

**COMPANIE CONSOLIDAT**

| <b>BUGET 2024</b>                        | <b>BUGET 2025</b> | <b>ACTUAL 2024</b> |
|------------------------------------------|-------------------|--------------------|
| <b>(RON)</b>                             | <b>BUGET 2025</b> | <b>ACTUAL 2024</b> |
| Venituri din servicii                    | 3,448,314         | 3,971,885          |
| Venituri din vanzare marfuri             | 56,354,709        | 54,013,738         |
| Reduceri comerciale acordate             | (1,803,023)       | (1,999,529)        |
| Alte venituri                            | 0                 |                    |
| <b>Venituri din exploatare - total</b>   | <b>58,000,000</b> | <b>55,986,094</b>  |
| Materiale                                | 463,263           | 489,141            |
| Marfuri                                  | 35,810,386        | 34,987,788         |
| Transport bunuri                         | 697,110           | 699,125            |
| Intretinere                              | 309,213           | 297,782            |
| Reduceri comerciale primite              | (235,000)         | (206,596)          |
| <b>COGS</b>                              | <b>37,044,972</b> | <b>36,267,240</b>  |
| <b>Marja bruta</b>                       | <b>20,955,028</b> | <b>19,718,854</b>  |
| <b>%</b>                                 | <b>36.1%</b>      | <b>35.2%</b>       |
| <b>Cheltuieli administrative</b>         | <b>19,641,651</b> | <b>17,880,557</b>  |
| Chirii                                   | 2,600,003         | 2,317,797          |
| Energie, apa                             | 609,353           | 540,996            |
| Personal                                 | 11,607,734        | 10,439,347         |
| Prestatii externe                        | 2,975,059         | 2,489,219          |
| Publicitate                              | 1,472,304         | 1,040,028          |
| Terti                                    | 985,130           | 975,824            |
| Alte prestatii externe                   | 517,625           | 473,367            |
| Alte impozite si taxe                    | 229,895           | 267,578            |
| Alte cheltuieli de exploatare            | 373,678           | 556,399            |
| Active cedate (net)                      | 0                 | 0                  |
| Amortizare                               | 1,245,929         | 1,269,221          |
| <b>Cheltuieli din exploatare - total</b> | <b>56,686,623</b> | <b>54,147,798</b>  |
| <b>Rezultatul din exploatare</b>         | <b>1,313,377</b>  | <b>1,838,296</b>   |
| Venituri dobanzi                         | 227,909           | 167,340            |
| Ven. diferente curs                      | 20,277            | 16,771             |

|                              |                  |                  |
|------------------------------|------------------|------------------|
| Sconturi primite             | 132,454          | 8,377            |
| <b>Venituri financiare</b>   | <b>380,641</b>   | <b>192,488</b>   |
| Cheltuieli dobanzi           | 390,439          | 403,803          |
| Ch. diferite curs            | 175,935          | 69,148           |
| Sconturi acordate            | 90,359           | 120,925          |
| <b>Cheltuieli financiare</b> | <b>656,732</b>   | <b>593,876</b>   |
| <b>Rezultatul financiar</b>  | <b>(276,091)</b> | <b>(401,388)</b> |
| <b>Rezultatul brut</b>       | <b>1,037,286</b> | <b>1,436,908</b> |
| Impozit                      | 189,632          | 354,974          |
| <b>Rezultatul net</b>        | <b>847,654</b>   | <b>1,081,934</b> |
| <b>Net profit margin %</b>   | <b>1%</b>        | <b>2%</b>        |
| <b>EBITDA</b>                | <b>2,559,306</b> | <b>3,107,517</b> |
| <b>EBITDA %</b>              | <b>4.41%</b>     | <b>5.55%</b>     |



| BUGET 2024        |                                            |                              |  | Index         |
|-------------------|--------------------------------------------|------------------------------|--|---------------|
| BUGET 2024        | Variatie<br>ABS ACT<br>2024 vs<br>BDG 2025 | % ACT<br>2024 vs<br>BDG 2025 |  | 2025<br>Buget |
| 3,908,000         | (523,571)                                  | -15.2%                       |  | -13%          |
| 56,850,000        | 2,340,971                                  | 4.2%                         |  | 4%            |
| (1,958,000)       | 196,506                                    | -10.9%                       |  | -10%          |
| 0                 | 0                                          | 0.0%                         |  | 0%            |
| <b>58,800,000</b> | <b>2,013,906</b>                           | <b>3.5%</b>                  |  | <b>4%</b>     |
| 515,000           | (25,878)                                   | -5.6%                        |  | -5%           |
| 37,700,000        | 822,598                                    | 2.3%                         |  | 2%            |
| 599,549           | (2,015)                                    | -0.3%                        |  | 0%            |
| 287,675           | 11,431                                     | 3.7%                         |  | 4%            |
| (304,000)         | (28,404)                                   | 12.1%                        |  | 14%           |
| <b>38,798,224</b> | <b>777,731</b>                             | <b>2.1%</b>                  |  | <b>2%</b>     |
| <b>20,001,776</b> | <b>1,236,175</b>                           | 5.9%                         |  | 6%            |
| 34.0%             | <b>61.4%</b>                               |                              |  | 3%            |
| <b>19,002,669</b> | <b>1,761,094</b>                           | <b>9.0%</b>                  |  | <b>34%</b>    |
| 2,368,096         | 282,206                                    | 10.9%                        |  | 12%           |
| 626,733           | 68,357                                     | 11.2%                        |  | 13%           |
| 10,999,000        | 1,168,387                                  | 10.1%                        |  | 11%           |
| 2,741,306         | 485,840                                    | 16.3%                        |  | 20%           |
| 1,226,766         | 432,276                                    | 29.4%                        |  | 42%           |
| 923,755           | 9,306                                      | 0.9%                         |  | 1%            |
| 590,785           | 44,258                                     | 8.6%                         |  | 9%            |
| 274,266           | (37,683)                                   | -16.4%                       |  | -14%          |
| 550,084           | (182,721)                                  | -48.9%                       |  | -33%          |
| 0                 | 0                                          |                              |  | #DIV/0!       |
| 1,443,184         | (23,292)                                   | -1.9%                        |  | -2%           |
| <b>57,800,893</b> | <b>2,538,825</b>                           | <b>4.5%</b>                  |  | <b>5%</b>     |
| <b>999,107</b>    | <b>(524,919)</b>                           | <b>-40.0%</b>                |  | <b>-29%</b>   |
| 187,237           | 60,569                                     | 26.6%                        |  | 36%           |
| 17,235            | 3,506                                      | 17.3%                        |  | 21%           |

|           |           |        |  |       |
|-----------|-----------|--------|--|-------|
| 140       | 124,077   | 93.7%  |  | 1481% |
| 204,612   | 188,153   | 49.4%  |  | 1%    |
| 377,155   | (13,364)  | -3.4%  |  | -3%   |
| 120,422   | 106,787   | 60.7%  |  | 154%  |
| 73,168    | (30,566)  | -33.8% |  | -25%  |
| 570,745   | 62,856    | 9.6%   |  | 11%   |
| (366,133) | 125,297   | -45.4% |  | -31%  |
| 632,974   | (399,622) | -38.5% |  | -28%  |
| 94,689    | 0         | 0.0%   |  | -47%  |
| 538,285   |           | 0.0%   |  | -22%  |

1%

2,442,291

4.15%