

## PROIECTIA BUGETULUI DE VENITURI SI CHELTUIELI PENTRU ANUL 2024

| Indicatori                                                     | Nr. rand  | REALIZAT 2023        | PREVAZUT 2024     | Trim.I           | Trim. II         | Trim.III          | Trim.IV          |
|----------------------------------------------------------------|-----------|----------------------|-------------------|------------------|------------------|-------------------|------------------|
| <b>A) VENITURI TOTALE din care: (2+21)</b>                     | <b>1</b>  | <b>10,641,047.00</b> | <b>48,543,000</b> | <b>2,033,500</b> | <b>4,906,500</b> | <b>38,880,500</b> | <b>2,722,500</b> |
| <b>CIFRA DE AFACERI</b>                                        | <b>2</b>  | <b>5,986,350.00</b>  | <b>47,003,000</b> | <b>1,151,000</b> | <b>4,794,000</b> | <b>38,778,000</b> | <b>2,280,000</b> |
| <b>1. Venituri din exploatare din care:</b>                    | <b>3</b>  | <b>10,529,348.00</b> | <b>48,463,000</b> | <b>2,023,500</b> | <b>4,876,500</b> | <b>38,850,500</b> | <b>2,712,500</b> |
| <b>a) Venituri din activitati de FG, AG, AT, PIF din care:</b> | <b>4</b>  | <b>4,372,120.00</b>  | <b>42,857,000</b> | <b>150,000</b>   | <b>3,727,000</b> | <b>37,700,000</b> | <b>1,280,000</b> |
| - Intern                                                       | 5         | 3,293,441.00         | 4,292,000         | 0                | 412,000          | 3,000,000         | 880,000          |
| - U.E.                                                         | 6         | 0.00                 | 0                 | 0                | 0                | 0                 | 0                |
| - Export                                                       | 7         | 1,078,679.00         | 38,565,000        | 150,000          | 3,315,000        | 34,700,000        | 400,000          |
| - Variatia stocurilor                                          | 8         | 4,268,704.00         | 1,135,000         | 785,000          | 0                | 0                 | 350,000          |
| <b>b) Venituri din activitati de proiectare, din care :</b>    | <b>9</b>  | <b>858,604.00</b>    | <b>2,883,000</b>  | <b>744,000</b>   | <b>732,000</b>   | <b>742,000</b>    | <b>665,000</b>   |
| - Intern                                                       | 10        | 730,703.00           | 1,128,000         | 24,000           | 422,000          | 432,000           | 250,000          |
| - U.E.                                                         | 11        | 0.00                 | 0                 | 0                | 0                | 0                 | 0                |
| - Export                                                       | 12        | 127,901.00           | 1,755,000         | 720,000          | 310,000          | 310,000           | 415,000          |
| <b>c) Venituri din asistenta tehnica, din care:</b>            | <b>13</b> | <b>46,119.00</b>     | <b>527,000</b>    | <b>77,000</b>    | <b>150,000</b>   | <b>150,000</b>    | <b>150,000</b>   |
| - Intern                                                       | 14        | 0.00                 | 0                 | 0                | 0                | 0                 | 0                |
| - U.E.                                                         | 15        | 0.00                 | 0                 | 0                | 0                | 0                 | 0                |
| - Export                                                       | 16        | 46,119.00            | 527,000           | 77,000           | 150,000          | 150,000           | 150,000          |
| <b>d) Venituri din alte activitati, din care:</b>              | <b>17</b> | <b>983,801.00</b>    | <b>1,061,000</b>  | <b>267,500</b>   | <b>267,500</b>   | <b>258,500</b>    | <b>267,500</b>   |
| - Venituri din chirii                                          | 18        | 684,481.00           | 736,000           | 180,000          | 185,000          | 186,000           | 185,000          |
| - venituri din alte activitati                                 | 19        | 25,026.00            | 30,000            | 7,500            | 7,500            | 7,500             | 7,500            |
| - Alte venituri (utilitati refacturate)                        | 20        | 274,294.00           | 295,000           | 80,000           | 75,000           | 65,000            | 75,000           |
| - Alte venituri din exploatare                                 | 21        | 0.00                 | 0                 |                  |                  |                   |                  |
| <b>2. Venituri financiare</b>                                  | <b>22</b> | <b>111,699.00</b>    | <b>80,000</b>     | <b>10,000</b>    | <b>30,000</b>    | <b>30,000</b>     | <b>10,000</b>    |
| <b>3. Venituri exceptionale</b>                                | <b>23</b> | <b>0.00</b>          | <b>0</b>          |                  |                  |                   |                  |

