



Norofert S.A.
Annual Report for 2020

ANNUAL REPORT IN ACCORDANCE WITH	ANNEX 15 FROM ASF REGULATION NR. 5/2018
FOR FINANCIAL PERIOD	01.01.2020 - 31.12.2020
DATE OF PUBLISHING	24.06.2021
ISSUER'S NAME	NOROFERT S.A.
REGISTERED OFFICE	STR. PETRACHE POENARU NR. 26, ROOM 8 BUCHAREST, SECTOR 5
PHONE NUMBER	+40 31 860 21 01
FISCAL CODE	12972762
TRADE REGISTRY NUMBER	J40/4222/2000
MARKET ON WHICH THE SECURITIES ARE TRADED	SMT SEGMENT OF THE BUCHAREST STOCK EXCHANGE
SUBSCRIBED AND PAID-UP SHARE CAPITAL	3,429,576 LEI
KEY CHARACTERISTICS OF THE SECURITIES ISSUED BY THE COMPANY	8,573,940 SHARES WITH NOMINAL VALUE OF 0.4 LEI
SYMBOL	SHARES: NRF BONDS: NRF25
EMAIL CONTACT	INVESTITORI@NOROFERT.RO

Table of Contents

Letter from the CEO.....	4
I. Analysis of the Issuer’s Activity	6
1.1 Date of the Establishment of the Issuer.....	6
1.2 Description of the Basic Activity of the Issuer	7
1.3 Description of any significant merger or reorganization of the issuer, its subsidiaries or companies	9
1.4 Description of acquisitions and/or alienation of assets	10
1.5 Description of the main results of the issuer’s activity	10
1.6 Evaluation of the technical level of the issuer	15
1.7 Evaluation of the technical-material supply activity (indigenous sources, import sources).....	16
1.8 Evaluation of the sales activity	17
1.9 Evaluation of the Issuer’s staff	19
1.10 Evaluation of the issues related to the issuer’s impact on the environment	20
1.11 Evaluation of the R&D activity	20
1.12 Evaluation of the issuer’s activity related to risk management	20
1.13 Perspective elements regarding the Issuer’s activity	24
II. Issuer’s Tangible Assets	26
2.1 Information about the location and characteristics of the main production capacities owned by the issuer.....	26
2.2 Information about the degree of wear and tear of the issuer’s properties	26
2.3 Information about the potential issues related to the property rights over the issuer’s tangible assets.....	27
III. Market of the Issuers’ securities	28
3.1. Specification of the markets in Romania and abroad where the securities are issued	28
3.2. Description of the issuers dividend policy	28
3.3. Description of any activities of the issuer related to purchasing own shares	29
3.4. Information about the subsidiaries of the issuer	29
3.5. Information about the bonds and/or other debt securities of the issuer	29
IV. Issuer’s Management.....	30
4.1. Presentation of the issuer’s administrators	30
4.2. Presentation of the issuer’s executive management team	32
V. Financial Situation	34
5.1. Balance Sheet	34
5.2. Profit & Loss Account	36
5.3. Cash-flow	38
VI. Corporate Governance Principles.....	Error! Bookmark not defined.
VI. Declaration.....	42

Letter from the CEO

Dear Shareholders,

We are publishing this report one year since the onset of the COVID-19 pandemic in Romania. A year in which we have seen many times how the way we see and do business in the modern world is tested, from moving the business online to adapting the business to cope with the spread of this virus.

It must be said that another kind of virus hit Romanian agriculture in 2020. The severe drought, unprecedented in the last 25 years, has hit hard an already tested sector of the Romanian economy by the lack of liquidity and the impossibility of major investments and significant areas of interest such as irrigation. It was a year in which we saw very large areas of crops, around 80-90% affected by the drought, powerless farmers in the face of the heat wave and lack of rainfall. It was the year in which the word "irrigation" was on everyone's lips and only those who managed to budget 5-10 years ago pivots, drums and restoration of irrigation canals had a major gain from the lack of crops in the market. I think that the year 2020 meant a reset in the thinking of all actors in agribusiness. The investments that will be made starting with 2021 will be directed more and more towards technology, digitalization of agriculture and the rationalization and distribution of water in large crops in Romania.



We are on top of a very good wave, represented by the Green Deal proposed by the European Union. We see a growing focus on organic farming and financial and legislative encouragement from the EU will bring organic farming into the mainstream of agribusiness, as the number of farmers moving to organic farming practices increases. The goal of 25% of the organically cultivated area in the coming years throughout the EU is optimistic and makes us look with optimism at the development potential of Norofert in the coming years.

We are very happy that we managed to overcome a year like 2020, whether we are talking about the drought or COVID-19. It was a year that seriously challenged the way we approached agribusiness. We started to see the first signs of difficulty in the field since March and we acted quickly by introducing to the market a product that keeps moisture in the soil for longer, allowing plants to increase their chances of survival during drought. We had at the harvest confirmation that the step was correct, and the timing was perfect, with farmers harvesting grain in larger quantities and with better specifications. A new advantage of organic products emerged from the tests we did in the field in 2020: in times of drought, products based on microorganisms and ingredients of natural origin do not subject the plant to stress, allowing it to cope with the effects of drought better than a culture treated with chemical products. Also, we have already continued the usual demonstration lots and we intend to keep the trend in the coming years as we notice that are the best business card of our company.

It was also the year when, more than ever, we supported our clients through flexible financing solutions and more important than anything: understanding. The cases of total calamity, although not few, were treated individually and analyzed by the Risk Department, offering clients staggered payment solutions. We are sure that this helping hand given to farmers in difficult times will turn them into loyal customers, as we begin to see in the spring of 2021.

In terms of investments, we are pleased to say that they have continued and focused on improving production and storage capacities but also on training and expanding the sales and technical team. The steps taken in 2020 to finance and purchase the high-capacity soil fertilizer line will bear fruit in 2021 when it will be operational, and we will be able to complete Norofert's product portfolio.

We are also proud of the progress made in the United States, where Norofert USA LLC was founded in the state of Ohio and where we already have a range of 6 products approved for use in several states. The demo lots we set up were the first step in demonstrating the effectiveness of Norofert products in the US. We have continued

our marketing efforts especially on distributors and our first sales agent in the USA is working in the field to make our products known. It is certainly an ambitious, long-term project with high expectations from investors.

From the point of view of the capital market, we have seen a spectacular growth, due to the trust that retail investors have in the company. We marked March 3, 2020, the day of our listing on the AeRO market, in the calendar of important events in the history of Norofert. Although the beginning coincided with the beginning of the pandemic in Romania and the entire market suffered, we believe that the return trend helped to propel the spectacular price of the stock.

I invite you to go through the below Report for 2020 and to read in detail about how the agricultural year went and the impact it had on our financial data. If you have any questions or suggestions about how we report, please feel free to contact us for more explanations. You can contact the IR team at the email address investitori@norofert.ro or contact me directly at the email address vlad.popescu@norofert.ro.

Thank you for being by our side!

Vlad Andrei Popescu

I. Analysis of the Issuer's Activity

1.1 Date of the Establishment of the Issuer

Norofert SRL was established in 2000 in Bucharest by Florin Popescu, as a first importer and distributor of advanced technology fertilizers, in Romania. The company initially specialized in the distribution of foliar fertilizers originating from Norway, the Netherlands, Germany and the USA, being the sole distributor for producers such as Yara, Kali und Salz and Rio Tinto. In 2009, Norofert approached the Romanian organic farming sector, which was at an embryonic stage at the time, and became the key promoter in the market of fertilizers and phytosanitary products for large organic crops. In 2010, Norofert Eco SRL was established, a company that became the first distributor in Romania of ecological inputs from Spain, Germany and the United States. Between 2010 and 2015, distribution activities continued to further grow. In 2015, Florin Popescu was forced to withdraw from the business, and Vlad Popescu, his son, took over the management of the company.

In 2016, Norofert officially became the first Romanian supplier and producer of fertilizers and complex treatments needed in organic farming. With the support and collaboration of national research institutes, Norofert has developed a line of four products corresponding to the imported products until 2015, but with improved formulas and adapted to the specific conditions of the Romanian agriculture. In the same year, Norofert opened its first factory of fungicides, insecticides and organic fertilizers in Romania, serving the needs for of the Romanian ecological farmers in Filiași, jud. Dolj.

Between 2016 and 2018, the company experienced a period of accelerated growth as a result of the development of its own innovative technology called "BioChain", which involves the exclusive and synergistic use of raw plant materials, animals, bacteria and microorganisms in the production process. In 2017, along with the bio-fertilizers, Norofert offered a full line of environmentally friendly plant protection products such as insecticides, fungicides, seed treatments and foliage treatments. The results exceeded of the farmers who have used Norofert products in the course of 2017 have exceeded the expectations for wheat, maize, sunflower, rape and soybean crops, which has in turn increased the reputation and visibility of Norofert brand. Norofert then continued to develop the product line, with the number of developed products reaching 12. The change of position and strategy was also reflected in the evolution of the main performance indicators, the volume of turnover reaching, in 2018, a level 7 times higher than the one reported at the end of 2015, while the net profit margin increased from 9.58% in 2015, to 41.02% in 2018.

With special resonance in the profile press and on the targeted market, 2018 marked the launch of all Norofert products in the form of an effervescent tablet. By replacing the classic granular or liquid format, the effervescent tablet eliminates the risk of high temperature alteration, extends the shelf life up to 10 years and reduces the storage and transport requirements – with all these benefits having a revolutionary impact on the Romanian organic farming sector. In the 18th year of its presence on the market, Norofert went through a process of rebranding, a vehicle for the new revolutionary product lines and became an exclusive producer of inputs for organic farming.

In May 2019, Norofert announced the launch of a line of 8 new FITO products, for small farmers and hobby gardening activities. For the purpose of promoting and distributing the Fito line, the company has signed partnership agreements with RepublicaBIO.ro for online sales and RODBUN and Agrii, for its distribution in phytopharmaceutical networks with national coverage.

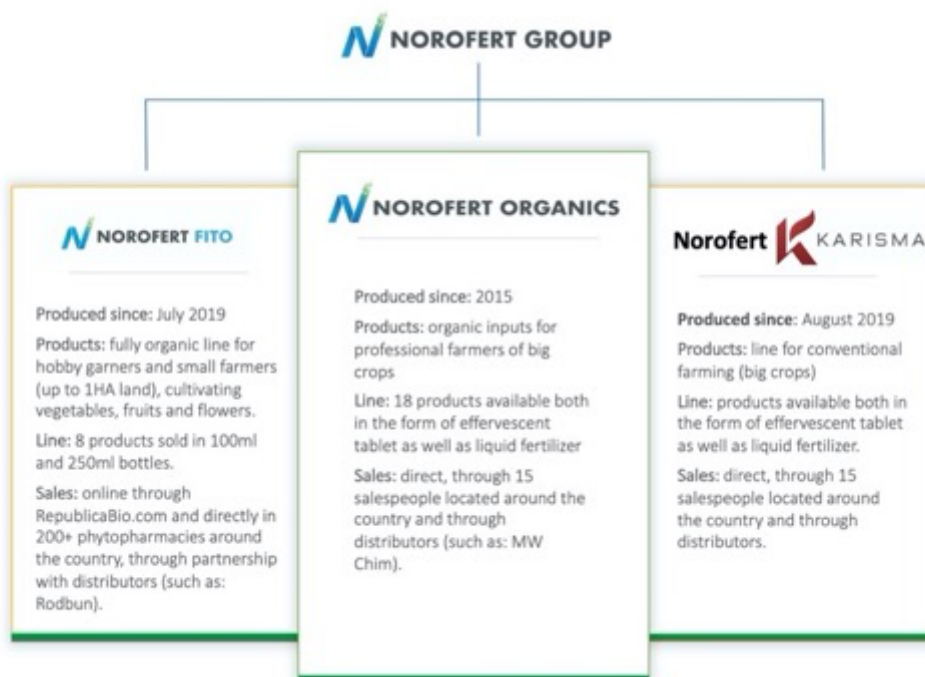
Same year, in 2019 Norofert made the decision to increase the company's share capital followed by the listing on the Bucharest Stock Exchange on the multilateral trading system - SMT. During the private placement of shares that took place in July 2019 the company attracted capital of 7.125 million lei, while the offer enjoyed a high interest from the investors, closing after only 8 hours. Following the private placement, in August 2019, Norofert introduced a new product line for conventional agriculture, called Karisma, which consists of fertilizers and an insectofungicide, produced both in liquid form and in the form of effervescent tablets. With the Karisma line,

Norofert entered the conventional agricultural market, which has a current size of 9 million hectares of arable land in Romania.

1.2 Description of the Basic Activity of the Issuer

With an agro-tech profile, Norofert develops and produces its own inputs for organic and (from August 2019) conventional agriculture. In addition to the range of 60 different products, grouped into 3 main lines, the company designs customized formulas and optimization schemes that allow the adaptation of organic inputs to the specific needs of the crop depending on the soil, atmospheric conditions and the particularities of each crop.

Currently, Norofert produces fertilizers and agricultural inputs that are available on the market under 3 different brands: Norofert Organics – inputs for organic farming (large crops), Karisma – inputs for conventional agriculture (large crops) and Norofert Fito – fertilizers and phytosanitary products for home gardening and small farmers. Below are the details of each line:



Norofert products, which are authorized in accordance with EU Regulation 889/2008 implementing EU Regulation 834/2007 and hold additional certificates for quality and compliance from ECOCERT France, are complex mixtures of at least 6 active substances each. These active substances act synergistically, enhance and complement each other, gaining a unique and competitive character between similar products on the profile market.

NOROFERT ORGANICS – INPUTS FOR ECOLOGICAL AGRICULTURE (LARGE CROPS)

Norofert presents a complete catalogue of products developed in its own laboratories, which comply with all European standards for organic farming and can cover all the needs of organic crops, such as seed treatments (insecto-fungicides), foliar fertilizers, fungicides, insecticides, biostimulators and soil fertilizers, as well as limiting the absorption of heavy metals in vulnerable plants. The company produces a wide range of the following types of products:

- fertilizers - substances applied to the soil or to the tissue of the plant to supply the one or more nutrients essential for optimal plant development: foliar fertilizers dedicated to crop categories, solid fertilizers granulated for application to the soil, but also germination biostimulators for seeds;

- insecticides - substances that play a role in pest control - insects: insect-fungicidal treatments for seeds, insecticides specifically dedicated to pest categories;
- fungicides - organisms processed with role in exterminating parasitic fungi and their spores, preventing crop degradation: specifically, dedicated fungicides, by disease categories;
- seed insecto-fungicides treatment - antimicrobial or fungicidal solution in which the seeds are treated prior to planting to combat seed-borne diseases. This process reduces the amount of pesticides subsequently needed, with a positive impact on the environment;
- foliar treatments - the method of feeding the plant by applying a fertilizer directly on its leaf, allowing the absorption of the essential nutrients;
- other products for specific needs, such as adjuvant for rapid synthesis, straw decomposition products, water acidity level adjustment or heavy metal removal products, etc.



The catalogue with all the products from Norofert Organics line can be [here](#).

Apart from standardized organic formulations, Norofert is also specialized in the area of production and research of organic inputs. Norofert's experts help farmers maximize their production with the help of their customized formulas that take into consideration the specificities of the individual crops as well as the soil components, atmospheric conditions and other factors, including rodents or pests that are endangering the harvest in the given time period and area.

The process of preparing customized fertilizers consists of the following steps and is based on specific requests:

- Soil analysis, collected by Norofert experts and inspected at the company's laboratories;
- Detailed analysis of what the specific plant / crop needs in order to grow and develop;
- Analysis of the atmospheric conditions as well as the local environment;
- Preparation of the unique formulation and its production either in the tablet or liquid form;
- Delivery of the ready to use products to the client, together with application instructions.

NOROFERT ORGANICS HORTICULTURE

During the first edition of Norofert Investor Day in June 2020, the company's management announced the launch of a new line of organic inputs for fruit and viticulture, called Norofert Horticulture. The new product line covers all the needs of farmers working in viticulture and fruit growing. The line takes into account all European rules on cross-compliance and environmental protection, as well as the revolutionary decision banning the use of neonicotinoids in agriculture. The entire range can be used in both organic farming and conventional agriculture, as the products are made from the highest quality raw material and superior non-GMO genetic material. The potential of this line is significant, as it is primarily dedicated to the cultivation of European Union-funded vegetable and fruit orchards and farms, and management expects this line to generate attractive profits for the group in the coming years.

NOROFERT FITO – HOBBY GARDENING LINE

In July 2019, Norofert launched Norofert FITO – a line designed especially for small farmers and hobby gardeners who cultivate vegetables, fruits and flowers in small, non-commercial quantities (up to 1 hectare of land per crop), a convenient market segment because of more favourable payment terms and more frequent seasonal cycles.

Norofert's management has identified a significant demand for this niche, which is sold through phytopharmaceutical chains as well as online. The FITO line currently consists of 8 organic products and includes bio fertilizers, insecticides as well as well fungicides that can be followed thorough the whole plant cycle, in order to ensure its full health. FITO is Norofert's first line of products that is available for purchasing to the general public, in quantities ranging between 100-250 ml per product. For the promotion and distribution of this line, Norofert HAS signed partnership agreements with www.RepublicaBIO.ro for online sales and, respectively, with

RODBUN and Agrii, some of the largest players in the agribusiness market, for the distribution in their own phytopharmaceutical networks with national coverage.

All the Norofert Fito line products can be purchased from [here](#).



NOROFERT KARISMA – INPUTS FOR CONVENTIONAL AGRICULTURE (LARGE CROPS)

In August 2019, Norofert introduced a new product line for conventional agriculture, called Karisma, which consists of fertilizers and an insecto-fungicide, produced both in liquid form and in the form of effervescent tablets. With the Karisma line, Norofert has entered the conventional agricultural market, which has a current size of 9 million hectares of arable land in Romania. The launch of the Karisma line was a strategic move for Norofert, as it helps the company build relationships with important farmers who are currently growing conventional but who, in the medium term, can convert to organic farming and become customers for the Norofert Organics line.

Following the very good results obtained by farmers in conventional agriculture with Norofert's organic products, the company has decided to create a hybrid technology that combines the organic element with the chemical one, thus materialized in a new line of products, which was based on classic formulas currently found in the market. Therefore:

- simple nitrogen fertilizers have been transformed into complex fertilizers that combine nitrogen, organic amino acids, fulvic and humic acids - Karisma N;
- simple boron fertilizers have been transposed into complex fertilizers with boron, amino acids, auxins and cytokines, plant enzymes, etc. - Karisma Bor;

The KARISMA line covers the entire spectrum of nutrition and prevention against pests and diseases that can occur in large crops of wheat, corn, sunflower, rape, flax, soybean, etc.



In addition to the portfolio of 5 foliar fertilizers, Norofert also launched, in the second half of 2019, KARISMA IF, an insecto-fungicide, a product destined for large crops under conventional system, with a new and different mode of action compared to the conventional pesticides on market. Also, considering the formulation of the KARISMA IF product, large volumes of sales are expected for this product because it is not part of the neonicotinoid class, meaning it can be sold even during the flowering period of the crops, when most chemical insecticides are prohibited. Another important aspect of Karisma IF is that it does not affect bees.

