

Breakdown of the economic and financial indicators provided in the income and expenditures budget and distribution per quarters

thousand  
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0	1	INDICATORS	Ln. no.	Provisions for prev. year 2015			Proposals for current year 2016	7=6d/5
				Approved		Preliminary		
				Acc. to GD no. 468/24.06.2015	Acc. to BoD decision 162/23.11.2015			
2	3	4	4a	5	6d	7		
I.		<b>TOTAL INCOME (Ln.2+ Ln.22+ Ln.28)</b>	1	1,884,174	1,966,693	1,949,747	1,829,038	94%
1		Total operation income	2	1,765,015	1,783,543	1,780,717	1,700,316	95%
	a)	from sales (Ln.4+ Ln.5+ Ln.6+ Ln.7), of which:	3	1,677,109	1,672,928	1,674,664	1,633,852	98%
	a1)	from product sales	4	1,675,232	1,671,516	1,673,415	1,632,568	98%
	a2)	from service provision	5	-	-	-	-	-
	a3)	from royalties and leases	6	540	540	464	462	100%
	a4)	other income	7	1,337	872	785	822	105%
	b)	from merchandise sales	8	72,697	74,984	75,248	40,760	54%
	c)	from subsidies and operation transfers corresp. to net turnover (Ln.10+Ln.11), of which:	9	-	-	-	-	-
	c1)	subsidies, acc. to current legal provisions	10	-	-	-	-	-
	c2)	transfers, acc. To current legal provisions	11	-	-	-	-	-
	d)	from own work capitalized	12	3	9	9	-	0%
	e)	income corresp. to cost for work in progress	13	-	17,840	12,350	9,773	79%
	f)	other operation income (Ln.15+Ln.16+Ln.19+Ln.20+Ln.21), of which:	14	15,206	17,782	18,447	15,931	86%
	f1)	from fines and penalties	15	480	2,620	2,777	1,050	38%
	f2)	from asset sale and other capital operations (Ln.18+Ln.19), of which:	16	200	200	615	150	24%
		- tangible assets	17	200	200	615	150	24%
		- intangible assets	18	-	-	-	-	-
	f3)	from investment subsidies	19	14,373	14,387	14,388	14,381	100%
	f4)	From the recovery of CO2 certificates	20	-	-	-	-	-
	f5)	other income	21	153	575	666	350	53%
2		Financial income (Ln.23+Ln.24+Ln.25+Ln.26+Ln.27), of which:	22	119,159	183,150	169,031	128,722	76%
	a)	from financial assets	23	-	-	-	-	-
	b)	from financial investments	24	-	-	-	-	-
	c)	from diff. in the exchange rate	25	103,729	153,872	148,035	108,460	73%
	d)	from interests	26	15,230	28,344	20,162	20,162	100%
	e)	other financial income	27	200	934	834	100	12%
3		Extraordinary income	28	-	-	-	-	-
II		<b>TOTAL EXPENSES (Ln.30+Ln.136+Ln.144)</b>	29	1,829,927	1,799,341	1,770,522	1,765,188	100%
1		Operation expenses (Ln.31+Ln.79+Ln.86+Ln.120), of which:	30	1,691,010	1,669,885	1,621,394	1,640,639	101%
	A.	Assets and services expenses (Ln.32+Ln.40+Ln.46), of which:	31	692,722	674,835	609,929	660,190	108%
	A1	Stock expenses (Ln.33+Ln.34+Ln.37+Ln.38+Ln.39), of which:	32	395,794	387,617	354,540	386,472	109%
	a)	raw material expenses	33	131,290	148,895	139,199	153,515	110%
	b)	consumable materials expenses, of which:	34	68,392	67,781	54,973	66,105	120%
	b1)	spare parts expenses	35	28,988	28,629	18,722	27,695	148%
	b2)	Fuel expenses	36	4,628	4,229	3,094	3,495	113%
	c)	expenses for inventory materials	37	1,392	1,151	966	1,153	119%
	d)	expenses for electricity and water	38	76,964	78,118	77,735	77,077	99%
	e)	expenses for merchandise	39	117,755	91,673	81,667	88,622	109%
	A2	Expenses for third parties services	40	158,783	160,990	142,329	149,331	105%
