



## Programul de activitate pentru anul 2022

Activitatile societatii AMTP Roman se concentreaza pe indeplinirea angajamentelor stabilite in Bugetul de Venituri si Cheltuieli pentru anul 2022.

Punctele principale sunt:

- Atingerea valorii de RON 3.9 M pentru EBITDA prin mentinerea volumului de vanzari de 65 kT.
- Realizarea volumului de productie de 65 kT, cu o forta de munca medie de 336 de angajati permanenti
- Optimizarea necesarului de capital de lucru operational prin monitorizarea atenta a nivelului stocurilor si a recuperarii de creante
- Implementarea CAPEX conform planului, respectand calendarul si costurile, valoarea bugetata in 2022 fiind de 4.4 mil. RON

**Director general**  
Cosmin Toma

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**Director Economic**  
Doina Ghica

A blue ink signature of Doina Ghica, written in a cursive style.

BUGETUL ACTIVITATII DE TREZORERIE  
(CASH - FLOW)

Description	Explicatii	Anul precedent	Total an curent 2022, din care:	Trimestrul			
				Previzuni			
				I	II	III	IV
+ Turnover	+ Cifra de afaceri	343,348,716	404,653,225	95,425,000	108,484,488	100,934,322	99,809,414
+ Stock variances	+ Productia stocata	(2,444,452)	(3,577,528)	246,509	231,183	(3,275,723)	(779,497)
+Other operating income and provsions	+Alte venituri din exploatare si provizioane	3,866,439	-	-	-	-	-
= '=Total Operating income	= '=Total venituri din exploatare	344,770,703	401,075,697	95,671,509	108,715,671	97,658,599	99,029,918
+Raw material, materials and merchandise expenses	+Cheltuieli privind marfurile, materiile prime si materiale consumabile	253,860,533	269,261,827	64,757,069	72,793,345	64,682,897	67,028,516
+Energy expenses	+Energie, combustibil	41,757,312	50,843,451	11,483,697	13,218,397	12,757,400	13,383,957
+ Direct salaries	+ Salarii directe	28,348,681	22,199,778	5,429,768	5,297,439	5,845,934	5,626,637
+ Other direct expenses	+ Alte cheltuieli directe	1,790,268	4,075,887	1,072,234	828,780	690,641	1,484,232
- '= Total Variable cost	- '= Total cheltuieli variabile	325,756,794	346,380,942	82,742,769	92,137,961	83,976,871	87,523,342
= Gross margin ( Operating income- Variable cost)	= Marja bruta (venit din exploatare- cheltuieli variabile)	19,013,909	54,694,755	12,928,740	16,577,710	13,681,728	11,506,576
+ Salaries expenses considered as fixed cost	+ Cheltuieli fixe cu forta de munca	4,936,071	2,755,743	789,378	773,640	595,479	597,246
+ Taxes	+ Impozite, taxe si varsaminta asimilate	3,490,001	2,023,325	502,534	505,731	506,930	508,129
+ Depreciation and provisions	+ Amortizari si provizioane	14,020,111	8,226,645	2,033,444	2,053,895	2,061,442	2,077,864
+ Other fixed expenses	+ Alte cheltuieli fixe	38,813,169	43,836,653	10,410,266	11,447,781	11,116,881	10,861,725
- '= Total fixed cost	- '= Total cheltuieli fixe	61,259,352	56,842,365	13,735,621	14,781,048	14,280,732	14,044,964
= Operating result	= Rezultatul din exploatare	(42,245,443)	(2,147,611)	(806,881)	1,796,663	(599,004)	(2,538,389)
