

	12		1	2	3	4	5	6	7	8	9	10	11	12
Indicatori financiari	Dec-19	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21
Profitabilitate operationala														
Gross Margin (YTD)	30%	32%	36%	35%	34%	33%	33%	34%	34%	34%	36%	36%	35%	35%
Net Profit Margin (YTD)	9%	9%	2%	3%	0.5%	0.7%	1.8%	2.0%	2.1%	1.8%	3.2%	3.3%	3.6%	3.4%
EBIT margin (YTD)	10%	10%	2%	3%	1%	1%	2%	2%	3%	2%	4%	4%	4%	4%
EBITDA Margin (YTD)	11%	11%	3%	4%	2%	2%	3%	4%	4%	4%	5%	6%	6%	6%
Managementul capitalului de lucru														
Active curente/Venituri	20%	38%	29%	27%	33%	26%	28%	28%	25%	24%	24%	24%	24%	23%
Lichiditate curenta	1.6	2.7	2.6	2.4	1.7	1.8	1.7	1.7	1.8	1.7	1.8	1.9	1.9	2.0
Lichiditate imediata	0.8	2.0	1.8	1.6	0.9	0.9	0.9	0.8	0.9	0.8	0.7	0.8	0.8	0.9
Ciclul de conversie al cash-ului (zile)	4	-16	-6	-12	-24	-14	-19	-14	4	3	10	1	-1	-1
DI	0	0	2	1	1.17	1.55	0.16	0.23	0.21	0.25	0.34	0.48	0.46	0.27
DSO	35	38	34	29	54	45	48	53	45	47	52	49	50	46
DPO	-31	-54	-41	-42	-80	-60	-67	-67	-41	-43	-43	-49	-52	-47
Rotatia activelor (TAT)	4.1	2.3	1.8	1.9	1.7	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	2.0
Grad de indatorare (D/A)	49%	43%	38%	39%	48%	45%	46%	46%	44%	44%	42%	42%	42%	40%
Multiplicatorul capitalului	2.0	1.8	1.6	1.6	1.9	1.8	1.8	1.8	1.8	1.8	1.7	1.7	1.7	1.7
Rentabilitatea activelor (ROA)	38%	21%	4%	5%	1%	1%	3%	4%	4%	3%	6%	6%	7%	7%
Rentabilitatea capitalului (ROE)	76%	38%	6%	8%	1%	2%	6%	7%	7%	6%	11%	11%	12%	11%