

2023 INCOME AND EXPENDITURE BUDGET - INDIVIDUAL

RON thousand

| | | INDICATORS | Row No. | Preliminary 2022 | Proposals 2023 | Ratios 2023 / 2022 (%) |
|-----|----|---|---------|-------------------|-------------------|------------------------|
| 0 | 1 | 2 | 3 | 4 | 5 | 6=5/4 |
| I. | | TOTAL INCOME (Row1=Row2+Row5) | 1 | 13 864 043 | 10 408 485 | 75,1% |
| | 1 | Total operating income out of which: | 2 | 13 646 295 | 10 324 398 | 75,7% |
| | | a) subsidies, according to legal provisions in force | 3 | | | |
| | | b) transfers, according to legal provisions in force | 4 | | | |
| | 2 | Financial income | 5 | 217 748 | 84 087 | 38,6% |
| II | | TOTAL EXPENSES (Row6=Row7+Row19) | 6 | 10 855 120 | 7 826 527 | 72,1% |
| | 1 | Operating expenses (row7=row8+row9+row10+row18),out of which: | 7 | 10 774 197 | 7 603 029 | 70,6% |
| | A. | expenses for goods and services | 8 | 748 851 | 964 019 | 128,7% |
| | B. | expenses for taxes, duties and similar payments | 9 | 8 150 884 | 4 181 777 | 51,3% |
| | C. | personnel-related expenses (Row10=Row11+Row14+Row16+Row17), out of which: | 10 | 892 210 | 1 066 619 | 119,5% |
| | C0 | Wages and Salaries Expense (Row11=Row12+Row13) | 11 | 844 364 | 994 648 | 117,8% |
| | C1 | Salaries expense | 12 | 761 562 | 892 572 | 117,2% |
| | C2 | Bonus expense | 13 | 82 802 | 102 076 | 123,3% |
| | C3 | other personnel expense, out of which: | 14 | - 153 | 1 623 | n/a |
| | | expenses with termination benefits | 15 | | | |
| | C4 | expenses for the mandate contract and for other management and control bodies, committees and commissions | 16 | 3 730 | 13 512 | 362,3% |
| | C5 | expenses with contributions owed by the employer | 17 | 44 269 | 56 836 | 128,4% |
| | D. | other operating expenses | 18 | 982 251 | 1 390 613 | 141,6% |
| | 2 | Financial expenses | 19 | 80 924 | 223 499 | 276,2% |
| III | | GROSS RESULT (profit/loss) (Row20=Row1-Row6) | 20 | 3 008 922 | 2 581 958 | 85,8% |
| IV | | CURRENT PROFIT TAX | 21 | 568 819 | 561 062 | 98,6% |
| | | DEFERRED PROFIT TAX | 22 | 70 052 | 9 166 | 13,1% |
| | | INCOME FROM DEFERRED PROFIT TAX | 23 | 8 031 | 7 256 | 90,3% |
| | | ACTIVITY SPECIFIC TAX | 24 | 24 | | 0,0% |
| | | OTHER TAXES NOT REPRESENTED IN THE ABOVE ELEMENTS | 25 | | | |
| V | | NET PROFIT/LOSS of the reporting period (Row 26=Row20-Row21-Row22+Row23-Row24-Row25), out of which: | 26 | 2 378 059 | 2 018 987 | 84,9% |
| | 1 | Legal Reserves | 27 | | | |
| | 2 | Other reserves representing fiscal facilities provided by law | 28 | | | |
| | 3 | Coverage of accounting loss from previous years | 29 | | | |
| | 4 | Establishing equity finance for projects co-financed from foreign loans, and establishing sources for reimbursement of installments, payment of interest rates, charges and other costs related to such loans | 30 | | | |
| | 5 | Other distributions provided by law | 31 | | | |
| | 6 | Accounting profit after deduction of the amounts provided at Rows 27, 28, 29, 30, 31 (Row 32= Row26-(Row27 to Row31)>=0) | 32 | 2 378 059 | 2 018 987 | 84,9% |

RON thousand

| | | INDICATORS | Row No. | Preliminary 2022 | Proposals 2023 | Ratios 2023 / 2022 (%) |
|------|----|---|---------|------------------|------------------|------------------------|
| 0 | 1 | 2 | 3 | 4 | 5 | 6=5/4 |
| | 7 | Profit share payable to employees within the limit of 10% of the net profit, but not more than one monthly average base salary paid by the economic operator during the reference financial year | 33 | 38 349 | 42 031 | 109,6% |
| | 8 | Minimum 50% payments to the state budget or local budget in case of autonomous companies, or as dividends paid to shareholders in case of national companies and companies fully or majority state-owned, out of which: | 34 | 1 208 204 | 1 030 509 | 85,3% |
| | a) | - dividends to the state budget | 35 | 845 743 | 721 356 | 85,3% |
| | b) | - dividends to the local budget | 36 | | | |
| | c) | - dividends to other shareholders | 37 | 362 461 | 309 153 | 85,3% |
| | 9 | Profit not allocated to rows 33-34 is allocated to other reserves and represents the company's equity finance | 38 | 1 169 855 | 988 478 | 84,5% |
| VI | | INCOME FROM EUROPEAN FUNDS | 39 | | | |
| VII | | ELIGIBLE EXPENSES FROM EUROPEAN FUNDS, out of which: | 40 | | | |
| | a) | expenses for materials | 41 | | | |
| | b) | Salaries expense | 42 | | | |
| | c) | expenses for services | 43 | | | |
| | d) | expenses for promotion and advertising | 44 | | | |
| | e) | other expenses | 45 | | | |
| VIII | | INVESTMENT FINANCING SOURCES, out of which: | 46 | 5 802 993 | 2 298 900 | 39,6% |
| | 1 | Allocations from the budget, out of which: | 47 | | | |
| | | budget allocations related to payments of previous years commitments | 48 | | | |
| IX | | INVESTMENTS EXPENSES | 49 | 5 802 993 | 2 298 900 | 39,6% |
| X | | SUPPORTING DATA | | | | |
| | 1 | Forecasted number of employees at the end of the year | 50 | 5 453 | 5 702 | 104,6% |
| | 2 | Total average number of employees | 51 | 5 228 | 5 675 | 108,6% |
| | 3 | Average monthly income per employee (RON/ person) determined on basis of salary-related expenses | 52 | 12 534 | 13 649 | 108,9% |
| | 4 | Average monthly income per employee (RON/ person) determined on basis of salary expenses recalculated under the Annual Law of the State Budget | 53 | 12 534 | 12 534 | 100,0% |
| | 5 | Labour productivity in financial units per total average number of employees (thousand RON/person) (Row2/Row51) | 54 | 2 610 | 1 819 | 69,7% |
| | 6 | Labour productivity in financial units per total average number of employees recalculated under the Annual Law of the State Budget | 55 | 2 610 | 1 819 | 69,7% |
| | 7 | Labour productivity in physical units per total average number of employees (thousand cm/person) | 56 | | | |
| | 8 | Total expenses related to RON 1 000 total income (Row 57=(Row6/Row1)x1000) | 57 | 783 | 752 | 96,0% |
| | 9 | Outstanding payments | 58 | | | |
| | 10 | Overdue accounts receivables | 59 | 718 274 | 714 830 | 99,5% |

CHIEF EXECUTIVE OFFICER,
RĂZVAN POPESCU

CHIEF FINANCIAL OFFICER,
GABRIELA TRÂNBIȚAȘ

ACCOUNTING DEPARTMENT
DIRECTOR,
MARIUS VEZA