

Appendix no.2

Breakdown of the economic and financial indicators provided in the budget of revenues and expenses

0	1	INDICATORS	Row no.	Preliminary for previous year 2014			Proposals for the current year 2015	%
				Approved		Achieved	Proposals	7=6/5
				As per GD/Common decision	Rectified as per BoD decision			
				4a	5	6	7	
I.		TOTAL REVENUES (row2+row22+row28)	1	1,822,163	1,911,900	1,909,456	1,884,174	98.68%
	1	Total operating revenues (row3+row8+row9+row12+row13+row14), din care:	2	1,746,163	1,816,253	1,812,502	1,765,015	97.38%
	a)	sold production (row4+row5+row6+row7), out of which:	3	1,627,056	1,685,316	1,686,838	1,677,109	99.42%
	a1)	sale of goods	4	1,625,246	1,683,506	1,685,110	1,675,232	99.41%
	a2)	services provided	5	-	-	-	-	-
	a3)	royalties and rent	6	540	540	497	540	108.71%
	a4)	other income	7	1,270	1,270	1,231	1,337	108.58%
	b)	from sale of merchandise	8	105,674	109,974	109,281	72,697	66.52%
	c)	from subsidies and operation transfers related to the net turnover (row10+row11), out of which:	9	-	-	-	-	-
	c1)	subsidies, as per the legal provisions in force	10	-	-	-	-	-
	c2)	transfers, as per the legal provisions in force	11	-	-	-	-	-
	d)	from production of assets	12	-	4	48	3	5.62%
	e)	income related to the cost of work in progress	13	-	-	(300)	-	-
	f)	other operating revenues (row15+row16+row19+row20+row21), out of which:	14	13,433	20,959	16,634	15,206	91.41%
	f1)	from fines and penalties	15	-	1,035	1,577	480	30.44%
	f2)	from sale of assets and other capital operations (row18+row19), out of which	16	5,400	5,400	235	200	84.94%
		- tangible assets	17	5,400	5,400	235	200	84.94%
		- intangible assets	18	-	-	-	-	-
	f3)	from subsidies for investments	19	8,033	14,380	14,547	14,373	98.80%
	f4)	from the capitalize of CO2 certificates	20	-	-	-	-	-
	f5)	other revenues	21	-	144	275	153	55.69%
	2	Financial revenues (row23+row24+row25+row26+row27), out of which:	22	76,000	95,647	96,954	119,159	122.90%
	a)	from financial assets	23	-	-	-	-	-
	b)	from financial investments	24	-	-	-	-	-
	c)	from foreign exchange differences	25	45,800	65,000	67,073	103,729	154.65%
	d)	from interests	26	30,000	30,000	29,350	15,230	51.89%
	e)	other financial income	27	200	647	532	200	37.63%
	3	Extraordinary revenues	28	-	-	-	-	-
II		TOTAL EXPENSES (row30+row136+row144)	29	1,782,525	1,787,629	1,755,129	1,829,927	104.26%
	1	Operating expenses (row31+row79+row86+row120), out of which:	30	1,708,061	1,713,165	1,637,293	1,691,010	103.28%
	A.	Expenses for goods and services (row32+row40+row46), out of which:	31	728,616	706,198	635,849	692,722	108.94%
	A1	Expenses relating to inventories (row33+row34+row37+row38+row39), out of	32	436,111	412,364	387,543	395,794	102.13%
	a)	Raw materials expenses	33	120,467	125,844	134,242	131,290	97.80%
	b)	Consumables expenses, of which	34	60,162	68,462	62,669	68,392	109.13%
	b1)	spare parts expenses	35	22,593	29,093	24,749	28,988	117.13%
	b2)	fuel expenses	36	3,280	4,280	4,236	4,628	109.27%
	c)	Expenses related to small inventory	37	1,603	1,603	945	1,392	147.32%
	d)	Electricity and water	38	80,455	79,455	76,068	76,964	101.18%
	e)	Goods	39	173,424	137,000	113,619	117,755	103.64%
	A2	Expenses related to services provided by third parties (row41+row42+row45), out of which:	40	158,575	158,575	142,767	158,783	111.22%
	a)	Maintenance and repair expenses	41	144,831	144,831	130,415	143,571	110.09%
	b)	rental expenses (row43+row44), out of which:	42	650	650	636	469	73.69%
	b1)	- to the fully state owned operators or where the state is the major shareholder	43	134	134	113	124	109.98%
	b2)	- to private capital operators	44	516	516	523	345	65.87%
	c)	Insurance premiums	45	13,094	13,094	11,716	14,744	125.84%
	A3	Expenses with other third parties services (row47+row48+row50+row57+row62+row63+row67+row68+row69+row78), out of which:	46	133,930	135,259	105,540	138,145	130.89%
	a)	Externally contracted manpower	47	-	-	-	-	-
	b)	Expenses related to commissions and fees, out of which:	48	3,774	2,574	60	2,745	4607.16%
	b1)	expenses related to legal assistance	49	3,370	2,170	56	2,440	4323.78%
	c)	expenses for entertaining, promotion and advertising (row51+row53), out of which:	50	334	363	355	363	102.07%
	c1)	protocol expenses, out of which:	51	134	163	159	163	102.51%
		- gift tickets as per Law no. 93/2006, with the subsequent modifications	52	-	-	-	-	-

