

| Indicator                    | NrCrt     | BVC 2015          | REALIZAT 2015     | BVC 2016          | BVC 2016 /<br>BVC 2015 |
|------------------------------|-----------|-------------------|-------------------|-------------------|------------------------|
| Cifra de Afaceri             | 1         | 31,850,000        | 36,518,924        | 38,319,566        | 120%                   |
| Productia vanduta            | 2         | 31,370,000        | 35,352,057        | 37,773,273        | 120%                   |
| Marfuri                      | 4         | 60,000            | 912,490           | 546,293           | 910%                   |
| Deseuri                      | 3         | 420,000           | 337,689           | 266,020           | 63%                    |
| Red.comerciale               | 7         | -                 | (83,311)          | -                 |                        |
| Variatia stocurilor          | 8         | 100,000           | 632,066           | 154,821           | 155%                   |
| V. din prod de Imobilizari   | 9         | 549,755           | 860,794           | 345,608           | 63%                    |
| Alte venit                   | 10        | 200,260           | 149,656           | 489,957           | 245%                   |
| <b>VENITURI EXPLOATARE</b>   | <b>11</b> | <b>32,700,015</b> | <b>38,161,440</b> | <b>39,309,951</b> | <b>120%</b>            |
| Total ch mpm                 | 12        | 19,334,780        | 23,701,960        | 23,581,774        | 122%                   |
| Mat prime si materiale       | 13        | 17,093,580        | 20,859,149        | 21,554,958        | 126%                   |
| Utilitati                    | 16        | 1,006,200         | 904,829           | 911,850           | 91%                    |
| Alte chelt materiale         | 14        | 1,184,000         | 1,160,726         | 618,336           | 52%                    |
| Marfuri                      | 19        | 51,000            | 777,257           | 496,630           | 974%                   |
| Cheltuieli cu Personalul     | 20        | 7,560,000         | 7,614,640         | 9,692,082         | 128%                   |
| Amortizare                   | 23        | 1,900,350         | 1,852,056         | 2,374,772         | 125%                   |
| Aj active circul             | 25        | -                 | 124,374           | -                 |                        |
| alte ch Exploatare           | 28        | 2,258,980         | 2,706,184         | 2,107,245         | 93%                    |
| Prest externe                | 29        | 1,944,480         | 2,400,957         | 1,802,018         | 93%                    |
| imp & taxe                   | 30        | 266,000           | 255,705           | 255,705           | 96%                    |
| alte                         | 31        | 48,500            | 49,522            | 49,522            | 102%                   |
| <b>CHELTUIELI EXPLOATARE</b> | <b>35</b> | <b>31,054,110</b> | <b>35,999,215</b> | <b>37,755,873</b> | <b>122%</b>            |
| P& P EXPLOATARE              | 36        | 1,645,905         | 2,162,225         | 1,554,078         | 94%                    |
| <b>V. FINANCIARE</b>         | <b>37</b> | <b>211,000</b>    | <b>490,499</b>    | <b>455,062</b>    | <b>216%</b>            |
| Dobanzi                      | 38        | 3,000             | 7,080             | 7,741             | 258%                   |
| sconturi                     | 39        | 100,000           | 83,869            | 81,845            | 82%                    |
| Alte v.financiare            | 41        | 3,100             | 7,837             | 186               | 6%                     |
| Dif Curs                     | 40        | 104,900           | 391,713           | 365,290           | 348%                   |
| <b>CH. FINANCIARE</b>        | <b>42</b> | <b>994,000</b>    | <b>982,151</b>    | <b>955,063</b>    | <b>96%</b>             |
| Dobanzi                      | 43        | 560,000           | 314,422           | 325,949           | 58%                    |
| Sconturi                     | 44        | 26,000            | 28,047            | 27,671            | 106%                   |
| dif. curs                    | 46        | 282,000           | 495,527           | 460,450           | 163%                   |
| Alte ch. financiare          | 45        | 126,000           | 144,156           | 140,993           | 112%                   |
| P& P FINANCIAR               | 47        | (783,000)         | (491,652)         | (500,000)         | 64%                    |
| <b>VENITURI TOTALE</b>       | <b>52</b> | <b>32,911,015</b> | <b>38,651,940</b> | <b>39,765,013</b> | <b>121%</b>            |
| <b>CHELTUIELI TOTALE</b>     | <b>53</b> | <b>32,048,110</b> | <b>36,981,367</b> | <b>38,710,935</b> | <b>121%</b>            |
| P& P BRUTA                   | 54        | 862,905           | 1,670,573         | 1,054,077         | 122%                   |
| Impozit profit               | 55        | 155,323           | 16,462            | 168,652           | 109%                   |
| P& P NET                     | 56        | 707,582           | 1,654,111         | 885,425           | 125%                   |
| EBITDA                       | 57        | 3,546,255         | 4,014,282         | 3,928,850         | 111%                   |

Brasov, 15.12.2016

Presedinte CA

Firu Floriean

Director General

Niculescu Oliviu