+ Financial income	+ Venituri financiare	27,926,832	-	-	-	-	-
- Financial expenses	- Cheltuieli financiare	26,664,226	3,401,502	752,920	952,833	928,453	767,296
+ '= Financial result	+ '= Rezultatul financiar	1,262,606	(3,401,502)	(752,920)	(952,833)	(928,453)	(767,296)
+ Extraordinary income	+ Venituri exceptionale	-	-	-	-	-	-
- Extraordinary expenses	- Cheltuieli exceptionale	-	-	-	-	-	-
+ '= Extraordinary result	+ '= Rezultatul exceptional	-	-	-	-	-	-
= Income before taxes	= Rezultatul brut al exercitiului	(40,982,837)	(5,549,113)	(1,559,801)	843,830	(1,527,457)	(3,305,684)
- Income taxes expenses	- Impozit pe profit	-	-	-	-	-	-
= Net income	= Rezultatul net al exercitiului	(40,982,837)	(5,549,113)	(1,559,801)	843,830	(1,527,457)	(3,305,684)
+/- Income before taxes	+/- Profit sau pierdere	(40,982,837)	(5,549,113)	(1,559,801)	843,830	(1,527,457)	(3,305,684)
+ Depreciation	+ Amortizare inclusa in costuri	14,118,465	8,226,645	2,033,444	2,053,895	2,061,442	2,077,864
- (Increase) /decrease in inventories	- Variatia stocurilor	(27,259,114)	8,704,351	1,656,068	473,971	(14,115,847)	20,690,159
+ (Increase) /decrease in account receivable	+ Variatia creantelor si alte active	(1,745,402)	9,236,682	(1,991,808)	(9,274,775)	8,370,419	12,132,846
+ Increase/ decrease in payables	+ Variatia furnizorilor si clienti creditor	53,998,336	(18,488,582)	(48,313,589)	8,810,133	6,602,614	14,412,261
-(Increase)/decrease in other assets	-Variatia altor elemente de activ	(3,209,902)	5,513,914	5,061,782	(90,295)	(2,345,048)	2,887,475
+(Increase)/decrease in other payables	+Variatia altor elemente de pasiv	(1,521,817)	(259,894)	(75,000)	(215,200)	45,490	(15,185)
= '= Net cash (used)/ generated in operating activity	= '= Flux de numerar din activitatea de exploatare	(6,602,271)	7,384,004	(43,188,906)	2,601,559	(908,386)	48,879,736
+ Value of sold fixed assets	+ Sume din vanzarea activelor si mijloacelor fixe	14,905,758	14,385,200	3,500,000	6,829,200	-	4,056,000
- Payment for purchase of propety, plant and equipment, and intangible assets	- Achizitii de imobilitzari corporale	(3,367,159)	(4,411,350)	(1,125,000)	(756,000)	(1,567,050)	(963,300)
+ Net cash used in investing activity	+ Flux de numerar din activitatea de investitii	11,538,599	9,973,850	2,375,000	6,073,200	(1,567,050)	3,092,700
+ Net cash provided by financing activity	+ Flux de numerar din activitatea financiara	606,231	(21,344,251)	41,946,376	(10,356,377)	49,257	(52,983,506)
+ Cash and cash equivalents at beginning of the year	+ Disponibilitati banesti la inceputul perioadei	3,365,037	8,907,596	8,907,596	10,040,066	8,358,448	5,932,269
+ Increase/ decrease in cash and cash equivalents	+ Flux de numerar net	5,542,559	(3,986,397)	1,132,470	(1,681,618)	(2,426,179)	(1,011,070)
= Cash and cash equivalent at the end of the year	= Disponibilitati banesti la sfarsitul perioadei	8,907,596	4,921,199	10,040,066	8,358,448	5,932,269	4,921,199