	a)	expenses for maintenance and repairs	41	143,571	145,584	130,109	134,225	103%
	b)	expenses for leases (Ln.43+Ln.44) of which:	42	469	658	642	546	85%
	b1)	- for full/partial state capital operators	43	124	124	113	124	109%
	b2)	- for private capital operators	44	345	534	529	422	80%
	c)	Insurance premiums	45	14,744	14,748	11,578	14,761	127%
	A3	Other third party services expenses	46	138,145	126,228	113,060	124,387	110%
	a)	Collaborators expenses	47	-	-	-	-	-
	b)	Commission and wage expenses, of which:	48	2,745	2,745	943	2,408	255%
	b1)	legal advice expenses	49	2,440	2,440	940	2,396	255%
	c)	protocol expenses, commercials and advertisement (Ln.51+Ln.53), of which:	50	363	369	342	424	124%
	c1)	Protocol expenses, of which:	51	163	193	187	210	113%
		- gift cards acc. to Law no. 193/2006, with subsequent amendments	52	-	-	-	-	-
	c2)	Commercial and advertisement expenses, of which:	53	200	176	156	213	137%
		- gift cards for commercial and advertisement, acc. to Law no.193/2006, with subsequent amendments	54	-	-	-	-	-
		- gift cards for marketing campaigns, market study, advertisement on current and new markets, acc. to the Law no.193/2006, with subsequent amendments	55	-	-	-	-	-
		- product promoting expenses	56	-	-	-	-	-
	d)	Sponsorship exp., acc. to E.G.O. no.2/2015	57	107	107	75	107	142%
	d1)	Sponsorship exp. In the medical and health field	58	43	43	43	43	99%
	d2)	Sponsorship exp. In education, training, social and sports fields, of which:	59	43	43	28	43	155%
	d3)	- for sports clubs	60	43	43	22	43	195%
	d4)	sponsorship exp. for other actions and activities	61	21	21	4	21	479%
	e)	asset and people transportation	62	5,070	5,073	3,637	4,382	120%
	f)	traveling, assignment, transfer exp., of which:	63	1,665	1,990	1,930	1,983	103%
		- per diem expenses (Ln.65+Ln.66), of which:	64	561	561	448	531	118%
		-internal	65	264	264	177	218	123%
		-external	66	298	298	271	313	115%
	g)	postal exp. and telecommunication taxes	67	1,622	1,622	888	837	94%
	h)	banking and assimilated services expenses	68	561	560	432	360	83%
	i)	other exp. for third parties services, of which:	69	40,746	41,428	37,131	38,867	105%
	1)	insurance and security exp.	70	9,321	9,332	8,699	8,881	102%
	2)	computer technology maintenance and operation expenses	71	24,930	26,530	23,790	25,103	106%
	3)	professional training expenses	72	6,213	5,274	4,530	4,672	103%
	4)	tangible and intangible assets revaluation expenses, of which:	73	70	70	-	123	0%
		-for public assets	74	-	-	-	-	-
	5)	branches performance expenses	75	-	-	-	-	-
	6)	expenses for recruitment and allocation of leadership personnel acc. to the EGO no. 1009/2011	76	88	98	30	25	83%
	7)	tender and other notices expenses	77	124	124	82	62	76%
	j)	other expenses	78	85,268	72,334	67,680	75,019	111%
	B	Contribution, taxes and other duties expenses	79	173,912	174,001	178,405	147,278	83%
	a)	mineral resources operation activity expenses	80	-	-	-	-	-
		royalty exp. for exploiting public assets and mineral resources	81	-	-	-	-	-
	b)	resources	82	-	-	-	-	-
	c)	license tax expenses	83	-	-	-	-	-
	d)	authorization tax exp.	83	9,993	9,993	9,917	9,920	100%

