

| 1     | INDICATORI                                                | INDICATORS                                     | BUGET / BUDGET 2015              |                                     |                                                                  |                                                                       |                                                                               | BUGETAT / BUDGETED 2016                  |                                  |                                     |                                                                      |                                                                       |                                                                               |                                          |
|-------|-----------------------------------------------------------|------------------------------------------------|----------------------------------|-------------------------------------|------------------------------------------------------------------|-----------------------------------------------------------------------|-------------------------------------------------------------------------------|------------------------------------------|----------------------------------|-------------------------------------|----------------------------------------------------------------------|-----------------------------------------------------------------------|-------------------------------------------------------------------------------|------------------------------------------|
|       |                                                           |                                                | 2015<br>Buget/<br>Budget<br>EFSA | Total Licentiate/<br>Total Licenced | Licentiate                                                       |                                                                       |                                                                               | Nelicentiate<br>Terti / Third<br>Parties | 2016<br>Buget/<br>Budget<br>EFSA | Total Licentiate/<br>Total Licenced | Licentiate / Licenced                                                |                                                                       |                                                                               | Nelicentiate<br>Terti / Third<br>Parties |
|       |                                                           |                                                |                                  |                                     | Tarife negociate<br>(ELIGIBIL)/Negotiated<br>tariffs (Eligibles) | Tarife monitorizate<br>ANRE (CPC)/<br>ANRE Monitored<br>tariffs (CPC) | Tarife reglementate<br>ANRE (CASNIC<br>55%/ANRE reg.tariffs<br>Household 55%) |                                          |                                  |                                     | Tarife negociate<br>(ELIGIBIL)/<br>Negotiated tariffs<br>(Eligibles) | Tarife monitorizate<br>ANRE (CPC)/<br>ANRE Monitored tariffs<br>(CPC) | Tarife reglementate<br>ANRE (CASNIC<br>35%/ANRE reg.tariffs<br>Household 35%) |                                          |
| 3     | 4                                                         | 5                                              | 6                                | 7                                   | 8                                                                | 9                                                                     | 10                                                                            | 11                                       | 12                               | 13                                  | 14                                                                   |                                                                       |                                                                               |                                          |
| 1.    | <b>VENITURI DIN VANZAREA de ENERGIE ELECTRICA</b>         | <b>ELECTRICITY SALES</b>                       | <b>4,015,123</b>                 | <b>4,015,123</b>                    | <b>1,503,465</b>                                                 | <b>1,394,001</b>                                                      | <b>1,117,657</b>                                                              | <b>0</b>                                 | <b>4,133,045</b>                 | <b>4,133,045</b>                    | <b>1,612,448</b>                                                     | <b>1,836,548</b>                                                      | <b>684,049</b>                                                                | <b>0</b>                                 |
| 1.1.  | Energie electrica activa cu amanuntul                     | Retail active electricity sales                | 3,495,097                        | 3,495,097                           | 1,264,724                                                        | 1,235,956                                                             | 994,417                                                                       | 0                                        | 3,615,765                        | 3,615,765                           | 1,381,443                                                            | 1,626,439                                                             | 607,883                                                                       | 0                                        |
| 1.2.  | Energie electrica vanduta (EN GROS) ALTI                  | Wholesale electricity sales - OTHERS           | 11,617                           | 11,617                              | 13                                                               | 0                                                                     | 11,604                                                                        | 0                                        | 32,000                           | 32,000                              | 0                                                                    | 26,376                                                                | 5,624                                                                         | 0                                        |
| 1.3.  | Energie electrica vanduta entitatilor din cadrul grupului | Electricity sales within the Group             | 42,079                           | 42,079                              | 20,727                                                           | 14,341                                                                | 7,011                                                                         | 0                                        | 34,379                           | 34,379                              | 12,333                                                               | 16,422                                                                | 5,624                                                                         | 0                                        |
| 1.4.  | Energie electrica reactiva                                | Reactive electricity sales                     | 58,093                           | 58,093                              | 38,503                                                           | 19,590                                                                | 0                                                                             | 0                                        | 67,826                           | 67,826                              | 52,139                                                               | 15,682                                                                | 5                                                                             | 0                                        |
| 1.5.  | Certificate verzi                                         | Green certificates                             | 408,237                          | 408,237                             | 179,498                                                          | 124,114                                                               | 104,625                                                                       | 0                                        | 383,075                          | 383,075                             | 166,533                                                              | 151,629                                                               | 64,913                                                                        | 0                                        |