The direction of development towards conventional agriculture using raw materials of natural origin is a trend just at the beginning, but with very good results due to the different mode of action versus the classic pesticides, to which diseases and pests have developed resistance over the years.

The catalogue with all the products from Karisma line can be found [here](#).

1.3 Description of any significant merger or reorganization of the issuer, its subsidiaries or companies

The activity of the companies is split into 4 entities, with Norofert SA being the mother company. Norofert Organics and Norofert Fitofarma are Romanian Limited Liability Companies (SRL), with Norofert SA holding 99% and Vlad Popescu, CEO and President of the Board, having 1%. Norofert USA, LLC is an Ohio Limited Liability

company, established in April 2020 as part of Norofert's expansion strategy to the USA. The shareholding structure of Norofert USA is the same as in the case of other daughter companies.

Norofert USA, LLC had no sales activity in 2020. Therefore, the results of Norofert USA, LLC are not included in the consolidated financial statements. The associated costs with creating and maintaining the company are supported by Norofert SA, and these costs are included in the individual result of the listed entity. Starting from 2021, Norofert USA, LLC results will be included in the consolidated performance.



1.4 Description of acquisitions and/or alienation of assets

At the end of June 2020, Norofert permanently closed the production facility in Filiași, Dolj County, and moved the production line for the Norofert Fito range to the Filipeștii de Pădure factory. The measure, which will help the Group increase efficiency and optimize operating costs, was previously announced by Norofert in its 2019 financial report.

The total value of fixed assets acquired during 2020 in order to carry out production activities in the factories from Filipeștii de Pădure and Filiași was 786,216 lei net.

1.5 Description of the main results of the issuer's activity

CONSOLIDATED FINANCIAL PERFORMANCE

Norofert Group's operating revenues increased by 111% in 2020, the turnover increasing by 64%, up to 24.3 million lei. The Group's constant sales efforts, investments in demonstration lots with a high conversion rate of approximately 85%, the growing notoriety on the Romanian and international market, as well as the constantly growing offer of Norofert products, contributed considerably to the results obtained in 2020.

In addition to the increase in turnover, a significant increase in inventories also contributed to the increase in the Group's operating income. The year-on-year increase (y-o-y) of 5,811% was determined by a new approach to the management of orders received. Consequently, at the end of 2020, the company had a significant stock of products that were either pre-ordered by customers or represented the approximate number of orders predicted by the company. The inventory consists mainly of organic packages for the spring 2021 campaigns, as well as conventional packages for sowing corn and sunflower. The change from a negative to a positive value within one year is the result of a fully operational production line and increased storage capacity. Thus, the company has a new approach to the production of inputs in time to deliver the final products as soon as the order is placed, thus reducing delivery time and increasing customer satisfaction.

Profit and loss account indicators (RON) - consolidated at group level	31/12/2019	31/12/2020	Evolution 12M (%)
Operating income, out of which:	14,798,106	31,183,917	111%
Turnover	14,859,551	24,337,595	64%
Change in inventories	(106,655)	6,091,152	5811%
Other operating Revenues	45,210	715,170	1482%
Operating Expenses, out of which:	9,511,107	23,200,881	144%
Cost of Materials, out of which:	5,209,635	12,060,805	132%

Personnel Expenses	1,964,869	4,333,997	121%
Depreciation expenses and value adjustments	(124,006)	1,108,851	994%
Other operating expenses	2,460,609	5,697,228	132%
Operating Result	5,286,999	7,983,036	51%
Financial Income	34,489	226,472	557%
Financial Expenses	110,399	3,392,782	2973%
Financial Result	(75,910)	(3,166,310)	4071%
Gross Result	5,211,089	4,816,726	(8)%
Profit tax/other tax	588,672	1,013,308	72%
Net Result	4,622,417	3,803,418	(18)%

Operating expenses increased in line with operating income, as the year-on-year evolution increased by 144%. The highest costs recorded in 2020 were with expenditure on materials and goods in the context of growing demand for Norofert products and increased production. With a higher production capacity, the company has a higher bargaining power; therefore, orders are significantly higher and short-term unused materials are stored. Consequently, the position of raw materials in the balance sheet increased by 220% reaching 1.3 million lei at the end of 2020, while the cost of raw materials increased by 398%, reaching 2.8 million lei.

The cost of the goods included a single event, a stock adjustment of 1.6 million lei registered with a subsidiary - Norofert Organics. This inventory difference was recorded in H1 2020, as previously reported in the financial report as of 30 June 2020. The remaining amount represents orders for goods produced by third parties, such as nitrates, which the company buys for resale to loyal customers, through special packages. Purchasing third-party goods and including them in packages is a way to improve cash flow, as this commodity sells faster and will be paid for earlier than standard packages, thus improving the financial situation between seasons. All goods produced by third parties are generally sold quickly by the end of the season.

Personnel expenses increased by 121%, reaching 4.3 million lei in 2020 due to the increase of the team. As of December 31, 2020, the Group had 41 employees, an increase of 28% compared to 32 employees at the end of 2019. Other operating expenses increased by 132% year on year, reaching 5.6 million lei in 2020. The increase in other operating expenses is primarily due to business development, especially higher rental costs (to accommodate a larger team), higher transportation costs (caused by increased sales associated with a higher number of higher protocol and advertising costs, as well as the increased cost of third-party services, dictated by the larger size of the business and expansion in the US, hence the need for more complex consulting services.

The operating result for 2020 was 7.9 million lei, 151% increase compared to 2019. Financial expenses increased significantly, by 2,973% reaching 3.4 million lei. Of this amount, approximately 1 million lei represents the interest expenses related to the issue of corporate bonds NRF25. Approximately 2 million lei were the financial discounts applied to the clients' orders for the situations in which they paid within the agreed term. These discounts were recorded as financial costs.

Being a company active in the agricultural sector, Norofert must grant significant discounts for the sale of its products - the standard discounts in the Romanian agricultural sector can even reach 50% of the initial value of the product. By 2020, the company has issued invoices to some of its customers for the full amount, noting that if it falls within the payment deadline, the discount will be applied to the original invoice. Starting in 2021, the company has managed to apply a different way of invoicing, so that the financial cost is reflected in a more appropriate way, and the discounts granted to customers are no longer visible in the profit and loss account.

Despite the increase in financing costs, the Group ended the year with a gross result of 4.8 million lei. The taxes due increased proportionally with the turnover, registering an increase of 72%. The group ended 2020 with a net result of 3.8 million lei.

INDIVIDUAL FINANCIAL PERFORMANCE

Profit and loss account indicators (RON) – individual	31/12/2019	31/12/2020	Evolution 12M (%)
Operating income, out of which:	14,608,428	30,576,109	109%
Turnover	14,670,599	24,923,735	70%
Change in inventories	-107,382	4,937,646	4698%
Other operating revenues	45,211	715,170	1482%
Operating Expenses, out of which:	11,082,712	21,444,207	93%
Cost of Materials, out of which:	7,864,981	11,645,970	48%
Personnel Expenses	1,459,853	3,751,798	157%
Amortization and depreciation	(252,111)	780,820	410%
Other operating expenses	2,009,989	5,265,619	162%
Operating Result	3,525,716	9,132,344	159%
Financial income	34,488	226,473	557%
Financial Expenses	89,452	3,309,589	3600%
Financial Result	(54,964)	(3,083,117)	5509%
Gross result	3,470,752	6,049,228	74%
Taxes	543,571	999,513	84%
Net Result	2,927,181	5,049,715	73%

CONSOLIDATED FINANCIAL POSITION

Of the total assets, approximately 6% were fixed assets, respectively the equipment and machinery of the Filipeștii de Pădure factory. The remaining 94% were current assets - mainly receivables, followed by inventories. Receivables amounted to 26 million lei at the end of 2020. In Q4 2020, the company managed to collect receivables in the total amount of approximately 4 million lei, the equivalent of the turnover generated in that period. Receivables of approximately 2 million lei were staggered and collected in January and February 2021, through Annexes with the respective clients. The difficult situation in agriculture in 2020 led to delays in payment in all agribusiness in Romania. Compared to the performance in 2019, the situation with receivables has improved. The company will continue to improve its debt situation by implementing an even stricter lending policy and accessing banking products such as factoring or credit lines secured by receivables.

Stocks increased by 61% as the company continued production until Q4 2020 to meet demand for the 2021 spring campaign, which began in January 2021.

Balance sheet (RON) - consolidated at group level	31/12/2019	31/12/2020	Evolution 12M (%)
Fixed Assets	2,083,592	2.590.398	24%
Current Assets, out of which:	24,658,333	36.215.837	47%
Inventories	4,830,478	9.921.734	105%
Receivables	18,981,863	25.945.445	37%
Cash and cash equivalents	845,992	348.658	-59%
Pre-paid expenses	59,218	26.170	-56%
Total assets	26,801,143	38.832.405	45%

The Group's total liabilities increased by 50%, primarily due to the increase in long-term debt as a result of the issuance of corporate bonds in January 2020 amounting to 11.5 million lei and bank debts 2020 amounting to 1.6 million lei . On the other hand, current debts decreased by 14%, reaching 8.6 million lei. The decrease was primarily due to a 46% reduction in debts to third party suppliers and a 75% reduction in bank debt. However, the decrease was offset by an increase in other debts, which increased by 59%, reaching 2.5 million lei.

Balance sheet (RON) - consolidated at group level	31/12/2019	31/12/2020	Evolution 12M (%)
Current liabilities	9,925,234	8,674,089	-13%
Long-term debts	1,011,265	13,083,125	1194%
Income in advance	21,322	36,156	70%
Total Liabilities	10,957,821	21,793,370	99%
Equity	15,843,322	17,423,381	10%
Total equity and debts	26,801,143	39,216,751	46%

The company's own capitals increased by 10% compared to 2019, reaching 17.4 million lei, the growth being mainly fueled by the capitalization of profits in 2019.

Balance sheet (RON) - at individual level	31/12/2019	31/12/2020	Evolution 12M (%)
Fixed assets	908,433	1,729,772	90%
Current Assets, out of which:	19,864,539	31,962,592	62%
Inventories	2,646,034	8,183,962	209%
Reseivables	17,092,358	23,655,106	38%
Cash and cash equivalents	126,147	123,524	-2%
Pre-paid expenses	48,309	18,607	-61%
Total assets	20,821,281	33,710,971	62%
Current Liabilities	10,475,029	9,323,344	-11%
Long-term debt	127,980	11,712,510	9052%
Income in advance	21,322	36,156	70%
Total liabilities	10,624,331	21,072,010	99%
Equity	10,196,951	13,022,865	28%
Total equity and debt	20,821,282	34,094,875	64%

THE MAIN ECONOMIC-FINANCIAL INDICATORS

The liquidity and solvency indicators place Norofert significantly above the comfort threshold, reflecting an excellent level of the company's ability to hedge current debts on current assets. The low and declining value of long-term debt, the decreasing share of total liabilities, shows, at the same time, a high level of the issuer's self-financing capacity and, respectively, of the ability to pay its obligations on account of equity, respectively of its assets.

Liquidity and solvency indicators – individual level for Norofert SA:

<i>Indicators</i>	<i>Formula</i>	<i>31.12.2019</i>	<i>31.12.2020</i>	<i>Reference intervals</i>
OVERALL / CURRENT LIQUIDITY	Current assets / Current liabilities	1.94	3.4	>2 / 1.5
IMMEDIATE LIQUIDITY	Current assets – Stocks / Current liabilities	1.68	2.5	>1 / 0.8
CASH RATIO	Availabilities / Current liabilities	0.01	0.01	>0,8 / 0.5
OVERALL SOLVENCY	Total assets / Total liabilities	1.96	1.63	>1
NET WORTH SOLVENCY	Equity / Capital Employed*100	0.97	0.52	>30%
DEGREE OF INDEBTEDNESS	Borrowed capital / Capital Employed*100	3.3%	47.3%	<50%
INDEBTEDNESS RATIO	Total liabilities / Total assets*100	50.9%	63%	<80%

The level of risk expressed by the extent to which the company can cover financial obligations to third parties on account of its assets is also significantly reduced, below the maximum reference threshold.

Profitability indicators - individual level for Norofert SA:

<i>Profitability indicators</i>	<i>Formula</i>	<i>31.12.2019</i>	<i>31.12.2020</i>
OPERATING PROFIT MARGIN	Operational result / Revenue*100	24.0%	36%
NET PROFIT MARGIN	Net Profit / Revenue *100	20.0%	20%
FINANCIAL PROFITABILITY MARGIN	Net Profit / Equity*100	28.7%	48.8%
RETURN ON CAPITAL EMPLOYED	Net Profit / Capital Employed*100	27.8%	20.4%

MARKET SHARE

In a market of organic fertilizers valued at 10-12 million euros, Norofert has an approximate market share of 30%, estimated by reporting the number of hectares of organic crop for which the need for phytosanitary / organic fertilizer was covered by Norofert sales to the total number of hectares of agricultural crop to which organic inputs are applied. According to the expectations of Norofert's management, the increase of production capacity and the sale of organic soil fertilizers will mean the consolidation and amplification of the competitive position.

In Romania, there are three important local producers of inputs for organic farming, BHS Bio Innovation S.R.L., Organic Fertilplant S.R.L. and Norofert S.A. Norofert's target market is, however, approached to a large extent by foreign producers through importers and local distributors of both organic and conventional inputs, such as Naturevo SRL, Biochem SRL, Elliser Agro SRL or exclusive distributors of organic plant protection products such as Sirio Organic SRL.

Although Norofert is a leader in the organic fertilizer market in Romania, it has little recognition on the conventional agricultural market, where its Karisma line must compete with both local and international companies, including important players, such as Lebosol or Intermag Poland.

Norofert's competitive advantages on the profile market are:

- Fair prices, aligned with the conventional market;
- Long-term credit (180 - 280 days);
- Full range of products;
- Innovative products;
- National coverage through partner distributors;
- Immediate availability of products;
- Delivery in 24-48 hours through specialized services;
- Possibility of purchasing from the customers a part of the production in compensation with the debt;
- Integrated pre / post sale services;
- Specialized consultancy, both in the agricultural technical field and in the matter of legislation;
- Affiliation to professional associations in the field;
- Brand and product awareness.

EXPORT

On July 31, 2020, Norofert SA, received the Pesticide Registration Certificate issued by the Department of Agriculture of Ohio, USA, Pesticide Regulatory Division for the Plant Industry. The document certifies that four products from the Norofert range were registered for which registration fees were paid and therefore the sale and distribution of these products in the State of Ohio was authorized between 1.07.2020 and 30.06.2021. Subsequently, two other Norofert products were registered - Ready Made and Terra Clean. The total of 6 organic products, fertilizers and pesticides registered in the state of Ohio are: ALPHABILL, BUSTER, RISESEED TS and ROOFTOP, Ready Made and Terra Clean - all 6 specially developed by Norofert for the American market. Obtaining registration in the state of Ohio, where the subsidiary Norofert SA was established is an important step in the expansion process in the USA. Norofert management expects to sell these first six products in the state of Ohio during the spring 2021 agricultural campaign.

1.6 Evaluation of the technical level of the issuer

The main market for Norofert products in 2020 was Romania, with different distribution channels for each of the 3 business lines. The Organics and the Karisma lines reach large agricultural farms through Norofert sales agents. Karisma line targets a very crowded market for similar products and is making considerable efforts to distance itself from the competition through packaging, formulations and pricing policy. The Fito range is distributed through phytopharmaceutical chains, approximately 400 locations (Agrii and RodBun) and online retailers (republicabio.ro).

The production of agricultural inputs during 2020 evolved as follows:

<i>Production Volumes (in liters)</i>	<i>2019</i>	<i>2020</i>
FERTILIZERS	120,000 l (liquid)	165,175 l (liquid)
INSECTICIDES	30,000 l	54,901 l
FUNGICIDES	29,000 l	34,889 l

Regarding sales by product categories, they present as follows:

<i>Sales per Product Category (% of total sales)</i>	<i>2019</i>	<i>2020</i>
FERTILIZERS	40%	38%
INSECTICIDES	20%	21%
FUNGICIDES	20%	21%
SEED TREATMENT	9%	7%
SPECIAL PRODUCTS	1%	3%
GRANULATED SOIL FERTILIZERS	10%	10%

1.7 Evaluation of the technical-material supply activity (indigenous sources, import sources)

The raw material used by Norofert for all product ranges has a 70/30 ratio in favor of local supplies. Apart from the materials that are impossible to manufacture or extract in Romania (such as: vegetable amino acids from soy, phosphate rock or potassium sulphate), the rest of the raw materials are produced by Norofert, through a multiplication of 12 types of microorganisms.

Price fluctuations for the main imported raw materials are not significant, as they are not considered as commodities. There is an average fluctuation of +/- 5% in the last 5 years for amino acids or phosphate rock.

The raw materials are purchased 3 months before the beginning of the agricultural season to allow a comfortable production time. According to forecasts, the production flow is adapted and products covering 70% of the forecast are introduced into production. During the campaign, depending on the pedo-climatic conditions and / or attacks of pests or diseases, spot orders are made, mainly of phytosanitaries.

The main suppliers of conventional seeds and pesticides, used for the sale of technological packages with foliar fertilizers are local importers and distributors. Norofert has not developed a dependent relationship with a single supplier, and the classification below varies from year to year. The company chooses its suppliers primarily based on the quality of the products, but also on the competitive price-quality ratio, which ensures the maintenance of the integrity of Norofert formulas.

The first 5 most important suppliers, based on the weight in the total value of orders in 2020, are:

<i>Nr.</i>	<i>Suppliers name</i>	<i>Weight (%) in the total value of orders</i>
1.	UNIGRAINS TRADING	8%
2.	AZOCHIM	7%
3.	STERA CHEMICALS	6%
4.	MOVING FERT EGYPT	5%
5.	AGROCHEM SOLUTIONS	4%

1.8 Evaluation of the sales activity

The Romanian agricultural cycle is divided into two main seasons, each having a different influence on the financial performance of the company:

- **Spring campaign** – takes place between February and May, with maximum activity in March and April; is the season for sowing sunflower, corn, peas and soybeans and applying treatments for wheat, barley and rape sown in the fall, which came out of the winter (ie, grew and survived the winter season). These crops are harvested in the same year, in September and October, and payments from farmers are collected between October and November.
- **Autumn campaign** – takes place between August and October, with maximum activity from mid-September to the end of October; is the time for sowing wheat, barley and rapeseed. These crops are harvested the following year, in July, and farmers' payments are generally collected between August and September.

The year 2020 in the agricultural sector was marked by two major events - the outbreak of the COVID-19 pandemic and the severe drought that affected Romania and the Central and Eastern European region. The impact of COVID-19 on Norofert's operations and sales was minimal and activities continued as close as possible to normal. Norofert's business model, that of producing fertilizers long before the start of agricultural campaigns, was particularly beneficial in this situation when the state of emergency was introduced in Romania in March 2020, as most of the products sold during the spring campaign were in stock and ready to be delivered to customers.

Instead, the impact of the drought was significantly more severe in our industry than that of COVID-19. Many farmers, especially those in the Dobrogea area and in some counties in southeastern Romania, Ialomița, Călărași, Brăila and Galați, were negatively affected, their crops being destroyed. In turn, this had a negative impact on farmers' ability to repay their financial obligations to various beneficiaries, including distributors and fertilizer producers such as Norofert SA.

