

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

		thousand RON											
0	1	INDICATORS	Row No.	Actual 2015	Provision for prev. year 2016			2017 Budget proposed				%	%
					Approved		Preliminary 2016	Out of which:					
					According to GOMS decision no. 1/ 30.03.2016	According to the decision of BoD 148/ 09.12.2016		Q I	Q II (YTD)	Q III (YTD)	Year 2017		
3a	4	4a	5	6a	6b	6c	6d	7	8				
I.		TOTAL REVENUES (Rows 2+22+28)	1	1,949,776	1,829,038	1,799,173	1,767,974	517,966	916,549	1,351,014	1,816,729	102.76%	90.68%
1		Total operating revenues (Rows 3+8+9+12+13+14), out of which:	2	1,780,745	1,700,316	1,670,451	1,677,969	491,951	859,694	1,271,144	1,718,844	102.44%	94.23%
	a)	From sold production (Rows 4+5+6+7), out of which:	3	1,674,664	1,633,852	1,616,887	1,621,543	468,054	815,133	1,234,745	1,684,394	103.88%	96.83%
	a1)	From product sales	4	1,673,415	1,632,568	1,616,081	1,620,748	467,838	814,703	1,234,103	1,683,539	103.87%	96.85%
	a2)	From service supplied	5	-	-	-	-	-	-	-	-	-	-
	a3)	From royalties and rentals	6	464	462	462	470	145	288	429	570	121.18%	101.35%
	a4)	Other revenues	7	785	822	344	325	71	142	213	285	87.81%	41.38%
	b)	From merchandise sales	8	75,248	40,760	26,819	26,861	3,642	6,663	10,276	13,971	52.01%	35.70%
	c)	From operating subsidies and transfers related to the net turnover (Rows10+11), out of which:	9	-	-	-	-	-	-	-	-	-	-
	c1	Subsidies, as per the legal provision in force	10	-	-	-	-	-	-	-	-	-	-
	c2	Transfers, as per the legal provision in force	11	-	-	-	-	-	-	-	-	-	-
	d)	From own work capitalized(intangible/tangible assets)	12	9	-	-	-	-	-	-	-	-	-
	e)	Revenues associated to the production cost of work in progress	13	12,378	9,773	9,352	12,259	16,363	30,115	14,449	4,875	39.77%	99.03%
	f)	Other operating revenues (Rows15+16+19+20+21), out of which:	14	18,447	15,931	17,393	17,307	3,891	7,783	11,674	15,603	90.16%	93.82%
	f1)	finances and penalties	15	2,777	1,050	2,650	2,608	280	560	840	1,120	42.95%	93.90%
	f2)	Proceeds from asset disposals and other capital operations (Rows 18+19), out of which:	16	615	150	150	89	3	6	9	50	56.15%	14.48%
		- tangible assets	17	615	150	150	89	3	6	9	50	56.15%	14.48%
		- intangible assets	18	-	-	-	-	0	-	-	-	-	-
	f3)	investment subsidies	19	14,388	14,381	14,381	14,384	3,593	7,187	10,780	14,373	99.92%	99.97%
	f4)	exploitation of CO ₂ certificates	20	-	-	-	-	0	-	-	-	-	-
	f5)	Other revenues	21	666	350	212	225	15	30	45	60	26.63%	33.83%
2		Financial revenues (Rows 23+24+25+26+27),out of which:	22	169,031	128,722	128,722	90,005	26,015	56,855	79,870	97,885	108.76%	53.25%
	a)	long-term financial investment	23	-	-	-	-	0	-	-	-	-	-
	b)	short-term financial investment	24	-	-	-	-	0	-	-	-	-	-
	c)	foreign exchange gains	25	148,035	108,460	111,632	75,495	22,640	50,005	69,645	84,285	111.64%	51.00%
	d)	Interest income	26	20,162	20,162	17,068	14,449	3,375	6,850	10,225	13,600	94.12%	71.67%
	e)	Other financial revenues	27	834	100	23	60	-	-	-	-	-	-
3		Extraordinary income	28	-	-	-	-	-	-	-	-	-	-
II		TOTAL EXPENSES (Rows 30+136+144)	29	1,771,452	1,765,188	1,698,915	1,638,937	470,953	909,875	1,319,253	1,746,495	106.56%	92.52%
