



ARGUMENTS FOR THE ESTABLISHMENT OF THE INCOME AND EXPENDITURE BUDGET FOR 2023

1. Income

The revenue estimate for 2023 has been made taking into account the achievements of the previous year, the potential of the company and the current situation of the insurance market in our country.

During 2022 Transilvania Broker de Asigurare brokered premiums worth 795 million lei, with an average commission of 16.3%, resulting in a turnover of about 130 million lei.

For 2023, we forecast an increase in the volume of premiums collected by about 25%, up to 1 billion lei, as well as a decrease in the average commission to 15%, so that the turnover will be around 150 million lei.

2. Expenditure

Total expenses will be around 136 million lei, an increase of about 17% compared to the previous year, the most important increases being in the chapters "expenses with commissions of brokerage assistants" and "personnel expenses",

3. Profit

This will result in a gross profit for 2023 of about 14 million lei, which means, after tax, a net profit of about 12 million lei, an increase of about 5% compared to 2022.