



ArcelorMittal

Buget 2016

	Actual 2015	Estimat 2016	Trimestru			
			Actual Q1 2016	Buget		
				Q2 2016	Q3 2016	Q4 2016
Total vanzari	303,182,031	314,156,949	77,175,544	89,667,389	70,683,271	76,630,745
Cheltuieli de exploatare						
Cheltuieli de exploatare	53,542,942	61,831,335	20,112,037	15,528,493	13,066,073	13,124,732
Cheltuieli de exploatare in cadrul grupului	229,341,654	235,105,810	54,918,541	68,277,376	53,581,401	58,328,493
Amortizare	8,729,727	8,908,136	2,288,463	2,146,871	2,194,868	2,277,934
Cheltuieli generale si de administratie	6,060,470	5,963,830	1,642,521	1,558,682	1,333,952	1,428,675
Total cheltuieli de exploatare	297,674,793	311,809,111	78,961,561	87,511,422	70,176,295	75,159,834
Alte venituri/(cheltuieli)	(3,662,016)	1,294,792	1,294,792			
Rezultat din exploatare	1,845,222	3,642,629	(491,225)	2,155,967	506,977	1,470,911
Rezultat din exploatare (fara impactul amortizarii)	10,574,949	12,550,766	1,797,238	4,302,838	2,701,845	3,748,845
Venituri/(cheltuieli) financiare						
(Cheltuieli) cu dobanzile	(3,402,471)	(2,965,497)	(775,748)	(781,567)	(729,984)	(678,199)
Venituri din dobanzile	5,985	1,900	1,900			
Venituri din diferentele de curs valutar	10,515,183	2,200,642	630,805	660,866	908,970	
(Cheltuieli) din diferentele de curs valutar	(10,987,360)	(2,773,077)	(2,725,077)			(48,000)
Total cheluieli financiare	(3,868,663)	(3,536,033)	(2,868,121)	(120,700)	178,987	(726,199)
Profit brut	(2,023,441)	106,597	(3,359,346)	2,035,267	685,964	744,712
Impozit pe profit	-	-	-	-	-	-
Profit net(pierdere)	(2,023,441)	106,597	(3,359,346)	2,035,267	685,964	744,712

Director general,
Toma Cosmin



CFO,
Sava Florin

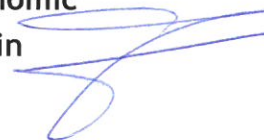
BUGETUL ACTIVITATII DE TREZORERIE 2016

	Actual 2015	Estimate 2016	Trimestru			
			Estimate 2016			
			I	II	III	IV
Profit net	(2,023,441)	106,597	(3,359,346)	2,035,267	685,964	744,712
Amortizari	8,729,727	8,908,136	2,288,463	2,146,871	2,194,868	2,277,934
Alte elemente nemonetare	2,088,880	(975,708)	(2,197,270)	(220,117)	237,437	1,204,241
Clienti	1,542,904	11,402,720	(5,177,491)	(7,444,932)	7,992,806	16,032,337
Stocuri	5,947,493	14,391,259	18,029,303	(983,897)	(3,027,815)	373,667
Alte creante si cheltuieli in avans	(109,129)	(3,151,081)	(5,093,454)	631,450	(767,301)	2,078,224
Furnizori si dobinzi platite	(7,123,366)	(5,135,611)	449,041	12,491,792	(3,240,363)	(14,836,081)
Alte datorii si venituri in avans	(762,611)	697,685	649,612	262,539	(208,437)	(6,029)
Flux de numerar din activitatea de exploatare	8,290,458	26,243,998	5,588,859	8,918,974	3,867,160	7,869,005
Finantare pe termen scurt de la companiile din cadrul grupului	(3,337,483)	(17,211,946)	(1,732,139)	(6,388,888)	(970,167)	(8,120,753)
Flux de numerar din activitatea financiara	(3,337,483)	(17,211,946)	(1,732,139)	(6,388,888)	(970,167)	(8,120,753)
Investitii						
Achizitii de imobilizari corporale	(7,042,970)	(6,790,507)	(1,243,620)	(2,575,443)	(2,906,195)	(65,250)
Flux de numerar din activitatea de investitii	(7,042,970)	(6,790,507)	(1,243,620)	(2,575,443)	(2,906,195)	(65,250)
Crestere sau (descrestere) de numerar	(2,089,996)	2,241,545	2,613,101	(45,357)	(9,202)	(316,998)
Disponibilitati banesti la inceputul perioadei	2,546,889	456,893	456,893	3,069,994	3,024,638	3,015,436
Disponibilitati banesti la sfarsitul perioadei	456,893	2,698,438	3,069,994	3,024,638	3,015,436	2,698,438