|                                                                   |           |                      |                   |                  |                  |                   |                  |
|-------------------------------------------------------------------|-----------|----------------------|-------------------|------------------|------------------|-------------------|------------------|
| <b>B) CHELTUIELI TOTALE, din care:</b>                            | <b>24</b> | <b>10,518,704.00</b> | <b>46,084,575</b> | <b>1,945,630</b> | <b>4,881,405</b> | <b>36,723,905</b> | <b>2,533,635</b> |
| <b>1. Cheltuieli pentru exploatare din care:</b>                  | <b>25</b> | <b>9,869,895.0</b>   | <b>45,379,575</b> | <b>1,810,630</b> | <b>4,671,405</b> | <b>36,543,905</b> | <b>2,353,635</b> |
| <b>a) Cheltuieli totale executie lucrari, din care:</b>           | <b>26</b> | <b>2,626,377.00</b>  | <b>36,389,000</b> | <b>217,500</b>   | <b>2,140,000</b> | <b>33,656,500</b> | <b>375,000</b>   |
| - cheltuieli materiale                                            | <b>27</b> | 2,416,896.00         | 34,300,000        | 200,000          | 1,500,000        | 32,500,000        | 100,000          |
| - cheltuieli terti executie lucrari                               | <b>28</b> | 98,267.00            | 1,700,000         | 5,000            | 500,000          | 1,000,000         | 195,000          |
| - cheltuieli deplasari (inclusiv asigurari si taxe)               | <b>29</b> | 34,745.00            | 200,000           | 10,000           | 60,000           | 70,000            | 60,000           |
| - cheltuieli cu transportul (inclusiv asigurare transport)        | <b>30</b> | 76,469.00            | 189,000           | 2,500            | 80,000           | 86,500            | 20,000           |
| <b>b) Cheltuieli totale proiectare terti, din care:</b>           | <b>31</b> | <b>1,130,176.00</b>  | <b>1,508,000</b>  | <b>102,000</b>   | <b>252,000</b>   | <b>1,002,000</b>  | <b>152,000</b>   |
| - cheltuieli terti proiectare (inclusiv asigurari profesionale)   | <b>32</b> | 1,127,098.00         | 1,500,000         | 100,000          | 250,000          | 1,000,000         | 150,000          |
| - cheltuieli consumabile proiectare                               | <b>33</b> | 3,078.00             | 8,000             | 2,000            | 2,000            | 2,000             | 2,000            |
| <b>c) Cheltuieli totale cu personalul, din care:</b>              | <b>34</b> | <b>3,838,948.00</b>  | <b>4,214,575</b>  | <b>1,018,630</b> | <b>1,059,905</b> | <b>1,069,905</b>  | <b>1,066,135</b> |
| - salarii brute personal                                          | <b>35</b> | 2,769,843.00         | 2,878,000         | 730,000          | 720,000          | 720,000           | 708,000          |
| - viramente salarii (2.25% )                                      | <b>36</b> | 62,321.00            | 64,755            | 16,425           | 16,200           | 16,200            | 15,930           |
| - tichete de masa                                                 | <b>37</b> | 34,180.00            | 70,000            | 10,000           | 20,000           | 20,000            | 20,000           |
| - cheltuieli sociale + concedii medicale (inclusiv tichete cadou) | <b>38</b> | 54,066.00            | 60,000            | 5,000            | 15,000           | 15,000            | 25,000           |
| - medicina muncii                                                 | <b>40</b> | 18,630.00            | 18,180            | 4,545            | 4,545            | 4,545             | 4,545            |
| - bonusuri pt. performanta                                        | <b>42</b> | 0.00                 | 20,000            |                  |                  | 10,000            | 10,000           |
| - chelt de natura salariala manageri                              | <b>43</b> | 648,635.00           | 768,000           | 192,000          | 192,000          | 192,000           | 192,000          |
| - chelt membri CA                                                 | <b>44</b> | 161,200.00           | 200,640           | 50,160           | 50,160           | 50,160            | 50,160           |
| - viramente manageri+ membri CA                                   | <b>45</b> | 18,207.00            | 22,000            | 5,500            | 5,500            | 5,500             | 5,500            |
| - chelt pregatire profes continua                                 | <b>41</b> | 462.00               | 11,000            | 2,000            | 3,500            | 3,500             | 2,000            |
| - salarii brute conventii civile                                  | <b>39</b> | 71,866.00            | 90,000            |                  | 30,000           | 30,000            | 30,000           |
| - cheltuieli CAS platite de societate                             |           | 16,926.00            | 12,000            | 3,000            | 3,000            | 3,000             | 3,000            |
| <b>d) Cheltuieli totale parc auto, din care:</b>                  | <b>46</b> | <b>102,041.00</b>    | <b>125,000</b>    | <b>25,000</b>    | <b>35,000</b>    | <b>35,000</b>     | <b>30,000</b>    |
| - combustibili                                                    | <b>47</b> | 51,426.00            | 50,000            | 10,000           | 15,000           | 15,000            | 10,000           |
| - piese auto                                                      | <b>48</b> | 32,954.00            | 55,000            | 10,000           | 15,000           | 15,000            | 15,000           |
| - asigurari auto + rovinieta                                      | <b>49</b> | 17,661.00            | 20,000            | 5,000            | 5,000            | 5,000             | 5,000            |

