

2017 BUDGET

thousand RON

| 0 | 1 | INDICATORS | Row | 2016 Actual (estimates) | 2017 Budget (proposal) | % | 2018 Estimates | 2019 Estimates | % | |
|-----|----|---|-----|-------------------------|------------------------|--------|----------------|----------------|--------|--------|
| | | | | | | | | | 9=7/5 | 10=8/7 |
| | | TOTAL REVENUES (Row 1=Rows 2+5+6) | 1 | 416,292 | 412,101 | 99.0% | 409,102 | 410,924 | 99.3% | 100.4% |
| | 1 | Total operating revenues, of which: | 2 | 412,455 | 409,586 | 99.3% | 406,587 | 408,409 | 99.3% | 100.4% |
| | | a) subsidies, as per the legal provisions in force | 3 | | | | | | | |
| | | b) transfers, as per the legal provisions in force | 4 | | | | | | | |
| | 2 | Financial revenues | 5 | 3,837 | 2,515 | 65.5% | 2,515 | 2,515 | 100.0% | 100.0% |
| | 3 | Extraordinary gains | 6 | | | | | | | |
| II | | TOTAL EXPENSES (Rows 8+20+21) | 7 | 337,473 | 328,901 | 97.5% | 328,602 | 330,324 | 99.9% | 100.5% |
| | 1 | Operating expenses, out of which: | 8 | 337,363 | 328,785 | 97.5% | 328,491 | 330,213 | 99.9% | 100.5% |
| | A | Materials and services | 9 | 90,448 | 90,273 | 99.8% | 90,080 | 91,532 | 99.8% | 101.6% |
| | B | Taxes, duties and similar charges | 10 | 34,422 | 29,058 | 84.4% | 29,785 | 30,095 | 102.5% | 101.0% |
| | C | Personnel expenses, out of which: | 11 | 112,510 | 111,960 | 99.5% | 111,961 | 112,061 | 100.0% | 100.1% |
| | | C0 Salaries and bonuses expenses (Rows 13+14) | 12 | 87,234 | 88,681 | 101.6% | 88,672 | 88,672 | 100.0% | 100.0% |
| | | C1 salaries | 13 | 74,094 | 75,662 | 102.1% | 75,662 | 75,662 | 100.0% | 100.0% |
| | | C2 bonuses | 14 | 13,140 | 12,999 | 98.9% | 13,010 | 13,010 | 100.1% | 100.0% |
| | | C3 other personnel expenses, out of which: | 15 | 28 | 0 | 0.0% | 0 | 0 | | |
| | | severance/payments related to personnel layoff | 16 | 28 | 0 | 0.0% | 0 | 0 | | |
| | | C4 Expenses related to the Contract of Mandate and other management and control bodies, committees and commissions | 17 | 1,709 | 1,813 | 106.1% | 1,813 | 1,813 | 100.0% | 100.0% |
| | | C5 Social and insurance Benefits, special funds and other legal obligations | 18 | 23,539 | 21,486 | 91.3% | 21,477 | 21,577 | 100.0% | 100.5% |
| | D | Other operating expenses | 19 | 99,983 | 97,494 | 97.5% | 96,664 | 96,524 | 99.1% | 99.9% |
| | 2 | Financial expenses | 20 | 110 | 116 | 105.8% | 111 | 111 | 96.1% | 100.0% |
| | 3 | Extraordinary expenses | 21 | | | | | | | |
| III | | PROFIT/(LOSS) BEFORE TAX | 22 | 78,819 | 83,200 | 105.6% | 80,500 | 80,600 | 96.8% | 100.1% |
| IV | | INCOME TAX | 23 | 14,459 | 14,247 | 98.5% | 13,685 | 13,702 | 98.1% | 100.1% |
| V | | PROFIT AFTER TAX, out of which: | 24 | 64,360 | 68,953 | 107.1% | 66,815 | 66,898 | 96.9% | 100.1% |
| | 1 | Legal reserves | 25 | | | | | | | |
| | 2 | Other reserves - fiscal incentives | 26 | 1,710 | | | | | | |
| | 3 | Loss carried forward from previous periods | 27 | | | | | | | |
| | 4 | Allocate own sources of financing for the projects partly financed through foreign loans, as well as for the establishment of the necessary sources to reimburse such loans (principal, interest, commissions and other fees) | 28 | | | | | | | |
| | 5 | Other allocations stipulated by law | 29 | | | | | | | |
| | 6 | Profit after tax, net of items in Rows 25, 26, 27, 28, 29 | 30 | 62,650 | 68,953 | 110.1% | 66,815 | 66,898 | 96.9% | 100.1% |
| | 7 | Employees profit sharing schemes (max. 10% of net profit but not more than the monthly average base salary per employee reported in the corresponding year) | 31 | 4,756 | 4,972 | 104.5% | 4,972 | 4,972 | 100.0% | 100.0% |
| | 8 | Minimum 50% transfers to the state/local budget in case of regies autonomes) or dividends due to shareholders in case of the societies or state-owned companies, out of which: | 32 | 62,650 | 62,837 | 100.3% | 61,019 | 61,090 | 97.1% | 100.1% |
| | a) | - dividends payable to the state budgat | 33 | 36,786 | 36,895 | 100.3% | 35,828 | 35,870 | 97.1% | 100.1% |
| | b) | - dividands payable to the local budget | 33a | 0 | 0 | | 0 | 0 | 0.0% | 0.0% |
| | c) | - dividends payable to other shareholders | 34 | 25,864 | 25,942 | 100.3% | 25,192 | 25,220 | 97.1% | 100.1% |
| | 9 | Remaining profit (not appropriated on itams in rows 31 and 32) - to be appropriated to other reserves representing own financing sources | 35 | 0 | 6,116 | | 5,795 | 5,808 | 94.8% | 100.2% |
| VI | | REVENUES FROM EUROPEAN FUNDS | 36 | | | | | | | |
| | | ELIGIBLE EXPENSES FROM EUROPEAN FUNDS, out of which: | 37 | | | | | | | |
| | a) | materials | 38 | | | | | | | |
| | b) | salaries | 39 | | | | | | | |