	INDICATORS	Ln. no.	Developed 2014	Provisions for previous 2015			Proposals for 2016				% 7=6d/5	% 8=5/3a
				Acc. to GD no. 46/ 24.06.2015	Acc. to BoD decision 162/ 23.11.2015	Accrued	of which:					
							Q I	Q II	Q III	Year		
0	1	2	3a	4	4a	5	6a	6b	6c	6d	7	8
	e) environment tax expenses	84	95,561	95,431	95,432	95,226	25,382	31,039	59,746	93,104	98%	100%
	f) other taxes and compensation expenses	85	96,069	68,487	68,576	73,261	43,615	43,829	44,037	44,254	60%	76%
	C. Personnel expenses (Ln.87+Ln.100+Ln.104+Ln.113), of which:	86	299,682	307,462	307,462	303,477	74,100	153,719	234,610	315,539	104%	101%
	C0 Wage expenses (Ln.88+ Ln.92)	87	218,221	229,742	229,742	229,054	54,851	114,143	175,361	237,024	103%	105%
	C1 Wage expenses (Ln.89+Ln.90+Ln.91), of which:	88	211,397	216,050	216,050	216,025	51,410	102,776	160,724	218,673	101%	102%
	a) basic wages	89	157,446	160,480	160,392	160,922	38,294	76,558	119,721	162,886	101%	102%
	b) bonuses, premiums and other royalties for the basic wage (according to the CLA)	90	53,190	54,793	53,789	53,184	12,658	25,306	39,573	53,841	101%	100%
	c) other royalties (according to CLA)	91	761	777	1,869	1,919	458	914	1,430	1,946	101%	252%
	C2 Bonuses (Ln.93+Ln.96+Ln.97+Ln.98+ Ln.99), of which:	92	6,824	13,692	13,692	13,029	3,441	11,367	14,637	18,351	141%	191%
	a) social exp. from art.25 of the Law no. 227/2015 regarding the Fiscal code*, with subsequent amendment and additions, of which:	93	3,219	3,484	3,484	3,154	513	2,529	4,546	6,562	208%	98%
	- nursery tickets, acc. to Law no. 193/2006, with subsequent amendments;	94	-	-	-	-	-	-	-	-	-	-
	- gift cards for social exp. according to Law no. 193/2006, with subsequent amendments;	95	-	-	-	-	-	-	-	-	-	-
	b) meal tickets;	96	293	343	343	284	81	162	243	325	115%	97%
	c) vacation tickets;	97	-	-	-	-	-	-	-	-	-	-
	d) exp. for employees' participation to profit from previous year	98	3,312	2,592	2,592	2,592	-	3,951	3,951	3,563	137%	78%
	e) other expenses acc. to the CLA	99	-	7,273	7,273	6,999	2,847	4,728	5,897	7,901	113%	0%
	C3 Other personnel expenses (Ln.101+Ln.102+Ln.103), of which:	100	415	1,033	1,033	1,027	259	518	776	1,033	101%	247%
	a) compensation payments exp. for personnel layoff	101	-	-	-	-	-	-	-	-	-	-
	b) wage rights exp. based on legal decisions	102	-	-	-	-	-	-	-	-	-	-
	c) wage expenses for restructuring, privatization, special administrator, other commissions and committees	103	415	1,033	1,033	1,027	259	518	776	1,033	101%	247%
	C4 Exp. for the mandate and other leadership and control authorities, commissions, committees (Ln.105+Ln.108+Ln.111+)	104	2,777	3,262	3,274	2,903	550	2,166	3,122	3,673	127%	105%
	a) for managers/directorship	105	2,094	2,435	2,435	2,064	406	1,589	2,401	2,806	136%	99%
	- fix component	106	791	812	812	812	203	406	609	812	100%	103%
	- variable component	107	1,303	1,623	1,623	1,252	203	1,183	1,792	1,994	159%	96%
	b) for the BoD/supervision committee, of which	108	683	827	839	839	144	577	721	867	103%	123%
	- fix component	109	247	287	287	287	72	145	217	290	101%	116%
	- variable component	110	436	540	552	552	72	432	504	577	105%	126%
	c) for GMS and censors	111	-	-	-	-	-	-	-	-	-	-
