

**Breakdown of the economical and financial indicators provided in
 the budget of revenues and expenses**

thousand lei

0	1	INDICATORS	Row no.	2013		Preliminary for 2013	Proposal for 2014	%
				Approved				
				As per GD no. 330/2013	As per the BoD Decision no. 48/2013			
								8=7/6
I.		TOTAL REVENUES (row 2+row22+row28)	1	2,094,064	2,094,064	2,303,551	1,822,163	79.1
	1	Total operating revenues (row3+row8+row9+row12+row13+row14), out of which:	2	1,913,764	1,913,764	2,076,525	1,746,163	84.1
	a)	sold production (Row4+Row5+Row6+Row7), out of which:	3	1,795,126	1,786,426	1,856,826	1,627,056	87.6
	a1)	sale of goods	4	1,784,326	1,784,326	1,854,265	1,625,246	87.6
	a2)	services provided	5			0	0	
	a3)	royalties and rent	6	800	400	517	540	104.4
	a4)	other income	7	10,000	1,700	2,044	1,270	62.1
	b)	from sale of merchandise	8	102,138	102,138	103,355	105,674	102.2
	c)	from subsidies and operation transfers related to the net turnover (row10+ row11), out of which:	9			0	0	
	c1)	subsidies, as per the legal provisions in force	10			0	0	
	c2)	transfers, as per the legal provisions in force	11			0	0	
	d)	from production of assets	12			80	0	
	e)	income related to the cost of work in progress	13			0	0	
	f)	other operating revenues (row15+row16+row19+row20+row21), out of which:	14	16,500	25,200	116,264	13,433	11.6
	f1)	from fines and penalties	15	14,800	23,500	104,591	0	0.0
	f2)	from sale of assets and other capital operations (row18+row19), out of which	16	1,200	1,200	2,540	5,400	212.6
		- tangible assets	17	1,200	1,200	2,540	5,400	212.6
		- intangible assets	18			0	0	
	f3)	from subsidies for investments	19			8,075	8,033	99.5
	f4)	from the capitalization of CO2 certificates	20			0	0	
	f5)	other revenues	21	500	500	1,058	0	
	2	Financial revenues (row23+row24+row25+row26+row27), out of which:	22	180,300	180,300	227,026	76,000	33.5
	a)	from financial assets	23			1	0	
	b)	from financial investments	24			0	0	
	c)	from foreign exchange	25	149,300	149,300	187,936	45,800	24.4
	d)	from interests	26	26,000	26,000	38,888	30,000	77.1
	e)	other financial income	27	5,000	5,000	201	200	99.5
	3	Extraordinary revenues	28			0	0	
II		TOTAL EXPENSES (row30+row136+row144)	29	1,967,497	1,967,497	1,753,157	1,782,525	101.7
	1	Operating expenses (row31+row79+row86+row120), out of which:	30	1,686,301	1,686,301	1,580,889	1,708,061	108.0
	A.	Expenses for goods and services (row32+row40+row46), out of which:	31	831,812	831,812	738,223	728,616	98.7
	A1	Expenses relating to inventories (row33+row34+row37+row38+row39), out of which:	32	468,843	468,843	439,619	436,111	99.2
	a)	Raw materials expenses	33	121,361	126,061	120,467	120,467	100.0
	b)	Consumables expenses, of which	34	77,781	79,081	58,386	60,162	103.0
	b1)	spare parts expenses	35	32,345	32,345	22,344	22,593	101.1
	b2)	fuel expenses	36	3,295	3,295	3,150	3,280	104.1
	c)	Expenses related to small inventory	37	1,819	2,000	1,529	1,603	104.8
	d)	Electricity, heating and water	38	82,000	82,600	78,711	80,455	102.2
	e)	Goods for resale	39	185,882	179,101	180,526	173,424	96.1
	A2	Expenses related to services provided by third parties (row41+row42+row45), out of which:	40	181,133	181,133	154,999	158,575	102.3
	a)	Maintenance and repair expenses	41	167,764	167,554	141,745	144,831	102.2
	b)	rental expenses (row43+row44), out of which:	42	439	649	622	650	104.5
	b1)	- to the fully state owned operators or where the state is the major shareholder	43	110	150	131	134	102.3
	b2)	- to private capital operators	44	329	499	491	516	105.1
	c)	Insurance premiums	45	12,930	12,930	12,632	13,094	103.7

