

KPI's	Unit	Q1 2014 Budget	Q2 2014 Budget	Q3 2014 Budget	Q4 2014 Budget	2014 Budget
Crude Steel Production	000 MT	61.166	65.344	61.247	65.028	252.785
Shipments	000 M T	58.801	62.930	58.785	62.484	243.000
Blooms & Billets	000 M T	27.381	30.858	26.077	28.684	113.000
Sections	000 M T	31.420	32.072	32.708	33.800	130.000
Steel Sales	Mio Euro	31	32	28	30	121
Blooms & Billets	Mio Euro	15	16	13	14	58
Sections	Mio Euro	16	16	15	16	63
Sales price	Euro/M T	520	510	481	487	499
Blooms & Billets	Euro/M T	531	521	496	501	513
Heavy Sections	Euro/M T	510	499	469	475	488
Variable costs	Euro/M T	445	436	410	416	427
Blooms & Billets	Euro/M T	454	442	413	420	433
Heavy Sections	Euro/M T	437	430	407	413	421
Fixed costs	Euro/M T	51	49	54	50	51
Blooms & Billets	Euro/M T	48	43	53	41	46
Heavy Sections	Euro/M T	54	54	55	57	55
EBITDA cost	Euro/M T	496	484	464	466	477
Blooms & Billets	Euro/M T	502	485	466	461	478
Heavy Sections	Euro/M T	491	484	462	470	477
EBITDA steel	Euro/M T	24	25	17	22	22
Blooms & Billets	Euro/M T	29	36	30	40	34
Heavy Sections	Euro/M T	19	15	7	6	11
EBITDA steel	Euro/M T	1.403	1.597	1.000	1.347	5.346
Blooms & Billets	Mio Euro	0.796	1.118	0.774	1.153	3.852
Heavy Sections	Mio Euro	0.607	0.479	0.226	0.193	1.494

Indicatori de performanta	Unitati	Buget Trim. I 2014	Buget Trim. II 2014	Buget Trim. III 2014	Buget Trim. IV 2014	Buget 2014
Productie - Turnare Continua	000 MT	61.166	65.344	61.247	65.028	252.785
Total vanzari	000 MT	58.801	62.930	58.785	62.484	243.000
Tagle & blumuri	000 MT	27.381	30.858	26.077	28.684	113.000
Profile	000 MT	31.420	32.072	32.708	33.800	130.000
Total Venituri	Mio RON	135	141	123	133	531
Tagle & blumuri	Mio RON	64	71	56	63	254
Profile	Mio RON	71	70	67	70	278
Preturi	RON/MT	2,288	2,238	2,098	2,124	2,187
Tagle & blumuri	RON/MT	2,336	2,287	2,163	2,184	2,244
Profile	RON/MT	2,246	2,190	2,046	2,072	2,137
Cost Variabil	RON/MT	1,957	1,913	1,787	1,813	1,868
Tagle & blumuri	RON/MT	1,997	1,941	1,801	1,829	1,892
Profile	RON/MT	1,923	1,886	1,776	1,800	1,846
Cost Fix	RON/MT	226	213	237	217	223
Tagle & blumuri	RON/MT	209	188	233	180	202
Profile	RON/MT	240	238	240	248	241
Cost Total	RON/MT	2,183	2,126	2,024	2,030	2,090
Tagle & blumuri	RON/MT	2,207	2,128	2,033	2,009	2,094
Profile	RON/MT	2,162	2,125	2,016	2,047	2,088
Profit Brut	RON/MT	105	111	74	94	96
Tagle & blumuri	RON/MT	130	159	129	175	149
Profile	RON/MT	83	66	30	25	51
Profit Brut	Mio RON	6.171	7.011	4.359	5.870	23.411
Tagle & blumuri	Mio RON	3.548	4.909	3.374	5.028	16.858
Profile	Mio RON	2.323	2.102	0.985	0.843	6.552