Norofert products are distributed through direct channels to large farmers through the Norofert sales team, respectively through a network of local distributors in the most important nodes of the country in the agricultural sector. By 2020, 10% of Norofert's sales came from distributors, 85% from large farmers and about 5% were sales to small farmers.

Agricultural campaigns are composed of two phases from the point of view of the process of selling inputs. The first phase includes the early sales campaign, which takes place 3-4 months before the beginning of the planting season. During this period, larger discounts for advance payment and technological packages consisting of fertilizers, pesticides and herbicides are granted. In general, farmers with better capitalization benefit from this campaign. Early sales account for about 50% of sales for that season. The second phase includes the sales campaign from the beginning of the seeding season, which is also the busiest. During this period, the delivery time, the availability of the products and the agility of the sales team prevail in the face of the price policy because the failure of the optimal window of application of the inputs often translates into losses in the crop.

For the Organics line, Norofert enjoys the status of sole producer of a complete line of fertilizers and phytosanitary for organic farming in Romania. Therefore, the company can offer complete solutions, from seed treatment to post-harvest treatments to the main agricultural crops of cereals, oilseeds, fruit trees, vegetables. The competition is represented by importing and distributing companies, which import on the local market mainly from countries such as Spain, Italy, Germany or France. There is a small growth of competing companies in this niche.

The Karisma line is among the most competitive branches of agribusiness, of biostimulators and specialized products. The influx of imported and domestic products makes this market a place where the price prevails, and quality is second. In terms of increasing market share, risk dispersion is one of Norofert's main priorities, in a market where crediting until harvesting, somewhere at 270-300 days, is a standard. In order to reduce the

exposure to the risk of non-payment of receivables specific to this sector, Norofert implemented a policy of careful selection of customers, excluding small farmers without a history of good payment, and focused on large farmers in organic and conventional agriculture. Through the Risk Department, created in August 2019, the triage and eligibility for financing clients has become much more rigorous, reducing but not completely, eliminating, the risk of non-payment.

For the Fito product line, in November 2020 Norofert developed a partnership with Biocers SRL, a local distributor focused on phytopharmaceuticals and hobby stores in 16 counties in the center, west and north of the country.

Most of the sales generated in 2020 to small farmers were generated by sales of Karisma products. The Fito range has been aimed, through phytopharmacies, at home consumers. For hobby customers and small farmers, Norofert has launched its own online store, norofert.store.ro, where almost the entire range of products in the company's portfolio is sold.

<i>Structure of Client Portfolio (% of total sales)</i>	<i>2019</i>	<i>2020</i>
DISTRIBUTORS	65%	67%
LARGE FARMERS	23%	25%
SMALL FARMERS	12%	8%

The sales efforts were supported through the sales team which has joined the company in August 2019 and has been primarily responsible for reaching out to new customers and informing them about the products of Norofert Group, benefits of organic farming as well as about using products manufactured by the issuer. The full list of the sales team, together with their division on the territory of Romania can be found on [Norofert's website](#).

In terms of customer dependence, during 2020, the following 5 companies represented the largest customers for Norofert Group:

<i>Nr.</i>	<i>Name of Client</i>	<i>Weight (%) in Turnover</i>
1.	AGRIBUCUR	9%
2.	UNIGRAINS	8%
3.	BIOAGRIFERT	7%
4.	GRAINS & MORE	4%
5.	QUALITY CONSTRUCT	4%

On June 13, 2020, Norofert launched its own online store, available at <https://www.norofert.store.ro>, where both large farmers and small farmers and people passionate about gardening can buy products from all Norofert lines - Organics, Karisma, Norofert Fito and Norofert Horticulture.

1.9 Evaluation of the Issuer's staff

As of December 31, 2020, the Group had 42 employees, an increase of 31% compared to 32 employees at the end of 2019. 39 employees have an employment contract with Norofert SA, 2 with Norofert Organics SRL and 1 with Norofert Fitofarma SRL. Distribution of Norofert staff by group level:

Department	Employees in 2020
SALES DEPART.	9
ADMINISTRATIVE/ACCOUNTING DEPART.	4
LOGISTICS DEPT.	2
MARKETING	3
COMPLIANCE DEPT.	1
EXPORT DEPT.	1
LAB	3
PRODUCTION UNIT	11
SPECIAL CULTURES DEPT.	1
MANAGEMENT	4
CREDIT & COLLECTION DEPT.	3
TOTAL	42

Among the group's employees, 60% are people with higher education, and 40% with secondary education.

The organizational relations and the hierarchical-functional structure can be analyzed in the following organizational chart:



1.10 Evaluation of the issues related to the issuer’s impact on the environment

Norofert SA holds a complete environmental permit for all production activities, issued by the National Agency for Environmental Protection in Prahova. Production facilities of the company and the equipment held are new or have been upgraded, and they all comply with the requirements regarding environmental protection and occupational health and safety.

Organic farming is an integrated farming system that pursues sustainability, increasing soil fertility and biological diversity, while prohibiting, with rare exceptions, the use of synthetic pesticides, antibiotics, synthetic fertilizers, genetically modified organisms and growth hormones. For all its production lines, including Karisma for conventional farming, Norofert uses only natural ingredients, raw materials of plant and animal origin, which do not have a negative impact on the environment.

There are no existing lawsuits related to the environmental protection.

1.11 Evaluation of the R&D activity

On August 20, 2020, Norofert SA announced a strategic alliance with the University of Agronomic Sciences and Veterinary Medicine in Bucharest (USAMV). The partnership focuses on two aspects - applied research and internationalization. The collaboration involves USAMV researchers developing with Norofert new products that meet the needs of organic farming, which will then be marketed and sold in all markets of Norofert's business, including the United States. Norofert and USAMV also want to contribute to strengthening the practical capabilities of future generations, through the education and training of students. The focus will be on the agriculture of the future and on promoting innovation and digitalization in the sector.

During 2020, Norofert carried out research and development activities, which for the issuer means developing and improving the formulations of its agricultural inputs. The table below shows the evolution of these efforts. In 2020, Norofert has developed 22 new products.

<i>Indicator</i>	<i>2019</i>	<i>2020</i>
NUMBER OF NEW FORMULAS	50	22
NUMBER OF IMPROVED FORMULAS	50	72
NUMBER OF NEW PRODUCTS	25	22

The issuer does not capitalize the research and development expenses in intangible assets.

On 07.12.2020, the company informed the shareholders that it had submitted a project proposal for accessing European funds for the construction of an Integrated Center for Biotechnology and Soil Science. The center will specialize in three types of analysis: soil analysis to determine nutrient deficiencies on farms, necessary for accurate recommendations on plant nutrition and protection, analysis of drinking water and water used for irrigation, the latter being essential for increase the efficiency of inputs as well as the multipesticide analysis of organic crops obtained by farmers, mandatory to certify the absence of any trace of conventional pesticides.

1.12 Evaluation of the issuer’s activity related to risk management

1.12.1 RISKS CONCERNING THE ISSUER AND ITS ACTIVITY

PRICE RISK – this represents the risk that the market price of the products sold by the company will fluctuate to an extent that makes existing contracts unprofitable. With the company being the producer of agricultural inputs, the company has the advantage of stabilizing itself the price of the products it sells, of course in line with the prices of other producers active on the market. In the agricultural sector, the habit is that the producers of

agricultural inputs establish a relatively high price list (which allows a significant profitability margin), and then provide discounts on an individual client basis, based on payment term as well as quantity of product bought. Having a high price list allows the company to have flexible pricing policy and manage risks related to pricing as well as it lets the company adapt to changing market prices from day to day, from one client to another. Even with significant discounts, the company still manages to maintain a healthy production to sales cost ratio, which also includes indirect costs. When it comes to the prices of raw materials used for the production of the fertilizers, it is important to underline that it generally does not have high price fluctuations, and these are relatively low considering the price of products sold. Therefore, as the issuer does not engage in the activity of a distributor, which carries a significant price risk, its exposure to price risk is significantly lower. The only exception where the company is exposed to price risk is when it purchases seeds or 3rd party products, as it was done for the purpose of marketing the Karisma line. However, these products bought from the third parties are never sold alone, but only in specially designed packages which include issuers own products, which helps mitigate the risk. Being included in package, eventual losses in margin from 3rd party products are covered by high margin from other products in the package, which are own products.

LIQUIDITY RISK – liquidity risk is associated with the holding of fixed or financial assets and their transformation into liquid assets. The company does not hold financial assets other than shares in two subsidiary companies, Norofert Fito and Norofert Organics, but holds fixed assets, most of which are represented by the equipment necessary for the day-to-day operations of the company's two production facilities. The company does not intend to sell these assets, as they are necessary to ensure the current activity.

CREDIT RISK – the risk that the Group will incur a financial loss as a result of the breach of contractual obligations by a client, which mainly results from the trade receivables or the possible breach of the obligations under some financial instruments. The company is exposed to the credit risk, given that the specific nature of the activity and the business model involves the credit of customers on terms of over 180 - 360 days. In order to reduce the exposure to the risk of non-payment of sector-specific receivables, Norofert implemented a careful customer selection policy excluding small farmers without a good payment track record and focused on large farmers in organic and conventional agriculture. The Risk Department within the company makes a thorough evaluation of each client sent for approval by the field sales team. As a result of this assessment, the creditworthy customers receive a credit limit, with which they can purchase products from the Norofert portfolio.

The Risk Management Department was established following the private placement in July 2019. The role of this department is to minimize the risk of financing through risk policies adapted to business lines (Norofert Karisma, Organics and Fito). The risk policy is based on the definition of a set of evaluation criteria, criteria that take into account a correct evaluation of the client's solvency from a commercial point of view (partner type, culture type, work surface, history), legal (litigation) and financial (turnover, number of employees, CRC incidents, stocks, etc.). The financing or granting of a credit limit is carried out on the basis of the above-mentioned criteria, each credit limit being secured by guarantee instruments or additional guarantees requested after the client's analysis. The process of monitoring clients helps to identify possible situations or changes from the legal and financial point of view intervened in the activity of the client to whom credit line was granted. These situations may lead to the modification of the financing decision. The monitoring process is carried out from the moment of granting the credit line until the time of collection of the debts. The debt collection procedure is structured on exact periods that allow both amicable collection and enforcement of guarantees, where appropriate. All these activities included in the risk procedure must allow for the most accurate assessment of the client's solvency at the time of requesting the financing and its future payment capacity, so that the financing decision is taken in conditions of zero risk of non-term recovery and in all the financing provided to the client.

EXCHANGE RATE RISK - the possibility of losses in international trade contracts or other economic relationships due to changes in the exchange rate between the conclusion of the contract and its maturity. As the company plans to expand to other international markets, especially in the US, it will be exposed to this type of risk.

CASH-FLOW RISK – this represents the risk that his company will not be able to meet its due payment obligations. The periods of the year in which the company is exposed to the risk of cash flow are the months before harvest

(June for rapeseed, July for wheat and October for sunflower and maize). A prudent cash-flow risk management policy involves maintaining a sufficient level of cash, cash equivalents and availability of financing through appropriately contracted credit facilities. The company monitors the level of cash inflows expected from the collection of trade receivables, as well as the level of cash outflows expected for the payment of commercial debts and other debts. The cash flow risk is limited by factoring operations on eligible customers and marketing campaigns that encourage the payment in advance of some products in exchange for larger discounts.

RISK ASSOCIATED WITH INTEREST RATES AND FINANCING SOURCES - in case of deterioration of the economic environment in which the issuer operates, it may be unable to contract a new loan under the conditions it previously benefited, which could lead to increased financing costs that would adversely affect the financial situation of the company.

RISK RELATED TO THE ASSETS OF THE COMPANY AND THE DEPRECIATION OF THE STOCK - as of December 31, 2020, the inventory of Norofert's current assets included goods with a total value of 2.004 million lei. These goods are wheat seeds, nitrogen fertilizers and soil fertilizers produced by a third party, which were purchased by Norofert in order to include them in the special packages promoting the Karisma line. The packages are an integral part of the marketing strategy to promote the Karisma line among farmers who practice conventional farming.

RISK ASSOCIATED WITH KEY PERSONNEL - the company, active in a niche industry of organic farming, in an expanding market, carries out an activity that requires high knowledge and specialization. The company depends on the recruitment and retention of the management personnel and the qualified employees. The medium and long-term profitability of the company depends, to a large extent, on the performance of the qualified employees, the personnel and the executive management, especially important for the future development of the Norofert Group. Therefore, there is a possibility that, in the future, the company may not retain its executive directors or key personnel involved in the company's activities or may not attract other qualified members to the management team or key persons, which would affect the market position as well as its future development. Thus, both the loss of the members of the management and of the key employees could have a significant negative effect on the activity, financial position and operational results of the company.

RISK DUE TO THE SPECIFIC OF THE ACTIVITY – the company operates in the field of agriculture on niche products intended especially for organic farming. As a result of the strategy at the level of the European Union and Romania, the farmers benefit every year from subsidies that significantly support the activity of the farmers. Although no information is known in this regard, if in the future this strategy undergoes adjustments or modifications in the direction of the reduction of subsidies, it can also negatively affect the clients of the company, with potential impact on the receivables and / or new product orders side Norofert.

RISK OF WITHHOLDING OF THE ISSUER'S ACCOUNTS - withholding the accounts is an enforceable measure that can be applied to a company. Thus, the issuer's accounts may be blocked as a result of the forfeiture, if the issuer's creditors request this measure to recover their debts. The issuance of the issuer's accounts entails the blocking of the amounts from the receivable accounts and may lead to the difficulty or inability of the company to fulfill its subsequent obligations, in the agreed terms.

OPERATIONAL RISK - The Romanian agricultural cycle is divided into two main seasons, each having a different influence on the financial performance of the company:

- February-May, with peak activity in the months of March-April, is the season for seeding sunflower, corn and applying treatments for already planted wheat and rapeseed that have gone out of winter (meaning, they have grown and survived the winter season). For cultivating and treating these crops, Norofert sells its proprietary products which have the highest profitability margin. Thus, in the first half of each year, the Company generates most of its profit.
- August-October, with peak activity from mid-September to the end of October, is the season for seeding wheat and rapeseed. During this campaign, Norofert sells primarily specially designed packages that contain seeds, herbicides, and fertilizers. These packages, alongside products from Karisma line, include 3rd party products (wheat seeds, an herbicide and a nitrogen fertilizer, which are not produced by

Norofert) and have thus a lower profitability margin. Because of that, in the second half of the year, Norofert generally registers high revenues and a smaller profit compared to the first half of the year.

Depending on the weather conditions, the cycles can be extended for the period specified above, thus affecting the sales of the company, especially the sales of products from the Norofert Organics and Norofert Karisma lines. The line for small farmers and hobby gardening, Norofert FITO, is the only one that is not significantly influenced by the agricultural seasons. Thus, the FITO product line operates throughout the year and is expected to ensure a constant cash flow to the Group, as the payment term for the FITO line is more favorable, 90 days compared to 280-360 days for the other two lines.

RISK OF LOSS OF REPUTATION - it is a risk inherent in the activity of the issuer, the reputation being particularly important in the business environment, especially if the company wants to expand its activity in other markets. The ability to expand its portfolio, in order to develop the activity, is due to the recognition of the issuer's brand and the enforcing of the products on the target markets.

RISK ASSOCIATED WITH THE REALIZATION OF THE BUSINESS DEVELOPMENT PLAN - the company aims at a sustainable growth, as strategic directions for the development of the main activity, Norofert aims to increase the market share and the volume of sales in Romania amid the background of intensifying the market absorption for ecologically certified inputs and the reorientation to sales predominantly through large distributors. However, it is not excluded the possibility that the line of development chosen by the issuer in order to extend the activity is not at the level of expectations and estimates, in this case it could have negative effects on the financial situation of the company.

RISK ASSOCIATED WITH THE REALIZATION OF THE FINANCIAL FORECASTS - financial forecasts start from the premise of fulfilling the business development plan. The company aims to periodically issue forecasts regarding the evolution of the main economic-financial indicators to give potential investors and the capital market a true and complete picture of the current situation and plans envisaged by the company, as well as current reports detailing the comparative elements between the forecast data and the actual results obtained. The forecasts will be part of the annual and half-yearly reports, and the forecast policy is published on the company's website at the following [link](#). Forecasts will be made in a prudent manner, but there is a risk of non-compliance, therefore, the data to be reported by the company may be significantly different from those estimated, as a result of factors not previously predicted, or whose negative impact could not be managed or anticipated.

RISK RELATED TO THE PROTECTION OF PERSONAL DATA – in the course of its activity, the company collects, stores and uses data that are protected by laws regarding the protection of personal data. The company takes this risk into account and takes precautionary measures in order to protect the clients' data, in accordance with the legal requirements in force. The issuer takes all precautionary measures imposed in this area, but there is the possibility that, given that they have commercial relations with various partners, they might not fully comply with the relevant contract terms and all obligations regarding the protection of the data imposed on them.

COUNTERPARTY RISK – this is the risk that a third natural or legal person will not fulfil his obligations under a financial instrument or according to a client contract, thus leading to a financial loss. The company's exposure to counterparty risk is limited because the company does not sell products it does not have in its stock. For the purpose of cost optimization, any type of third-party products such, for example wheat seeds that the company includes in its packages to promote Karisma line, are bought in advanced, at the beginning of the season, in order to ensure enough stock. While this limits the company's counterparty risk, it increases the risk related to the assets owned by the company, which is explained in more detail above.

RISK ASSOCIATED WITH OTHER TYPES OF LITIGATION – in the context of its activity, the issuer is subject to litigation risk, among others, as a result of changes and development of legislation. The issuer may be affected by other contractual claims, complaints and disputes, including from counterparties with whom it has contractual relationships, clients, competitors or regulatory authorities, as well as any negative publicity that such an event entail.

1.12.2 GENERAL RISKS WITH A SYSTEMIC CHARACTER

GENERAL ECONOMIC RISKS - the issuer's activities are sensitive to economic cycles and general economic conditions. Both international financial crises and unstable economic environment can have significant negative effects on the issuer's activity, operational results and financial position. Socio-political turmoil can also impact the company's activity. The international financial markets have felt the effects of the global financial crisis that started in 2008. These effects were also felt on the Romanian financial market in the form of the low liquidity of the capital market, as well as by an increase in the interest rates on medium-term financing, because of the global liquidity crisis. In the future, such a scenario could be repeated, and the eventual significant losses suffered by the international financial market, with major implications on the Romanian market, could affect the Issuer's ability to obtain new loans or financing, under sustainable conditions.

RISK RELATED TO COVID₁₉ PANDEMIC - At the time of publishing this report, Romania is facing the outbreak of COVID-19 (coronavirus) across the country, with several companies being forced to interrupt their daily operations. At this point, Norofert SA financial performance has not yet been impacted as the sales in agricultural sector are continuing as usual, however that there exists the risk that in case the current situation prolongs and the government takes more restrictive measures, the production, sales and delivery activity of the issuer might be impacted, in the worst cases stopped, which will have a direct negative effect on the company's financial result. At the time of publishing of this report, the company has taken all the necessary measures in order to protect its employees and clients and ensure business continuity, which include remote working for administrative staff, social distancing, and the disinfecting measures for the essential personnel in the factories as well as constant monitoring of the situation in order to ensure the health and safety of all the stakeholders. As the current situation is still evolving, the company is managing all the risk related to this situation on a daily basis and should there be any measures that impact the company's performance as well as forecasts for the current year, the management will inform the shareholders through a current report.