1		Operating expenses (Rows 31+79+86+120), out of which:	30	1,620,609	1,640,639	1,556,530	1,519,942	446,557	857,928	1,244,863	1,643,677	108.14%	93.79%
	A.	Expenses – materials and services (Rows 32+40+46),out of which:	31	610,204	660,190	581,390	554,788	162,701	323,814	466,652	617,497	111.30%	90.92%
	A1	Expenses related to inventories (Rows 33+34+ 37+ 38+39), out of which:	32	354,540	386,472	311,355	306,927	92,390	175,782	257,172	341,754	111.35%	86.57%
	a)	Raw material expenses	33	139,199	153,515	131,954	141,035	33,170	64,735	93,625	126,261	89.52%	101.32%
	b)	Consumables out of which:	34	54,973	66,105	62,295	56,863	13,264	30,552	43,387	58,289	102.51%	103.44%
	b1)	Spare parts	35	18,722	27,695	26,211	21,244	4,304	11,124	15,245	20,711	97.49%	113.47%
	b2)	Fuel	36	3,094	3,495	2,765	2,386	714	1,329	1,856	2,808	117.70%	77.09%
	c)	Expenses for small materials	37	966	1,153	930	536	917	1,460	1,981	2,500	466.78%	55.45%
	d)	Electricity and water	38	77,735	77,077	78,957	75,624	20,227	39,637	59,580	80,043	105.84%	97.28%
	e)	Expenses for merchandise	39	81,667	88,622	37,220	32,869	24,812	39,398	58,599	74,662	227.15%	40.25%
	A2	Expenses - third parties services (Rows 41+42+45), out of which:	40	142,050	149,331	147,866	139,111	20,071	80,373	110,422	145,472	104.57%	97.93%
	a)	maintenance and repairs	41	129,820	134,025	132,633	126,168	16,484	73,199	99,683	131,166	103.96%	97.19%
	b)	rental (Rows 43+44) out of which:	42	642	546	471	466	114	228	342	456	97.99%	72.51%
	b1)	- rendered by state owned entities	43	113	124	124	123	32	63	95	126	102.74%	108.07%
	b2)	- rendered by private entities	44	529	422	347	343	83	165	248	330	96.29%	64.88%
	c)	Insurance premiums	45	11,587	14,761	14,761	12,477	3,473	6,946	10,397	13,849	110.99%	107.68%
	A3	Other third party services expenses (Rows 47+48+50+57+62+63+67+68+69+78) , out of which:	46	113,614	124,387	122,168	108,750	50,240	67,660	99,057	130,272	119.79%	95.72%

0	1	INDICATORS	Row no.	Actual 2015	Provision for prev. year 2016			2017 Budget proposed				%	%	
					Approved		Preliminary 2016	Out of which:						
					According to GOMS decision no. 1/ 30.03.2016	According to the decision of BoD 148/ 09.12.2016		Q I	Q II (YTD)	Q III (YTD)	Year 2017			7=6d/5
3	3a	4	4a	5	6a	6b	6c	6d	7	8				
	a)	Externally contracted manpower	47	-	-	-	-	-	-	-	-	-	-	-
	b)	Commissions and fees, out of which:	48	3	2,408	2,105	1,037	497	994	1,491	1,988	191.72%	35016.12%	
	b1)	Legal assistance	49	-	2,396	2,086	1,022	492	985	1,477	1,970	192.83%	-	
	c)	entertainment, promotion and advertising (Rows 51+53), out of which:	50	342	424	478	332	156	315	468	627	189.12%	96.85%	
	c1)	entertainment, out of which:	51	187	210	310	176	77	155	230	312	177.34%	94.20%	
		- gift cards according to Law no. 193/2006, with subsequent amendments	52	6,047	-	-	-	-	-	-	-	-	-	
	c2)	Promotion and advertising expenses, out of which:	53	156	213	168	156	79	160	238	315	202.44%	100.04%	
		- 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 actual and new markets, acc. to the Law no.193/2006, with subsequent amendments	55	-	-	-	-	-	-	-	-	-	-	
