

CONPET S.A.  
No. 1-3, Anul 1848 Street, Ploiesti, Prahova, Romania  
Tax Identification Number 1350020  
NACE Code 4950  
Registered at Prahova Trade Registry under number J29/6/22.01.1991  
Subscribed and paid-up share capital 28 569 842.40 RON

### **Financial results for the period January-December 2018**

CONPET SA achieved, in 2018, a turnover of 385.14 million RON, higher by 2.2% as compared to 2017 and 1.1% higher than the budget provisions.

The net profit achieved during January– December 2018, amounting 60.68 million RON is higher by 14.87 million RON (32.4%) as compared to the budget provisions and 13.71 million RON (18.4%) lower than in 2017.

At 31.12.2018, the operating revenues increased by 1.8% as compared to 2017 (418.71 million RON 2018, from 411.18 million RON in 2017), following the increase of the transport revenues by 2.2% (380.58 million RON 2018 from 372.36 million RON 2017). As compared to the budget provisions, the operating revenues increased by 1.4%.

The operating expenses achieved in 2018 recorded an increase by 7.4% as compared to the ones achieved in 2017 and a decrease by 2.1% as compared to the budget provisions. The increase in the operating expenses was mainly due to the application, starting 01.01.2018 of the salary increases stipulated in the Collective Labor Agreement ended at 2017, Q3.

The operating profit achieved in 2018 amounting 66.24 million RON, recorded an increase of 25.4% as compared to the budget provisions and a decrease by 20.3% as compared to 2017.

## Financial Results

Indicators (thousand RON)	YEAR 2018	Revenues and Expenditure Budget 2018	Year 2017	Variation % 2018/ Budget	Variation % 2018/ 2017	Q4 2018	Q4 2017	Variation % Quarter 4 2018/2017
Net Turnover	385,140	381,080	376,685	▲ 1.1%	▲ 2.2%	101,448	94,175	▲ 7.7%
Operating Revenues	418,711	412,763	411,179	▲ 1.4%	▲ 1.8%	110,093	103,041	▲ 6.8%
Operating Expenses	352,471	359,947	328,088	▼ 2.1%	▲ 7.4%	91,899	87,211	▲ 5.4%
EBITDA	110,741	97,124	127,565	▲ 14.0%	▼ 13.2%	29,398	26,881	▲ 9.4%
Operating Profit (EBIT)	66,240	52,816	83,090	▲ 25.4%	▼ 20.3%	18,193	15,829	▲ 14.9%
Total revenues	424,173	414,321	414,792	▲ 2.4%	▲ 2.3%	111,790	103,989	▲ 7.5%
Total expenses	352,482	360,047	328,133	▼ 2.1%	▲ 7.4%	91,904	87,222	▲ 5.4%
Gross Profit (EBT)	71,691	54,274	86,659	▲ 32.1%	▼ 17.3%	19,886	16,767	▲ 18.6%
Net Profit	60,676	45,811	74,388	▲ 32.4%	▼ 18.4%	16,958	15,515	▲ 9.3%

The Financial Statements prepared at 31.12.2018 have been audited.

**Director General**

**Eng. Chiş Timur - Vasile**

**Economic Director**

**Econ. Sanda Toader**