| 2.    | <b>CHELTUIELI ENERGIE ELECTRICA</b>                       | <b>ELECTRICITY EXPENSES</b>                    | <b>3,744,595</b>                 | <b>3,744,595</b>                    | <b>1,451,425</b>                                                 | <b>1,286,542</b>                                                      | <b>1,006,628</b>                                                              | <b>0</b>                                 | <b>3,858,011</b>                 | <b>3,858,011</b>                    | <b>1,591,077</b>                                                     | <b>1,637,660</b>                                                      | <b>629,274</b>                                                                | <b>0</b>                                 |
| 2.1.  | Achizitie energie electrica activa                        | Purchase of active electricity                 | 1,854,895                        | 1,854,895                           | 805,019                                                          | 609,684                                                               | 440,192                                                                       | 0                                        | 2,114,008                        | 2,114,008                           | 959,910                                                              | 855,707                                                               | 298,391                                                                       | 0                                        |
| 2.2.  | Achizitie certificate verzi                               | Purchase of green certificates                 | 408,237                          | 408,237                             | 179,498                                                          | 124,114                                                               | 104,625                                                                       | 0                                        | 383,075                          | 383,075                             | 166,533                                                              | 151,629                                                               | 64,913                                                                        | 0                                        |
| 2.3.  | Achizitie energie reactiva                                | Purchase of reactive electricity               | 58,093                           | 58,093                              | 38,503                                                           | 19,590                                                                | 0                                                                             | 0                                        | 67,826                           | 67,826                              | 52,139                                                               | 15,682                                                                | 5                                                                             | 0                                        |
| 2.4.  | Servicii de distributie a energiei electrice              | Electricity distribution services              | 1,423,370                        | 1,423,370                           | 428,405                                                          | 533,154                                                               | 461,811                                                                       | 0                                        | 1,293,102                        | 1,293,102                           | 412,495                                                              | 614,642                                                               | 265,965                                                                       | 0                                        |
| 3.    | <b>MARJA ENERGIE</b>                                      | <b>ENERGY MARGIN</b>                           | <b>270,528</b>                   | <b>270,528</b>                      | <b>52,040</b>                                                    | <b>107,459</b>                                                        | <b>111,029</b>                                                                | <b>0</b>                                 | <b>275,034</b>                   | <b>275,034</b>                      | <b>21,371</b>                                                        | <b>198,888</b>                                                        | <b>54,775</b>                                                                 | <b>0</b>                                 |
| 4.1   | <b>COSTURI DE FURNIZARE+TERTI</b>                         | <b>SUPPLY COSTS + Third parties</b>            | <b>203,033</b>                   | <b>201,565</b>                      | <b>4,435</b>                                                     | <b>97,048</b>                                                         | <b>100,081</b>                                                                | <b>1,467</b>                             | <b>213,840</b>                   | <b>205,642</b>                      | <b>5,994</b>                                                         | <b>136,864</b>                                                        | <b>62,784</b>                                                                 | <b>8,199</b>                             |
| 4.2   | <b>COSTURI DE FURNIZARE INCLUSIV DISPONIBILIZARI</b>      | <b>SUPPLY COSTS INCLUDING LAYOFFS EXPENSES</b> | <b>201,565</b>                   | <b>201,565</b>                      | <b>4,435</b>                                                     | <b>97,048</b>                                                         | <b>100,081</b>                                                                | <b>0</b>                                 | <b>205,642</b>                   | <b>205,642</b>                      | <b>5,994</b>                                                         | <b>136,864</b>                                                        | <b>62,784</b>                                                                 | <b>0</b>                                 |
| 5.    | <b>PROFIT DIN ACTIVITATEA DE BAZA</b>                     | <b>PROFIT FROM MAIN ACTIVITY</b>               | <b>68,964</b>                    | <b>68,964</b>                       | <b>47,605</b>                                                    | <b>10,411</b>                                                         | <b>10,948</b>                                                                 | <b>0</b>                                 | <b>69,392</b>                    | <b>69,392</b>                       | <b>15,377</b>                                                        | <b>62,024</b>                                                         | <b>-8,009</b>                                                                 | <b>0</b>                                 |
| 6.    | <b>ALTE VENITURI DIN EXPLOATARE</b>                       | <b>OTHER OPERATING REVENUES</b>                | <b>80,829</b>                    | <b>65,459</b>                       | <b>992</b>                                                       | <b>34,092</b>                                                         | <b>30,375</b>                                                                 | <b>15,370</b>                            | <b>61,243</b>                    | <b>45,520</b>                       | <b>9,865</b>                                                         | <b>25,747</b>                                                         | <b>9,908</b>                                                                  | <b>15,723</b>                            |
| 6.1   | Venituri din servicii prestate                            | Revenue from supplied services                 | 58,373                           | 43,656                              | 666                                                              | 20,748                                                                | 22,242                                                                        | 14,717                                   | 36,538                           | 21,557                              | 287                                                                  | 14,119                                                                | 7,151                                                                         | 14,981                                   |
| 6.4   | Venituri din amenzi si penalitati                         | Revenue from fines and penalties               | 20,985                           | 20,985                              | 307                                                              | 12,959                                                                | 7,719                                                                         | 0                                        | 23,180                           | 23,179                              | 9,472                                                                | 11,210                                                                | 2,497                                                                         | 1                                        |