FISCAL AND LEGAL RISK - the issuer is governed by the Romanian legislation and even if the Romanian legislation has been largely harmonized with the EU legislation, further changes may occur, respectively new laws and regulations may be introduced, which may have effects on the company's activity. Romanian legislation is often unclear, subject to different interpretations and implementations and frequent changes. Both the modification of the fiscal and legal legislation, as well as possible events generated by their application, can result in possible fines or lawsuits filed against the company, which can impact the activity of the issuer.

RISKS RELATED TO INVESTMENTS IN ROMANIA, IN ECONOMIC AND POLITICAL CONTEXT - Romania's economy is vulnerable under conditions of regional or international recession, financial and economic problems at a general level can be felt more acutely in certain markets or sectors. Also, political and social changes can be an unpredictable factor. Romania does not have all the business, legal and regulatory infrastructure that would exist in a developed economy. The legislation is subject to varying interpretations and is frequently amended.

OTHER RISKS - Investors should consider that the risks presented above are the most significant risks that the company is aware of at the time of redacting this report. However, the risks presented in this section do not necessarily include all the risks associated with the issuer's activity, and the company cannot guarantee that it includes all the relevant risks. There may be other risk factors and uncertainties of which the company is not aware at the time of writing the document and which may in future modify the actual results, financial conditions, performances and achievements of the issuer and may lead to a decrease in the price of the company's shares. Also, investors should undertake pre-requisite checks to prepare their own investment opportunity assessment.

1.13 Perspective elements regarding the Issuer's activity

Increase in sales during the 2020 agricultural campaigns has shown the growing market share of Norofert on both organic and conventional sector. For 2021, during both seasons, Norofert targets to sell 350,000 litres of own products, from both Karisma and Organics lines. In order to keep the ascending path, the Group needs to ensure the continuity of its production as well as needs to continue the investments in the further automatizations of the production line. Only through these investments, Norofert will manage to stay ahead of the competition and will keep delivering results to its shareholders.

At the EGMS that took place on 24.11.2021, Norofert shareholders approved the share capital increase that is currently undergoing. The increase in share capital is intended to fuel the strategic investments that will help Norofert increase its production capacity and operating margins, for the benefit of all shareholders. The increase in share capital will feed the following three investments:

i. Installation of a high-capacity soil fertiliser production line

Soil fertilisers have a basic, but important role – they act as the foundation of every crop. They are applied at the beginning of each new cycle to ensure healthy and normal development of a plant. Currently, Norofert has a limited portfolio of soil fertilisers and they are not reaching the full potential because of the lack of high-capacity production line. With a proper production facility, Norofert will have a chance to enlarge its soil fertiliser portfolio to cover all the macro and micro element needs of key crops: wheat, sunflower, corn and rapeseed. At the current moment, the research department envisages 3 unique formulas that will help address the needs of organic farmers:

- soil fertiliser with 12% nitrogen;
- soil fertiliser with a balanced formula of NPK (nitrogen, phosphorus and potassium);
- soil fertiliser with phosphorus and microelements.

All the above products will be developed using the proprietary technology of Norofert, BioChain. The soil fertilisers will be produced in solid granulated form, having 3-5 mm in diameter in order to be easily spread in the field. The packaging will range from 10 kg bags for organic hobby gardening line and up to 500 kg bags for large organic farmers.

The forecasted sales for the first agricultural season (Spring/Autumn 2021) are estimated at approx. 2000 tons of granulated soil fertilizers. The average price per ton of the soil fertilizer is EUR 385 (excluding VAT), with the gross margin estimated at 40%. Sales are estimated to grow 20-30% each year as a result of the high demand for this category of products. Moreover, it is important to underline that following the investment, Norofert will become the largest producer of this category of product in Romania. All competing products are imported, and considering long transit times, this has a direct negative impact on their availability to clients and level of sales. Having a soil fertilizer production line in Romania, Norofert will have a unique competitive advantage over all the other players present in Romania.

The necessary capital for this investment is 280.000 EUR for the production line, with an additional 150.000 EUR for raw materials that will ensure the necessary production for two agricultural seasons. The modifications necessary for housing this production line in Filipeștii de Pădure will cost approximately 30.000 EUR and the total surface occupied by it will be around 950 sqm in the main production warehouse.

ii. Increase of the capacity and quality of the effervescent tablet production line

Despite the worldwide COVID-19 pandemic, the establishment of Norofert USA, LLC subsidiary in the state of Ohio as well as the homologation of the first products on the US market was finalized in the first part of 2020. The Norofert products are currently available for purchasing in the US and the marketing campaign with corn demo in the state of Ohio begun in September 2020. Effervescent tables are expected to be the star product of Norofert USA, LLC and the management expects it will represent a significant portion of sales on the US market in 2021. Therefore, the management considers it important to increase the capacity and quality of the effervescent tablet production line in Filipeștii de Pădure, where the tablets for the US market will be produced in the first phase. In the second phase, once Norofert establishes a solid presence on the US market, the production will move to the state of Ohio.

iii. Working capital

Any remaining capital from the capital increase operation will be directed to purchasing raw materials, as well as, if needed, financing customers during the Spring and Autumn 2021 campaign.

II. Issuer's Tangible Assets

2.1 Information about the location and characteristics of the main production capacities owned by the issuer

The company carries out production activities in the factory in Filipeștii de Pădure (Prahova County), established in August 2019, where the production line is in both liquid form and effervescent tablets for the Norofert Organics, Norofert Karisma and Norofert FITO lines.

FILIPEȘTII DE PĂDURE

The factory in Filipeștii de Pădure has a area of 1,700 sqm for production and is equipped with 2.5t rolling bridge and storage shelves, 5000 sqm concrete platform, 150 sqm office spaces and 600 sqm storage spaces. The machines available at this production facility are:

- 15 stainless steel tanks of 1,500 l, with system of bubbling and automatic dosing of raw materials;
- 6 stainless steel tanks of 2,500 l each, with controlled temperature system, bubbling system and mixing pump to the packaging line;
- Packaging line for cans of 20, 10 and 5 l;
- Labelling line for cans of 20, 10 and 5 l;
- Press for large effervescent pills, with adjustable pressing force, located in a room with controlled temperature and humidity;
- 2.5t forklift truck, 1.5t electric lorry and 700 kg manual leases;
- Laboratory for evaluation of samples for product batches, soil analysis and analysis of the physico-chemical properties of own products.
- 3 pellet pressers (2 of medium capacity, 1 of large capacity);
- 1 crusher mill;
- 1 vertical steel storage tank with 2,500 l capacity, with an air valve;
- 3 steel feed tanks of 1,500 l capacity each;
- 3 steel feed tanks of 200 l capacity each;
- Air compressors and electric energy generators;
- Computerized temperature control system in mixing tanks;
- Batch marking system and date of manufacture for drums and stoppers.

The transport of materials and goods is facilitated by 2 means of transport of capacity of 3.5 t and 700 kg, respectively.

BUCHAREST OFFICES

For the purpose of carrying out the daily activities, Norofert also has items such as laptops, computers, mobile phones, multifunctional printers, as well as furniture. All these items are at the company's working point at 63 Justiției Street in Bucharest.

Additionally, given the specifics of the activity of the company as well as a large sales force, which travels around the country in order to sell Norofert products to farmers, the company has currently 25 cars.

2.2 Information about the degree of wear and tear of the issuer's properties

The degree of wear of the properties owned by the company does not raise significant problems to carrying out the business activity.

The IT equipment owned by the company has a degree of physical wear specific to the office activity, which is small.

2.3 Information about the potential issues related to the property rights over the issuer's tangible assets

There are no issues regarding the ownership rights over the tangible assets owned by the company in the Filipeștii de Pădure factory and from the headquarters in Bucharest, as the assets are wholly owned by the company, they are not rented.

The company has a leasing contract with OTP Leasing, based on which it acquired during 2020:

- 1 Renault Koleos (2nd hand).

Also during 2020, the company also acquired through RCI Leasing:

- 2 Dacia Duster.

Also based on the same leasing contract with OTP Leasing, the Company purchased the following 16 cars during 2019:

- 14 Jeep Renegade;
- 1 Dacia Duster;
- 1 Mercedes G-Class (purchased 2nd hand).

These 16 cars are under a 5-year leasing contract between Norofert Fitofarma SRL with OTP Leasing, with payments being co-related with the evolution of the agricultural seasons. Namely, the company makes the first payment in August (after harvesting of wheat) and second in October (after harvesting of corn and sunflower).

Additionally, Norofert SA has additional 6 cars under leasing:

- Fiat 500 (purchased 2nd hand, contract with Idea Leasing IFN SA);
- Infiniti M37 (purchased 2nd hand, Idea Leasing IFN SA);
- Dacia Logan Laureate (RCI Leasing Romania IFN SA);
- Dacia Logan MCV (RCI Leasing Romania IFN SA);
- Infiniti Q5 (purchased 2nd hand, Idea Leasing IFN SA);
- Dacia Dokker Van (Unicredit Leasing Corporation IFN SA).

III. Market of the Issuers' securities

3.1. Specification of the markets in Romania and abroad where the securities are issued

Norofert shares were admitted to trading on the SMT segment of the Bucharest Stock Exchange on March 3rd, 2020. In 2020, Norofert was the most traded local company on the AeRO market. The high liquidity rate was supported by the relatively large shareholder base of over 1,000 shareholders.

Between the first trading day of the NRF shares and December 31, 2020, Norofert's market capitalization increased by 820%. In 2020, investors carried out 30,788 transactions with NRF shares amounting to 63,770,200 lei.

According to the decision of the General Meeting of Shareholders from April 28, 2020, on May 20, the increase of the share capital with the issuance of new shares was registered at the National Office of the Trade Register (ONRC), by capitalizing a part of the company's net profit for the financial year 2019 and approval of the updated version of the Articles of Association, in order to reflect the mentioned increase. Following the registration with ONRC, the subscribed and paid-in share capital of the company increased from 802,394 lei to 3,209,576 lei, and the number of common shares increased from 2,005,985 to 8,023,940. The common shares kept their nominal value of 0.4 lei each. The free shares were loaded into investors' accounts on 20 July 2020, in accordance with the announced timetable.

During the reported period, sale/purchase transactions of shares falling under the incidence of art. 19 MAR of EU Regulation 596/2014 on market abuse, by Vlad Popescu, CEO and Chairman of the Board of Directors, and Ileana Popescu, a significant shareholder and a person in close relationship with Vlad Popescu. All transactions were reported in the market through current reports.

On 31.12.2020, the shareholding structure of Norofert was as follows:

Shareholder	Number of shares	% of share capital
POPESCU VLAD ANDREI	3,104,874	38.6951 %
POPESCU ILEANA	1,525,600	19.0131 %
ALEXE MARIAN-MARIUS	928,928	11.5770 %
Alti investitori / free-float	2,464,538	30.7148 %
TOTAL	8,023,940	100%

3.2. Description of the issuers dividend policy

The Board of Directors of Norofert S.A. ("The Company") declares that the Company undertakes to comply with the Principles of Corporate Governance applicable to issuers whose securities are traded on the multilateral trading system administered by the Bucharest Stock Exchange S.A., the system operator.

In accordance with the principles set out above, the Company undertakes to adopt a dividend policy, as a set of directions regarding the distribution of the net profit, which the Company declares will comply with. Accordingly, the Board of Directors of the Company sets out the following relevant principles regarding the dividend policy:

- 1) The Company recognizes the rights of the shareholders to be rewarded in the form of dividends, as a form of participation in the net profits accumulated from the operation and as an expression of the reward for the capital invested in the Company.

- 2) Norofert S.A. is a growth company with large development potential, if the access to capital for necessary investments is ensured. In line with the information provided in the offering document provided to investors by the company before the private placement for shares which took place in July 2019 as well as in the memorandum for listing published on the company's and BVB's website, the Board proposes to reward the investors through providing free shares, as a result of capitalization of the part of net profits accumulated by the company. In this way, the capital will remain with the company and will be invested in activities and costs which will have impact on growing the value of the business, while the investors will be rewarded, for their contribution, with free shares.
- 3) The proposal regarding the distribution of dividends in the form of shares for free, will be made by the Board of Directors of the Company, and the decision regarding the approval of the distribution of dividends belongs to the General Meeting of Shareholders, adopted according to the applicable law.
- 4) Any changes in the company's dividend policy will be communicated to investors in due time.

This policy will be reviewed by the Board of Directors of the Company, whenever relevant additional information regarding the distribution of dividends appears.

3.3. Description of any activities of the issuer related to purchasing own shares

Not the case – the issuer did not carry out such activities in the past 3 years.

3.4. Information about the subsidiaries of the issuer

Norofert S.A. holds 99% stake in Norofert Fitofarma SRL (CUI:38132351) and Norofert Organics SRL (CUI: 38131402), affiliated companies which, together with Norofert SA, make up a group of companies. None of these companies holds shares or bonds issued by Norofert SA.

3.5. Information about the bonds and/or other debt securities of the issuer

On January 21st, 2020 Norofert SA successfully closed its first private placement for corporate bonds and has raised 11,5 million lei from the Bucharest Stock Exchange investors. At the private placement have participated 102 investors, with the medium subscription being over 100,000 lei. In the course of the offer, were put for sale 115,000 of corporate bonds with a nominal value of 100 lei and a maturity of 5 years. The annual interest rate, which is paid on a half-yearly basis, was stabilized at 8,5%.

On June 5, 2020, the corporate bonds were admitted to trading on the SMT segment of the Bucharest Stock Exchange, under the symbol NRF25. The payment of the first coupon, amounting to 4.2384 lei gross / bond, was made on July 27, 2020 in the accounts of the bondholders registered in the Register of Bondholders on the reference date of July 13, 2020. The second payment of the coupon, amounting to 4.2849 lei gross / bond, was made on January 27, 2021 in the accounts of the bondholders registered in the Register of Bonds on the reference date of January 13, 2021.

The third coupon is due on 27.07.2021 and the company does not foresee any problems with its payment.

IV. Issuer's Management

4.1. Presentation of the issuer's administrators

Norofert SA is governed by the Board of Directors which consists of 3 (three) members selected by the Ordinary General Shareholder's Meeting. The members of the Board can be Romanian or foreign citizens, natural persons or legal persons, with no limits, in line with the applicable laws. The mandate of the Members of the Board of Directors has a duration of 4 (four) years, except for cases when the General Shareholder's Meeting decides otherwise or if any member resigns before the end of the mandate. In the course of 2019, the positions of the Board Members were not remunerated.

The management of Norofert SA is ensured by the following members, who serve a mandate of 2 (two) years, and whose mandate will expire on 28.06.2021:

VLAD ANDREI POPESCU

PRESIDENT OF THE BOARD AND CEO OF NOROFERT SA

Vlad Popescu was the main strategist behind the repositioning of Norofert's business, first as an importer of ecological inputs, then as a first Romanian producer of fertilizers and phytosanitary for organic farming. Under his leadership, Norofert launched revolutionary products in the form of effervescent tablets on the European market and in 2018, the group's sales exceeded 9 million lei, with a profit margin of 41%.

Education:

- 2010 Bachelor's Degree in Political Sciences from Școala Națională de Studii Politice și Administrative of Bucharest

Professional Experience:

- 2015 – present: Norofert SA, CEO
- 2008 – 2015: Norofert SA, Sales Representative

Stake held: Vlad Popescu holds 38.69% of shares in Norofert S.A.

Remuneration: Vlad Popescu was not remunerated in 2020 as President of the Board of Directors.

Additional information, according to legal requirements:

- Currently Vlad is actively involved in the following companies: Norofert Organics SRL, Norofert Fitofarma SRL, Norofert Agri SRL, Bio Danubius Inputs SRL, Greenwich Technologies SRL.
- In the past 5 years Vlad has not been forbidden by the court to fulfil the position of a Member of a Board of Directors or Supervisory Board.
- In past 5 years, there were no cases of insolvency, liquidation, bankruptcy or special administration of companies where Vlad sat on the Board of Directors or Supervisory Board.
- Vlad carries no professional activity which would compete with that of the issuer and is not a party to any agreement, arrangement or family relationship with a third party by virtue of which he has been appointed administrator.

IULIANA MUSAT*

MEMBRU INDEPENDENT CA NOROFERT SA

**The mandate of Mrs. Iuliana Musat ended on 21.03.2021 by resignation, as communicated in the [Current Report no. 14/2021](#) of the issuer.*

Iuliana Mușat has over 20 years of experience in the capital markets and in the financial field. She assisted both state and private companies in IPOs and major transactions conducted on the Bucharest Stock Exchange. Currently, Iuliana holds the position of Investment Banking Senior Director within Raiffeisen Bank Romania, previously holding the position of CFO and COO at Raiffeisen Capital & Investment. Between 2000 and 2014, he was a member of the Board of Directors of the same institution.

Education:

- 1997 Bachelor's Degree in Accounting and Finance from the Academy of Economic Studies in Bucharest
- 1991 Bachelor's Degree in Aerospace Engineering from the Polytechnic University of Bucharest

Professional experience:

- 2014 - present: Raiffeisen Bank, Senior Investment Director
- 2002 - 2014: Raiffeisen Capital & Investment, CFO / COO
- 2000 - 2014: Raiffeisen Capital & Investment, Member of the Board of Directors
- 1998 - 2002: Raiffeisen Capital & Investment, CFO
- 1997 - 1998: Leo Burnett, Director of Finance & IT
- 1996 - 1997: NEI Group, Chartered Accountant and Credit Operator / Treasury Director

Stake held: Iuliana Musat holds 0.077% of the share capital of Norofert S.A.

Remuneration: Iuliana Mușat was remunerated in 2020 as an independent member of the Board of Directors with a net salary of 3,000 lei / month.

Additional information, according to legal requirements:

- Iuliana currently holds the position of Senior Investment Director at Raiffeisen Bank.
- In the past 5 years Iuliana has not been forbidden by the court to fulfil the position of a Member of a Board of Directors or Supervisory Board.
- In past 5 years, there were no cases of insolvency, liquidation, bankruptcy or special administration of companies where Iuliana sat on the Board of Directors or Supervisory Board.
- Iuliana carries no professional activity which would compete with that of the issuer and is not a party to any agreement, arrangement or family relationship with a third party by virtue of which he has been appointed administrator.

ZUZANNA ANNA KUREK*

BOARD MEMBER OF NOROFERT SA

**The mandate of Mrs. Zuzanna Anna Kurek ended on 19.03.2021 by resignation, as communicated in the [Current Report no.13/2021](#) of the issuer.*

Zuzanna Kurek has over 6 years of experience in the Romanian capital market, having served as the Business Development and Marketing Director at the Bucharest Stock Exchange between 2016 and 2018, being in charge of projects intended to promote Romanian capital markets to entrepreneurs as well as improving corporate governance and IR standards within listed companies. She currently runs her own consultancy firm and is advising entrepreneurial companies in the area of communications and investor relations.

