

BUGET 2023

Turnover RON	718,727	1,006,458	854,840	845,182	862,682	886,232	1,050,772	1,063,272	1,028,272	997,737	985,772	993,272	11,293,218
P&L - SINTOFARM	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	TOTAL
Consolidated Revenue:													
Gross Sales	1,112,226	1,942,108	1,788,180	1,688,760	1,738,760	1,882,718	2,097,587	1,947,587	1,847,587	1,817,052	1,772,587	1,747,587	21,382,739
Less: Sales Returns and Allowances	-393,499	-935,651	-933,341	-843,579	-876,079	-996,486	-1,046,815	-884,315	-819,315	-819,315	-786,815	-754,315	-10,089,521
Less: Off Invoice Allowances	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Sales	718,727	1,006,458	854,840	845,182	862,682	886,232	1,050,772	1,063,272	1,028,272	997,737	985,772	993,272	11,293,218
Cosolidated COGS:													
Cost of Goods Sold RO	429,609	496,898	432,642	431,605	436,949	453,376	571,459	569,650	563,255	568,355	553,101	554,303	6,061,203
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	429,609	496,898	432,642	431,605	436,949	453,376	571,459	569,650	563,255	568,355	553,101	554,303	6,061,203
Gross Profit (Loss)	289,118	509,560	422,197	413,577	425,733	432,857	479,313	493,622	465,017	429,382	432,671	438,969	5,232,015
SG&A Expenses													
Sales costs	29,789	29,835	31,431	31,431	31,431	31,431	31,431	31,431	31,431	31,431	31,431	31,431	373,930
Marketing	28,150	28,150	28,150	28,150	28,150	28,150	28,150	28,150	28,150	28,150	28,150	28,150	337,800
Research & Development	52,387	52,387	53,451	53,451	53,451	53,287	48,770	48,770	48,770	48,770	48,770	48,846	611,112
General & Admin cost	218,502	234,937	252,034	225,799	230,117	250,809	213,158	214,167	244,738	227,738	220,584	257,184	2,789,768
D&A	22,949	22,872	22,872	21,323	21,159	21,130	20,942	20,731	20,502	30,435	19,756	19,756	264,426
Total SG&A Expenses	351,777	368,182	387,937	360,152	364,307	384,806	342,451	343,248	373,591	366,524	348,691	385,367	4,377,035
Operational Profit	-62,659	141,378	34,260	53,424	61,425	48,050	136,862	150,374	91,426	62,858	83,980	53,601	854,980
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	-39,711	164,250	57,133	74,747	82,584	69,180	157,804	171,104	111,928	93,293	103,736	73,357	1,119,406
EBIT	-62,659	141,378	34,260	53,424	61,425	48,050	136,862	150,374	91,426	62,858	83,980	53,601	854,980
Finance Cost	23,212	20,398	22,000	38,000	22,000	22,000	22,000	22,000	22,000	22,000	22,000	22,000	279,610
Finance income	3,927	0	0	0	0	0	0	0	0	0	0	0	3,927
Corporate Tax													
Brut income RON	-81,945	120,979	12,260	15,424	39,425	26,050	114,862	128,373	69,426	40,858	61,980	31,601	579,294
Net profit RON	-81,945	120,979	12,260	15,424	39,425	26,050	114,862	128,373	69,426	40,858	61,980	31,601	579,294