

2. Proiectul BVC 2015

Previzionare cifra de afaceri 2015 in baza contractelor, comenzilor ferme si previziunilor primite de la clienti pana in prezent:

INDICATOR	An 2014	An 2015	var 15-14	var.%
Cifra de afaceri - Radiatoare	10,476,522	10,661,879	185,357	1.77%
Cifra de afaceri - Piese metalice	6,129,047	4,797,520	- 1,331,527	-21.72%
Cifra de afaceri - Module HIU	9,966,128	13,542,670	3,576,541	35.89%
Cifra de afaceri - Tuburi termice	93,759	2,381,624	2,287,865	2440.17%
Cifra de afaceri - Marfuri	222,753	56,976	- 165,777	-74.42%
Cifra de afaceri - Deseuri	427,111	390,400	- 36,711	-8.60%
Total cifra de afaceri	27,315,321	31,831,068	4,515,747	16.53%

Proiectul de buget de venituri si cheltuieli pentru anul 2015, prezentat mai jos, a fost realizat tinand cont de:

- previzionarea cifrei de afaceri lunara pe categorii de produse, functie de contractele incheiate de societate, si de comenzile ferme si previziunile primite de la clienti
- costurile materiale specifice fiecarei grupe de produse, calculate in baza rezultatelor furnizate de analiza postcalcul pentru 2014 precum si in baza evaluarii impactului masurilor de eficientizare precum si a investitiilor planificate pentru anul 2015
- necesarul de personal si politica de salarizare
- previzionarea evolutiei costurilor cu utilitatile, functie de tendinta pietei, structura preconizata a productiei si investitiile planificate pentru anul 2015
- costurile legate de implementarea programului de investitii (costuri de implementare proiect Innovation Norway, costuri de finantare bancara)

Indicator	CodIndicator	realizat	realizat	planificat
		an 2013	an 2014	an 2015
Cifra de Afaceri	C.A.	25,016,240	27,315,321	31,850,000
Productia vanduta	701 la 708	24,239,642	26,337,328	31,370,000
Marfuri	707	361,998	563,612	60,000
Deseuri	703	421,508	425,527	420,000
Red.comerciale	709	-6,908	-11,146	0
Variatia stocurilor	711+712	351,342	-517,356	100,000
V. din prod de Imobilizari	721+722	520,996	838,191	549,755
Alte venit	758+7417+7815	76,680	46,851	200,260
VENITURI EXPLOATARE	V. EXPLOATARE	25,965,258	27,683,007	32,700,015
Total ch mpm	mpm	16,052,744	16,851,250	19,334,780
Mpm	601+602	13,645,062	14,367,400	17,093,580
Gaz metan	6022.02	459,341	421,564	493,700
Ch SDV	603	936,001	806,019	816,000
Alte ch mat(amb)	604+606+608	201,994	308,855	368,000
Energie	605.01	378,116	336,679	391,000
Apa	605.02	97,936	100,077	121,500
Marfuri	607	334,295	510,656	51,000
Ch.Personal	Salarii+asig	5,927,368	6,519,699	7,560,000
Salarii	641+642	4,542,297	5,055,454	5,916,000
Asigurari	645	1,385,071	1,464,245	1,644,000
Amortizare	6811+6813	1,575,090	1,649,497	1,900,350
ve	7813	0	0	0
Aj active circul	circulante	21,924	-61,578	0
ch	654+6814	21,924	24,974	0
ve	784+7814	0	86,552	0
alte ch Exploatare	611....	1,554,592	1,774,052	2,258,980
Prest externe	6111a 628	1,291,149	1,468,297	1,944,480
imp & taxe	635	228,077	264,521	266,000
alte	652+658	35,366	41,234	48,500
Aj ris	Proviz riscuri si chelt	0	0	0
ch	6812	0	0	0
ve	7812	0	0	0
CHELTUIELI EXPLOATARE	CH. EXPLOATARE	25,131,719	26,732,920	31,054,110
P& P EXPLOATARE	REZULTAT DIN EXPL	833,539	950,087	1,645,906
V. FINANCIARE	V. FINANCIARE	342,857	317,381	211,000
CH. FINANCIARE	CH. FINANCIARE	922,729	729,576	994,000
P& P FINANCIAR	REZULTAT FINANCIAR	-579,872	-412,196	-783,000
P& P CURENTA	REZULTAT CURENT	253,667	537,891	862,906
V. EXTRAORDINARE	V. extraordinare	0	0	0
CH.EXTRAORDINARE	Ch. extraordinare	0	0	0
P& EXTRAORDINARE	REZULTAT EXTRAORDINAR	0	0	0
VENITURI TOTALE	VENITURI TOTALE	26,308,116	28,000,388	32,911,015
CHELTUIELI TOTALE	CHELTUIELI TOTALE	26,054,448	27,462,497	32,048,110
P& P BRUTA	REZULTAT BRUT	253,667	537,891	862,906
Impozit profit	691	52,120	26,011	155,323
P& P NET	REZULTAT NET	201,547	511,880	707,583

