

2024 Bugetul de venituri si cheltuieli / 2024 Budget - Profit and loss account - Ron

	2023 Actual	2024 BP	Quarter			
			Q1 BP	Q2 BP	Q3 BP	Q4 BP
Total vinzari, din care: / SALES, out of which:	374,675,540	400,361,779	100,889,700	107,953,785	89,595,966	101,922,329
Total vinzari produse ExW / Steel sales	342,659,212	366,463,233	92,378,118	98,836,643	82,005,342	93,243,129
Costul variabil (inclusiv materia prima) / Variable costs	(331,780,630)	(321,864,989)	(81,571,857)	(86,918,461)	(71,788,918)	(81,585,753)
Costul cu reparatiile si intretinerea / R&M related Costs	(7,501,853)	(5,755,180)	(1,139,486)	(1,406,194)	(2,086,330)	(1,123,170)
Alte costuri fixe / Other fixed costs	(21,192,359)	(22,847,178)	(6,786,449)	(5,850,744)	(4,924,610)	(5,285,375)
Costul fix / Fixed costs	(28,694,211)	(28,602,358)	(7,925,935)	(7,256,938)	(7,010,939)	(6,408,545)
Alte costuri, din care: / Other costs, out of which:	1,714,307	(495,205)	396,656	(123,376)	(201,708)	(566,778)
Impact net din cresterea sau descresterea provizioanelor de stocuri / Inc/dec in WD stock&contr. In progress (RM, WIP, FG, Goods for Resale)	26,009,628	3,010,000	2,000,000	1,010,000	0	0
Costul productiei / Cost of production	(358,760,534)	(350,962,552)	(89,101,135)	(94,298,775)	(79,001,565)	(88,561,076)
Cheltuieli de transport / Logistics	(22,721,016)	(27,247,452)	(6,719,966)	(7,342,972)	(6,162,695)	(7,021,819)
Costul vinzarilor / COST OF SALES	(381,481,550)	(378,210,004)	(95,821,102)	(101,641,747)	(85,164,260)	(95,582,895)
Cheltuieli de desfacere / Selling	(91,975)	(1,183,275)	(487,686)	(285,369)	(193,797)	(216,422)
Cheltuieli generale si de administratie / G&A, out of which:	(5,167,482)	(14,584,000)	(4,355,931)	(3,709,394)	(3,183,583)	(3,335,092)
Cheltuieli cu franciza (Segment si IT cost) / IFA cost	(3,791,553)	(5,086,014)	(1,257,358)	(1,269,932)	(1,276,219)	(1,282,505)
Cheltuieli generale, de administratie si de desfacere - total / SELLING, GENERAL & ADMINISTRATIVE	(5,259,458)	(15,767,275)	(4,843,617)	(3,994,764)	(3,377,380)	(3,551,514)
Alte (cheltuieli) / venituri din exploatare / OTHER OPERATING RESULT	8,505,596	(138,755)	(338,293)	299,148	(272,255)	172,645
Rezultatul din exploatare, exclusiv cheltuielile de amortizare / EBITDA REPORTED	(3,559,872)	6,245,745	(113,312)	2,616,421	782,071	2,960,565
Cheltuieli cu amortizarea / DEPRECIATION & IMPAIRMENT	(10,114,599)	(12,076,630)	(2,976,122)	(3,005,883)	(3,027,530)	(3,067,094)
Rezultatul din exploatare / EBIT	(13,674,471)	(5,830,885)	(3,089,434)	(389,462)	(2,245,460)	(106,529)
(Cheltuieli) / venituri din dobinzi / Net interest	(1,877,419)	(3,082,515)	(1,212,392)	(714,936)	(642,557)	(512,631)
(Cheltuieli) / venituri din diferente de curs valutar / Foreign exchange result	(310,106)	124,220	0	62,496	30,938	30,786
Alte (cheltuieli) / venituri financiare / Other financing costs		(210,203)	(52,500)	(52,545)	(52,568)	(52,590)
Rezultatul financiar / NET FINANCING COSTS	(2,187,525)	(3,168,497)	(1,264,892)	(704,985)	(664,186)	(534,435)
Impozitul pe profit / INCOME TAXES	0	0	0	0	0	0
Rezultatul perioadei / NET RESULT - GROUP SHARE	(15,861,996)	(8,999,382)	(4,354,326)	(1,094,447)	(2,909,646)	(640,964)

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Buget 2024 - Fluxuri de trezorerie - Ron

