

## Measures to improve gross profit and reduce overdue payments

thousand RON

Crt. No.	Measures	Deadline	Provisions for the previous year		2020		2021		2022	
			Preliminary 2019		Influences (+/-)		Influences (+/-)		Influences (+/-)	
			Gross Profit	Overdue payments	Gross Profit	Overdue payments	Gross Profit	Overdue payments	Gross Profit	Overdue payments
0	1	2	3	4	5	6	7	8	9	10
<b>Pct. I</b>	<b>Measures to improve gross profit and reduce overdue payments</b>									
1	Measure 1: Increase of revenues from the sale of products as a result of budgeting the mix of electricity sales at a higher average price than the one achieved in the previous year	31.12.2020	X	X	179,997	X	-	X	-	X
2	Measure 2: The decrease of the expenses regarding the ANRE contribution according to the provisions of GEO 1/2020 and of the ANRE Order no. 1/2020	31.12.2020	X	X	39,941	X	-	X	-	X
3	Measure 3: Maintaining the operational strategy and adjusting with the inflation index of the previous year's budget proposal	2021-2022	X	X	-	X	14,981	X	14,659	X
4	Measure 4: Reduction of expenses regarding the provisions for litigation	31.12.2020	X	X	39,624	X	-	X	-	X
5	Measure 5: Reduction of expenses with sponsorship within the limit of ducibility provided by the Fiscal Code	31.12.2020	X	X	839	X	-	X	-	X
6	Measure 6: Increase of other revenues	31.12.2020	X	X	2,987	X	-	X	-	X
	<b>Total Pct. I</b>	-	X	X	<b>260,400</b>	X	<b>14,981</b>	X	<b>14,659</b>	X
<b>Pct. II</b>	<b>Causes that diminish the effect of the measures provided for in Pct. I</b>									
1	Case 1: The decrease of the financial income according to the evolution of the predicted exchange rate	31.12.2020	X	X	- 8,334	X	-	X	-	X
2	Case 2: Increase of the expenses regarding the purchase of electricity for the planned and unplanned stops	31.12.2020	X	X	- 34,392	X	-	X	-	X
3	Case 3: Increase of personnel expenses, in compliance with the provisions of Law no. 5/2020 of the state budget for 2020	31.12.2020	X	X	- 42,411	X	-	X	-	X
4	Case 4: Increased expenditure on raw materials, mainly price increases for the purchase and processing of uranium	31.12.2020	X	X	- 32,037	X	-	X	-	X
5	Case 5: Increased expenses with services provided by third parties	31.12.2020	X	X	- 69,954	X	-	X	-	X
6	Case 6: Increased depreciation expense	31.12.2020	X	X	- 17,332	X	-	X	-	X
7	Case 7: The increase of the balancing market expenses taking into account the new legislative proposals related to the balancing market price	31.12.2020	X	X	- 27,750	X	-	X	-	X
9	Case 8: Increasing other operating expenses	31.12.2020	X	X	- 17,349	X	-	X	-	X
	<b>Total Pct. II</b>	-	X	X	<b>- 249,559</b>	X	-	X	-	X
<b>Pct. III</b>	<b>Grand Total (Pct. I + Pct. II)</b>	-	<b>640,496</b>	-	<b>10,841</b>	-	<b>14,981</b>	X	<b>14,659</b>	X

Chief Executive Officer  
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Deputy Chief Executive Officer  
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