Indicator	an 2015	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15
Cifra de Afaceri	31,850,000	2,738,290	2,511,500	3,055,600	3,177,250	2,734,000	2,552,000	2,593,950	2,450,150	2,598,630	2,488,170	2,615,750	2,334,710
Productia vanduta	31,370,000	2,690,245	2,474,500	3,018,600	3,140,250	2,695,000	2,513,000	2,555,450	2,411,650	2,557,130	2,446,670	2,573,700	2,293,805
Marfuri	60,000	19,595	4,000	4,000	4,000	4,000	4,000	3,500	3,500	3,500	3,500	3,500	2,905
Deseri	420,000	28,450	33,000	33,000	33,000	35,000	35,000	35,000	35,000	38,000	38,000	38,550	38,000
Red.comerciale	0												
Variatia stocurilor	100,000	-274,430	14,960	-60,370	-62,805	-48,510	50,260	20,940	48,235	51,140	122,330	51,470	186,780
V. din prod de Imobilizari	549,755	21,204	15,000	18,000	18,000	45,000	59,000	125,000	50,000	75,000	55,000	135,000	10,551
Alte venit	200,260	4,276	4,200	4,200	4,200	4,200	59,000	4,200	54,000	14,000	40,000	4,000	3,984
VENITURI EXPLOATARE	32,700,015	2,489,340	2,545,660	2,999,430	3,136,645	2,734,690	2,661,260	2,744,090	2,602,385	2,738,770	2,705,500	2,806,220	2,536,825
Total ch mpm	19,334,780	1,542,025	1,585,395	1,884,580	1,927,700	1,640,210	1,541,700	1,567,975	1,489,375	1,569,075	1,511,875	1,582,580	1,492,789
Mpm	17,093,580	1,320,333	1,379,500	1,680,580	1,747,500	1,467,310	1,370,000	1,395,000	1,315,000	1,394,700	1,335,500	1,404,000	1,284,157
Gaz metan	493,700	78,992	58,000	55,000	30,000	28,000	28,000	28,000	28,000	28,000	30,000	33,000	68,708
Ch SDV	816,000	67,284	68,000	68,100	68,000	68,000	68,100	68,000	68,000	68,000	68,100	68,100	68,316
Alte ch mat(amb)	368,000	26,629	29,695	30,500	31,800	32,500	30,200	31,500	31,800	32,300	32,000	31,105	27,971
Energie	391,000	27,589	36,800	37,000	37,000	31,000	31,000	31,000	32,100	32,100	32,100	32,200	31,111
Apa	121,500	3,860	10,000	10,000	10,000	10,000	11,000	11,500	11,500	11,000	11,200	11,200	10,240
Marfuri	51,000	17,339	3,400	3,400	3,400	3,400	3,400	2,975	2,975	2,975	2,975	2,975	1,786
Ch.Personal	7,560,000	536,531	585,039	648,925	656,635	640,000	640,000	640,000	640,000	640,000	640,000	640,000	652,870
Salarii	5,916,000	434,217	455,283	505,000	511,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	510,500
Asigurari	1,644,000	102,314	129,756	143,925	145,635	140,000	140,000	140,000	140,000	140,000	140,000	140,000	142,370
Amortizare	1,900,350	140,327	145,023	145,000	145,000	150,000	155,000	160,000	160,000	175,000	175,000	175,000	175,000
ve	0												
Aj active circuit	0	0	0	0	0	0	0	0	0	0	0	0	0
ch	0												
ve	0												
alte ch Exploatare	2,258,980	153,884	169,989	204,940	216,050	188,050	194,650	203,950	179,400	198,850	204,750	182,550	161,918
Prest externe	1,944,480	143,425	140,789	175,740	186,850	158,850	165,550	174,850	150,300	169,750	175,650	153,450	149,276
imp & taxe	266,000	6,277	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	9,723
alte	48,500	4,181	4,200	4,200	4,200	4,200	4,100	4,100	4,100	4,100	4,100	4,100	2,919
Aj ris	0												
ch	0												
ve	0												
CHELTUIELI EXPLOATARE	31,054,110	2,372,767	2,485,446	2,883,445	2,945,385	2,618,260	2,531,350	2,571,925	2,468,775	2,582,925	2,531,625	2,580,130	2,482,077
P&P EXPLOATARE	1,685,906	116,573	60,219	115,985	191,260	116,430	129,910	172,165	133,610	153,845	173,875	226,090	53,948
V. FINANCIARE	211,000	49,894	11,574	11,150	11,150	15,550	15,550	16,050	16,328	15,900	15,900	15,900	16,054
CH. FINANCIARE	994,000	135,427	63,407	71,100	80,600	80,600	80,600	80,600	81,000	80,600	80,600	80,600	78,866
P&P FINANCIAR	783,000	85,533	51,833	59,950	69,450	65,050	65,050	64,550	64,672	64,700	64,700	64,700	62,812
P&P CURENTA	862,906	31,040	8,381	56,035	121,810	51,380	64,860	107,615	68,938	91,145	109,175	161,390	-8,864
V. EXTRAORDINARE	0												
CH.EXTRAORDINARE	0												
P& EXTRAORDINARE	0												
VENITURI TOTALE	32,911,015	2,539,234	2,557,234	3,010,580	3,147,795	2,750,240	2,676,810	2,760,140	2,618,713	2,754,670	2,721,400	2,822,120	2,552,079
CHELTUIELI TOTALE	32,048,110	2,508,194	2,548,853	2,954,545	3,025,985	2,698,860	2,611,950	2,652,525	2,549,775	2,663,525	2,612,225	2,660,730	2,560,943
P&P BRUTA	862,906	31,040	8,381	56,035	121,810	51,380	64,860	107,615	68,938	91,145	109,175	161,390	-8,864
Impozit profit	155,323	17,182	17,182	17,182	17,182	17,182	42,849	42,849	48,186	48,186	48,186	47,106	47,106
P&P NET	707,583	31,040	8,381	38,853	121,810	51,380	22,011	107,615	68,938	42,959	109,175	161,390	-55,970