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			3	4	4a	5	6	7
		c2) promotion and advertising expenses, out of which:	53	200	200	197	200	101.71%
		- gift tickets for expenses related to advertising and promotion expenses, as per the Law no. 193/2006, with the subsequent amendments	54	-	-	-	-	-
		- gift tickets for marketing campaigns, market research, promotion on existing and new markets, as per Law no. 193/2006, with the subsequent modifications	55	-	-	-	-	-
		- expenses for promoting products	56	-	-	-	-	-
		d) Sponsorship expenses (row58+row59+row60+row61), out of which:	57	107	107	107	107	100.05%
		d1) Sports club sponsorship expenses	58	-	40	40	43	107.00%
		d2) Religious establishments sponsorship expenses	59	-	5	5	-	-
		d3) Expenses related to humanitarian and social aid	60	-	7	7	43	578.38%
		d4) Other sponsorship expenses	61	107	55	55	21	39.23%
		e) Expenses related to transport of goods and personnel	62	5,064	5,124	4,582	5,070	110.65%
		f) Travel expenses and transfer, out of which:	63	1,313	1,657	1,638	1,665	101.63%
		- Per diem expenses (row65+row66), out of which:	64	430	580	465	561	120.70%
		-internal	65	198	273	220	264	119.90%
		-external	66	232	307	245	298	121.43%
		g) Mailing and telecommunications expenses	67	1,356	1,356	1,261	1,622	128.67%
		h) Bank commissions and assimilated charges	68	626	626	519	561	108.07%
		i) Other expenses related to services provided by third parties, out of which:	69	46,699	47,295	35,176	40,746	115.83%
		i1) expenses related to security and protection services	70	9,382	9,382	8,834	9,321	105.51%
		i2) expenses related to maintenance and operation of the computer systems	71	26,230	26,230	20,259	24,930	123.06%
		i3) expenses related to personnel training	72	6,765	6,765	5,806	6,213	107.01%
		i4) expenses related to the reevaluation of the tangible and non-tangible assets, of which:	73	235	100	68	70	102.34%
		-related to the public domain goods	74	-	-	-	-	-
		i5) expenses related to the operation of the subsidiaries	75	-	-	-	-	-
		i6) expenses related to the recruitment and selection of the management in accordance with OUG 109/2011	76	-	117	106	88	82.50%
		i7) expenses related to the announcements for bids and other announcements	77	31	150	103	124	120.28%
		j) other expenses	78	74,657	76,157	61,842	85,268	137.88%
		B. Expenses for taxes, duties and assimilated payments (row80+row81+row82+row83+row84+row85), out of which:	79	218,808	205,948	201,666	173,912	86.24%
		a) expenses related to the tax for the exploitation of mineral resources	80	-	-	-	-	-