0	1	INDICATORS	Row no.	2013		Preliminary for 2013	Proposal for 2014	%
				Approved				
				As per GD no. 330/2013	As per the BoD Decision no. 48/2013			
				4	5	6	7	8=7/6
A3		Expenses with other third parties services (row47+row48+row50+row57+row62+row63+row67+row68+row69+row78), out of which:	46	181,836	181,836	143,605	133,930	93.3
a)		Externally contracted manpower	47			0	0	
b)		Expenses related to commissions and fees, out of which:	48	300	3,000	1,339	3,774	281.9
	b1)	expenses related to legal assistance	49	300	2,000	669	3,370	503.7
c)		expenses for entertaining, promotion and advertising (row51+row53), out of which:	50	1,700	1,700	303	334	110.2
	c1)	protocol expenses, out of which:	51	200	200	132	134	101.5
		- gift tickets as per Law no. 93/2006, with the subsequent modifications	52			0	0	
	c2)	promotion and advertising expenses, out of which:	53	1,500	1,500	171	200	117.0
		- gift tickets for expenses related to advertising and promotion expenses, as per the Law no. 193/2006, with the subsequent	54			0	0	
		- gift tickets for marketing campaigns, market research, promotion on existing and new markets, as per Law no. 193/2006, with the subsequent modifications	55			0	0	
		- expenses for promoting products	56			0	0	
d)		Sponsorship expenses (row58+row59+row60+row61), out of which:	57	520	520	107	107	100.0
	d1)	Sports club sponsorship expenses	58			0	0	
	d2)	Religious establishments sponsorship expenses	59			0	0	
	d3)	Expenses related to humanitarian and social aid	60	470	470	0	0	
	d4)	Other sponsorship expenses	61	50	50	107	107	100.0
e)		Expenses related to transport of goods and personnel	62	5,234	5,234	4,931	5,064	102.7
f)		Travel expenses, out of which:	63	1,760	1,760	1,311	1,313	100.2
		- Per diem expenses (row65+row66), out of which:	64	771	771	410	430	104.9
		-internal	65	256	256	189	198	104.8
		-external	66	515	515	221	232	105.0
g)		Postage and telecommunications expenses	67	1,540	1,540	1,318	1,356	102.9
h)		Bank commissions and similar charges	68	650	800	632	626	99.1
i)		Other expenses related to services provided by third parties, out of which:	69	50,714	50,074	45,928	46,699	101.7
	i1)	expenses related to security and protection services	70	9,910	9,910	8,943	9,382	104.9
	i2)	expenses related to maintenance and operation of the computer systems	71	26,008	26,008	26,148	26,230	100.3
	i3)	expenses related to personnel training	72	8,740	8,100	6,582	6,765	102.8
	i4)	expenses related to the reevaluation of the tangible and non-tangible assets, of which:	73	136	136	8	235	2,937.5
		- related to the public domain goods	74			0	0	
	i5)	expenses related to the operation of the subsidiaries	75			0	0	
	i6)	expenses related to the recruitment and selection of the management in accordance with OUG 109/2011	76			0	0	
	i7)	expenses related to the announcements for bids and other announcements	77	110	110	30	31	103.3
j)		other expenses	78	119,418	117,208	87,736	74,657	85.1
B		Expenses for taxes, duties and assimilated payments (row80+row81+row82+row83+row84+row85), out of which:	79	115,374	115,374	111,975	218,808	195.4
	a)	expenses related to the tax for the exploitation of mineral resources	80			0	0	
	b)	expenses related to royalties for the concession of public goods and mineral resources	81			0	0	
	c)	expenses related to the license tax	82			0	0	
	d)	expenses related to tax for authorizations and permits	83	225	225	113	113	100.0
	e)	expenses related to the environment tax	84	99,806	98,255	95,891	96,831	101.0
	f)	other tax expenses	85	15,343	16,894	15,971	121,864	763.0
C.		Personnel expenses (row87+row100+row104+row113), out of which:	86	305,392	305,392	301,732	304,388	100.9