Education:

- 2013 Master's Degree (LLM) in European Law from Maastricht University, the Netherlands

- 2013 Master's Degree (MA) in Media Studies from Maastricht University, the Netherlands
- 2012 Bachelor's Degree (LLB) in European Law from Maastricht University, the Netherlands

Professional Experience:

- 2018 – present: Cornerstone Communications, CEO & Founder
- 2016 – 2018: Bucharest Stock Exchange, Director Business Development & Marketing Department
- 2014 – 2016: Bucharest Stock Exchange, Investor Relations & Public Relations Specialist
- 2013 – 2014: IBM, Marketing Specialist
- 2010 – 2013: Maastricht University, Marketing Specialist

Stake held: Zuzanna Kurek holds 0.012% of the share capital of Norofert S.A.

Remuneration: Zuzanna Kurek was not remunerated in 2020 as a member of the Board of Directors.

Additional information, according to legal requirements:

- Currently Zuzanna is actively involved in company Cornerstone Communications SRL.
- In the past 5 years Zuzanna has not been forbidden by the court to fulfil the position of a Member of a Board of Directors or Supervisory Board.
- In past 5 years, there were no cases of insolvency, liquidation, bankruptcy or special administration of companies where Zuzanna sat on the Board of Directors or Supervisory Board.
- Zuzanna carries no professional activity which would compete with that of the issuer and is not a party to any agreement, arrangement or family relationship with a third party by virtue of which he has been appointed administrator.

In 2020, 10 meetings of the Board of Directors took place. All 3 members participated in all the meetings of the Board of Directors.

4.2. Presentation of the issuer's executive management team

The executive management of the company is ensured by:

VLAD ANDREI POPESCU

PRESIDENT OF THE BOARD AND CEO OF NOROFERT SA

CV above.

În 2020, the salary of the CEO was 10,000 lei net per month. There were no bonuses distributed to the CEO in the course of 2020. The mandate of the CEO with Vlad Popescu is concluded for the unlimited period.

IULIA GRĂDINARU

EXECUTIVE DIRECTOR, NOROFERT SA

Iulia Grădinaru has 8 years' experience in the agribusiness sector. She graduated from USAMV Bucharest, holds a master's degree in Economics and Management and is a doctoral student at the same university. She currently holds the position of Executive Director at Norofert SA, having previous experience in companies also active in the markets for fertilizers and seeds. The mandate of Iulia Grădinaru is signed for undetermined period.

Education:

- 2016 – present – PhD USAMV
- 2011 – 2012 – Direct Marketing Academy Course, Budapest, Hungary
- 2006 – 2008 – Master's Degree, USAMV

- 2001 – 2006 – Bachelor’s Degree, Faculty of Management and Economical Engineering, USAMV

Professional Experience:

- 2019 – present: Executive Director, Norofert SA
- 2019 – 2019: Sales Director, Norofert SA
- 2017 – 2019: Development Director, CLC Bioinnovaton SRL
- 2013 – 2017: Marketing Director, Caussade Semences Est Europa SRL
- 2008 – 2013: Print Manager, Studio Moderna SRL
- 2006 – 2008: Sales Analyst, Standard Snacks SRL

Stake held: at the time of preparation of this report, Iulia Grădinaru does not hold shares in Norofert S.A.

Additional information, according to legal requirements:

- Iulia is not involved in any activity other than that of the issuer.
- For the past 3 years, Iulia has not been a member of the board of directors or supervision of any company.
- In the past 5 years Iulia has not been forbidden by the court to fulfil the position of a Member of a Board of Directors or Supervisory Board.
- In past 5 years, there were no cases of insolvency, liquidation, bankruptcy or special administration of companies where Iulia sat on the Board of Directors or Supervisory Board.
- Iulia carries no professional activity which would compete with that of the issuer.

V. Financial Situation

5.1. Balance Sheet

CONSOLIDATED FINANCIAL POSITION OF NOROFERT GROUP

Balance sheet indicators (lei)	2019	2020	Evolution %
Fixed Assets, out of which:	2,083,592 lei	2,590,398 lei	24%
Intangible assets	221 lei	746 lei	238%
Property, plant and equipment	1,703,519 lei	2,157,011 lei	27%
Financial assests	58,601 lei	49,061 lei	-16%
Assets under investment	321,251 lei	383,580 lei	19%
Current Assets, out of which:	24,658,333 lei	36,215,837 lei	47%
Inventories	4,830,478 lei	9,921,734 lei	105%
Raw materials and consumables	394,590 lei	1,049,053 lei	166%
Inventory Items	- lei	- lei	0%
Finished Products	37,142 lei	3,292,568 lei	8765%
Production in progress	-	2,328,900 lei	100%
Goods	4,333,892 lei	2,155,243 lei	-50%
Packaging	29,410 lei	16,769 lei	-43%
Biological assets of stock nature	- lei	- lei	0%
Advances for the stock acquisitions	35,444 lei	1,079,201 lei	2945%
Receivables	18,981,863 lei	25,945,445 lei	37%
Trade Receivables	17,475,963 lei	23,179,109 lei	33%
Receivables from Affiliated Companies	- lei	- lei	0%
Due from Shareholder	- lei	- lei	0%
Other	1,505,900 lei	2,766,336 lei	84%
Short-term investments	- lei	- lei	0%
Cash and cash equivalents	845,992 lei	348,658 lei	-59%
Pre-paid expenses	59,218 lei	26,170 lei	-56%
Total assets	26,801,143 lei	38,832,405 lei	45%
Current liabilities, out of which:	9,925,234 lei	8,674,089 lei	-13%
Third-party providers	8,147,010 lei	4,347,053 lei	-47%
Debts with affiliated companies	- lei	- lei	0%
Bank debt	203,967 lei	1,151,092 lei	464%
Debt to shareholders	25,600 lei	19,400 lei	-24%
Financial leasing	- lei	195,196 lei	100%
Other short-term debts	1,548,657 lei	2,961,348 lei	91%
Non-current liabilities, out of which:	1,011,265 lei	13,083,125 lei	1194%
Bank debt	- lei	681,809 lei	100%
Bond loans	- lei	11,500,000 lei	100%
Financial leasing	1,011,265 lei	901,316 lei	-11%
Provisions	- lei	- lei	0%

Income in Advance	21,322 lei	36,156 lei	70%
Total Liabilities	10,957,821 lei	21,793,370 lei	99%
Equities, out of which:	15,843,322 lei	17,423,381 lei	10%
Subscribed and paid-up capital	802,794 lei	3,209,976 lei	300%
Share premium	6,458,456 lei	6,458,456 lei	0%
Legal reserves	150,359 lei	583,128 lei	288%
Other reserves	8,240 lei	8,240 lei	0%
Retained profit or losses	3,950,655 lei	3,788,490 lei	-4%
Profit or loss for the financial year	4,622,417 lei	3,803,860 lei	-18%
Profit distribution	(149,639) lei	- 428,769 lei	187%
Total equity and debt	26,801,143 lei	39,216,751 lei	46%

INDIVIDUAL STATEMENT OF FINANCIAL POSITION OF NOROFERT SA

Balance sheet indicators (lei)	2019	2020	Evolution %
Fixed Assets, out of which:	908,433 lei	1,729,772 lei	90%
Intangible assets	- lei	746 lei	100%
Property, plant and equipment	488,981 lei	1,256,785 lei	157%
Financial assests	98,201 lei	88,661 lei	-10%
Assets under investment	321,251 lei	383,580 lei	19%
Current Assets, out of which:	19,738,392 lei	31,962,592 lei	62%
Inventories	2,646,034 lei	8,183,962 lei	209%
Raw materials and consumables	213,213 lei	889,920 lei	317%
Inventory Items	- lei	- lei	0%
Finished Products	36,415 lei	2,134,211 lei	5761%
Production in progress	- lei	2,328,900 lei	100%
Goods	2,332,336 lei	1,735,745 lei	-26%
Packaging	28,626 lei	15,985 lei	-44%
Biological assets of stock nature	- lei	- lei	0%
Advances for the stock acquisitions	35,444 lei	1,079,201 lei	2945%
Receivables	17,092,358 lei	23,655,106 lei	38%
Trade Receivables	12,526,852 lei	18,839,380 lei	50%
Receivables from Affiliated Companies	3,252,027 lei	3,079,185 lei	-5%
Due from Shareholder	- lei	- lei	0%
Other	1,313,479 lei	1,736,541 lei	32%
Short-term investments	- lei	- lei	0%
Cash and cash equivalents	126,147 lei	123,524 lei	-2%
Pre-paid expenses	48,309 lei	18,607 lei	-61%
Total assets	20,821,281 lei	33,710,971 lei	62%
Current liabilities, out of which:	10,475,029 lei	9,323,344 lei	-11%
Third-party providers	7,343,896 lei	3,721,485 lei	-49%
Debts with affiliated companies	1,713,293 lei	1,547,279 lei	-10%

Bank debt	203,967 lei	1,151,092 lei	464%
Debt to shareholders	- lei	- lei	0%
Financial leasing	- lei	195,196 lei	0%
Other short-term debts	1,213,873 lei	2,708,292 lei	123%
Non-current liabilities, out of which:	127,980 lei	11,712,510 lei	9052%
Bank debt	- lei	- lei	100%
Bond loans	- lei	11,500,000 lei	100%
Financial leasing	127,980 lei	212,510 lei	66%
Provisions	- lei	- lei	0%
Income in Advance	21,322 lei	36,156 lei	70%
Total Liabilities	10,603,009 lei	21,072,010 lei	99%
Equities, out of which:	10,196,951 lei	13,022,865 lei	28%
Subscribed and paid-up capital	802,394 lei	3,209,576 lei	300%
Share premium	6,458,456 lei	6,458,456 lei	0%
Legal reserves	146,359 lei	575,128 lei	293%
Other reserves	8,240 lei	8,240 lei	0%
Retained profit or losses	- lei	(1,849,481 lei)	-100%
Profit or loss for the financial year	2,927,181 lei	5,049,715 lei	73%
Profit distribution	(145,679 lei)	(428,769 lei)	194%
Total equity and debt	20,821,282 lei	34,094,875 lei	64%

For the financial position of Norofert SA from the last 4 years (2016 - 2019), we invite shareholders to go through the annual report for 2019, available [here](#).

5.2. Profit & Loss Account

CONSOLIDATED FINANCIAL RESULTS FOR NOROFERT GROUP

Profit and loss account indicators (lei)	2019	2020	Evolution %
Operating income, out of which:	14,798,106 lei	31,183,917 lei	111%
Turnover	14,859,551 lei	24,377,595 lei	64%
Change in inventories	(106,655) lei	6,091,152 lei	5811%
Other operating revenues	45,210 lei	715,170 lei	1482%
Operating Expenses, out of which:	9,511,107 lei	23,200,881 lei	144%
Cost of Materials, out of which:	5,209,635 lei	12,060,805 lei	132%
<i>Cost of Raw Materials</i>	573,468 lei	2,855,293 lei	398%
<i>Cost of Goods</i>	4,606,531 lei	8,867,045 lei	92%
<i>Other materials-related expenses</i>	29,636 lei	338,467 lei	1042%
Personnel Expenses	1,964,869 lei	4,333,997 lei	121%
Depreciation expenses and value adjustments	(124,006) lei	1,108,851 lei	994%

Other operating expenses	2,460,609 lei	5,697,228 lei	132%
Operating Result	5,286,999 lei	7,983,036 lei	51%
Financial Income	34,489 lei	226,472 lei	557%
Financial Expenses	110,399 lei	3,392,782 lei	2973%
Financial Result	(75,910) lei	- 3,166,310 lei	4071%
Total Revenues	14,832,595 lei	31,410,389 lei	112%
Total Expenses	9,621,506 lei	26,593,663 lei	176%
Gross Result	5,211,089 lei	4,816,726 lei	-8%
Profit tax/ other tax	588,672 lei	1,013,308 lei	72%
Net Result	4,622,417 lei	3,803,418 lei	-18%

INDIVIDUAL FINANCIAL RESULTS OF NOROFERT SA

Profit and loss account indicators (lei)	2019	2020	Evolution %
Operating income, out of which:	14,608,428 lei	30,576,551 lei	109%
Turnover	14,670,599 lei	24,923,735 lei	70%
Change in inventories	(107,382) lei	4,937,646 lei	-4698%
Other operating revenues	45,211 lei	715,170 lei	1482%
Operating Expenses, out of which:	11,082,712 lei	21,444,207 lei	93%
Cost of Materials, out of which:	7,864,981 lei	11,645,970 lei	48%
<i>Cost of Raw Materials</i>	801,008 lei	3,670,882 lei	358%
<i>Cost of Goods</i>	6,839,003 lei	7,685,478 lei	12%
<i>Other materials-related expenses</i>	224,970 lei	289,610 lei	29%
Personnel Expenses	1,459,853 lei	3,751,798 lei	157%
Depreciation expenses and value adjustments	(252,111) lei	780,820 lei	-410%
Other operating expenses	2,009,989 lei	5,265,619 lei	162%
Operating Result	3,525,716 lei	9,132,344 lei	159%
Financial Income	34,488 lei	226,472 lei	557%
Financial Expenses	89,452 lei	3,309,589 lei	3600%
Financial Result	(54,964) lei	- 3,083,116 lei	5509%
Total Revenues	14,642,916 lei	30,803,024 lei	110%
Total Expenses	11,172,164 lei	24,753,796 lei	122%
Gross Result	3,470,752 lei	6,049,228 lei	74%
Profit tax/ other tax	543,571 lei	999,513 lei	84%
Net Result	2,927,181 lei	5,049,715 lei	73%

For the profit and loss account of Norofert SA from the last 4 years (2016 - 2019), we invite shareholders to go through the annual report, available [here](#).

5.3. Cash-flow

CASH FLOW STATEMENT FOR NOROFERT SA

Description	Rd.	31/12/2018	31/12/2019	31/12/2020
+ Profit or Loss	1	513,994 lei	2,927,181 lei	5,049,715 lei
+ Amortization & Provisions	2	518,853 lei	- 252,110 lei	780,820 lei
- Change in Inventories (-/+)	3	424,800 lei	1,731,320 lei	8,064,094 lei
- Change in Receivables (-/+)	4	894,932 lei	13,535,999 lei	6,562,747 lei
+ Change in Trade Payables (-/+)	5	487,260 lei	6,070,675 lei	- 1,067,065 lei
+ Change in other debts (-/+)	6	29,821 lei	1,007,782 lei	1,934,011 lei
+= Cash flow from operations	7	230,196 lei	- 5,513,791 lei	- 5,787,099 lei
- Investments made - total, of which:	8	180,545 lei	408,239 lei	821,338 lei
+= Cash Flow from Investing	9	- 180,545 lei	- 408,239 lei	- 821,338 lei
+ Changes in amounts due to credit institutions (= -) total, from:	10	73,182 lei	- 725,821 lei	- 8,615,781 lei
+ Short-term debt (below 1 year)	11	66,924 lei	- 662,807 lei	- 878,729 lei
+ Medium-and Long-term debt	12	6,258 lei	- 63,014 lei	- 7,737,053 lei
+ Bonds	14	-	-	11,500,000 lei
+= Cash Flow from Financing	15	73,182 lei	- 725,821 lei	2,884,219 lei
- Variation of other assets (-/+)	16	- 72 lei	44,804 lei	- 29,702 lei
+ Variation of other liabilities (-/+)	17	- 568,200 lei	6,764,778 lei	3,691,893 lei
+= Cash Flow from other activities	18	- 568,128 lei	6,719,974 lei	3,721,595 lei
+ cash at beginning of perios	19	499,318 lei	54,024 lei	126,147 lei
+= Net cash flow	20	-445,295 lei	72,123 lei	- 2,623 lei
+ Cash at the end of period	21	54,023 lei	126,147 lei	123,524 lei

VI. Corporate Governance

Statement on alignment with BVB's Corporate Governance principles for the multilateral trading system, AeRO market.

CODE	PROVISION	FULLY RESPECTS	PARTIALLY RESPECTS	THE FULLFILLMENT OF THE PROVISION BY THE ISSUER
SECTION A – RESPONSIBILITIES OF THE BOARD OF DIRECTORS				
A1.	The company should have an internal regulation of the Board which includes terms of reference for the Board and the key management functions of the company. The conflict of interests at the Board level should also be presented in the Board's regulation. The Regulation will define a clear policy on delegation of powers, which will include a formal list of issues reserved for the board's decision and a clear separation of responsibilities between the board and executive management.	√		Norofert has an internal regulation of the Board, which is included in the Corporate Governance Code of the Company, available on Norofert's website.
A2.	A Board member's other professional commitments, including executive and non-executive Board positions in companies (excluding the company's subsidiaries) and non-profit institutions, should be disclosed to the Board before appointment and during his/her mandate.	√		The issuer fully complies with this provision. All the professional engagements of the board members can also be found in the annual report of the company.
A3.	Any member of the Board should submit to the Board, information on any relationship with a shareholder who holds directly or indirectly shares representing not less than 5% of all voting rights. This obligation concerns any kind of relationship which may affect the position of the member on issues decided by the Board.	√		The Board Members have submitted to the Board information about their independence and relationship with any of shareholders representing more than 5% of the votes.
A4.	The annual report should inform on whether an evaluation of the Board has taken place under the leadership of the President. It should also include the number of the meetings of the Board.		√	The 2020 report includes the number of Board of Directors meetings in 2020. It does not include the information on the evaluation of the Board.
SECTION B – RISK MANAGEMENT AND INTERNAL CONTROL SYSTEM				
B1.	The Board should adopt a policy ensuring that any transaction of the company with any of its subsidiaries that is equal to or more than 5% of the net assets of the company as stated in the latest financial report should be approved by the Board.		√	The company does not a formal policy but internally, the financial and accounting employees are aware that such contracts need approval of the Board.
B2.	The internal audit should be carried out by a separate structural division (internal audit			The company did not have in 2020 internal auditor.

department) within the company or through retaining an independent third-party entity which should report to the Board, while within the company, it should report directly to the CEO.

SECTION C – FAIR REWARDS AND MOTIVATION

C1.	The company should publish in its annual report a remuneration report including the total revenues for the Board Members and the CEO for the past financial year and the total value of any bonus payments or other variable compensations and also the key assumptions and guidelines for calculating the above revenues.	√		Norofert includes in its annual report the information about the remuneration of the Board Members and the CEO for the past financial year.
-----	--	---	--	---

SECTION D – BUILDING VALUE THROUGH INVESTOR RELATIONS

D1.	The company should have an Investor Relations function - indicated, by person (s) responsible or an organizational unit, to the general public. In addition to information required by legal provisions, the company should include on its corporate website a dedicated Investor Relations section, both in Romanian and English, with all relevant information of interest for investors, including:	√		Norofert complies with all the rules relating to the IR function, as detailed below. The company has a dedicated IR section on the website, which is available in both English and Romanian languages.
D1.1	Principal corporate regulations: the articles of association, general shareholders' meeting procedures;	√		Norofert's key regulations can be found on issuers website.
D1.2	Professional CVs of the members of its governing bodies;	√		The CVs and bios of the governing bodies of the company can be found on Norofert's website as well as in its annual reports.
D1.3	Current reports and periodic reports;	√		All Norofert's current and periodic reports are available on the issuer's website.
D1.4	Information related to General Meetings of Shareholders: agenda and the materials sustaining the agenda of the meeting; the resolutions of the general meetings;	√		All the information related to Norofert's GMS is available on the issuer's website.
D1.5	Information on corporate events, such as payment of the dividends, or other events leading to the acquisition or limitation of rights of a shareholder, including the deadlines and principles of such operations;	√		If the case, such information will be published by the company on Norofert's website as well as through a current report sent to BVB.
D1.6	Other information of extraordinary nature, which should be publish such as: annulment / modification / beginning of collaboration with Authorized Advisor; signing / renewal / termination of the agreement with a market maker;	√		If the case, such information will be published by the company on Norofert's website as well as through a current report sent to BVB.