		b) expenses related to royalties for the concession of public goods and mineral resources	81	-	-	-	-	-
		c) expenses related to the license tax	82	-	-	-	-	-
		d) expenses related to tax for authorizations and permits	83	113	10,113	10,036	9,993	99.58%
		e) expenses related to the environment tax	84	96,831	96,831	95,561	95,431	99.86%
		f) other tax expenses	85	121,864	99,004	96,069	68,487	71.29%
		C. Personnel expenses (row87+row100+row104+row113), out of which:	86	304,913	304,913	299,682	307,462	102.60%
		C0 Expenses related to salaries (Row88+ Row92)	87	218,596	218,401	218,221	229,742	105.28%
		C1 Salary expenses (row89+row90+row91), out of which:	88	211,400	211,400	211,397	216,050	102.20%
		a) base salaries	89	157,342	157,342	157,446	160,480	101.93%
		b) benefits, premiums and other bonuses related to the base salary (in	90	53,408	53,408	53,190	54,793	103.01%
		c) other bonuses (in accordance with the CWA)	91	650	650	761	777	102.23%
		C2 Bonuses (row93+row96+row97+row98+ row99), out of which:	92	7,196	7,001	6,824	13,692	200.66%
		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	3,484	3,289	3,219	3,484	108.24%
		- nursery tickets as per Law 193/2006, with the subsequent modifications;	94	-	-	-	-	-
		- gift tickets for social expenses as per Law 193/2006, with the subsequent modifications;	95	-	-	-	-	-
		b) meal tickets;	96	400	400	293	343	117.15%
		c) holiday tickets;	97	-	-	-	-	-
		d) expenses related to the participation of the employees to the profit obtained	98	3,312	3,312	3,312	2,592	78.27%
		e) other expenses in accordance with the CWA	99	-	-	-	7,273	0.00%
		C3 Other personnel expenses (row101+row102+row103), of which:	100	217	412	415	1,033	248.79%
		a) expenses with compensation for early release of personnel	101	-	-	-	-	-
		b) expenses with the wages rights due to court house decisions	102	-	-	-	-	-
		c) salary expenses related to reorganization, privatization, special administrator, other commissions and committees	103	217	412	415	1,033	248.79%
		C4 Expenses related to the mandate contracts and other managing and control entities, commissions and committees (row105+row108+row111+ row112), out of which:	104	2,828	2,828	2,777	3,262	117.46%
		a) for managers	105	2,159	2,159	2,094	2,435	116.26%
		-fixed component	106	813	813	791	812	102.60%
		-variable component	107	1,346	1,346	1,303	1,623	124.56%
		b) for the Board of Directors/Surveillance Board, out of which:	108	669	669	683	827	121.12%
		-fixed component	109	241	241	247	287	116.47%