| 7     | <b>ALTE CHELTUIELI DE EXPLOATARE</b>                      | <b>OTHER OPERATING EXPENSES</b>                | <b>41,314</b>                    | <b>27,352</b>                       | <b>1,047</b>                                                     | <b>5,310</b>                                                          | <b>20,995</b>                                                                 | <b>13,962</b>                            | <b>4,100</b>                     | <b>-4,279</b>                       | <b>102</b>                                                           | <b>-4,756</b>                                                         | <b>375</b>                                                                    | <b>8,379</b>                             |
| 8     | <b>PROFIT DIN ALTE ACTIVITATI</b>                         | <b>INCOME FROM OTHER ACTIVITIES</b>            | <b>39,515</b>                    | <b>38,107</b>                       | <b>-55</b>                                                       | <b>28,782</b>                                                         | <b>9,380</b>                                                                  | <b>1,408</b>                             | <b>57,143</b>                    | <b>49,799</b>                       | <b>9,763</b>                                                         | <b>30,503</b>                                                         | <b>9,533</b>                                                                  | <b>7,344</b>                             |
|       | <b>PROFIT OPERATIONAL</b>                                 | <b>OPERATING PROFIT</b>                        | <b>108,478</b>                   | <b>107,071</b>                      | <b>47,550</b>                                                    | <b>39,193</b>                                                         | <b>20,328</b>                                                                 | <b>1,408</b>                             | <b>126,535</b>                   | <b>119,191</b>                      | <b>25,140</b>                                                        | <b>92,527</b>                                                         | <b>1,524</b>                                                                  | <b>7,344</b>                             |
| 8     | <b>VENITURI FINANCIARE</b>                                | <b>FINANCIAL REVENUES</b>                      | <b>1,533</b>                     | <b>1,533</b>                        | <b>35</b>                                                        | <b>705</b>                                                            | <b>793</b>                                                                    | <b>0</b>                                 | <b>2,500</b>                     | <b>2,500</b>                        | <b>36</b>                                                            | <b>1,982</b>                                                          | <b>482</b>                                                                    | <b>0</b>                                 |
| 4.1.1 | Costuri financiare                                        | Financial costs                                | 0                                | 0                                   | 0                                                                | 0                                                                     | 0                                                                             | 0                                        | 0                                | 0                                   | 0                                                                    | 0                                                                     | 0                                                                             | 0                                        |
| 9     | <b>REZULTAT FINANCIAR</b>                                 | <b>Financial income</b>                        | <b>1,533</b>                     | <b>1,533</b>                        | <b>35</b>                                                        | <b>705</b>                                                            | <b>793</b>                                                                    | <b>0</b>                                 | <b>2,500</b>                     | <b>2,500</b>                        | <b>36</b>                                                            | <b>1,982</b>                                                          | <b>482</b>                                                                    | <b>0</b>                                 |
| I     | <b>TOTAL VENITURI</b>                                     | <b>TOTAL REVENUE</b>                           | <b>4,097,485</b>                 | <b>4,082,115</b>                    | <b>1,504,492</b>                                                 | <b>1,428,798</b>                                                      | <b>1,148,825</b>                                                              | <b>15,370</b>                            | <b>4,196,788</b>                 | <b>4,181,065</b>                    | <b>1,622,349</b>                                                     | <b>1,864,277</b>                                                      | <b>694,439</b>                                                                | <b>15,723</b>                            |
| II    | <b>TOTAL CHELTUIELI</b>                                   | <b>TOTAL EXPENSES</b>                          | <b>3,987,474</b>                 | <b>3,973,512</b>                    | <b>1,456,907</b>                                                 | <b>1,388,900</b>                                                      | <b>1,127,704</b>                                                              | <b>13,962</b>                            | <b>4,067,753</b>                 | <b>4,059,374</b>                    | <b>1,597,173</b>                                                     | <b>1,769,768</b>                                                      | <b>692,433</b>                                                                | <b>8,379</b>                             |
| III   | <b>REZULTATUL BRUT</b>                                    | <b>GROSS PROFIT</b>                            | <b>110,011</b>                   | <b>108,604</b>                      | <b>47,585</b>                                                    | <b>39,898</b>                                                         | <b>21,121</b>                                                                 | <b>1,408</b>                             | <b>129,035</b>                   | <b>121,691</b>                      | <b>25,176</b>                                                        | <b>94,509</b>                                                         | <b>2,006</b>                                                                  | <b>7,344</b>                             |
| IV    | Impozit pe profit                                         | Tax on profit                                  | 14,933                           | 14,708                              | 7,665                                                            | 3,090                                                                 | 3,953                                                                         | 225                                      | 15,575                           | 14,689                              | 3,039                                                                | 11,408                                                                | 242                                                                           | 886                                      |
| V     | <b>REZULTATUL NET</b>                                     | <b>NET PROFIT</b>                              | <b>95,079</b>                    | <b>93,896</b>                       | <b>39,920</b>                                                    | <b>36,808</b>                                                         | <b>17,168</b>                                                                 | <b>1,183</b>                             | <b>113,460</b>                   | <b>107,002</b>                      | <b>22,137</b>                                                        | <b>83,101</b>                                                         | <b>1,764</b>                                                                  | <b>6,458</b>                             |