Director general,
Toma Cosmin




Director Economic
Sava Florin



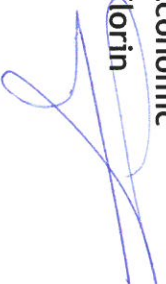
PRINCIPALII INDICATORI ECONOMICO-FINANCIARI

I.	Indicatori de lichiditate		
1.	Lichiditate generala	= Active circulante/Datorii curente	0.96
2.	Lichiditatea imediata	= (Active circulante - Stocuri) / Datorii curente	0.64
3.	Rata sovabilitatii generale	= Active totale / Datorii curente	2.01
II.	Indicatori de echilibru financiar		
1.	Rata autonomiei financiare	= Capital propriu / Capital permanent	0.71
2.	Rata de finantare a stocurilor	= Fond de rulment / Stocuri = (Capital permanent - Active imobilizate) / Stocuri	3.02
3.	Rata datorniilor	= Datorii totale / Active totale	0.50
4.	Rata capitalului propriu fata de activele imobilizate	= Capital propriu / Active imobilizate	0.96
5.	Rata de rotatie a obligatiilor (Viteza de rotatie in zile)	= Cifra de afaceri / Media datorniilor totale = 360 / Rata de rotatie a obligatiilor	2.83 127.07
III.	Indicatori de gestiune		
1.	Rotatia activelor circulante	= Cifra de afaceri / Active circulante	2.95
	Viteza de rotatie in zile	= 360 / Rotatia activelor circulante	121.84
2.	Rotatia activului total	= Cifra de afaceri / Active totale	1.41
	Viteza de rotatie in zile	= 360 / Rotatia activului total	255.69
3.	Durata medie de recuperare a creantelor	= Cifra de afaceri / Media creantelor totale	4.53
	Viteza de rotatie in zile	= 360 / Durata medie de recuperare a creantelor	79.54
IV.	Indicatori de rentabilitate		
1.	Rata rentabilitatii economice	= Profit brut / Capital permanent	NA
2.	Rata rentabilitatii financiare	= Profit net / Capital propriu	NA
3.	Rata rentabilitatii resurselor consumate	= Profit net / Cheltuieli totale	NA

Director general,
Toma Cosmin



Director Economic
Sava Florin






ArcelorMittal

Programul de activitate pentru anul 2016

Activitatile societatii AMTP lasi se concentreaza pe indeplinirea angajamentelor stabilite in Bugetul de Venituri si Cheltuieli pentru anul 2016.

Punctele principale sunt:

- Atingerea valorii de 13.7 MIL RON pentru rezultatul operational (mai putin deprecierea) prin realizarea unui volum al vanzarilor de 152KT;
- Obtinerea productiei bugetate cu o forta de munca de 319 salariatii (262 de angajati proprii si 57 de angajati subcontractati) in 2016 fata de media de 284 de salariatii (258 de angajati proprii si 26 de angajati subcontractati) in 2015;
- Implementarea CAPEX conform planului bugetat, respectand calendarul si costurile, valoarea bugetata in 2016 fiind de 6.8 MIL RON.

**Director general,
Toma Cosmin**



Director Economic

Sava Florin