CEO,  
Cosmin TomaCFO  
Doina Ghica

	Actual 2021	Estimat 2022	Trimestrul			
			BUGET			
			Q1 2022	Q2 2022	Q3 2022	Q4 2022
Total income, of which:						
Operational income, of which:						
Turnover	343,348,716	404,653,225	95,425,000	108,484,488	100,934,322	99,809,414
Stock variance	(2,444,452)	(3,577,528)	246,509	231,183	(3,275,723)	(779,497)
Other income	3,866,439	0	0	0	0	0
Financial income	27,926,832	0	0	0	0	0
Extraordinary income	0	0	0	0	0	0
Total costs, of which:						
Operational expenses, of which:						
a)Raw material and other material expenses	387,016,146	403,223,308	96,478,390	106,919,009	98,257,603	101,568,306
b) Salaries expenses:						
Salaries and wages	33,284,752	24,956,743	6,220,368	6,071,079	6,441,413	6,223,883
Social contribution	30,971,765	22,324,873	5,590,368	5,456,199	5,703,383	5,574,923
c) Depreciation and impairment	2,312,987	2,631,870	630,000	614,880	738,030	648,960
d) Expenses included in general budget low, din ca	14,118,465	8,226,645	2,033,444	2,053,895	2,061,442	2,077,864
Protocol expenses	81,700	35,000	8,750	8,750	8,750	8,750
Advertising	37,728	35,000	8,750	8,750	8,750	8,750
Sponsorship	43,972					
e) Others operational expenses	43,913,384	49,901,141	11,977,062	12,773,542	12,303,680	12,846,857
Financial expenses	26,664,226	3,401,502	752,920	952,833	928,453	767,296
Extraordinary expenses	-					
Income before taxes	(40,982,837)	(5,549,113)	(1,559,801)	843,830	(1,527,457)	(3,305,684)
Fond de rezerva						
Income tax expense:						
Impozit pe profit		-				
Profit net(pierdere)	(40,982,837)	(5,549,113)	(1,559,801)	843,830	(1,527,457)	(3,305,684)
Profitul de repartizat						
Cheltuieli pentru investitii	3,365,113	4,410,340	1,093,750	1,102,500	505,500	1,708,590

CEO  
Cosmin Toma



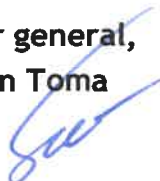
CFO  
Doina Ghica



## PRINCIPALII INDICATORI ECONOMICO-FINANCIARI

I.	Indicatori de lichiditate		
1.	Lichiditate generala	= Active circulante/Datorii curente	1.09
2.	Lichiditatea imediata	= (Active circulante - Stocuri) / Datorii curente	0.62
3.	Rata sovabilitatii generale	= Active totale / Datorii curente	1.40
II.	Indicatori de echilibru financiar		
1.	Rata autonomiei financiare	= Capital propriu / Capital permanent	1.00
2.	Rata de finantare a stocurilor	= Fond de rulment / Stocuri = (Capital permanent - Active imobilizate) / Stocuri	2.35
3.	Rata datoriilor	= Datorii totale / Active totale	0.71
4.	Rata capitalului propriu fata de activele imobilizate	= Capital propriu / Active imobilizate	6.19
5.	Rata de rotatie a obligatiilor	= Cifra de afaceri / Media datoriilor totale	2.05
	(Viteza de rotatie in zile)	= 360 / Rata de rotatie a obligatiilor	175.90
III.	Indicatori de gestiune		
1.	Rotatia activelor circulante	= Cifra de afaceri / Active circulante	1.89
	Viteza de rotatie in zile	= 360 / Rotatia activelor circulante	190.95
2.	Rotatia activului total	= Cifra de afaceri / Active totale	1.46
	Viteza de rotatie in zile	= 360 / Rotatia activului total	246.35
3.	Durata medie de recuperare a creantelor	= Cifra de afaceri / Media creantelor totale	3.42
	Viteza de rotatie in zile	= 360 / Durata medie de recuperare a creantelor	105.16
IV.	Indicatori de rentabilitate		
1.	Rata rentabilitatii economice	= Profit brut / Capital permanent	NA
2.	Rata rentabilitatii financiare	= Profit net / Capital propriu	NA
3.	Rata rentabilitatii resurselor consumate	= Profit net / Cheltuieli totale	NA

Director general,  
Cosmin Toma



Director Economic  
Doina Ghica