	d) for other commissions and committees acc. to the law	112	-	-	-	-	-	-	-	-	-	-
	C5 Social security and protection exp., special funds and other legal obligations	113	78,269	73,425	73,413	70,493	18,440	36,892	55,351	73,809	105%	90%
	a) social security contribution expenses	114	59,560	53,625	53,613	51,536	13,407	26,814	40,221	53,628	104%	87%
	b) unemployment insurance fund contributions expenses	115	1,668	1,749	1,749	1,693	444	888	1,332	1,776	105%	101%
	c) health insurance contribution expenses	116	13,704	14,339	14,339	13,952	3,604	7,204	10,804	14,404	103%	102%
	d) special funds contribution expenses	117	-	-	-	-	-	-	-	-	-	-
	e) pension unit contribution expenses	118	2,940	3,200	3,200	2,875	861	1,722	2,583	3,440	120%	98%
	f) other contributions and special funds expenses	119	396	512	512	438	124	264	411	561	128%	111%
	D. Other operation expenses	120	500,096	516,915	513,587	529,583	116,870	242,140	377,451	517,632	98%	106%
	a) increase and penalty expenses (Ln.122+Ln.123), of which:	121	2	94	94	2,298	20	30	40	50	2%	110064%
	- to the general consolidated budget	122	-	14	14	2,292	-	-	-	-	0%	0%
	- to other creditors	123	2	80	80	6	20	30	40	50	877%	273%
	b) fixed assets expenses	124	599	600	400	15,946	150	300	400	500	3%	2663%
	c) personnel transfer payment expenses	125	-	-	-	-	-	-	-	-	-	-
	d) other exp.	126	60,370	39,524	37,411	27,572	7,751	15,110	22,423	29,805	108%	46%
	e) Tangible and intangible write-off costs	127	451,580	472,633	472,650	470,334	115,849	231,738	357,626	483,515	103%	104%
	f) adjustments and depreciations for value drop and provisions (Ln.129-Ln.131), of which:	128	(12,454)	4,065	3,033	13,432	6,900	5,038	3,038	3,762	28%	-108%
	1) adjustments and provisions expenses	129	20,355	12,784	12,805	25,312	2,200	8,964	10,964	17,764	70%	124%
	1.1) provisions for employees' income participation	130	2,592	3,563	3,563	-	-	3,793	3,793	3,793	106%	137%
	1.2) provisions regarding mandate agreement	130a	1,703	971	1,342	2,183	-	971	971	971	44%	128%
	2) Provisions and adjustments income for depreciation or value drop, of which:	131	32,809	8,719	9,773	11,879	9,100	14,002	14,002	14,002	118%	36%
	2.1) provisions cancellation (Ln.133+Ln.134+Ln.135), of which	132	32,809	8,719	9,773	11,879	9,100	14,002	14,002	14,002	118%	36%
	- from employees' participation to profit	133	3,312	2,592	2,592	-	-	3,563	3,563	3,563	137%	78%
	- from tangible and current assets depreciation	134	27,602	4,424	3,709	2,838	9,100	9,100	9,100	9,100	321%	10%
	- other provisions income	135	1,895	1,703	3,471	6,448	-	1,339	1,339	1,339	21%	340%
	2 Financial expenses (Ln.137+Ln.140+Ln.143), of which:	136	117,836	138,917	129,456	149,128	24,950	36,054	82,732	124,549	84%	127%
	a) Interest expenses, of which:	137	16,554	13,622	13,621	11,010	361	3,753	4,087	7,227	66%	67%
	a1) for investment credits	138	16,554	13,622	13,621	11,010	361	3,753	4,087	7,227	66%	67%
	a2) for current activity credits	139	-	-	-	-	-	-	-	-	-	-
	b) Exchange rate difference expenses, of which:	140	86,573	110,855	97,855	118,915	20,825	25,974	69,766	105,887	89%	137%
	b1) for investment credits	141	86,573	110,855	97,855	118,915	20,825	25,974	69,766	105,887	89%	137%
