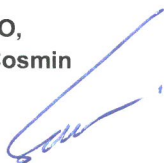


2023 Bugetul de venituri si cheltuieli / 2023 Budget - Profit and loss account - Ron

	2022 Actual	2023 BP	Quarter			
			Q1 BP	Q2 BP	Q3 BP	Q4 BP
Total vinzari, din care: / SALES, out of which:	600,712,740	565,028,413	145,854,461	151,972,872	124,383,327	142,817,753
Total vinzari produse ExW / Steel sales	559,483,961	524,045,896	135,674,224	140,856,292	115,381,628	132,133,751
Costul variabil (inclusiv materia prima) / Variable costs	-553,705,419	-459,090,023	-119,900,724	-123,053,720	-101,246,699	-114,888,879
Costul cu reparatiile si intretinerea / R&M related Costs	-7,640,898	-5,783,519	-1,064,849	-1,409,620	-2,247,053	-1,061,998
Alte costuri fixe / Other fixed costs	-25,425,885	-26,570,731	-7,157,046	-6,953,406	-5,971,807	-6,488,472
Costul fix / Fixed costs	-33,066,783	-32,354,251	-8,221,895	-8,363,026	-8,218,859	-7,550,470
Alte costuri, din care: / Other costs, out of which:	-21,510,139	711,910	4,592,321	-2,784,468	338,901	-1,434,845
Impact net din cresterea sau descresterea provizioanelor de stocuri / Inc/dec in WD stock&contr. In progress (RM, WIP, FG, Goods for Resale)	-36,192,240	9,519,535	9,519,535	0	0	0
Costul productiei / Cost of production	-608,282,341	-490,732,363	-123,530,298	-134,201,214	-109,126,657	-123,874,194
Cheltuieli de transport / Logistics	-28,946,724	-29,982,809	-7,488,526	-8,146,354	-6,565,755	-7,782,174
Costul vinzarilor / COST OF SALES	-637,229,065	-520,715,172	-131,018,824	-142,347,568	-115,692,413	-131,656,369
Cheltuieli de desfacere / Selling	-944,569	-974,843	-256,963	-261,519	-172,170	-284,192
Cheltuieli generale si de administratie / G&A, out of which:	-19,884,221	-13,278,127	-3,411,474	-3,467,294	-3,230,077	-3,169,283
Cheltuieli cu franciza (Segment si IT cost) / IFA cost	-4,926,599	-4,918,792	-1,219,636	-1,229,393	-1,233,052	-1,236,711
Cheltuieli generale, de administratie si de desfacere - total / SELLING, GENERAL & ADMINISTRATIVE	-20,828,790	-14,252,971	-3,668,436	-3,728,812	-3,402,248	-3,453,475
Alte (cheltuieli) / venituri din exploatare / OTHER OPERATING RESULT	59,705,431	-12,755,008	-3,192,548	-3,405,612	-3,446,580	-2,710,268
Rezultatul din exploatare, exclusiv cheltuielile de amortizare / EBITDA	2,360,316	17,305,262	7,974,653	2,490,881	1,842,086	4,997,642
Cheltuieli cu amortizarea / DEPRECIATION & IMPAIRMENT	-9,074,268	-9,487,143	-2,267,090	-2,354,807	-2,419,175	-2,446,071
Rezultatul din exploatare / EBIT	-6,713,952	7,818,119	5,707,563	136,074	-577,089	2,551,571
(Cheltuieli) / venituri din dobinzi / Net interest	-5,491,984	-5,421,348	-1,325,772	-1,351,227	-1,370,141	-1,374,207
(Cheltuieli) / venituri din diferente de curs valutar / Foreign exchange result	2,046,961	932	-95,219	55,166	20,523	20,462
Alte (cheltuieli) / venituri financiare / Other financing costs		-210,149	-52,500	-52,536	-52,550	-52,563
Rezultatul financiar / NET FINANCING COSTS	-3,445,023	-5,630,564	-1,473,492	-1,348,597	-1,402,168	-1,406,308
Impozitul pe profit / INCOME TAXES	-6,991,385	-1,258,899	-921,210	-21,772	92,334	-408,251
Rezultatul perioadei / NET RESULT - GROUP SHARE	-17,150,360	928,656	3,312,861	-1,234,295	-1,886,923	737,012