D1.7	The company should have an investors relations function (IR), and will include on the IR section of the company's website the name and contact data of a person who should be able to provide knowledgeable information on request.	√	Contact to Norofert's IR function can be found on the company's website, under the "Investors" tab.
D2.	A company should adopt a dividend policy, as a set of directions related to the distribution of net profit that the company declares to follow. The dividend policy principles should be published on the company's website.	√	Norofert's dividend policy is available on the company's website, under the "Investors" tab.
D3.	A company should adopt a policy with respect to forecasts, whether it will publish them or not. Forecast means the quantified conclusions of studies aimed at determining the total impact of a list of factors related to a future period („assumptions"). The policy should provide for the frequency, the period envisaged and content of forecasts. Forecasts, if published, may only be part of annual, half-yearly or quarterly reports. The forecast policy should be published on the corporate website.	√	Norofert's forecasting policy is available on the company's website, under the "Investors" tab.
D4.	The company should set the date and place of a General Meeting of Shareholders in a manner that enables the participation of the highest possible number of shareholders.	√	Norofert organizes and will continue to organize its GMS during workdays, at the company's main working point in Bucharest
D5.	The financial reports should include information in both Romanian and English as regarding the key drivers influencing the change in sales, operating profit, net profit and other relevant financial indicators.	√	Norofert issues all the information for investors, including financial reports, bilingually, in English and Romania.
D6.	The company should organize at least one meeting/conference call with analysts and investors each year. The information presented on these occasions should be published in the IR section of the website of the company at the time of the meeting/conference call.	√	Norofert organizes annually the „Norofert Investor Day" – an event to which all stakeholders, including investors, analysts and the media will be invited.

VII. Declaration

Bucharest, June 24th, 2021

The undersigned Popescu Vlad Andrei, President of the Board of Directors at Norofert S.A., a company headquartered in Bucharest, Str. Petrache Poenaru Nr. 26, Room 8, sector 5, unique registration code 12972762, registration number at the Trade Register Office J40/4222/2000, declares on his own responsibility, knowing the provisions of art. 326 of the New Criminal Code, regarding false statements, the following:

- 1) To the best of my knowledge, the accounting reporting has been prepared in accordance with applicable accounting standards and provides a fair and consistent picture of the Company's assets, liabilities, financial position, profit and loss account;
- 2) The Annual Report for the period 01.01.2020 - 31.12.2020, sent to the capital market operator - BVB - as well as to the Financial Supervisory Authority, presents correctly and completely the information about the Company.

President of the Board of Directors

Vlad Andrei Popescu

**Raportul auditorilor independenti catre actionarii
NOROFERT SA**

Raport asupra situatiilor financiare 31 Decembrie 2020

Opinie cu rezerve

Am auditat Situatiile Financiare ale societatii NOROFERT SA, cu sediul in Bucuresti, Str. Petrache Poenaru, Nr. 26, Cam. 8, Sector 5, cod fiscal RO 12972762 („Societatea”), care cuprind bilantul la data de 31 decembrie 2020, contul de profit si pierdere, situatia modificarilor capitalului propriu pentru exercitiul financiar incheiat la aceasta data si un sumar al politicilor contabile semnificative si alte note explicative, emise de societate la data de 15.04.2021, ca urmare a evenimentelor ulterioare, conform notei „Evenimente ulterioare”, care au avut loc intre data emiterii primului raport de audit din 23.03.2021 si data emiterii Situatiilor Financiare de la 31.12.2020.

Situatiile financiare mentionate se refera la:

Total active	33,710,971 RON
Capitaluri proprii	13,022,865 RON
Cifra de afaceri	24,923,735 RON
Rezultatul anului	5,049,715 RON

In opinia noastra, cu exceptia efectelor posibile ale aspectelor descrise in sectiunea Baza opiniei cu rezerve din raportul nostru, situatiile financiare anexate ofera o imagine fidela cu privire la pozitia a Societatii la 31 Decembrie 2020, precum si performanta sa financiara pentru exercitiul incheiat la acea data, in conformitate cu Ordinul Ministrului Finantelor Publice nr. 1802/2014, cu modificarile si clarificarile ulterioare si cu politicile contabile descrise in notele la situatiile financiare.

Baza opiniei cu rezerve

1. La 31 Decembrie 2020 stocurile societatii sunt in suma de 8,183,962 RON, incluzand productie in curs de executie in suma de 2,328,900 RON. Conform detaliilor furnizate de societate calculul productiei in curs de executie este unul supraevaluat la 31 Decembrie 2020, el fiind evaluat la pret de vanzare. In calculul costului productiei in curs de executie societate a inclus: costul cerealelor (porumb si floarea soarelui) contractate dar nereceptionate de Norofert SA la 31.12.2020, avansuri furnizori si cota de costuri indirecte. Stocurile si rezultatul societatii la

- 31.12.2020 sunt supraevaluate cu suma de 2,328,900 RON reprezentand productie in curs de executie. Opinia noastra asupra situatiilor financiare atat pentru exercitiul financiar incheiat la 31 Decembrie 2019 cat si pentru 31 Decembrie 2018 a inclus rezerva asupra evaluarii stocurilor.
2. In Iunie 2020, societatea a afectat veniturile exercitiului financiar de la 31 Decembrie 2019 cu suma de 2,223,800 RON, prin stornarea unor facturi de venituri emise in 2019, ceea ce a dus la diminuarea rezultatului reportat de la 31 Decembrie 2019. Astfel, comparabilitatea sumelor raportate in contul de profit si pierdere, rezultat reportat, valoarea cifrei de afaceri, a stocurilor si a rezultatului, pentru exercitiul 2020 si 2019 nu este asigurata, cu suma mentionata anterior.
 3. La 31 Decembrie 2020, din suma de 20,271,683 RON, reprezentand creante comerciale, suma de 1,876,597 RON reprezinta creante cu parti afiliate / relationate. Din suma de 18,395,086 RON, creante comerciale altele decat cele cu parti afiliate / relationate, suma de 4,646,897 RON reprezinta creante mai vechi 365 zile pentru care societatea a constituit o ajustare de valoare de doar 349,825 RON, reprezentand 7.5% din creantele mai vechi de 365 zile. Societatea a rescadentat pentru 2021 o parte din creantele mai vechi de 365 zile si anume suma 2,978,697 RON. Astfel creantele societatii la 31 Decembrie 2020 nu sunt evaluate la valoarea probabila de incasare. Opinia noastra asupra situatiilor financiare atat pentru exercitiul financiar incheiat la 31 Decembrie 2019 cat si pentru 31 Decembrie 2018 a inclus rezerva asupra creantelor societatii.

Noi am efectuat auditul conform Standardelor Internationale de Audit (ISA). Responsabilitatile noastre conform acestor standarde sunt descrise mai detaliat in sectiunea „Responsabilitatile auditorului pentru auditul situatiilor financiare” din raportul nostru. Suntem independenti fata de Societate conform Codului etic al profesionistilor contabili emis de Consiliul pentru Standarde Internationale de Etica pentru Contabili (codul IESBA) si conform cerintelor etice care sunt relevante pentru auditul situatiilor financiare in Romania si ne-am indeplinit responsabilitatile etice conform acestor cerinte si conform Codului IESBA. Consideram ca probele de audit pe care le-am obtinut sunt suficiente si adecvate pentru a constitui baza pentru opinia noastra cu rezerve asupra pozitiei financiare.

Aspecte cheie de audit

Aspectele cheie de audit sunt acele aspecte care, in baza rationamentului nostru profesional, au avut cea mai mare importanta pentru auditul situatiilor financiare din perioada curenta. Aceste aspecte au fost abordate in contextul auditului situatiilor financiare in ansamblu si in formarea opiniei noastre asupra acestora si nu oferim o opinie separata cu privire la aceste aspecte.

Aspect Cheie audit

Recunoasterea veniturilor

A se vedea Nota 4 „Analiza rezultatului din exploatare”

Politica de recunoastere a veniturilor este prezentata in nota 6 „Principii, politici si metode contabile”.

In conformitate cu Standardele Internationale de Audit, exista un risc implicit in recunoasterea veniturilor, datorita presiunii pe care conducerea o poate resimti in legatura cu obtinerea rezultatelor planificate.

Societatea realizeaza venituri in baza inteleggerilor contractuale incheiate cu clientii sai pentru vanzarea de produse finite si marfuri.

Veniturile sunt recunoscute la momentul predarii produselor finite si a marfurilor catre clienti, in baza contractelor incheiate.

Modul de abordare in cadrul auditului

Procedurile noastre de audit au inclus, printre altele:

- ✓ Evaluarea principiilor de recunoastere a veniturilor conform OMFP 1802/2014 si in raport cu politicile contabile ale societatii;
- ✓ Testarea existentei si eficacitatii controalelor interne precum si efectuarea de teste de detalii in scopul verificarii inregistrarii corecte a tranzactiilor;
- ✓ Examinarea acuratetei ajustarilor efectuate de societate pentru respectarea principiului independentei exercitiilor, avand in vedere conditiile de livrare si prevederilor contractuale referitoare la modalitatile de livrare;
- ✓ Testarea pe baza unui esantion a soldurilor creantelor comerciale la 31 Decembrie 2020 prin transmiterea de scrisori de confirmare.

Alte aspecte

1. Atragem atentia asupra notei „Evenimente ulterioare” in care sunt descrise aspectele care au dus la modificarea Situatiilor Financiare de la 31.12.2020, inclusiv a opiniei de audit emisa pe data de 23.03.2021. Procedurile de audit cu privire la evenimentele ulterioare se limiteaza exclusiv la modificarea Situatiilor Financiare asa cum sunt descriese in nota „Evenimente ulterioare”. Societatea a corectat stocurile societatii la 31.12.2020 cu suma de 2,526,165 RON, reprezentand marfa vanduta pentru care nu s-a operat in financiar descarcarea de gestiune. Contabilizarea acestei erori la 31.12.2020 a dus la modificarea activelor societatii de la suma de 36,237,136 RON la 33,710,971 RON, rezultatul anului de la suma de 7,191,976 RON la suma de 5,049,715 RON si a capitalurilor proprii de la 15,165,126 RON la 13,022,865 RON.
2. Atragem atentia asupra Notei 6 – Principii, politici si metode contabile si Raportul Consiliului de Administratie in ceea ce priveste posibilul impact COVID-19. Nu se poate estima cum va evolua situatia, ceea ce determina incertitudini cu privire la dezvoltarea economica. Conducerea

- Societati a luat masuri si monitorizeaza continuu situatia, estimarea Conducerii fiind ca Societatea va fi capabila sa depaseasca aceasta situatie. Cu toate acestea, concluzia se bazeaza pe informatiile disponibile la data emiterii acestor situatii financiare, iar impactul evenimentelor ulterioare asupra activitatii viitoare a Societatii poate diferi de estimarea Conducerii. Opinia noastra de audit nu este modificata cu privire la acest aspect.
3. Situatiile financiare la 31 decembrie 2020 contin tranzactii cu partile afiliate si relationate conform Notei 10 "Alte informatii". Legislatia fiscala din Romania include principiul "valorii de piata", conform caruia tranzactiile intre parti afiliate trebuie sa se desfasoare la valoarea de piata. Contribuabilii locali care desfasoara tranzactii cu partile afiliate trebuie sa intocmeasca si sa puna la dispozitia autoritatilor fiscale, la solicitarea acestora, dosarul de documentare a preturilor de transfer. La data aprobarii acestor situatii financiare Societatea nu are pregatita documentarea preturilor de transfer. Managementul considera ca nu va suferi pierderi in cazul unui control fiscal pentru verificarea preturilor de transfer. Cu toate acestea, impactul unor posibile interpretari diferite ale autoritatilor fiscale nu pot fi estimate in mod credibil. Acesta ar putea modifica pozitia financiara si/sau rezultatul operatiunilor Societatii.
 4. Atragem atentia asupra Notei 10 "Alte informatii" in ceea ce priveste ajustarile de efectuat in contabilitate al caror efect nu poate fi estimate la acest moment.

Alte informatii

Alte informatii includ Raportul Consiliului de Administratie, dar nu includ situatiile financiare si raportul nostru de audit cu privire la acestea. Conducerea este responsabila pentru alte informatii.

Consiliul de Administratie este responsabil pentru intocmirea si prezentarea raportului Consiliului de Administratie in conformitate cu cerintele OMFP nr. 1802/2014 Reglementari contabile privind situatiile financiare anuale, punctele 489-492 care sa nu contina denaturari semnificative si pentru acel control intern pe care conducerea il considera necesar pentru a permite intocmirea raportului Consiliului de Administratie care sa nu contina denaturari semnificative, datorate fraudei sau erorii.

Opinia noastra de audit asupra situatiilor financiare nu acopera alte informatii si nu exprimam nicio forma de concluzie de asigurare asupra acestora.

In legatura cu auditul efectuat de noi asupra situatiilor financiare, responsabilitatea noastra este de a cita celelalte informatii si, facand acest lucru, de a analiza daca acestea nu sunt in concordanta, in mod semnificativ, cu situatiile financiare sau cunostintele pe care le-am obtinut in urma auditului sau daca acestea par sa includa erori semnificative. Daca, in baza activitatii desfasurate, ajungem la concluzia ca exista erori semnificative cu privire la aceste alte informatii, noi trebuie sa raportam acest lucru. Cu

exceptia impactului potential al aspectelor mentionate in paragraful "Bazele opiniei cu rezerve", nu avem nimic de raportat in acest sens.

In Romania, legislatia fiscala este in continua schimbare si adaptare la legislatia internationala. In acest context, exista posibilitatea unor interpretari diferite ale dispozitiilor legale de catre Ministerul Finantelor si de catre autoritatile fiscale locale. Managementul societatii a inregistrat in conturile care va sunt prezentate diferitele impozite si taxe, pe baza celei mai bune intrepreri a dispozitiilor fiscale in vigoare, interpretare care insa poate fi contestata de un control fiscal.

Acest raport este adresat exclusiv actionarilor/asociatilor Societatii si se mentioneaza expres destinarii conveniti prin contract sau impusi de legislatie. Auditul nostru a fost efectuat pentru a putea raporta actionarilor/asociatilor Societatii acele aspecte pe care trebuie sa le raportam intr-un raport de audit financiar, si nu in alte scopuri. In masura permisa de lege, nu acceptam si nu ne asumam responsabilitatea decat fata de Societate si de actionarii/asociatii acesteia, pentru auditul nostru, pentru acest raport sau pentru opinia formata.

Responsabilitatile Conducerii si ale celor responsabili de Situatiile Financiare

Conducerea Societatii are responsabilitatea intocmirii si prezentarii fidele a situatiilor financiare in conformitate cu Ordinul Ministrului Finantelor Publice nr. 1802/2014, cu modificarile si clarificarile ulterioare, si pentru acel control Intern pe care conducerea il considera necesar pentru a permite intocmirea de situatii financiare care sunt lipsite de denaturari semnificative, cauzate fie de fraudă, fie de eroare.

La intocmirea situatiilor financiare, conducerea este responsabila sa evalueze abilitatea Societatii de a-si desfasura activitatea conform principiului continuitatii activitatii si sa prezinte, daca este cazul, aspectele referitoare la continuitatea activitatii si folosirea principiului continuitatii activitatii, mai putin in cazul in care conducerea intentioneaza sa lichideze Societatea sau sa ii inceteze activitatea sau nu are nicio alternativa reala decat sa procedeze astfel.

Persoanele responsabile cu guvernanta au responsabilitatea supravegherii procesului de raportare financiara a Societatii.

Responsabilitatile auditorului pentru auditul situatiilor financiare

Obiectivele noastre constau in obtinerea unei asigurari rezonabile privind masura in care situatiile financiare, luate in ansamblu, nu contin denaturari semnificative cauzate de eroare sau fraudă si de a emite un raport de audit care sa includa opinia noastra. Asigurarea rezonabila reprezinta un nivel ridicat de asigurare, insa nu este o garantie ca un audit desfasurat in conformitate cu standardele ISA va detecta

intotdeauna o denaturare semnificativa, daca aceasta exista. Denaturarile pot fi cauzate fie de frauda fie de eroare si sunt considerate semnificative daca se poate preconiza, in mod rezonabil, ca acestea, atat la nivel individual sau luate in ansamblu, vor influenta deciziile economice ale utilizatorilor, luate in baza acestor situatii financiare.

Ca parte a unui audit in conformitate cu standardele ISA, ne exercitam rationamentul profesional si ne mentinem scepticismul profesional pe intreg parcursul auditului. De asemenea:

- ✓ Identificam si evaluam riscurile de denaturare semnificativa a situatiilor financiare, cauzate fie de frauda fie de eroare, stabilim si efectuam proceduri de audit care sa raspunda acestor riscuri si obtinem probe de audit suficiente si adecvate pentru a constitui o baza pentru opinia noastra. Riscul de nedetectare a unei denaturari semnificative cauzate de frauda este mai ridicat decat cel de nedetectare a unei denaturari semnificative cauzate de eroare, deoarece frauda poate include complicitate, falsuri, omisiuni intentionate, declaratii false sau evitarea controlului intern.
- ✓ Intelegem controlul intern relevant pentru audit pentru a stabili procedurile de audit adecvate in circumstantele date, dar nu si in scopul exprimarii unei opinii asupra eficacitatii controlului intern al Societatii.
- ✓ Evaluam gradul de adecvare a politicilor contabile utilizate si rezonabilitatea estimarilor contabile si a prezentarilor aferente de informatii realizate de catre conducere.
- ✓ Concluzionam asupra caracterului adecvat al utilizarii de catre conducere a principiului continuitatii activitatii si determinam, pe baza probelor de audit obtinute, daca exista o incertitudine semnificativa cu privire la evenimente sau conditii care ar putea genera indoieli semnificative privind capacitatea Societatii de a-si continua activitatea. In cazul in care concluzionam ca exista o incertitudine semnificativa, trebuie sa atragem atentia, in raportul de audit, asupra prezentarilor aferente din situatiile financiare sau, in cazul in care aceste prezentari sunt neadecvate, trebuie sa ne modificam opinia. Concluziile noastre se bazeaza pe probele de audit obtinute pana la data raportului nostru de audit. Cu toate acestea, evenimente sau conditii viitoare pot determina ca Societatea sa nu isi mai desfasoare activitatea in baza principiului continuitatii activitatii.
- ✓ Evaluam prezentarea, structura si continutul general al situatiilor financiare, inclusiv al prezentarilor de informatii, si masura in care situatiile financiare reflecta tranzactiile si evenimentele de baza intr-o maniera care realizeaza prezentarea fidela.
- ✓ Comunicam persoanelor responsabile cu guvernanta, printre alte aspecte, obiectivele planificate si programarea in timp a auditului, precum si constatările semnificative ale auditului, inclusiv orice deficiente semnificative ale controlului intern, pe care le identificam pe parcursul auditului nostru.