|                                                                                                                                                 |           |                     |                  |                |                |                |                |
|-------------------------------------------------------------------------------------------------------------------------------------------------|-----------|---------------------|------------------|----------------|----------------|----------------|----------------|
| <b>e) Cheltuieli totale utilitati, din care:</b>                                                                                                | <b>50</b> | <b>1,417,363.00</b> | <b>1,993,000</b> | <b>230,500</b> | <b>992,500</b> | <b>561,000</b> | <b>209,000</b> |
| - cheltuieli energie + gaze + apa                                                                                                               | <b>51</b> | 267,259.00          | 320,000          | 110,000        | 50,000         | 50,000         | 110,000        |
| - cheltuieli telefoane + internet + centrala telefonica                                                                                         | <b>52</b> | 46,678.00           | 48,000           | 12,000         | 12,000         | 12,000         | 12,000         |
| - cheltuieli abonamente + chelt postale                                                                                                         | <b>53</b> | 4,023.00            | 15,000           | 3,000          | 4,000          | 4,000          | 4,000          |
| - cheltuieli intretinere + functionare                                                                                                          | <b>54</b> | 109,231.00          | 125,000          | 25,000         | 35,000         | 35,000         | 30,000         |
| - certificare calitate+audit+evaluare                                                                                                           | <b>55</b> | 61,908.00           | 65,000           | 35,000         | 25,000         | 3,500          | 1,500          |
| - chelt intretinere calculatoare + copiatoare + abonamente programe+ reparatii xerox (604.02,604.03, 628.03,628.04, 628.09, 628.15+603)         | <b>56</b> | 56,041.00           | 110,000          | 15,000         | 45,000         | 35,000         | 15,000         |
| - cheltuieli birotica                                                                                                                           | <b>57</b> | 10,613.00           | 15,000           | 3,000          | 4,000          | 4,000          | 4,000          |
| - cheltuieli chirii                                                                                                                             | <b>58</b> | 28,833.00           | 10,000           | 2,500          | 2,500          | 2,500          | 2,500          |
| - cheltuieli standarde + cotizatii (publicare documente RC) + certificate , taxe notariale (ct.628.10), cheltuieli avovat (ct 622)+628.10 (ssm) | <b>59</b> | 126,158.00          | 135,000          | 25,000         | 45,000         | 35,000         | 30,000         |
| - alte cheltuieli                                                                                                                               | <b>60</b> | 706,619.00          | 1,150,000        | 0              | 770,000        | 380,000        | 0              |
| <b>f) Cheltuieli cu protocolul</b>                                                                                                              | <b>61</b> | <b>27,313.00</b>    | <b>35,000</b>    | <b>8,750</b>   | <b>8,750</b>   | <b>8,750</b>   | <b>8,750</b>   |
| <b>g) Cheltuieli cu reclama + publicitate</b>                                                                                                   | <b>62</b> | <b>0.00</b>         | <b>8,000</b>     |                | <b>2,000</b>   | <b>2,000</b>   | <b>4,000</b>   |
| <b>h) Cheltuieli comisioane bancare acreditive + SGB + LC</b>                                                                                   | <b>63</b> | <b>324,673.00</b>   | <b>342,000</b>   | <b>92,000</b>  | <b>90,000</b>  | <b>90,000</b>  | <b>70,000</b>  |
| <b>i) Cheltuieli taxe + impozite + asigurari +alte taxe de timbru</b>                                                                           | <b>64</b> | <b>86,538.00</b>    | <b>105,000</b>   | <b>40,000</b>  | <b>15,000</b>  | <b>40,000</b>  | <b>10,000</b>  |
| <b>j) Cheltuieli cu amortizarea</b>                                                                                                             | <b>65</b> | <b>263,683.00</b>   | <b>285,000</b>   | <b>71,250</b>  | <b>71,250</b>  | <b>71,250</b>  | <b>71,250</b>  |
| <b>k) Cheltuieli cu provizioane + sc. din evid. clienti incerti</b>                                                                             | <b>66</b> | <b>26,821.00</b>    | <b>350,000</b>   |                |                |                | <b>350,000</b> |