CEO,
Toma Cosmin



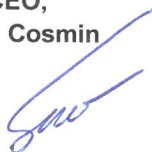
CFO,
Sava Florin



Buget 2023 - Fluxuri de trezorerie - Ron

	2022 Actual	2023 BP	Quarter - BP 2023			
			Q1 BP	Q2 BP	Q3 BP	Q4 BP
Profit net	(10,158,975)	928,656	3,312,861	(1,234,295)	(1,886,923)	737,012
Amortizari	9,074,268	9,487,143	2,267,090	2,354,807	2,419,175	2,446,071
Alte elemente nemonetare	43,529,541	5,630,564	1,473,492	1,348,597	1,402,168	1,406,308
Stocuri	(11,107,242)	(12,588,075)	(12,187,341)	4,137,586	(4,922,780)	384,459
Cienti si cheltuieli in avans	124,711,021	(8,119,686)	(11,898,077)	(1,123,588)	10,478,136	(5,576,157)
Furnizori si dobinzi platite	(38,424,222)	(11,887,072)	(5,749,039)	(26,670,289)	5,503,381	15,028,875
Impozit pe profit plătit	(6,401,285)	-				
Flux de numerar din activitatea de exploatare	111,223,106	(16,548,470)	(22,781,014)	(21,187,182)	12,993,158	14,426,568
Finantare pe termen scurt de la companiile din cadrul grupului	(43,619,306)	25,801,410	24,599,615	27,711,305	(12,321,809)	(14,187,701)
Flux de numerar din activitatea financiara	(101,619,306)	25,801,410	24,599,615	27,711,305	(12,321,809)	(14,187,701)
Investitii						
Achizitii de imobilizari corporale	(9,606,871)	(9,462,575)	(2,000,000)	(6,552,000)	(682,425)	(228,150)
Flux de numerar din activitatea de investitii	(9,606,871)	(9,462,575)	(2,000,000)	(6,552,000)	(682,425)	(228,150)
Crestere sau (descrestere) de numerar	(3,071)	(209,636)	(181,399)	(27,878)	(11,076)	10,717
Disponibilitati banesti la inceputul perioadei	131,601	314,301	314,301	132,902	105,025	93,949
Disponibilitati banesti la sfarsitul perioadei	128,530	104,666	132,902	105,025	93,949	104,666

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Toma Cosmin



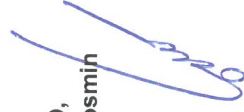
CFO,
Sava Florin



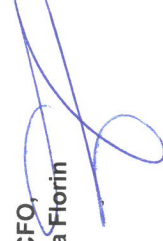
Buget 2023 - Principali indicatori economico-financiar

I.	Indicatori de lichiditate		
1.	Lichiditate generala	= Active circulante/Datorii curente	1.19
2.	Lichiditatea imediata	= (Active circulante - Stocuri) / Datorii curente	0.64
3.	Rata solvabilitatii generale	= Active totale / Datorii curente	1.45
II.	Indicatori de echilibru financiar		
1.	Rata autonomiei financiare	= Capital propriu / Capital permanent	1.03
2.	Rata de finantare a stocurilor	= Fond de rulment / Stocuri = (Capital permanent - Active imobilizate) / Stocuri	1.16
3.	Rata datoriilor	= Datorii totale / Active totale	0.69
4.	Rata capitalului propriu fata de activele imobilizate	= Capital propriu / Active imobilizate	1.72
5.	Rata de rotatie a obligatiilor (Viteza de rotatie in zile)	= Cifra de afaceri / Media datoriilor totale = 360 / Rata de rotatie a obligatiilor	3.67 98.07
III.	Indicatori de gestiune		
1.	Rotatia activelor circulante Viteza de rotatie in zile	= Cifra de afaceri / Active circulante = 360 / Rotatia activelor circulante	2.27 158.57
2.	Rotatia activului total Viteza de rotatie in zile	= Cifra de afaceri / Active totale = 360 / Rotatia activului total	1.86 193.08
3.	Durata medie de recuperare a creantelor Viteza de rotatie in zile	= Cifra de afaceri / Media creantelor totale = 360 / Durata medie de recuperare a creantelor	6.76 53.22
IV.	Indicatori de rentabilitate		
1.	Rata rentabilitatii economice	= Profit brut / Capital permanent	0.01
2.	Rata rentabilitatii financiare	= Profit net / Capital propriu	0.01
3.	Rata rentabilitatii resurselor consumate	= Profit net / Cheltuieli totale	0.00

CEO,
Toma Cosmin



CFO,
Sava Florin



SC ArcelorMittal Tubular Products IASI SA
Iasi, Calea Chisinaului nr. 132
RO 1973479



Programul de activitate pentru anul 2023

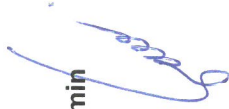
Activitatile societatii AMTP Iasi se concentreaza pe indeplinirea angajamentelor stabilite in Bugetul de Venituri si Cheltuieli pentru anul 2023. Punctele principale sunt:

Atingerea valorii de 17.34 Mil Ron pentru rezultatul operational (mai putin deprecierea) prin realizarea unui volum al vanzarilor de 118.7 kt;

Obtinerea productiei bugetate cu o forta de munca de 1888 de angajati in 2023;

Implementarea CAPEX conform planului bugetat, respectand calendarul si costurile, valoarea bugetata in 2023 fiind de 9.48 MIL RON.

CEO,
Toma Cosmin

A blue ink signature of Toma Cosmin, written in a cursive style.

CFO,
Sava Florin

A blue ink signature of Sava Florin, written in a cursive style.