Indicator	an 2015	Trim I	Trim II	Trim III	Trim IV
Cifra de Afaceri	31,850,000	8,305,390	8,463,250	7,642,730	7,438,630
Productia vanduta	31,370,000	8,183,345	8,348,250	7,524,230	7,314,175
Marfuri	60,000	27,595	12,000	10,500	9,905
Deseuri	420,000	94,450	103,000	108,000	114,550
Red.comerciale	0	0	0	0	0
Variatia stocurilor	100,000	-319,840	-61,055	120,315	360,580
V. din prod de Imobilizari	549,755	36,204	63,000	250,000	200,551
Alte venit	200,260	12,676	67,400	72,200	47,984
VENITURI EXPLOATARE	32,700,015	8,034,430	8,532,595	8,085,245	8,047,745
Total ch mpm	19,334,780	5,012,000	5,109,610	4,626,425	4,586,744
Mpm	17,093,580	4,380,413	4,584,810	4,104,700	4,023,657
Gaz metan	493,700	191,992	86,000	84,000	131,708
Ch SDV	816,000	203,384	204,100	204,000	204,516
Alte ch mat(amb)	368,000	86,824	94,500	95,600	91,076
Energie	391,000	101,389	99,000	95,200	95,411
Apa	121,500	23,860	31,000	34,000	32,640
Marfuri	51,000	24,139	10,200	8,925	7,736
Ch. Personal	7,560,000	1,770,495	1,936,635	1,920,000	1,932,870
Salarii	5,916,000	1,394,500	1,511,000	1,500,000	1,510,500
Asigurari	1,644,000	375,995	425,635	420,000	422,370
Amortizare	1,900,350	430,350	450,000	495,000	525,000
ve	0	0	0	0	0
Aj active circul	0	0	0	0	0
ch	0	0	0	0	0
ve	0	0	0	0	0
alte ch Exploatare	2,258,980	528,813	598,750	582,200	549,218
Prest externe	1,944,480	459,954	511,250	494,900	478,376
imp & taxe	266,000	56,277	75,000	75,000	59,723
alte	48,500	12,581	12,500	12,300	11,119
Aj ris	0	0	0	0	0
ch	0	0	0	0	0
ve	0	0	0	0	0
CHELTUIELI EXPLOATARE	31,054,110	7,741,657	8,094,995	7,623,625	7,593,832
P& P EXPLOATARE	1,645,906	292,773	437,600	461,620	453,913
V. FINANCIARE	211,000	72,618	42,250	48,278	47,854
CH. FINANCIARE	994,000	269,934	241,800	242,200	240,066
P& P FINANCIAR	-783,000	-197,316	-199,550	-193,922	-192,212
P& P CURENTA	862,906	95,456	238,050	267,698	261,701
V. EXTRAORDINARE	0				
CH.EXTRAORDINARE	0				
P& EXTRAORDINARE	0				
VENITURI TOTALE	32,911,015	8,107,048	8,574,845	8,133,523	8,095,599
CHELTUIELI TOTALE	32,048,110	8,011,592	8,336,795	7,865,825	7,833,898
P& P BRUTA	862,906	95,456	238,050	267,698	261,701
Impozit profit	155,323	17,182	42,849	48,186	47,106
P& P NET	707,583	78,274	195,201	219,512	214,595