

Income and expense budget 2021

After a year 2020 marked by the pandemic and the restrictive measures adopted in this context, in which, however, Cemacon managed a good commercial and financial performance, especially in the second half of the year, recovering from the quantities of product and sold in the second quarter, the revenue and expenditure budget for 2021 is one of strong revenue growth and of the net result. It aims to exceed the record performances in 2019 by taking advantage of the investments made in recent years, the product portfolio and brand positioning, as well as the efficiency of the production process. Of course, the basic premise is a positive evolution of the demand for masonry materials and the absence of events with a strong negative impact on the market.

The Budget for the year 2021 is summarized below:

Indicator	Budget 2021	Realized 2020	Budgeted vs Realized
Net Turnover	166,775,901	125,249,908	33%
Net sales of Finished Goods	158,272,627	118,693,299	33%
Merchandise Sales	7,417,447	5,576,060	33%
Other Exploitation Revenues	7,577,614	15,342,510	-51%
Total Operational Revenues	173,267,688	139,611,869	24%
Transport & Logistics	20,298,603	16,685,189	22%
Wages	35,979,817	34,909,692	3%
Energy, Gas & Water	9,388,467	9,864,565	-5%
Raw Materials, Materials & Maintenance	38,467,239	24,013,979	60%
Other Exploitation Expenses	20,996,912	15,882,165	32%
Total Operational Expenses	125,131,039	101,355,590	23%
EBITDA*	50,345,307	38,256,279	32%
EBITDA %	29.06%	27.40%	
Amortization & Depreciation	13,500,000	11,739,237	15%
Financial Result	-63,000	-1,138,469	-94%
Gross Profit	34,573,649	25,378,573	36%
Net Profit	29,963,649	22,535,233	33%

Administration Committee represented by President of Administration Committee

Stoleru Liviu Ionel