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		-variable component	110	428	428	436	540	123.74%
		c) for the GMS and censors	111	-	-	-	-	-
		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+row 119), out of which:	113	83,272	83,272	78,269	73,425	93.81%
		a) expenses related to the contribution to social security	114	63,948	64,035	59,560	53,625	90.04%
		b) expenses related to unemployment fund	115	1,714	1,714	1,668	1,749	104.82%
		c) expenses related to health insurance	116	13,976	14,001	13,704	14,339	104.63%
		d) expenses related to the contribution to special funds related to the salary fund	117	-	-	-	-	-
		e) expenses related to the contribution to the pension funds	118	3,200	3,088	2,940	3,200	108.84%
		f) expenses related to other contributions and special funds	119	434	434	396	512	129.20%
		D. Other operating expenses (row121+row124+row125+row126+row127+row128), out of which:	120	455,724	496,106	500,096	516,915	103.36%
		a) expenses related to increases and penalties (row122+row123), out of which:	121	100	100	2	94	4478.86%
		- to the consolidated state budget	122	18	18	-	14	-
		-to other creditors	123	82	82	2	80	3832.31%
		b) expenses related to non current assets	124	5,000	4,000	599	600	100.20%
		c) expenses related to transfers for the payment of the personnel	125	-	-	-	-	-
		d) other expenses	126	9,302	26,850	60,370	39,524	65.47%
		e) expenses with the amortization and depreciation of	127	433,395	458,800	451,580	472,633	104.66%
		f) Impairments and provisions (row129-row131), out of which:	128	7,927	6,356	(12,454)	4,065	-32.64%
		f1) expenses related to impairments and provisions	129	11,815	11,815	20,355	12,784	62.81%
		f1.1) provisions related to the participation of the employees to the profit	130	2,592	2,592	2,592	3,563	137.44%
		f1.2) provisions related to the mandate contract	130a	948	948	1,703	971	57.01%
		f2) Income from provisions and impairments , out of which:	131	3,888	5,459	32,809	8,719	26.58%
		f2.1) from cancellation of provisions (row133+row134+row135), out of which:	132	3,888	5,459	32,809	8,719	26.58%
		- from participation of the employees to the profit	133	3,312	3,312	3,312	2,592	78.27%
		-from depreciation of the current and noncurrent assets	134	-	790	27,602	4,424	16.03%
		- revenues from other provisions	135	576	1,357	1,895	1,703	89.90%
	2	Financial expenses (row137+row140+row143), out of which:	136	74,464	74,464	117,836	138,917	117.89%
		a) Interest expenses (row138+row139), out of which:	137	17,485	17,485	16,554	13,622	82.29%
		a1) related to investment loans	138	17,485	17,485	16,554	13,622	82.29%
		a2) related to current activity loans	139	-	-	-	-	-
		b) foreign exchange losses (row141+row142), out of which:	140	48,483	48,483	86,573	110,855	128.05%
		b1) related to investment loans	141	48,483	48,483	86,573	110,855	128.05%
		b2) related to current activity loans	142	-	-	-	-	-
		c) other financial expenses	143	8,496	8,496	14,710	14,441	98.17%
	3	Extraordinary expenses	144	-	-	-	-	-
III		GROSS RESULT (profit/loss) (row1-row29)	145	39,638	124,271	154,327	54,247	35.15%
		untaxable income	146	3,312	3,312	53,619	10,599	19.77%
		non deductible fiscal expenses	147	37,000	37,000	89,425	90,129	100.79%
IV		INCOME TAX	148	11,732	25,273	21,262	15,904	74.80%
V		SUPPORTING DATA	149					
	1	Expenses related to salaries (row87)	150	218,596	218,401	218,221	229,742	105.28%
	2	Salary expenses (row88)	151	211,400	211,400	211,397	216,050	102.20%
		Salary expenses for the personnel hired for a limited period	151 a			1,090	1,567	143.76%
		Expenses related to the increase of the minimum guaranteed base salary a country level	151 b					-
	3	Forecasted number of employees at the end of the year	152	2,200	2,200	2,092	2,141	102.34%
	4	Average number of employees	153	2,160	2,160	2,051	2,100	102.39%
		Actual staff hired for a limited period	153 a			7	10	-
		Average staff hired for a limited period	153 b			7	10	-
	5 a)	Average monthly income per employee determined on the basis of salary expenses (row151/row153)/12*1000	154	8,156	8,156	8,589	8,573	99.82%
	b)	Average monthly income per employee (lei/person) determined on the basis of the expenses related to salaries (row150 - row 93* - row 98/row153)/12*1000	155	8,171	8,171	8,866	8,876	100.10%
	6 a)	Labor productivity in value units per average total number of employees (thousand lei/person) (row2/row153)	156	808	841	884	840	95.11%
	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	23	23	-	-	-
	8	Outstanding receivables	164	26,861	26,861	69	69	100.00%
		from operators which are fully state owned or where the state is the major shareholder	165	21,105	21,105	-	-	-
		from operators with private capital	166	5,660	5,660	69	69	100.00%

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		from the state budget	167			-	-	-
		from the local budget	168			-	-	-
		from other entities	169	96	96	-	-	-

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