Raport asupra conformitatii raportului Consiliului de Administratie cu situatiile financiare

Pe langa responsabilitatile noastre de raportare conform standardelor ISA si descrise in sectiunea „Alte Informatii”, referitor la Raportul Consiliului de Administratie, noi am citit Raportul Consiliului de Administratie si raportam urmatoarele:

- a) in Raportul Consiliului de Administratie nu am identificat informatii care sa nu fie consecvente, sub toate aspectele semnificative, cu informatiile prezentate in situatiile financiare la data de 31 Decembrie 2020, atasate;
- b) Raportul Consiliului de Administratie, identificat mai sus, include, sub toate aspectele semnificative, informatiile cerute de Ordinul Ministrului Finantelor Publice nr. 1802/2014, cu modificarile ulterioare, punctele 489-492;
- c) pe baza cunostintelor noastre si a intelegerii dobandite in cursul auditului situatiilor financiare intocmite la data de 31 Decembrie 2020 cu privire la Societate si la mediul acesteia, cu exceptia impactului potential al aspectelor mentionate in “Bazele opiniei cu rezerve”, nu am identificat informatii eronate semnificative prezentate in Raportul Consiliului de Administratie.

In numele,

MGMT AUDIT & BPO SRL

Inregistrat in Registrul Public electronic cu Nr. FA1263

Membru CAFR cu nr. 1263/07.09.2015

Autoritatea pentru Supravegherea Publică a
Activităților de Audit Statutar (ASPAAS)
Firma de Audit: MGMT AUDIT & BPO SRL
Registrul Public Electronic: FA 1263

Auditor: Gabriela Ciacaru

Inregistrat in Registrul Public electronic cu Nr. AF4044

Membru CAFR cu nr. 4044 / 25.08.2011

Autoritatea pentru Supravegherea Publică a
Activităților de Audit Statutar (ASPAAS)
Auditor financiar: GABRIELA CIACARU
Registrul Public Electronic: AF 4044

Bucuresti,
15.04.2021

Balanta de verificare

01.12.2020 -- 31.12.2020

Cont	Denumirea contului	Solduri initiale an		Solduri initiale perioada		Rulaje perioada		Total rulaje		Solduri finale	
		Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare
1012	CAPITAL SUBSCRIS VARSAT	0.00	802 394.00	0.00	3 209 576.00	0.00	0.00	0.00	2 407 182.00	0.00	3 209 576.00
1041	PRIME DE EMISIUNE	0.00	6 458 456.25	0.00	6 458 456.25	0.00	0.00	0.00	0.00	0.00	6 458 456.25
1061	REZERVA LEGALA - DIN PROFIT	0.00	146 359.00	0.00	146 359.00	0.00	302 461.00	0.00	302 461.00	0.00	448 820.00
1068	ALTE REZERVE	0.00	8 240.00	0.00	8 240.00	0.00	0.00	0.00	0.00	0.00	8 240.00
1171	REZULTATUL REPORTAT DIN ANII PRECEDENTI	0.18	0.00	0.00	374 319.34	0.00	0.00	0.00	2 781 501.52	0.00	374 319.34
1174	REZULTATUL REPORTAT DIN CORECTAREA ERORILOR CONTAB.	0.00	0.00	2 223 800.00	0.00	0.00	0.00	0.00	-2 575 000.00	2 223 800.00	0.00
121	PROFIT SI PIERDERE	0.00	2 927 180.52	0.00	5 884 418.30	4 108 491.64	3 274 787.88	36 963 375.40	39 085 909.42	0.00	5 049 714.54
129	REPARTIZAREA PROFITULUI	145 679.00	0.00	0.00	0.00	302 461.00	0.00	302 461.00	145 679.00	302 461.00	0.00
1618	ALTE IMPR. DIN EMISIUNI DE OBLIG.	0.00	0.00	0.00	11 500 000.00	0.00	0.00	0.00	11 500 000.00	0.00	11 500 000.00
1621	CREDITE BANCARE PE TERMEN LUNG	0.00	203 967.39	0.00	136 307.07	86 306.93	862 947.20	153 967.25	862 947.20	0.00	912 947.34
167	ALTE IMPRUMUTURI SI DATORII ASIMILATE	0.00	133 484.16	0.00	405 303.53	16 802.42	19 203.58	284 848.12	539 088.65	0.00	407 704.69
1681	DOBANZI AFERENTE IMPRUMUTURILOR DIN OBLIGATIUNI	0.00	0.00	0.00	324 943.88	0.00	81 235.97	487 415.97	893 595.82	0.00	406 179.85
Total sume clasa 1		145 679.18	10 680 081.32	2 223 800.00	28 447 923.37	4 515 061.99	4 540 635.63	40 228 049.74	55 943 344.61	2 526 261.00	28 775 956.01
205	CONCESIUNI, BREVETE, LICENTE, MARCI COMERCIALE	2 193.60	0.00	2 193.60	0.00	0.00	0.00	0.00	0.00	2 193.60	0.00
208	ALTE IMOBILIZARI NECORPORALE	0.00	0.00	1 801.00	0.00	0.00	0.00	1 801.00	0.00	1 801.00	0.00
212	CONSTRUCTII	0.00	0.00	0.00	0.00	335 573.16	0.00	335 573.16	0.00	335 573.16	0.00
2131	ECHIPAMENTE TEHNOLOGICE (MASINI, UTILAJE)	116 992.62	0.00	472 695.46	0.00	19 225.09	0.00	374 927.93	0.00	491 920.55	0.00
2132	APARATE SI INSTALATII DE MASURA, CONTROL SI REGLARE	146 452.55	0.00	156 077.95	0.00	0.00	0.00	9 625.40	0.00	156 077.95	0.00
2133	MIJLOACE DE TRANSPORT	549 522.43	0.00	745 949.12	0.00	-104 952.45	-123 103.87	539 142.65	324 564.54	764 100.54	0.00
214	MOBILIER, APARATURA BIROTICA, ALTE ACTIVE CORPORALE	54 498.25	0.00	113 996.23	0.00	0.00	0.00	65 474.88	5 976.90	113 996.23	0.00
231	IMOBILIZARI CORPORALE IN CURS DE EXECUTIE	321 251.42	0.00	665 967.66	0.00	53 185.32	335 573.16	397 901.56	335 573.16	383 579.82	0.00
261	ACTIONI DETINUTE LA ENTITATILE AFLIATE	39 600.00	0.00	39 600.00	0.00	10.00	0.00	10.00	0.00	39 610.00	0.00
2678	ALTE CREAANTE IMOBILIZATE	58 601.00	0.00	48 951.50	0.00	100.00	0.00	-9 549.50	0.00	49 051.50	0.00
2805	AMORT. CONCESIUNI, BREVETE, LICENTE, MARCI COMERCIALE	0.00	2 193.60	0.00	2 193.60	0.00	0.00	0.00	0.00	0.00	2 193.60
2808	AMORT. ALTOR IMOB. NECORPORALE	0.00	0.00	0.00	905.25	0.00	150.08	0.00	1 055.33	0.00	1 055.33

Balanta de verificare

01.12.2020 -- 31.12.2020

Cont	Denumirea contului	Solduri initiale an		Solduri initiale perioada		Rulaje perioada		Total rulaje		Solduri finale	
		Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare
2813	AMORT. INSTALATIILOR, MIJ. DE TRANSPORT	0.00	367 392.44	0.00	544 664.10	-5 129.39	20 184.39	34 734.61	237 320.05	0.00	569 977.88
2814	AMORT. ALTOR IMOBILIZARI CORPORALE	0.00	11 091.97	0.00	32 198.23	0.00	2 707.04	3 984.64	27 797.94	0.00	34 905.27
	Total sume clasa 2	1 289 111.87	380 678.01	2 247 232.52	579 961.18	298 011.73	235 510.80	1 753 626.33	932 287.92	2 337 904.35	608 132.08
301	MATERII PRIME	213 212.56	0.00	1 037 901.74	0.00	386.43	240 089.04	4 129 194.13	3 544 207.56	798 199.13	0.00
3021	MATERIALE AUXILIARE	0.00	0.00	63 661.19	0.00	28 128.06	68.00	267 699.65	175 978.40	91 721.25	0.00
3028	ALTE MATERIALE CONSUMABILE	0.00	0.00	0.00	0.00	149 125.52	149 125.52	160 358.28	160 358.28	0.00	0.00
303	MAT. DE NATURA OB. DE INVENTAR	0.00	0.00	0.00	0.00	15 678.61	15 678.61	82 258.45	82 258.45	0.00	0.00
321	MATERII PRIME IN CURS DE APROVIZIONARE	0.00	0.00	0.00	0.00	0.00	0.00	-0.01	-0.01	0.00	0.00
327	MARFURI IN CURS DE APROVIZIONARE	0.00	0.00	749 355.50	0.00	-724 620.00	-644.50	70 599.50	45 219.50	25 380.00	0.00
328	AMBALAJE IN CURS DE APROVIZIONARE	0.00	0.00	0.00	0.00	946.64	0.00	946.64	0.00	946.64	0.00
331	PRODUSE IN CURS DE EXECUTIE	0.00	0.00	0.00	0.00	2 328 900.00	0.00	2 715 729.30	386 829.30	2 328 900.00	0.00
345	PRODUSE FINITE	36 415.42	0.00	1 857 409.90	0.00	615.68	-97 133.62	6 224 611.91	4 305 868.13	1 955 159.20	0.00
348	DIFERENTE DE PRET LA PRODUSE	0.00	0.00	0.00	0.00	179 052.00	0.00	179 052.00	0.00	179 052.00	0.00
371	MARFURI	2 332 335.70	0.00	3 888 366.51	0.00	359 945.50	2 512 567.04	9 526 648.81	10 123 239.54	1 735 744.97	0.00
381	AMBALAJE	28 625.59	0.00	20 593.06	0.00	0.00	5 655.00	22 513.06	36 100.59	15 038.06	0.00
	Total sume clasa 3	2 610 589.27	0.00	7 617 287.90	0.00	2 338 158.44	2 825 305.09	23 379 611.70	18 860 069.72	7 130 141.25	0.00
401	FURNIZORI	0.00	6 937 116.30	0.00	6 527 324.19	1 761 329.84	429 803.53	21 322 811.52	19 581 493.10	0.00	5 195 797.88
404	FURNIZORI DE IMOBILIZARI	0.00	2 522.44	0.00	729.58	0.00	1 543.55	17 671.44	17 422.13	0.00	2 273.13
408	FURNIZORI - FACTURI NESOSITE	0.00	418 988.72	0.00	0.00	0.00	70 692.80	220 856.64	-126 839.28	0.00	70 692.80
4091	FURNIZORI - DEBITORI PT. CUMPARARI DE BUNURI (STOCURI)	35 444.10	0.00	392 079.85	0.00	691 161.79	29 420.77	1 151 734.01	133 357.24	1 053 820.87	0.00
4092	FURNIZORI - DEBITORI PT. PRESTARI DE SERVICII	30 286.58	0.00	40 006.58	0.00	-9 720.00	30 286.46	0.00	30 286.46	0.10	0.00
4111	CLIENTI	14 854 238.79	0.00	20 961 432.10	0.00	783 154.53	2 558 699.60	30 056 348.89	25 724 700.65	19 185 887.03	0.00
4118	CLIENTI INCERTI SAU IN LITIGIU	194 476.95	0.00	194 476.98	0.00	1 320 202.00	154 294.10	1 320 202.00	154 294.10	1 360 384.88	0.00
418	CLIENTI - FACTURI DE INTOCMIT	0.00	0.00	551 347.35	0.00	-476 111.35	0.00	4 658 774.61	4 583 538.61	75 236.00	0.00
419	CLIENTI - CREDITORI	0.00	1 699 160.30	0.00	288 957.56	56 402.96	0.00	126 442.96	-1 330 162.74	0.00	242 554.60
421	PERSONAL - SALARII DATORATE	0.00	125 852.00	0.00	127 779.81	417 869.68	446 865.00	3 582 469.87	3 613 393.00	0.00	156 775.13
423	PERSONAL - AJUTOARE MATERIALE DATORATE	0.00	0.00	0.00	19 780.19	19 780.19	0.00	28 066.00	28 066.00	0.00	0.00

Balanta de verificare

01.12.2020 -- 31.12.2020

Cont	Denumirea contului	Solduri initiale an		Solduri initiale perioada		Rulaje perioada		Total rulaje		Solduri finale	
		Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare
425	AVANSURI ACORDATE PERSONALULUI	0.00	0.00	0.00	0.00	0.00	0.00	20 447.00	20 447.00	0.00	0.00
427	RETINERII DIN SALARII DATORATE TERTILOR	0.00	0.00	1 348.00	1 117.00	0.00	0.00	12 920.00	15 385.00	0.00	2 465.00
4281	ALTE DATORII IN LEGATURA CU PERSONALUL	0.00	10 095.35	3.10	0.00	0.00	0.00	0.00	-10 092.25	0.00	3.10
4282	ALTE CREANTE IN LEGATURA CU PERSONALUL	112 986.60	0.00	0.00	38 296.00	258 904.72	0.00	185 022.33	39 104.21	258 904.72	0.00
4315	CONTR. DE ASIGURARI SOCIALE	0.00	136 368.00	430 749.00	0.00	0.00	113 858.00	521 017.00	929 256.00	0.00	544 607.00
4316	CONTR. DE ASIGURARI SOCIALE DE SANATATE	0.00	53 508.00	170 999.00	0.00	0.00	45 544.00	204 411.00	367 446.00	0.00	218 543.00
436	CONTR. ASIGURATORIE DE MUNCA	0.00	12 026.00	38 521.00	0.00	0.00	10 247.00	46 253.00	82 995.00	0.00	48 768.00
4382	ALTE CREANTE SOCIALE	12 678.00	0.00	40 744.00	0.00	0.00	0.00	28 066.00	0.00	40 744.00	0.00
4411	IMPOZITUL PE PROFIT	0.00	468 978.00	650 501.00	0.00	0.00	-282 806.25	749 596.00	648 312.75	0.00	367 694.75
4423	TVA DE PLATA	0.00	157 061.00	0.00	0.00	42 565.18	42 565.18	786 444.70	629 383.70	0.00	0.00
4424	TVA DE RECUPERAT	0.00	0.00	171 463.54	0.00	0.00	42 337.18	758 282.06	629 155.70	129 126.36	0.00
4426	TVA DEDUCTIBILA	0.00	0.00	228.00	0.00	-20 866.75	-20 866.75	2 139 598.02	2 139 598.02	0.00	0.00
4427	TVA COLECTATA	0.00	0.00	0.00	0.00	-3 784.24	-3 784.24	1 974 749.21	1 974 749.21	0.00	0.00
4428	TVA NEEXIGIBILA	51 778.18	0.00	20 672.38	0.00	16 134.09	9 121.60	321 192.60	345 285.91	27 684.87	0.00
444	IMPOZITUL PE VENITURI DE NATURA SALARIILOR	0.00	35 051.00	106 884.00	0.00	0.00	28 933.00	140 470.00	241 236.00	0.00	135 817.00
446	ALTE IMPOZITE, TAXE SI VARSAMINTE ASIMILATE	0.00	-87.97	38 555.11	0.00	0.00	594.84	445 054.03	484 271.95	0.00	39 149.95
4481	ALTE DATORII FATA DE BUGETUL STATULUI	0.00	0.00	0.00	0.00	0.00	0.00	750.00	750.00	0.00	0.00
4511	DECONTARI INTRE ENTITATILE AFILIAE	699 877.14	0.00	1 237 188.95	0.00	378 761.43	0.00	1 030 217.35	1 14 144.11	1 615 950.38	0.00
4531	DECONTARI CU ENTITATILE ASOCIATE SI ENTITATILE CONTROLATE	106 826.00	0.00	106 826.00	0.00	0.00	0.00	0.00	0.00	106 826.00	0.00
461	DEBITORI DIVERSI	843 020.33	0.00	700 229.22	0.00	10 528.52	8 064.80	1 412 606.75	1 552 934.14	702 692.94	0.00
462	CREDITORI DIVERSI	0.00	183 565.84	151 489.60	0.00	22 069.80	8 547.00	599 037.83	553 438.79	0.00	137 966.80
471	CHELTUIELI INREGISTRATE IN AVANS	48 309.23	0.00	38 849.88	0.00	17 392.22	37 635.31	92 245.84	121 948.28	18 606.79	0.00
473	DECONTARI DIN OPERATIUNI IN CURS DE CLARIFICARE	160 257.10	0.00	705 342.76	0.00	254 374.50	473 559.67	2 058 412.55	1 730 512.06	486 157.59	0.00
4758	ALTE SUME PRIMITE CU CARACTER DE SUBVENTII PENTRU INVESTITII	0.00	21 322.16	37 572.54	0.00	1 416.20	0.00	16 653.07	31 487.25	0.00	36 156.34
481	DECONTARI UNITATE SI SUBUNITATI	0.00	0.00	5 772.82	0.00	0.00	5 772.82	5 772.82	5 772.82	0.00	0.00
491	AJUSTARI - DEPRECIEREA CREANTELOR -	0.00	0.00	0.00	0.00	0.00	349 824.71	0.00	349 824.71	0.00	349 824.71

