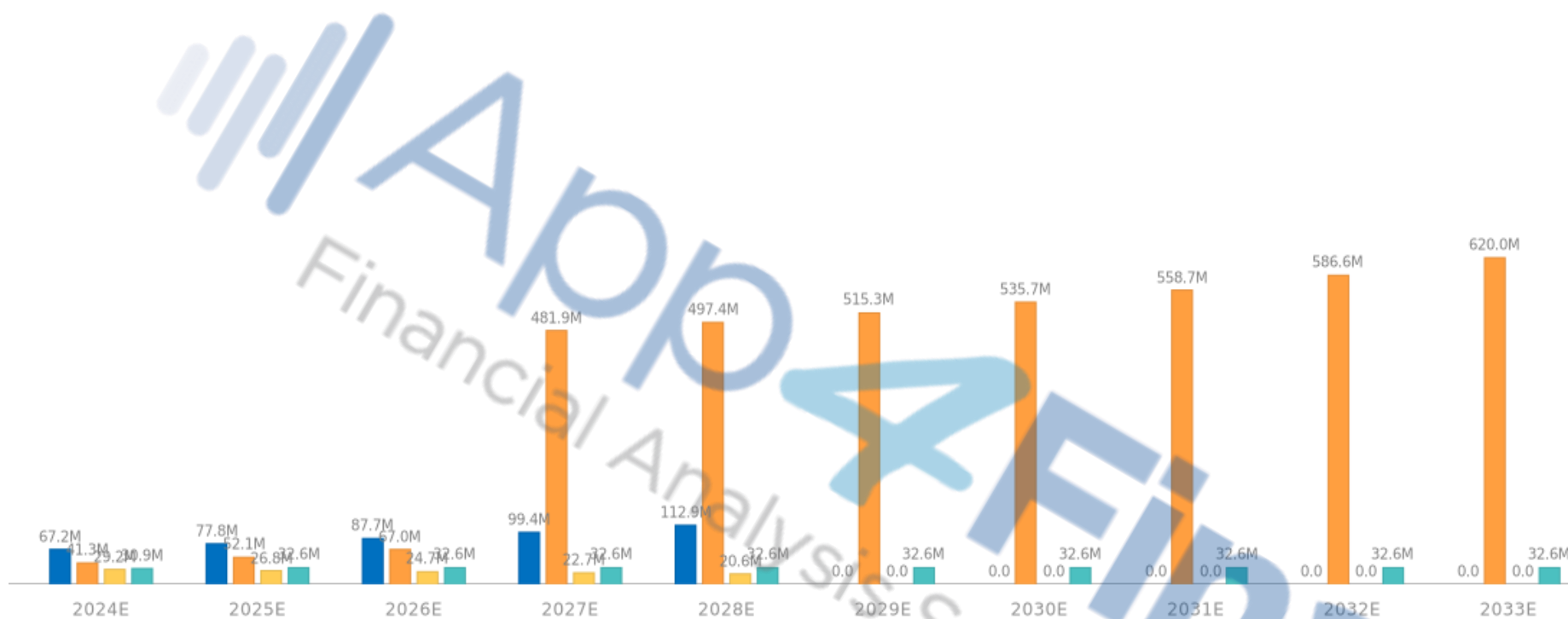
	2024E	2025E	2026E	2027E	2028E
	\$	\$	\$	\$	\$
FCFO	9,814,561	11,520,583	13,294,845	15,140,079	17,059,121
FCFF	9,814,561	11,520,583	13,294,845	15,140,079	17,059,121
Cash and Cash Equivalents	10,190,231	19,370,862	30,350,391	43,199,788	57,992,862
Operating Cash-flow margin	22.3%	25.2%	28.0%	30.6%	33.2%
Debt to Operating Cash-flow ratio	2.52	1.97	1.55	1.22	0.96
Operating Cash-flow to Interest coverage ratio	32.68	41.87	53.18	67.32	85.40

### Scenario 2

	2029E	2030E	2031E	2032E	2033E
	k	k	k	k	k
FCFO	29,132	33,804	39,251	45,362	52,208
FCFF	29,132	33,804	39,251	45,362	52,208
Cash and Cash Equivalents	557,438	592,003	632,014	678,136	731,104
Operating Cash-flow margin	44.8%	45.2%	45.7%	45.9%	45.9%
Debt to Operating Cash-flow ratio	1.12	0.96	0.83	0.72	0.62
Operating Cash-flow to Interest coverage ratio	INT. EXP. = 0	INT. EXP. = 0	INT. EXP. = 0	INT. EXP. = 0	INT. EXP. = 0



Equity (Scenario 001) Equity (Scenario 2) Financial Debt (Scenario 001) Financial Debt (Scenario 2)



## Methodology

If not otherwise specified, the value of Equity mentioned in these notes refers to Total Shareholders' Equity. Operating Cash-flow and Free Cash-flow from Operations (FCFO) indicate the same quantity.