0	1	INDICATORS	Row no.	2013		Preliminary for 2013	Proposal for 2014	%
				Approved				
				As per GD no. 330/2013	As per the BoD Decision no. 48/2013			
								8=7/6
	C0	Expenses related to salaries (Rd.88+ Rd.92)	87	219,366	219,366	218,516	218,596	100.0
	C1	Salary expenses (row89+row90+row91), out of which:	88	211,400	211,400	211,400	211,400	100.0
		a) base salaries	89	157,345	157,342	157,342	157,342	100.0
		b) benefits, premiums and other bonifications related to the base salary (in accordance with the CWA)	90	52,922	53,408	53,408	53,408	100.0
		c) other bonuses (in accordance with the Union Working Agreement)	91	1,133	650	650	650	100.0
	C2	Bonuses (row93+row96+row97+row98+ row99), out of which:	92	7,966	7,966	7,196	7,196	100.0
		a) Social expenses as per art. 21 from the Law 571/2003 regarding the Fiscal code, with the subsequent modifications and additions, out of which	93	4,228	4,228	3,484	3,484	100.0
		- nursery tickets as per Law 193/2006, with the subsequent modifications;	94			0	0	
		- gift tickets for social expenses as per Law 193/2006, with the subsequent modifications;	95			0	0	
		b) meal tickets;	96	400	400	400	400	100.0
		c) holiday tickets;	97			0	0	
		d) expenses related to the participation of the employees to the profit obtained in 2013	98	3,338	3,338	3,312	3,312	100.0
		e) other expenses in accordance with the CWA	99			0	0	
	C3	Other personnel expenses (Rd.101+Rd.102+Rd.103), of which:	100	2,112	2,112	1,232	217	17.6
		a) expenses with compensation for early release of personnel	101			0	0	
		b) expenses with the wages rights due to court house decisions	102	424	424	0	0	
		c) salary expenses related to reorganization, privatization, special administrator, other commissions and committees	103	1,688	1,688	1,232	217	17.6
	C4	Expenses related to the mandate contracts and other managing and control entities, commissions and committees (row105+row108+row111+ row112), out of which	104	1,697	1,697	1,122	2,303	205.3
		a) for managers	105	1,408	1,137	807	1,830	226.8
		-fixed component	106	772	379	379	813	214.5
		-variable component	107	636	758	428	1,017	237.6
		b) for the Board of Directors/Surveillance Board, out of which:	108	225	559	314	473	150.6
		-fixed component	109	225	183	183	270	147.5
		-variable component	110		376	131	203	155.0
		c) for the GMS and censors	111	64	1	1	0	0.0
		d) for other commissions and committees established in accordance with the law	112					
	C5	Social security expenses, special funds and other legal obligations (row114+row115+row116+row117+row118+row119), out of which:	113	82,217	82,217	80,782	83,272	103.1
		a) expenses related to the contribution to social security	114	63,346	63,346	62,184	63,948	102.8
		b) expenses related to unemployment fund	115	1,697	1,697	1,662	1,714	103.1
		c) expenses related to health insurance	116	13,773	13,773	13,596	13,976	102.8
		d) expenses related to the contribution to special funds related to the salary fund	117			0	0	
		e) expenses related to the contribution to the pension funds	118	3,000	3,000	2,976	3,200	107.5
		f) expenses related to other contributions and special funds	119	401	401	364	434	119.2
	D.	Other operating expenses (row121+row124+row125+row126+row127+row128), out of which:	120	433,723	433,723	428,959	456,249	106.4
		a) expenses related to increases and penalties (row122+row123), out of which:	121	0	40	95	100	105.3
		- to the consolidated state budget	122		20	18	18	100.0
		- to other creditors	123		20	77	82	106.5
		b) expenses related to non current assets	124	1,300	2,450	2,562	5,000	195.2
		c) expenses related to transfers for the payment of the personnel	125			0	0	
		d) other expenses	126	9,854	10,654	10,572	9,251	87.5

