

Improvement Tactics to Increase Profit before Tax and to Reduce Overdue Payments

thousand RON

No	Tactics	Due date	2016 (prior year)		2017 (current year)		2018		2019	
			Estimates/Actual		Impact (+/-)		Impact (+/-)		Impact (+/-)	
			Profit before tax (+/-)	Overdue payments	Profit before tax	Overdue payments	Profit before tax	Overdue payments	Profit before tax	Overdue payments
0	1	2	3	4	5	6	7	8	9	10
I	Improvement tactics - favorable impact									
1	Increase revenues from transport services supplied	31.12.2018 31.12.2019	X	X			4,840		1,822	0
2	Increase revenues from other activities (sell dismantled)	31.12.2017			7,800					
3	Increase other operating revenues	31.12.2017			1,133					
4	Reduce transport costs	31.12.2017			4,487					
5	Reduce royalty and modernization quota expenses	31.12.2017			4,710					
6	Decrease in tax charges related to special constructions				871					
	TOTAL section I		X	X	19,001	0	4,840	0	1,822	0
II	Circumstances diminishing the favorable impact of improvement tactics above									
1	Decrease in revenues from transport services supplied	31.12.2017			-14,620					
2	Decrease in revenues from other activities (sell dismantled)	31.12.2018					-5,300			
3	Decrease in other operating revenues	31.12.2018					-1,102			
4	Increase in royalty expense	31.12.2018 31.12.2019					-460		-770	
5	Increase in rail transport expenses	31.12.2019							-697	
6	Increase in modernization quota expenses following the increase in revenues from transport services supplied	31.12.2018 31.12.2019	X	X		0	-678		-255	
	TOTAL Section II		X	X	-14,620	0	-7,540	0	-1,722	0
III	GRAND TOTAL				78,819	0	4,381	0	-2,700	0

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