

KPI's	Unit	Q1 2012 Budget	Q2 2012 Budget	Q3 2012 Budget	Q4 2012 Budget	2012 Budget
Total angajati	#	812	812	812	752	752
Otel brut - bloom & tagle	000 MT	48.633	56.278	44.019	54.651	203.581
Total Productie Echivalenta	000 MT	40.677	48.239	36.464	45.659	171.039
Vanzari	000 M T	35.720	55.580	43.050	62.050	196.400
Blum & Tagle tevi	000 M T	30.520	34.880	28.800	35.800	130.000
Profile grele	000 M T	5.200	20.700	14.250	26.250	66.400
Venituri	Mio Euro	18	29	21	32	100
Blum & Tagle tevi	Mio Euro	16	19	15	19	68
Profile grele	Mio Euro	2	10	7	12	31
Pret vanzare	Euro/M T	505	513	498	509	507
Blum & Tagle tevi	Euro/M T	514	536	516	535	526
Profile grele	Euro/M T	457	476	462	475	471
Cost Variabil	Euro/M T	443	451	437	441	443
Blum & Tagle tevi	Euro/M T	445	463	445	463	455
Profile grele	Euro/M T	429	431	420	412	421
Cost Fix	Euro/M T	56	50	63	73	61
Blum & Tagle tevi	Euro/M T	51	38	61	59	52
Profile grele	Euro/M T	81	71	69	93	80
Cost Total	Euro/M T	498	501	500	515	505
Blum & Tagle tevi	Euro/M T	496	500	506	521	506
Profile grele	Euro/M T	510	502	488	505	501
Profit Operational	Euro/M T	7	13	(2)	(5)	3
Blum & Tagle tevi	Euro/M T	17	36	10	13	20
Profile grele	Euro/M T	(53)	(26)	(27)	(31)	(30)
Profit Operational	Mio Euro	0.253	0.700	(0.077)	(0.321)	0.555
Blum & Tagle tevi	Mio Euro	0.529	1.238	0.301	0.482	2.551
Profile grele	Mio Euro	(0.276)	(0.538)	(0.378)	(0.803)	(1.995)
Profit Operational	Mio Euro	0.253	0.700	(0.077)	(0.321)	0.555
Profit Non Operational	Mio Euro	-	-	-	-	-
Profit Total	Mio Euro	0.253	0.700	(0.077)	(0.321)	0.555
Costuri Fixe	Mio Euro	2.694	2.813	2.803	2.942	11.251
Salarii	Mio Euro	1.522	1.570	1.544	1.562	6.197
Costuri Regii & Administratie	Mio Euro	0.830	0.842	0.859	0.893	3.424
Infretinere si reparatii	Mio Euro	0.342	0.401	0.400	0.487	1.630
Investitii	Mio Euro	6.019	1.427	0.404	0.150	8.000



FINANCE MANAGER
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Dy Manager Cost & Budget
Doina Koka