0	1	INDICATORS	Row no.	2013		Preliminary for 2013	Proposal for 2014	%
				Approved				
				As per GD no. 330/2013	As per the BoD Decision no. 48/2013			
				4	5	6	7	8=7/6
	e)	expenses with the amortization and depreciation of tangible and intangible assets	127	401,900	399,910	406,312	433,395	106.7
	f)	Impairments and provisions (row129-row131), out of which:	128	20,669	20,669	9,418	8,503	90.3
	f1)	expenses related to impairments and provisions	129	24,007	24,007	15,273	11,815	77.4
	f1.1)	-provisions related to the participation of the employees to the profit	130			3,312	2,592	78.3
	f1.2)	- provisions related to the mandate contract	130a			573	948	165.4
	f2)	Income from provisions and impairments , out of which:	131	3,338	3,338	5,855	3,312	56.6
	f2.1)	from cancellation of provisions (row133+row134+row135), out of which:	132	3,338	3,338	5,855	3,312	56.6
		- from participation of the employees to the profit	133	3,338	3,338	3,312	3,312	100.0
		- from depreciation of the current and non-current assets	134			918	0	0.0
		- revenues from other provisions	135			1,625	0	0.0
2		Financial expenses (row137+row140+row143), out of which:	136	281,196	281,196	172,268	74,464	43.2
	a)	Interest expenses (row138+row139), out of which:	137	26,562	26,562	21,340	17,485	81.9
	a1)	related to investment loans	138	26,562	26,562	21,340	17,485	81.9
	a2)	related to current activity loans	139			0	0	
	b)	foreign exchange losses (row141+row142), out of which:	140	244,634	244,634	142,824	48,483	33.9
	b1)	related to investement loans	141	244,634	244,634	142,824	48,483	33.9
	b2)	related to current activity loans	142			0	0	
	c)	other financial expenses	143	10,000	10,000	8,104	8,496	104.8
3		Extraordinary expenses	144					
III		GROSS RESULT (profit/loss) (row1-row29)	145	126,567	126,567	550,394	39,638	7.2
		untaxable income	146			3,312	3,312	100.0
		non deductible fiscal expenses	147	37,000	37,000	37,000	37,000	100.0
IV		INCOME TAX	148	26,171	26,171	93,643	11,732	12.5
V		SUPPORTING DATA	149					
1		Expenses related to salaries (row87)	150	219,366	219,366	218,516	218,596	100.0
2		Salary expenses (row88)	151	211,400	211,400	211,400	211,400	100.0
3		Forecasted number of employees at the end of the year	152	2,200	2,200	2,200	2,200	100.0
4		Average number of employees	153	2,160	2,160	2,160	2,160	100.0
5	a)	Average monthly income per employee determined on the basis of salary expenses (row151/row153)/12*1000	154	8,156	8,156	8,156	8,156	100.0
	b)	Average monthly income per employee (lei/person) determined on the basis of the expenses related to salaries (row150/row153)/12*1000	155	8,463	8,463	8,430	8,433	100.0
6	a)	Labor productivity in value units per average total number of employees (thousand lei/person) (row2/row153)	156	886	886	961	808	84.1
	b)	Labor productivity in physical units per average total number of employees (physical units/person) W=QPF/row153	157					
	c1)	Labor productivity computing elements in physical units, of which	158					
		- quantity of physical units (QPF)	159					
		- average price (p)	160					
		- value=QPF x p	161					
		- share in total operating revenues = Row161/Row2	162					
7		Arrears	163	100	100	23	23	100.0
8		Outstanding receivables	164	45,000	45,000	26,861	26,861	100.0
		- from operators which are fully state owned or where the state is the major shareholder	165			21,105	21,105	100.0
		- from operators with private capital	166			5,660	5,660	100.0
		- from the state budget	167					
		- from the local budget	168					
		- from other entitites	169			96	96	100.0

		INDICATORS	Row no.	2013		Preliminary for 2013	Proposal for 2014	%
				Approved				
0	1			As per GD no. 330/2013	As per the BoD Decision no. 48/2013			
			3	4	5			

Daniela Lulache
CEO

Mihai Darie
CFO