

BUGET 2019

Cifra de afaceri RON	521,656	450,000	595,883	618,367	612,468	657,788	640,788	640,788	729,628	574,472	530,577	650,390	7,222,805
P&L - SINTOFARM	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	TOTAL
Consolidated Revenue:													
Gross Sales	801,721	692,308	885,857	991,857	991,857	1,050,857	1,061,857	1,061,857	1,115,857	909,357	826,857	944,607	11,334,845
Less: Sales Returns and .	-280,065	-242,308	-289,974	-373,489	-379,389	-393,069	-421,069	-421,069	-386,229	-334,884	-296,279	-294,217	-4,112,040
Less: Off Invoice Allowan	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-10,000	-120,000
Net Sales	511,656	440,000	585,883	608,367	602,468	647,788	630,788	630,788	719,628	564,472	520,577	640,390	7,102,805
Cosolidated COGS:													
Cost of Goods Sold RO	305,730	282,841	299,975	334,671	328,982	357,835	335,512	335,379	363,224	324,278	321,801	347,471	3,937,699
Less: Settlement Discoun	0	0	0	0	0	0	0	0	0	0	0	0	0
Less: OTL Mark-up	0	0	0	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold	305,730	282,841	299,975	334,671	328,982	357,835	335,512	335,379	363,224	324,278	321,801	347,471	3,937,699
Gross Profit (Loss)	205,926	157,159	285,908	273,696	273,486	289,953	295,276	295,409	356,404	240,194	198,776	292,919	3,165,106
	40%	36%	49%	45%	45%	45%	47%	47%	50%	43%	38%	46%	45%
SG&A Expenses													
Sales costs	14,506	14,749	14,558	14,506	14,506	14,506	14,506	14,506	14,506	14,506	14,506	14,506	174,362
Marketing	11,525	11,616	13,302	12,830	12,830	12,830	12,830	12,830	12,830	12,830	12,830	12,830	151,912
Research & Development	30,439	26,262	30,252	25,383	25,383	25,383	25,383	25,383	25,383	25,383	25,383	25,383	315,396
General & Admin cost	169,213	159,731	230,126	161,759	160,999	212,524	156,059	154,923	209,831	157,014	156,952	221,249	2,150,382
<u>D&A</u>	14,296	14,298	14,221	13,221	13,221	13,138	13,138	13,138	13,138	13,138	13,138	13,138	161,224
Total SG&A Expenses	239,979	226,655	302,460	227,698	226,938	278,380	221,915	220,779	275,687	222,870	222,809	287,105	2,953,276
Operational Profit	-34,053	-69,496	-16,552	45,999	46,548	11,573	73,360	74,629	80,717	17,324	-24,033	5,814	211,829
Other Income													
Other income/expensess	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent	0	0	0	0	0	0	0	0	0	0	0	0	0
Capex disposals - gain/(lc	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other income/(exp	-	-	-	-	-	-	-	-	-	-	-	-	0
EBITDA	-19,757	-55,198	-2,331	59,219	59,769	24,711	86,499	87,768	93,855	30,462	-10,895	18,952	373,053

EBIT	-34,053	-69,496	-16,552	45,999	46,548	11,573	73,360	74,629	80,717	17,324	-24,033	5,814	211,829
Finance Cost	7,000	8,481	8,975	7,000	7,000	7,000	7,000	7,000	7,000	7,000	17,000	7,000	97,456
Finance income	0	0	0	0	0	0	0	0	0	0	0	0	0
Corporate Tax													
Brut income RON	-41,053	-77,977	-25,527	38,999	39,548	4,573	66,360	67,629	73,717	10,324	-41,033	-1,186	114,373
Profit tax 16%													
Net profit RON	-41,053	-77,977	-25,527	38,999	39,548	4,573	66,360	67,629	73,717	10,324	-41,033	-1,186	114,373

Export - contracte in derulare

Tari	Valoare (Ron)	Produse
Republica Moldova	24,000	Microclisme adulti
	22,000	Microclisme copii
	70,000	Supozitoare cu glicerina adulti
	60,000	Supozitoare cu glicerina adulti
Total Republica Moldov	176,000	

Turkmenistan	48,000	Microclisme adulti
	44,000	Microclisme copii
	49,000	Paracetamol 125 mg
	49,000	Paracetamol 250 mg
Total Turkmenistan	190,000	

TOTAL EXPORT	366,000
---------------------	----------------

reprezinta 5% din Cifra de Afaceri

* Cifrele legate de export sunt cifrele pe care le estimam pe contractele in derulare. Nu sunt luate in calcul alte discutii privind exportul.