

BUGET 2021

Cifra de afaceri RON	823,866	560,375	736,687	736,896	782,896	828,896	828,896	828,896	782,896	736,896	736,896	806,896	9,190,990
P&L - SINTOFARM	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	TOTAL
Consolidated Revenue:													
Gross Sales	1,378,317	849,247	1,341,760	1,341,980	1,456,980	1,571,980	1,571,980	1,571,980	1,456,980	1,341,980	1,341,980	1,411,980	16,637,140
Less: Sales Returns and Allowances	-554,452	-288,872	-605,073	-605,084	-674,084	-743,084	-743,084	-743,084	-674,084	-605,084	-605,084	-605,084	-7,446,149
Less: Off Invoice Allowances	-11,200	-4,800	0	-9,000	0	-4,800	-4,000	-4,800	0	-7,800	0	-4,800	-51,200
Net Sales	812,666	555,575	736,687	727,896	782,896	824,096	824,896	824,096	782,896	729,096	736,896	802,096	9,139,790
Consolidated COGS:													
Cost of Goods Sold RO	462,883	316,369	411,742	401,242	430,747	453,349	454,149	455,251	435,246	397,192	401,068	445,075	5,064,313
Less: Settlement Discounts	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	462,883	316,369	411,742	401,242	430,747	453,349	454,149	455,251	435,246	397,192	401,068	445,075	5,064,313
Gross Profit (Loss)	349,783	239,206	324,945	326,654	352,149	370,747	370,747	368,845	347,650	331,904	335,827	357,021	4,075,477
SG&A Expenses													
Sales costs	20,321	20,321	20,321	20,321	20,321	20,321	20,321	20,321	20,321	20,321	20,321	20,321	243,854
Marketing	7,182	35,182	35,182	35,182	32,182	32,182	32,182	32,182	29,790	29,790	29,790	29,790	360,613
Research & Development	52,672	52,759	53,179	52,538	52,216	51,793	51,664	51,664	51,003	50,633	49,820	49,422	619,362
General & Admin cost	213,026	163,584	221,418	197,167	174,024	208,029	188,185	188,131	216,589	166,466	188,669	204,568	2,329,855
<u>D&A</u>	18,521	18,521	18,521	18,521	18,521	17,738	16,907	16,520	16,520	26,520	16,520	16,520	219,854
Total SG&A Expenses	311,722	290,367	348,621	323,729	297,264	330,063	309,259	308,818	334,223	293,730	305,120	320,621	3,773,537
Operational Profit	38,061	-51,161	-23,676	2,925	54,884	40,683	61,488	60,027	13,427	38,174	30,708	36,400	301,940
EBITDA	56,582	-32,639	-5,155	21,446	73,406	58,422	78,395	76,547	29,948	64,694	47,228	52,920	521,794
EBIT	38,061	-51,161	-23,676	2,925	54,884	40,683	61,488	60,027	13,427	38,174	30,708	36,400	301,940
Finance Cost	13,254	10,700	10,000	10,000	36,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	149,954
Finance income	0	0	0	0	0	0	0	0	0	0	0	0	0
Brut income RON	24,807	-61,861	-33,677	-7,075	18,884	30,683	51,488	50,027	3,427	28,174	20,708	26,400	151,983
Net profit RON	24,807	-61,861	-33,677	-7,075	18,884	30,683	51,488	50,027	3,427	28,174	20,708	26,400	151,983