### Reclassified Financials

<b>Net Working Capital</b>	Current Assets - Current Liabilities
<b>Net Operating Working Capital</b>	Current Operating Assets - Current Operating Liabilities
<b>Capital Employed</b>	Total Assets - Current Liabilities
<b>Financial Debt</b>	Short-term Debt + Long-term Debt + Finance Lease
<b>Net Financial Debt</b>	Financial Debt - Cash and Cash Equivalents
<b>Gross Profit</b>	Revenue - Cost of Sales
<b>Operating Expenses</b>	Total Operating Expense
<b>Other Income and (Expense)</b>	Other Income - Other Expense
<b>EBIT</b>	Gross Profit - Operating Expenses + Other Operating Income
<b>EBITDA</b>	EBIT + Depreciation and Amortization

## Ratios and other indexes

Gross Profit margin	Gross Profit/Sales
EBITDA margin	EBITDA/Sales
Profit Before Tax margin	Profit Before Tax/Sales
Net Profit margin	Profit (Loss)/Sales
Operating Cash-flow margin	Operating Cash-flow/Sales
Revenue per Employee	Sales/Number of employees
ROE	Profit attributable to Parent/Equity attributable to Parent
ROCE	EBIT/Capital Employed
EBIT margin	EBIT/Sales
ROA	Net Profit/Total Assets
Asset turnover	Sales/Total Assets
Retained Earnings to Total Assets ratio	Retained Earnings/Total Assets
Current ratio	Current Assets/Current Liabilities
Quick ratio	(Cash and Cash equivalents + Short-term Investments + Current Trade Receivables)/Current Liabilities
Cash ratio	Cash and Cash equivalents/Current Liabilities
Operating Cash-flow ratio	Operating Cash-flow/Current Liabilities
NOWC to Sales ratio	Net Operating Working Capital/Sales
Short-term Financial Balance	Net Operating Working Capital - Net Short-term Debt
Days Payable Outstanding	Current Trade Payables/(1 + Sales Tax rate) /Cost of Sales * 365
Days Sales Outstanding	Current Trade Receivables/(1 + Sales Tax rate) /Revenue * 365
Debt to Equity ratio	Financial Debt/Equity
Net Debt to Equity ratio	Net Financial Debt/Equity
Non-current Debt to Equity ratio	Non-current Financial Liabilities/Equity
Total Liabilities to Assets ratio	Total Liabilities/Total Assets
Total Liabilities to Equity ratio	Total Liabilities/Equity
Equity to Assets ratio	Equity/Total Assets
Equity to Fixed Assets ratio	Equity/Non-current Assets
Fixed Assets coverage ratio	(Equity + Non-current Liabilities)/Non-current Assets
Working Capital to Assets ratio	Net Working Capital/Total Assets

<b>Leverage ratio</b>	Total Assets/Equity
<b>Debt to Total Liabilities ratio</b>	Financial Debt/Total Liabilities
<b>Debt Yield ratio</b>	EBIT/Long-term Debt + Finance Lease
<b>Equity market value to Liabilities ratio</b>	Market value of Equity/Total Liabilities
<b>Debt to EBITDA ratio</b>	Financial Debt/EBITDA
<b>Debt to Operating Cash-flow ratio</b>	Financial Debt/Operating Cash-flow
<b>Net Debt to EBITDA ratio</b>	Net Financial Debt/EBITDA
<b>EBIT to Interest coverage ratio</b>	EBIT/Interest Expense
<b>EBITDA to Interest coverage ratio</b>	EBITDA/Interest Expense
<b>Interest Expense to Debt ratio</b>	Interest Expense/Financial Debt
<b>Operating Cash-flow to Interest coverage ratio</b>	Operating Cash-flow/Interest Expense
<b>Operating Cash-flow to Current Debt ratio</b>	Operating Cash-flow/Current Financial Liabilities
<b>Operating Cash-flow to Non-current Debt ratio</b>	Operating Cash-flow/Non-current Financial Liabilities

## Abbreviations

<b>ASSETS = 0</b>	Total Assets is zero
<b>NCA = 0</b>	Total Non-current Assets is zero
<b>NOWC &lt; 0</b>	Net Operating Working Capital is zero or negative
<b>CE &lt; 0</b>	Capital Employed is zero or negative
<b>EQUITY &lt; 0</b>	Equity book value is zero or negative
<b>LIAB'S = 0</b>	Total Liabilities is zero
<b>CL = 0</b>	Current Liabilities is zero
<b>DEBT = 0</b>	Financial debt is zero
<b>NET DEBT &lt; 0</b>	Net Financial Debt is zero or negative, while Financial Debt is not.
<b>CD = 0</b>	Current Financial Debt is zero
<b>NCD = 0</b>	Non-current Financial Debt is zero
<b>SALES = 0</b>	The company did not collect any revenue
<b>EBITDA &lt; 0</b>	EBITDA is zero or negative
<b>EBIT &lt; 0</b>	EBIT is zero or negative
<b>INT. EXP. = 0</b>	No Finance Charges. The company did not incur any interest expense.
<b>FCFO &lt; 0</b>	Operating Cash-flow is zero or negative
<b>DSCF &lt; 0</b>	Cash-flow available for Debt Service is zero or negative