		- product promotion expenses	56	-	-	-	-	-	-	-	-	-	-	
	d)	Sponsorship exp., according to O.U.G. no.2/2015 (Rows 58+59+61), out of which:	57	75	107	107	63	27	54	80	107	169.84%	83.50%	
	d1)	related to medical and health f	58	43	43	43	28	11	22	32	43	153.57%	64.44%	
	d2)	Related to education, training, social and sports fields, out of which:	59	28	43	43	-	11	22	32	43	-	-	
	d3)	-for sports clubs	60	28	43	43	-	11	22	32	43	-	-	
	d4)	sponsorship - other activities	61	4	21	21	35	5	11	16	21	60.00%	792.64%	
	e)	transportation goods and personnel	62	3,637	4,382	4,343	3,809	974	2,117	3,120	4,144	108.79%	104.72%	
	f)	business travel, out of which:	63	1,930	1,983	1,983	1,658	656	1,293	1,922	2,553	154.01%	85.90%	
		- daily allowance (Rows 65+66), out of which:	64	448	531	550	469	161	313	469	615	119.70%	114.61%	
		-domestic	65	177	218	200	191	61	122	183	244	127.50%	108.16%	
		-abroad	66	271	313	349	322	100	190	286	371	115.07%	118.82%	
	g)	postage and telecommunications	67	874	837	752	629	204	403	571	791	125.74%	71.97%	
	h)	bank commissions and similar charges	68	432	360	437	403	127	245	342	449	111.42%	93.30%	
	i)	other third parties services,out of which:	69	37,131	38,867	36,944	34,868	9,115	18,813	28,335	38,528	110.50%	93.90%	
	i1)	security expenses	70	8,699	8,881	8,999	8,688	2,191	4,483	6,599	8,765	100.89%	99.87%	
	i2)	computer technology maintenance and operation expenses	71	23,790	25,103	26,386	24,884	6,434	13,407	20,422	28,065	112.78%	104.60%	
	i3)	training expenses	72	4,530	4,672	1,367	1,113	336	752	1,125	1,490	133.85%	24.56%	
	i4)	tangible and intangible assets revaluation expenses, out of which:	73	-	123	123	123	-	-	-	-	-	-	
		-related to the public domain assets	74	-	-	-	-	-	-	-	-	-	-	
	i5)	services rendered by subsidiaries	75	-	-	-	-	-	-	-	-	-	-	
	i6)	management recruitment according to the OUG no. 109/2011	76	30	25	6	-	136	136	136	136	-	-	
	i7)	Advertisement – auctions/other activities	77	82	62	62	61	18	36	55	73	120.55%	73.85%	
	j)	other expenses	78	69,189	75,019	75,019	65,952	38,483	43,427	62,728	81,085	122.95%	95.32%	
	B	Expenses - taxes, duties and similar charges (Rows 80+81+82+83+84+85),out of which:	79	178,405	147,278	147,117	146,953	68,839	95,509	122,172	148,940	101.35%	82.37%	
	a)	charges –exploitation of mineral resources	80	-	-	-	-	-	-	-	-	-	-	
	b)	royalty - concession agreement (public assets and mineral resources	81	-	-	-	-	-	-	-	-	-	-	
	c)	license fee	82	-	-	-	-	-	-	-	-	-	-	
	d)	certification fees	83	9,917	9,920	9,929	9,924	2,482	4,964	7,446	9,928	100.04%	100.07%	
	e)	environment fees	84	95,226	93,104	93,118	93,203	23,997	47,891	71,784	95,678	102.65%	97.88%	
	f)	other taxes and duties	85	73,261	44,254	44,070	43,825	42,359	42,654	42,942	43,334	98.88%	59.82%	
	C.	Personnel expenses (Rows 87+100+104+113), out of which:	86	303,615	315,539	310,467	302,559	76,852	157,517	239,110	324,343	107.20%	99.65%	
	C0	Payroll expenses (Rows 88+ 92)	87	229,192	237,024	233,150	228,391	58,714	120,266	181,844	244,907	107.23%	99.65%	
	C1	Salaries (Rows 89+90+91), out of which:	88	216,025	218,673	214,799	214,799	53,472	106,944	164,871	222,799	103.72%	99.43%	