	2023 Actual	2024 BP	Quarter - BP 2024			
			Q1 BP	Q2 BP	Q3 BP	Q4 BP
Profit net	(15,861,996)	(8,999,382)	(4,354,326)	(1,094,447)	(2,909,646)	(640,964)
Amortizari	10,114,599	12,076,630	2,976,122	3,005,883	3,027,530	3,067,094
Alte elemente nemonetare	(30,313,855)	3,168,497	1,264,892	704,985	664,186	534,435
Stocuri	15,748,751	31,703,100	26,223,970	4,259,036	922,587	297,507
Cienti si cheltuieli in avans	3,077,767	(6,047,749)	(18,776,998)	3,755,750	4,298,711	4,674,788
Furnizori si dobinzi platite	35,431,185	(29,085,473)	27,839,859	(33,488,564)	(4,119,829)	(19,316,939)
Impozit pe profit plătit	-	-	-	-	-	-
Flux de numerar din activitatea de exploatare	18,196,451	2,815,623	35,173,519	(22,857,357)	1,883,539	(11,384,079)
Finantare pe termen scurt de la companiile din cadrul grupului	(9,369,990)	1,047,125	(34,750,000)	23,987,500	(634,375)	12,444,000
Finantare pe termen lung de la companiile din cadrul grupului	-	-	-	-	-	-
Flux de numerar din activitatea financiara	(9,369,990)	1,047,125	(34,750,000)	23,987,500	(634,375)	12,444,000
Investitii						
Achizitii de imobilizari corporale	(8,506,046)	(2,020,625)	(375,000)	(984,750)	(431,375)	(229,500)
Flux de numerar din activitatea de investitii	(8,506,046)	(2,020,625)	(375,000)	(984,750)	(431,375)	(229,500)
Crestere sau (descrestere) de numerar	320,415	1,842,123	48,519	145,393	817,789	830,421
Disponibilitati banesti la inceputul perioadei	128,530	27,273	27,273	75,792	221,185	1,038,974
Disponibilitati banesti la sfarsitul perioadei	448,945	1,869,396	75,792	221,185	1,038,974	1,869,396

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ArcelorMittal

Programul de activitate pentru anul 2024

Activitatile societatii AMTP Iasi se concentreaza pe indeplinirea angajamentelor stabilite in Bugetul de Venituri si Cheltuieli pentru anul 2024. Punctele principale sunt:

- Atingerea valorii de 6.25 Mil Ron pentru rezultatul operational (mai putin deprecierea) prin realizarea unui volum al vanzarilor de 86.8 kt;
- Obtinerea productiei bugetate cu o forta de munca de 155 de angajati in 2024;
- Implementarea CAPEX conform planului bugetat, respectand calendarul si costurile, valoarea bugetata in 2024 fiind de 2.02 MIL RON.

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2024 Program of activity

2024 Activities of AMTP Iasi are focused to achieve the commitments established for the 2024 Revenue and Expenditure Budget. The main points are:

- Achieve the 2024 target for EBITDA reported (operational results excluding depreciation) of Ron 6.25 M by for volume of 86.8 kt;
- Total planned production for 2024 to be obtain having manpower of 155 heads;
- Implement CAPEX according to 2024 BP respecting timing of implementation and cost. Total CAPEX planned to be spent in 2024 is Ron 2.02 M.

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Buget 2024 - Principali indicatori economico-financiari

I.	Indicatori de lichiditate		
1.	Lichiditate generala	= Active circulante/Datorii curente	1.07
2.	Lichiditatea imediata	= (Active circulante - Stocuri) / Datorii curente	0.52
3.	Rata sovabilitatii generale	= Active totale / Datorii curente	1.43
II.	Indicatori de echilibru financiar		
1.	Rata autonomiei financiare	= Capital propriu / Capital permanent	0.54
2.	Rata de finantare a stocurilor	= Fond de rulment / Stocuri = (Capital permanent - Active imobilizate) / Stocuri	0.97
3.	Rata datoriilor	= Datorii totale / Active totale	0.70
4.	Rata capitalului propriu fata de activele imobilizate	= Capital propriu / Active imobilizate	1.14
5.	Rata de rotatie a obligatiilor (Viteza de rotatie in zile)	= Cifra de afaceri / Media datoriilor totale = 360 / Rata de rotatie a obligatiilor	3.30 109.13
III.	Indicatori de gestiune		
1.	Rotatia activelor circulante Viteza de rotatie in zile	= Cifra de afaceri / Active circulante = 360 / Rotatia activelor circulante	3.12 115.46
2.	Rotatia activului total Viteza de rotatie in zile	= Cifra de afaceri / Active totale = 360 / Rotatia activului total	2.31 155.84
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	8.88 40.54
IV.	Indicatori de rentabilitate		
1.	Rata rentabilitatii economice	= Profit brut / Capital permanent	(0.10)
2.	Rata rentabilitatii financiare	= Profit net / Capital propriu	(0.18)
3.	Rata rentabilitatii resurselor consumate	= Profit net / Cheltuieli totale	(0.02)

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