|                                                                                                   |    |            |           |         |         |           |         |
|---------------------------------------------------------------------------------------------------|----|------------|-----------|---------|---------|-----------|---------|
| I) Alte cheltuieli de exploatare neprevazute (penalitati comerciale, sponsorizari, cedari active) | 67 | 25,962.00  | 25,000    | 5,000   | 5,000   | 7,500     | 7,500   |
| 2. Cheltuieli financiare (diferente de curs valutar + dobanda LC)                                 | 68 | 648,809.00 | 705,000   | 135,000 | 210,000 | 180,000   | 180,000 |
| 3. Cheltuieli exceptionale                                                                        | 69 | 0.00       | 0         |         |         |           |         |
| C) REZULTATUL BRUT                                                                                | 70 | 122,343.00 | 2,458,425 | 87,870  | 25,095  | 2,156,595 | 188,865 |
| D) IMPOZITUL PE PROFIT                                                                            | 71 |            | 419,000   | 18,000  | 6,000   | 360,000   | 35,000  |
| E) PROFITUL DE REPARTIZAT                                                                         | 72 | 122,343.00 | 2,039,425 | 69,870  | 19,095  | 1,796,595 | 153,865 |
| F) PRODUCTIVITATE ( V. Expl/Nr. Personal )                                                        | 73 | 244,868.56 | 1,211,575 | #DIV/0! | #DIV/0! | #DIV/0!   | #DIV/0! |
| G) SALARIU MEDIU BRUT                                                                             | 74 | 5,367.91   | 5,996     |         |         |           |         |
| NUMAR MEDIU DE PERSONAL                                                                           | 75 | 43         | 40        |         |         |           |         |
| RATA PROFIT                                                                                       |    | 5.06%      |           |         |         |           |         |

Director General:

Dr.ing. MAUTHNER Andrei-Ioan



Director Economic:

Ec. COSMAN Constantin

A handwritten signature in blue ink, likely belonging to Ec. COSMAN Constantin.