	a)	base salaries	89	160,922	162,886	157,184	157,470	39,068	78,136	121,660	159,184	101.09%	97.85%	
	b)	bonuses, premiums and other royalties for the basic salaries (as per Collective Labor Agreement)	90	53,184	53,841	55,091	54,748	13,773	27,546	41,318	61,091	111.59%	102.94%	
	c)	other bonuses (according to Collective Labor Agreement)	91	1,919	1,946	2,524	2,581	631	1,262	1,893	2,524	97.78%	134.48%	
	C2	Bonuses (Rows 93+96+97+98+ 99), out of which:	92	13,167	18,351	18,351	13,592	5,243	13,322	16,973	22,108	162.66%	103.23%	
	a)	social compensation - art.25 of the Law no. 227/2015 -Fiscal code, further amendments and completions, out of which:	93	3,193	6,562	6,562	3,947	1,899	3,830	5,738	7,870	199.40%	123.60%	
		- nursery vouchers, acc. to Law no. 193/2006, with subsequent amendments;	94	-	-	-	-	-	-	-	-	-	-	
		- gift cards related to social compensation according to Law no. 193/2006, with subsequent amendments;	95	-	-	-	-	-	-	-	-	-	-	
	b)	meal tickets;	96	284	325	325	297	135	265	391	513	172.63%	104.77%	

0	1	INDICATORS	Row no.	Actual 2015	Provisions for prev. year 2016			2017 Budget proposed				%	%
					Approved		Preliminary 2016	Out of which:					
					According to the GOMS Decision no. 1/ 30.03.2016	According to the Decision of		Q I	Q II (YTD)	Q III (YTD)	Year 2017		
2	3	3a	4	4a	5	6a	6b	6c	6d	7	8		
		c) holiday vouchers;	97	-	-	-	-	769	1,538	2,306	3,075	-	-
		d) employees' share of profit from prior year results	98	2,592	3,563	3,563	3,559	-	3,793	3,793	3,793	106.56%	137.31%
		e) other incentives according to Collective Labor Agreement.	99	7,098	7,901	7,901	5,788	2,440	3,896	4,745	6,857	118.46%	81.55%
	C3	Other personnel expenses (Rows 101+102+103), out of which:	100	1,027	1,033	1,033	995	259	518	777	1,036	104.05%	96.87%
		a) severance packages related to personnel layoff	101	-	-	-	-	-	-	-	-	-	-
		b) compensations following court decisions	102	-	-	-	-	-	-	-	-	-	-
		c) employment costs related to restructuring, privatization, special administrator, other commissions and committees	103	1,027	1,033	1,033	995	259	518	777	1,036	104.05%	96.87%
	C4	Expenses related to the Contract of Mandate, Management/ Control Bodies, committees and commissions (Rows 105+108+111+112), out of which:	104	2,903	3,673	3,450	2,841	492	1,960	2,880	3,514	123.67%	97.88%
		a) related to managers/directorship	105	2,064	2,806	2,572	1,963	314	1,181	1,767	2,068	105.32%	95.15%
		-fixed component	106	812	812	578	578	141	289	492	590	101.98%	71.24%
		-variable component	107	1,252	1,994	1,994	1,385	172	892	1,328	1,478	106.72%	110.64%
		b) related to Board of Administration/Supervisory Board, out of which:	108	839	867	878	878	179	779	1,113	1,446	164.73%	104.62%
		-fixed component	109	287	290	290	290	72	287	477	668	230.56%	100.80%
		-variable component	110	552	577	588	588	106	492	635	778	132.31%	106.61%
		c) GMS and censors	111	-	-	-	-	-	-	-	-	-	-
		d) other committees and commissions established under the law	112	-	-	-	-	-	-	-	-	-	-