	b2) for current activity credits	142	-	-	-	-	-	-	-	-	-	-
	c) other Financial expenses	143	14,710	14,441	17,980	19,203	3,764	6,321	8,878	11,435	60%	131%
	3 Extraordinary expenses	144	-	-	-	-	-	-	-	-	-	-
	III GROSS RESULT (profit/loss) (Ln.1-Ln.29)	145	154,327	54,247	167,352	179,226	27,148	1,088	16,852	63,850	36%	116%
	- Non-taxable income	146	53,619	10,599	26,778	39,021	-	3,563	4,902	8,029	21%	73%
	- Fiscally non-deductible expenses	147	89,425	90,129	90,129	156,955	18,142	35,314	52,484	86,235	55%	176%
	IV INCOME TAXES	148	21,262	15,904	31,618	29,385	7,246	5,254	10,309	22,729	77%	138%
	V SUBSTANTIATION DATA	149	-	-	-	-	-	-	-	-	-	-
	1 Wage-type expenses (Ln.87)	150	218,221	229,742	229,742	229,054	54,851	114,143	175,361	237,024	103%	105%
	2 Wage expenses (Ln.88)	151	211,397	216,050	216,050	216,025	51,410	102,776	160,724	218,673	101%	102%
	3 No. of estimated personnel at the end of the year	152	2,092	2,141	2,141	2,077	2,100	2,100	2,100	2,100	101%	99%
	4 Average no. of employees	153	2,051	2,100	2,100	2,034	2,050	2,050	2,050	2,050	101%	99%
	5 a) Average monthly wage per employee determined based on wage exp. (Ln.151/Ln.153)/12*1000	154	8,589	8,573	8,573	8,851	x	x	x	8,889	x	x
	b) Average monthly wage per employee (lei/person) determined based on wage expenses [(Ln.150 - Ln.93' - Ln.98)/Ln.153]/12*1000	155	8,601	8,876	8,876	9,149	x	x	x	9,224	x	x
	6 a) Labor efficiency in value units per total average personnel (lei thousands /person) (Ln.2/Ln.153)	156	884	840	849	875	x	x	x	829	x	x
	b) Labor efficiency in physical units per total average personnel (quantity of finished products/person) W=QPF/Ln.153	157	-	-	-	-	x	x	x	-	x	x
	c1) Labor efficiency calculation elements in physical units, of which	158	-	-	-	-	x	x	x	-	-	-
	- quantity of finished products (QPF)	159	-	-	-	-	x	x	x	-	-	-
	- average price (p)	160	-	-	-	-	x	x	x	-	-	-
	- value=QPF x p	161	-	-	-	-	x	x	x	-	-	-
	- share in total operation income = Ln.161/Ln.2	162	-	-	-	-	x	x	x	-	-	-
	7 Outstanding payments	163	-	-	-	-	-	-	-	-	-	-
	8 Outstanding receivables, of which:	164	69	69	69	317	69	69	69	69	22%	459%
	- from full/majority state capital operators	165	-	-	-	-	-	-	-	-	-	-
	- from private capital operators	166	69	69	69	317	69	69	69	69	22%	459%

0	1	INDICATORS	Ln. no.	Developed 2014	Provisions for previous 2015			Proposals for 2016				%	%
					Approved		Accrued	of which:					
					According to GD no. 468/ 24.06.2015	Acc. to BoD decision 162/ 23.11.2015		Q I	Q II	Q III	An		
			3a	4	4a	5	6a	6b	6c	6d	7	8	
		- from the state budget	167	-	-	-	-	-	-	-	-	-	-
		- from the local budget	168	-	-	-	-	-	-	-	-	-	-
		- from other entities	169	-	-	-	-	-	-	-	-	-	-
9		Credits For financing current activity (balance to be reimbursed)	170	-	-	-	-	-	-	-	-	-	-

\*)Within the limit provided at art. 25 paragraph 3 letter b of the Law no. 227/2015 regarding the Fiscal Code, with subsequent amendments and additions

\*\*)The breakdown by semester of the Budget of Revenues and Expenditures is not public. These information may be available to the shareholders at the company's headquarters during working hours.

CEO  
DANIELA LULACHE

CFO  
MIHAI DARIE

