

SINTOFARM SA

BUGET 2022

Cifra de afaceri RON	734,538	604,895	709,811	840,662	868,662	910,662	980,662	994,662	882,722	878,722	835,622	821,642	10,063,264
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P&L - SINTOFARM	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	TOTAL
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Consolidated Revenue:

Gross Sales	1,196,910	960,026	1,267,392	1,583,440	1,653,440	1,758,440	1,933,440	1,968,440	1,681,560	1,673,560	1,573,360	1,538,400	18,788,406
Less: Sales Returns and Allowances	-462,372	-355,131	-557,581	-742,778	-784,778	-847,778	-952,778	-973,778	-798,838	-794,838	-737,738	-716,758	-8,725,142
Less: Off Invoice Allowances	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Sales	734,538	604,895	709,811	840,662	868,662	910,662	980,662	994,662	882,722	878,722	835,622	821,642	10,063,264

Cosolidated COGS:

Cost of Goods Sold RO	417,960	350,044	395,562	475,660	481,690	511,936	543,598	546,586	505,613	490,161	462,701	443,905	5,625,415
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	417,960	350,044	395,562	475,660	481,690	511,936	543,598	546,586	505,613	490,161	462,701	443,905	5,625,415

Gross Profit (Loss)	316,578	254,851	314,249	365,003	386,973	398,726	437,064	448,076	377,110	388,561	372,922	377,737	4,437,849
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	43%	42%	44%	43%	45%	44%	45%	45%	43%	44%	45%	46%	44%
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SG&A Expenses

Sales costs	23,357	23,357	23,357	23,357	23,357	23,357	23,357	23,357	23,357	23,357	23,357	23,357	280,283
Marketing	30,150	30,150	30,150	30,150	30,150	30,150	30,150	30,150	30,150	30,150	30,150	30,150	361,800
Research & Development	48,404	48,404	48,001	48,001	47,726	47,515	47,515	47,515	47,256	47,256	47,149	46,774	571,516
General & Admin cost	204,419	239,142	238,945	212,710	213,466	223,216	205,565	206,573	237,144	190,145	212,991	229,891	2,614,206
<u>D&A</u>	19,412	19,227	19,149	19,140	18,989	18,628	18,628	18,628	18,628	28,628	18,628	17,060	234,744
Total SG&A Expenses	325,742	360,280	359,602	333,358	333,688	342,865	325,214	326,223	356,535	319,535	332,275	347,232	4,062,550

Operational Profit	-9,164	-105,429	-45,353	31,645	53,284	55,861	111,850	121,853	20,574	69,025	40,647	30,505	375,299
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Other Income/(expenses)

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/(loss)	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other income/(expenses)	-	-	-	-	-	-	-	-	-	-	-	-	0

EBITDA	10,248	-86,202	-26,204	50,785	72,273	74,489	130,478	140,481	39,202	97,653	59,275	47,565	610,044
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EBIT	-9,164	-105,429	-45,353	31,645	53,284	55,861	111,850	121,853	20,574	69,025	40,647	30,505	375,299
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Finance Cost	13,627	12,000	12,000	28,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	161,627
Finance income	20	0	0	0	0	0	0	0	0	0	0	0	20
Corporate Tax													

Brut income RON	-22,771	-117,430	-57,353	3,644	41,284	43,861	99,850	109,853	8,574	57,025	28,647	18,505	213,689
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Net profit RON	-22,771	-117,430	-57,353	3,644	41,284	43,861	99,850	109,853	8,574	57,025	28,647	18,505	213,689
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