	C5	Social security contributions, special funds and other legal obligations (Rows 114+115+116+117+118+119), out of which:	113	70,493	73,809	72,834	70,332	17,387	34,774	53,609	74,887	106.48%	99.77%
		a) social security contribution	114	51,536	53,628	53,088	51,434	12,423	24,838	38,702	54,831	106.60%	99.80%
		b) unemployment contribution	115	1,693	1,776	1,756	1,693	439	878	1,317	1,806	106.68%	100.02%
		c) health insurance contribution	116	13,952	14,404	14,259	13,931	3,565	7,130	10,694	14,688	105.43%	99.86%
		d) special funds related to salaries	117	-	-	-	-	-	-	-	-	-	-
		e) company's contribution to pension funds	118	2,875	3,440	3,200	2,775	800	1,600	2,400	2,900	104.52%	96.53%
		f) other contributions and special funds	119	438	561	531	499	160	328	496	662	132.77%	113.76%
		D. Other operation expenses	120	528,385	517,632	517,556	515,642	138,165	281,087	416,929	552,897	107.22%	97.59%
		a) Fines and penalties (Rows 122+123), out of which:	121	2,298	50	1,024	1,090	15	27	39	50	4.59%	47.45%
		- to the general consolidated budget	122	2,292	-	-	45	-	-	-	-	-	1.97%
		- to other creditors	123	5	50	1,024	1,045	15	27	39	50	4.78%	19055.43%
		b) expenses related to fixed assets disposal	124	15,952	500	500	14	50	300	400	500	3462.29%	-
		c) Expense related to transfer for personnel payment	125	-	-	-	-	-	-	-	-	-	-
		d) Other expenses	126	27,537	29,805	32,510	28,540	11,678	17,629	24,269	32,218	112.89%	103.65%
		e) Depreciation (tangible assets) and amortization (intangible assets)	127	470,334	483,515	483,515	481,290	123,984	245,453	369,626	494,215	102.69%	102.33%
		f) Impairment adjustments and provisions (Rows 129-131), out of which:	128	12,265	3,762	8	4,707	2,439	17,678	22,595	25,914	550.52%	38.38%
		f1) Loss from impairment adjustments and provisions	129	24,144	17,764	15,926	23,490	2,658	24,026	28,942	32,261	137.34%	97.29%
		f1.1) -provisions regarding the employees' share of profit	130	3,563	3,793	3,793	3,793	-	4,447	4,447	4,447	117.24%	106.46%
		f1.2) -provisions regarding the mandate agreement	130a	2,183	971	1,131	1,730	-	-	-	834	48.17%	79.25%
		f2) Revenues from provisions and reversal of impairment adjustments, out of which:	131	11,879	14,002	15,919	18,782	220	6,348	6,348	6,348	33.79%	158.11%
		f2.1) Provision cancellation (Rows 133+134+135), out of which:	132	11,879	14,002	15,919	18,782	220	6,348	6,348	6,348	33.79%	158.11%
		- from employees' share of profit	133	2,592	3,563	3,589	3,589	-	3,793	3,793	3,793	105.68%	138.44%
		- from tangible and current assets depreciation	134	4,199	9,100	9,000	10,302	-	-	-	-	-	245.31%
		- revenues from other provisions	135	5,088	1,339	3,330	4,892	220	2,555	2,555	2,555	52.22%	96.15%
	2	Financial expenses (Rows 137+140+143), out of which:	136	150,843	124,549	142,385	118,995	24,396	51,947	74,390	102,818	86.41%	78.89%
		a) Interest expenses, out of which:	137	11,010	7,227	8,684	7,384	241	3,358	3,554	6,411	86.83%	67.07%
		a1) Related to investment loans	138	11,010	7,227	8,684	7,384	241	3,358	3,554	6,411	86.83%	67.07%
		a2) Related to loans for current activity	139	-	-	-	-	-	-	-	-	-	-
		b) Foreign exchange losses, out of which:	140	118,915	105,887	116,954	89,594	19,751	38,001	55,752	77,002	85.95%	75.34%