| | INDICATORS | Row | 2016 Actual (estimates) | 2017 Budget (proposal) | % | 2018 Estimates | 2019 Estimates | % | |
|------|--|-----|----------------------------|---------------------------|--------|-------------------|-------------------|--------|--------|
| | | | | | | | | 9=7/6 | 10=8/7 |
| | c) services | 40 | | | | | | | |
| | d) advertising | 41 | | | | | | | |
| | e) other expenses | 42 | | | | | | | |
| VIII | FUNDS AVAILABLE FOR INVESTMENTS, out of which: | 43 | 44,992 | 64,269 | 142.8% | 79,310 | 77,255 | 123.4% | 97.4% |
| | 1 Government grants | 44 | | | | | | | |
| | budget allocations related to payments of the commitments from previous years | 45 | | | | | | | |
| IX | CAPITAL EXPENDITURE | 46 | 44,992 | 64,269 | 142.8% | 79,310 | 77,255 | 123.4% | 97.4% |
| X | SUBSTANTIATION DATA | 47 | | | | | | | |
| | 1 Number of employees (end of the year estimate) | 48 | 1,715 | 1,715 | 100.0% | 1,715 | 1,715 | 100.0% | 100.0% |
| | 2 Total average number of employees | 49 | 1,670 | 1,675 | 100.3% | 1,675 | 1,675 | 100.0% | 100.0% |
| | 3 Average monthly earnings per employee (RON/employee) based on payroll expenses | 50 | 3,963 | 3,986 | 100.6% | 3,986 | 3,986 | 100.0% | 100.0% |
| | 4 Average monthly earnings per employee (RON/person) based on salary expenses (Row 13/Row 49)/12*1000 | 51 | 3,697 | 3,764 | 101.8% | 3,764 | 3,764 | 100.0% | 100.0% |
| | 5 Labor productivity in physical units per total average number of employees (kRON/employee) (Row 2/Row 49) | 52 | 247 | 245 | 99.0% | 243 | 244 | 99.3% | 100.4% |
| | 6 Labor productivity in physical units per total average number of personnel (finished goods quantity/person) | 53 | | | | | | | |
| | 7 Total expenses per each 1000 RON of total revenues (Row 7/Row 1)x1000 | 54 | 811 | 798 | 98.5% | 803 | 804 | 100.6% | 100.1% |
| | 8 Overdue payables | 55 | 0 | 0 | 100.0% | 0 | 0 | 100.0% | 100.0% |
| | 9 Overdue receivables | 56 | 343 | 322 | 94.0% | 303 | 285 | 94.0% | 94.0% |

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