# *BUDGET PRESENTATION - ALUM 2018*

**As of December, 2017**

**Content:**

1. **Targets for 2018**
2. **Revenues and expenses budget for 2018**

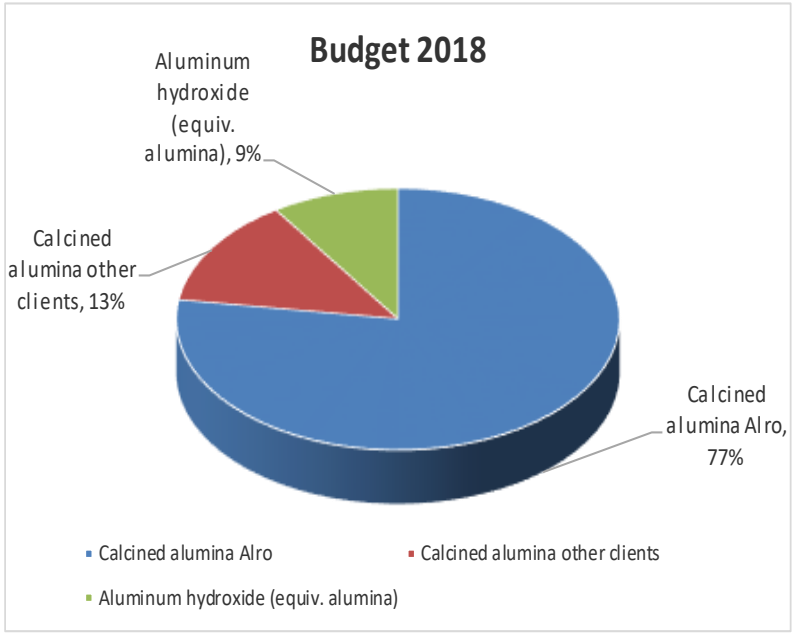
## 1. Targets for 2017

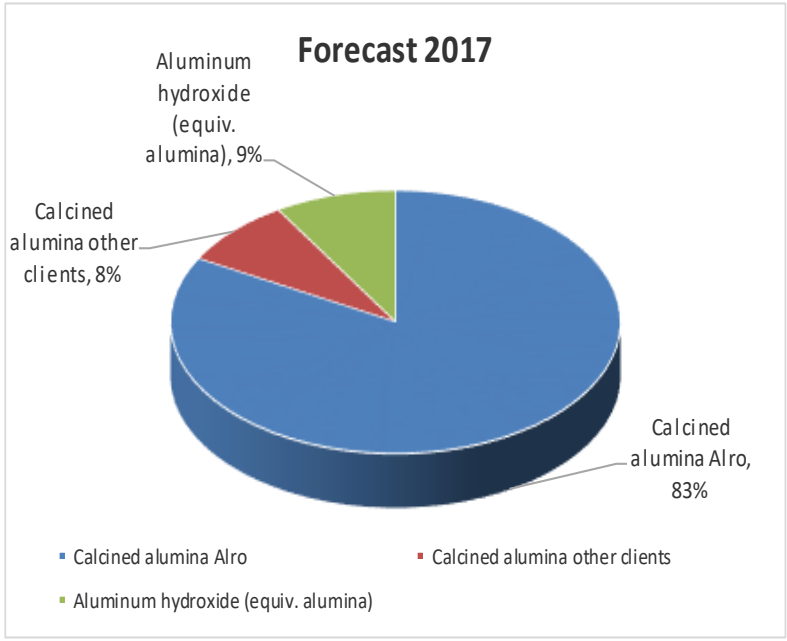
- Production of 472.700 tons of calcined alumina
- Sales of 402.921 tons of calcined alumina to Alro, 69.600 tons of calcined alumina and 78.000 tons aluminum hydroxide to other clients;
- Achieving sales revenues in amount of 191 million usd;
- Positive result in amount of 5,9 million usd;

# 1. Targets for 2018 - sales

| | Budget 2018 to | % |
|---|---|---|
| Calcined alumina Alro | 402.921 | 77% |
| Calcined alumina other clients | 69.600 | 13% |
| Aluminum hydroxide (equiv. alumina) | 48.447 | 9% |
| **Total sales** | **520.968** | **100%** |

| | Forecast 2017 to | % |
|---|---|---|
| Calcined alumina Alro | 393.165 | 83% |
| Calcined alumina other clients | 39.156 | 8% |
| Aluminum hydroxide (equiv. alumina) | 41.419 | 9% |
| **Total sales** | **473.740** | **100%** |



# 2. Revenues and expenses budget for 2018

| Projected Income Statement for 2018 | um | Forecast 2017 | Budget 2018 |
|---|---|---|---|
| **EXCHANGE RATE** | **ron/usd** | **4,036** | **4,000** |
| **Production** | **tons** | **468.098** | **522.000** |
| **Operational activity :** | | | |
| **Revenues from product sales** | | **156.347.104** | **190.892.830** |
| **Operational expenditures :** | **usd** | **150.668.757** | **184.596.322** |
| **Production cost, out of witch:** | **usd** | **143.275.295** | **176.419.266** |
| Raw materials | usd | 90.759.126 | 116.455.179 |
| Utilities | usd | 36.766.280 | 42.300.977 |
| Personnel expenses of production and maintenance section | usd | 7.555.465 | 8.368.832 |
| Maintenance & repairs | usd | 2.927.388 | 4.175.114 |
| Materials & supplies | usd | 920.861 | 995.584 |
| Depreciation | usd | 4.346.176 | 4.123.581 |
| **Selling costs** | **usd** | **861.978** | **1.044.578** |
| **General and administrative expenses** | **usd** | **6.531.484** | **7.132.478** |
| **Operational result** | **usd** | **5.678.347** | **6.296.507** |
| **Change in Work in Process and Finished Goods Inventory** | **usd** | **-1.078.945** | **0** |
| Total other operating income | usd | 1.290.967 | 22.007 |
| Total other operating expense | usd | 852.489 | 0 |
| **Other Non - Operational result :** | **usd** | **438.478** | **22.007** |
| Total financial income | usd | 469.500 | 495.261 |
| Total financial expenses | usd | 1.749.685 | 228.521 |
| **Financial result :** | **usd** | **-1.280.184** | **266.740** |
| **Total revenues :** | **usd** | **156.750.605** | **191.410.098** |
| **Total expenses :** | **usd** | **152.992.909** | **184.824.843** |
| **Gross Profit** | **usd** | **3.757.696** | **6.585.255** |
| **Tax on profit** | **usd** | **0** | **691.896** |
| **Net profit** | **usd** | **3.757.696** | **5.893.359** |