		b1) Related to investment loans	141	118,915	105,887	116,954	89,594	19,751	38,001	55,752	77,002	85.95%	75.34%
		b2) Related to loans for current activity	142	-	-	-	-	-	-	-	-	-	-
		c) Other financial expenses	143	20,918	11,435	16,746	22,017	4,404	10,588	15,084	19,405	88.13%	105.25%
	3	Extraordinary expenses	144	-	-	-	-	-	-	-	-	-	-
	III	GROSS RESULT (profit/loss) (Rows 1-29)	145	178,324	63,850	100,258	129,037	47,013	6,674	31,760	70,234	54.43%	72.36%
		Non-taxable income	146	39,366	8,029	15,919	41,233	559	4,959	6,822	11,174	27.10%	104.74%
		Non-deductible expenses	147	115,888	86,235	78,755	98,468	16,834	32,769	48,700	80,020	81.27%	84.97%

0	1	INDICATORS	Row no.	Actual 2015	Provisions prev. year 2016			2017 Budget proposed				%	%
					Approved		Preliminary 2016	Out of which:					
					According to the GOMS Decision no. 1/ 30.03.2016	According to the Decision of		Q I	Q II (YTD)	Q III (YTD)	Year 2017		
4	4a	5	6a	6b	6c	6d	7	8					
IV		INCOME TAXES	148	29,180	22,729	26,095	20,369	10,126	5,517	11,782	22,253	109.25%	69.80%
V		SUBSTANTIATION DATA	149	-	-	-	-	-	-	-	-	-	-
1		Payroll expenses (Row 87)	150	229,192	237,024	233,150	228,391	58,714	120,266	181,844	244,907	107.23%	99.65%
2		Salaries expenses (Row 88)	151	216,025	218,673	214,799	214,799	53,472	106,944	164,871	222,799	103.72%	99.43%
3		No. of estimated personnel at the end of the year	152	2,077	2,100	2,100	2,042	2,050	2,050	2,050	2,050	100.39%	98.31%
4		Average no. of employees	153	2,034	2,050	2,015	2,008	2,015	2,015	2,015	2,015	100.35%	98.72%
5	a)	Average monthly earnings per employee determined based on salaries expenses (Row 151/Row153)/12*1000	154	8,851	8,889	8,883	8,914	x	x	x	9,214	103.36%	100.72%
	b)	Average monthly earnings per employee (RON/person) determined based on payroll expenses [(Row 150 – 93* -98)/row 153]/12*1000	155	9,153	9,224	9,224	9,167	x	x	x	9,646	x	x
6	a)	Work productivity – total operating revenues per total average personnel (thousand RON/person) (Row 2/Row153)	156	875	829	829	836	x	x	x	853	x	x
	b)	Work productivity in physical units per total average personnel (quantity of finished products/person) W=QPF/Row 153	157	x	-	-	-	x	x	x	x	x	x
	c1)	Data used to calculate productivity in physical units, out of which:	158	x	-	-	-	x	x	x	x	-	-
		- quantity of finished products (QPF)	159	x	-	-	-	x	x	x	x	-	-
		- average price (p)	160	x	-	-	-	x	x	x	x	-	-
		- value =QPF x p	161	x	-	-	-	x	x	x	x	-	-
		- share in total operation income = Row 161/Row 2	162	x	-	-	-	x	x	x	x	-	-
7		Overdue payments	163	-	-	-	-	-	-	-	-	-	-
8		Overdue receivables, out of which:	164	69	69	69	6,047	-	-	-	-	-	8764%
		- from full/majority state owned entities	165	-	-	-	-	-	-	-	-	-	-
		- from private entities	166	69	69	69	6,047	-	-	-	-	-	8764%
		- from the state budget	167	-	-	-	-	-	-	-	-	-	-
		- from the local budget	168	-	-	-	-	-	-	-	-	-	-
		- from other entities	169	-	-	-	-	-	-	-	-	-	-
9		Loans for financing current activities (end of period balance)	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

CHIEF EXECUTIVE OFFICER
DANIELA LULACHE

CHIEF FINANCIAL OFFICER
MIHAI DARIE