Balanta de verificare

01.12.2020 -- 31.12.2020

Cont	Denumirea contului	Solduri initiale an		Solduri initiale perioada		Rulaje perioada		Total rulaje		Solduri finale	
		Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare
496	CLIENTI										
	AJUSTARI - DEPRECIEREA CREAMTELOR - DEBITORI DIVERSI	0.00	0.00	0.00	0.00	0.00	10 528.53	0.00	10 528.53	0.00	10 528.53
	Total sume clasa 4	17 150 179.03	10 260 947.14	25 204 956.41	8 601 193.68	5 541 565.31	4 640 923.23	76 032 597.10	65 417 424.18	25 062 022.53	7 557 617.72
5121	CONTURI LA BANCA IN LEI	91 505.27	0.00	4 460.80	0.00	1 735 840.99	1 914 377.26	33 965 584.64	34 231 165.38	0.00	174 075.47
5124	CONTURI LA BANCA IN VALUTA	11 046.29	0.00	4 979.90	0.00	470 159.00	473 940.07	2 676 745.59	2 686 593.05	1 198.83	0.00
5125	SUME IN CURS DE DECONTARE	168.79	0.00	44 241.67	0.00	283 978.34	328 220.01	3 569 741.16	3 569 909.95	0.00	0.00
5186	DOBANZI DE PLATIT	0.00	0.00	0.00	0.00	0.00	507.95	0.00	507.95	0.00	507.95
5311	CASA IN LEI	23 426.77	0.00	56 666.21	0.00	27 641.99	25 544.93	104 519.06	69 182.56	58 763.27	0.00
5328	ALTE VALORI	0.00	0.00	-4 680.47	0.00	7 400.47	2 720.00	65 410.00	55 410.00	0.00	0.00
542	AVANSURI DE TREZORERIE	0.00	0.00	230 133.29	0.00	83 967.27	314 100.56	488 066.41	488 066.41	0.00	0.00
581	VIRAMENTE INTERNE	0.00	0.00	0.00	0.00	621 309.59	621 309.59	6 234 844.89	6 234 844.89	0.00	0.00
	Total sume clasa 5	126 147.12	0.00	335 801.40	0.00	3 230 297.65	3 680 720.37	47 094 911.75	47 335 680.19	59 962.10	174 583.42
601	CHELT. CU MATERILE PRIME	0.00	0.00	0.00	0.00	240 089.04	240 089.04	3 143 985.32	3 143 985.32	0.00	0.00
6021	CHELT. CU MATERIALE AUXILIARE	0.00	0.00	0.00	0.00	68.00	68.00	166 348.40	166 348.40	0.00	0.00
6022	CHELT. PRIVIND COMBUSTIBILUL	0.00	0.00	0.00	0.00	14 779.78	14 779.78	235 240.96	235 240.96	0.00	0.00
6024	CHELT. CU PIESELE DE SCHIMB	0.00	0.00	0.00	0.00	1 014.11	1 014.11	1 014.11	1 014.11	0.00	0.00
6028	CHELT. CU ALTE MAT. CONSUMABILE	0.00	0.00	0.00	0.00	2 632.00	2 632.00	124 293.58	124 293.58	0.00	0.00
603	CHELT. CU OBIECTE DE INVENTAR	0.00	0.00	0.00	0.00	15 678.61	15 678.61	82 258.45	82 258.45	0.00	0.00
604	CHELT. CU MAT. NESTOCATE	0.00	0.00	0.00	0.00	-13 378.59	-13 378.59	133 657.25	133 657.25	0.00	0.00
605	CHELT. CU ENERGIA SI APA	0.00	0.00	0.00	0.00	5 251.74	5 251.74	37 593.90	37 593.90	0.00	0.00
607	CHELT. PRIVIND MARFURILE	0.00	0.00	0.00	0.00	2 515 205.76	2 515 205.76	7 855 759.67	7 855 759.67	0.00	0.00
608	CHELT. PRIVIND AMBALAJELE	0.00	0.00	0.00	0.00	5 555.00	5 555.00	36 100.59	36 100.59	0.00	0.00
609	REDUCERI COMERCIALE PRIMATE	0.00	0.00	0.00	0.00	80 964.81	80 964.81	170 282.33	170 282.33	0.00	0.00
611	CHELT. CU INTRETINEREA SI REPARATIILE	0.00	0.00	0.00	0.00	23 854.28	23 854.28	232 206.69	232 206.69	0.00	0.00
612	CHELT. CU REDEVENTE, LOCATIILE DE GESTIUNE SI CHIRIILE	0.00	0.00	0.00	0.00	54 105.21	54 105.21	596 322.92	596 322.92	0.00	0.00
613	CHELT. CU PRIME DE ASIGURARE	0.00	0.00	0.00	0.00	3 702.50	3 702.50	61 009.29	61 009.29	0.00	0.00
615	CHELT. CU PREGATIREA PERSONALULUI	0.00	0.00	0.00	0.00	0.00	0.00	2 000.00	2 000.00	0.00	0.00
621	CHELT. CU COLABORATORII	0.00	0.00	0.00	0.00	8 547.00	8 547.00	75 215.00	75 215.00	0.00	0.00
622	CHELT. CU COMISIOANE SI ONORARIILE	0.00	0.00	0.00	0.00	15 106.15	15 106.15	93 892.81	93 892.81	0.00	0.00
623	CHELT. DE PROTOCOL, RECLAMA SI	0.00	0.00	0.00	0.00	215 297.26	215 297.26	566 097.17	566 097.17	0.00	0.00

Balanta de verificare

01.12.2020 -- 31.12.2020

Cont	Denumirea contului	Solduri initiale an		Solduri initiale perioada		Rulaje perioada		Total rulaje		Solduri finale	
		Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare
	PUBLICITATE										
624	CHELT. CU TRANSPORTUL DE BUNURI SI PERSONAL	0.00	0.00	0.00	0.00	9 123.06	9 123.06	847 825.82	847 825.82	0.00	0.00
625	CHELT. CU DEPLASARI, DETASARI SI TRANSFERARI	0.00	0.00	0.00	0.00	0.00	0.00	5 499.69	5 499.69	0.00	0.00
626	CHELT. POSTALE SI TAXE DE TELECOMUNICATII	0.00	0.00	0.00	0.00	9 970.24	9 970.24	144 685.17	144 685.17	0.00	0.00
627	CHELT. CU SERV.BANCARE SI ASIMILATE	0.00	0.00	0.00	0.00	1 590.91	1 590.91	13 991.61	13 991.61	0.00	0.00
628	ALTE CHELT. CU SERVICIILE EXECUTATE DE TERTI	0.00	0.00	0.00	0.00	43 557.47	43 557.47	2 065 113.91	2 065 113.91	0.00	0.00
635	CHELT. CU ALTE IMPOZITE, TAXE SI VARSAMINTE ASIMILATE	0.00	0.00	0.00	0.00	1 003.86	1 003.86	47 076.94	47 076.94	0.00	0.00
641	CHELT. CU SALARIILE PERSONALULUI	0.00	0.00	0.00	0.00	446 865.00	446 865.00	3 613 393.00	3 613 393.00	0.00	0.00
6422	CHELT. CU TICHETELE DE MASA ACORDATE SALARIATILOR	0.00	0.00	0.00	0.00	2 720.00	2 720.00	55 410.00	55 410.00	0.00	0.00
646	CHELT. CU CONTR. ASIGURATORIE DE MUNCA	0.00	0.00	0.00	0.00	10 247.00	10 247.00	82 995.00	82 995.00	0.00	0.00
654	PIERDERI DIN CREANTE SI DEBITORI DIVERSI	0.00	0.00	0.00	0.00	154 294.10	154 294.10	154 294.10	154 294.10	0.00	0.00
6581	DESPAGUBIRI, AMENZI SI PENALITATI	0.00	0.00	0.00	0.00	1 448.07	1 448.07	47 536.98	47 536.98	0.00	0.00
6582	DONATII ACORDATE	0.00	0.00	0.00	0.00	54.76	54.76	129 328.84	129 328.84	0.00	0.00
6583	CHELT. ACTIVELE CEDATE SI ALTE OPERATIUNI DE CAPITAL	0.00	0.00	0.00	0.00	0.00	0.00	291 822.19	291 822.19	0.00	0.00
6588	ALTE CHELTUIELI DE EXPLOATARE	0.00	0.00	0.00	0.00	38 635.95	38 635.95	45 994.06	45 994.06	0.00	0.00
665	CHELT. DIN DIFERENTE DE CURS VALUTAR	0.00	0.00	0.00	0.00	0.00	0.00	150.48	150.48	0.00	0.00
6651	DIFERENTE NEFAVORABILE DE CURS VALUTAR	0.00	0.00	0.00	0.00	-3.58	-3.58	91 329.92	91 329.92	0.00	0.00
666	CHELT. PRIVIND DOBANZILE	0.00	0.00	0.00	0.00	85 088.52	85 088.52	933 583.61	933 583.61	0.00	0.00
667	CHELT. CU SCONTURILE ACORDATE	0.00	0.00	0.00	0.00	4 060.69	4 060.69	2 282 651.12	2 282 651.12	0.00	0.00
668	ALTE CHELTUIELI FINANCIARE	0.00	0.00	0.00	0.00	152.48	152.48	1 873.64	1 873.64	0.00	0.00
6811	CHELT. DE EXPLOATARE CU AMORTIZAREA IMOBILIZARILOR	0.00	0.00	0.00	0.00	23 041.51	23 041.51	266 173.32	266 173.32	0.00	0.00
6814	CHELT. CU AJUSTARILE PT. DEPREC. ACTIVE CIRCULANTE	0.00	0.00	0.00	0.00	360 353.24	360 353.24	360 353.24	360 353.24	0.00	0.00
691	CHELT. CU IMPOZITUL PE PROFIT	0.00	0.00	0.00	0.00	-282 806.25	-282 806.25	999 512.75	999 512.75	0.00	0.00

Balanta de verificare

01.12.2020 -- 31.12.2020

Cont	Denumirea contului	Solduri initiale an		Solduri initiale perioada		Rulaje perioada		Total rulaje		Solduri finale	
		Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare	Debitoare	Creditoare
	Total sume clasa 6	0.00	0.00	0.00	0.00	4 097 869.69	4 097 869.69	26 093 873.83	26 093 873.83	0.00	0.00
7015	VEN. DIN VANZAREA PROD. FINITE	0.00	0.00	0.00	0.00	-415 028.31	-415 028.31	20 953 892.97	20 953 892.97	0.00	0.00
703	VEN. DIN VANZAREA PRODUSELOR REZIDUALE	0.00	0.00	0.00	0.00	31.54	31.54	1 106.07	1 106.07	0.00	0.00
704	VEN. DIN SERVICII PRESTATE	0.00	0.00	0.00	0.00	212.61	212.61	212.61	212.61	0.00	0.00
707	VEN. DIN VANZARI DE MARFURI	0.00	0.00	0.00	0.00	664 897.00	664 897.00	11 266 085.83	11 266 085.83	0.00	0.00
708	VEN. DIN ACTIVITATI DIVERSE	0.00	0.00	0.00	0.00	100.86	100.86	27 364.68	27 364.68	0.00	0.00
709	REDUCERI COMERCIALE ACORDATE	0.00	0.00	0.00	0.00	92 586.76	92 586.76	7 324 926.90	7 324 926.90	0.00	0.00
711	VARIATIA STOCURILOR	0.00	0.00	0.00	0.00	2 508 567.68	2 508 567.68	9 228 794.76	9 228 794.76	0.00	0.00
7581	VEN. DIN DESPAGUBIRI, AMENZI SI PENALITATI	0.00	0.00	0.00	0.00	0.00	0.00	39 354.38	39 354.38	0.00	0.00
7583	VEN. DIN CEDAREA ACTIVELOR	0.00	0.00	0.00	0.00	0.00	0.00	337 046.58	337 046.58	0.00	0.00
7584	VEN. DIN SUBVENTII PT. INVESTITII	0.00	0.00	0.00	0.00	1 416.20	1 416.20	16 653.07	16 653.07	0.00	0.00
7586	ALTE VENITURI DIN EXPLOATARE	0.00	0.00	0.00	0.00	322 105.00	322 105.00	322 116.03	322 116.03	0.00	0.00
7651	VEN. DIN DIFERENTE FAVORABILE DE CURS VALUTAR	0.00	0.00	0.00	0.00	9 973.44	9 973.44	83 221.46	83 221.46	0.00	0.00
766	VEN. DIN DOBINZI	0.00	0.00	0.00	0.00	0.00	0.00	908.33	908.33	0.00	0.00
767	VEN. DIN SCONTURI OBTINUTE	0.00	0.00	0.00	0.00	4 027.00	4 027.00	142 045.02	142 045.02	0.00	0.00
768	ALTE VEN. FINANCIARE	0.00	0.00	0.00	0.00	0.00	0.00	297.50	297.50	0.00	0.00
	Total sume clasa 7	0.00	0.00	0.00	0.00	3 188 889.78	3 188 889.78	49 744 026.19	49 744 026.19	0.00	0.00
	Totaluri:	21 321 706.47	21 321 706.47	37 629 078.23	37 629 078.23	23 209 854.59	23 209 854.59	264 326 696.64	264 326 696.64	37 116 291.23	37 116 291.23

Întocmit,
 CARMEN MIRELA CONSTANTINESCU
 Conducatorul compartimentului financiar-contabil,
 MIRELA BARBU

S1003_A1.0.0 11.02.2021 Tip situație financiară : BS

Bifati numai dacă este cazul :

Mari Contribuabili care depun bilanțul la București

Sucursala

GIE - grupuri de interes economic

Activ net mai mic de 1/2 din valoarea capitalului subscris

An Semestru Anul **2020**

Suma de control **3.209.576**

Entitatea S.C. NOROFERT S.A

Adresa

Județ București Sector Sector 5 Localitate BUCUREȘTI

Strada PETRACHE POENARU Nr. 26 Bloc Scara Ap. Telefon 0214231240

Număr din registrul comerțului J40/4222/2000 Cod unic de înregistrare 1 2 9 7 2 7 6 2

Forma de proprietate 34--Societăți pe acțiuni

Activitatea preponderentă (cod și denumire clasă CAEN) 4675 Comerț cu ridicata al produselor chimice

Activitatea preponderentă efectiv desfășurată (cod și denumire clasă CAEN) 4675 Comerț cu ridicata al produselor chimice

4675 Comerț cu ridicata al produselor chimice

Situații financiare anuale (entități al căror exercițiu financiar coincide cu anul calendaristic)

Raportări anuale

Entități mijlocii, mari și entități de interes public

Entități mici

Microentități

Entități de interes public

1. entitățile care au optat pentru un exercițiu financiar diferit de anul calendaristic, cf.art. 27 din Legea contabilității nr. 82/1991

2. persoanele juridice aflate în lichidare, potrivit legii

3. subunitățile deschise în România de societăți rezidente în state aparținând Spațiului Economic European

Situațiile financiare anuale încheiate la 31.12.2020 de către entitățile prevăzute la pct.9 alin.(3) din Reglementările contabile, aprobate prin OMFP nr. 1.802/2014, cu modificările și completările ulterioare, al caror exercitiu financiar corespunde cu anul calendaristic

F10 - BILANT PRESCURTAT
F20 - CONTUL DE PROFIT ȘI PIERDERE
F30 - DATE INFORMATIVE
F40 - SITUATIA ACTIVELOR IMOBILIZATE

Indicatori :	Capitaluri - total	13.022.865
	Capital subscris	3.209.576
	Profit/ pierdere	5.049.715

ADMINISTRATOR, Numele și prenumele POPESCU VLAD-ANDREI

INTOCMIT, Numele și prenumele CONSTANTINESCU CARMEN-MIRELA

Calitatea 13--ALTA PERSOANA IMPUTERNICITA, POTRIVIT LEGII

Semnătura _____

Semnătura _____

Entitatea are obligația legală de auditare a situațiilor financiare anuale? DA NU

Entitatea a optat voluntar pentru auditarea situațiilor financiare anuale? DA NU

Situațiile financiare anuale au fost aprobate potrivit legii

AUDITOR

Nume și prenume auditor persoană fizică/ Denumire firma de audit MGMT AUDIT & BPO SRL

Nr.de înregistrare în Registrul ASPAAS 1263 CIF/ CUI 33928794

FORMULAR NEVALIDAT

BILANT PRESCURTAT

Cod 10

la data de 31.12.2020

- lei -

Denumirea elementului	Nr.rd. OMF nr.58/ 2021	Nr. rd.	Sold la:	
			01.01.2020	31.12.2020
A		B	1	2
(formulele de calcul se refera la Nr.rd. din col.B)				
A. ACTIVE IMOBILIZATE				
I. IMOBILIZĂRI NECORPORALE (ct.201+203+205+206+2071+4094 +208-280-290 - 4904)	01	01		746
II. IMOBILIZĂRI CORPORALE(ct.211+212+213+214+215+216+217+223+224 +227+231+235+4093-281-291-2931-2935 - 4903)	02	02	810.233	1.640.365
III. IMOBILIZĂRI FINANCIARE (ct.261+262+263+265+267* - 296*)	03	03	98.201	88.661
ACTIVE IMOBILIZATE - TOTAL (rd. 01 + 02 + 03)	04	04	908.434	1.729.772
B. ACTIVE CIRCULANTE				
I. STOCURI (ct.301+302+303+321+322+/-308+323+326+327+328+331+332 +341+345+346+347+/-348+351+354+356+357+358+361+/-368+371+/-378 +381+/-388+4091- 391- 392-393-394-395-396-397-398 - din ct.4428 - 4901)	05	05	2.646.033	8.183.962
II.CREANȚE				
1. (ct.267*-296*+4092+411+413+418+425+4282+431**+436**+437**+4382 +441**+4424+din ct.4428**+444**+445+446**+447**+4482+451**+453** +456**+4582+461+4662+473** - 491 - 495 - 496 - 4902 +5187)	06	06a (301)	17.092.359	23.655.106
2. Creanțe reprezentând dividende repartizate în cursul exercițiului financiar (ct. 463)	07	06b (302)		
TOTAL (rd. 06a+06b)	08	06	17.092.359	23.655.106
III. INVESTIȚII PE TERMEN SCURT (ct.501+505+506+507+ 508*+5113+5114-591-595-596-598)	09	07		
IV. CASA ȘI CONTURI LA BĂNCI (ct.508* + 5112+512+531+532+541+542)	10	08	126.147	123.524
ACTIVE CIRCULANTE - TOTAL (rd. 05 + 06 + 07 + 08)	11	09	19.864.539	31.962.592
C. CHELTUIELI ÎN AVANS (ct. 471) (rd.11+12)	12	10	48.309	18.607
Sume de reluat într-o perioadă de până la un an (ct. 471*)	13	11	48.309	18.444
Sume de reluat într-o perioadă mai mare de un an (ct. 471*)	14	12		163
D. DATORII: SUMELE CARE TREBUIE PLĂTITE ÎNTR-O PERIOADĂ DE PÂNĂ LA UN AN (ct.161+162+166+167+168-169+269+401+403+404+405+408+419 +421+423+424+426+427+4281+431***+436***+437***+4381+441***+4423 +4428***+444***+446***+ 447***+4481+451***+453*** +455+456***+457 +4581+462+4661+473***+509+5186+519)	15	13	10.475.029	8.939.441
E. ACTIVE CIRCULANTE NETE/DATORII CURENTE NETE (rd.09+11-13-20-23-26)	16	14	9.416.497	23.024.601
F. TOTAL ACTIVE MINUS DATORII CURENTE (rd.04 +12+14)	17	15	10.324.931	24.754.536
G. DATORII:SUMELE CARE TREBUIE PLATITE INTR-O PERIOADA MAI MARE DE UN AN (ct.161+162+166+167+168-169+269+401+403+404+405+408+419 +421+423+424+426+427+4281+431***+436***+437***+4381+441***+4423 +4428***+444***+446***+ 447***+4481+451***+453*** +455+456***+4581 +462+4661+473***+509+5186+519)	18	16	127.980	11.712.509
H. PROVIZIOANE (ct. 151)	19	17		
I. VENITURI IN AVANS (rd. 19 + 22 + 25 + 28)	20	18	21.322	36.156
1. Subvenții pentru investiții (ct. 475), (rd.20+21)	21	19	21.322	36.156
Sume de reluat într-o perioadă de până la un an (din ct. 475*)	22	20	21.322	16.994
Sume de reluat într-o perioadă mai mare de un an (din ct. 475*)	23	21		19.162
2. Venituri înregistrate în avans (ct. 472) (rd.23+24)	24	22		

Sume de reluat într-o perioadă de până la un an (din ct. 472*)	25	23		
Sume de reluat într-o perioadă mai mare de un an (din ct. 472*)	26	24		
3. Venituri în avans aferente activelor primite prin transfer de la clienți (ct. 478) (rd.26+27)	27	25		
Sume de reluat într-o perioadă de până la un an (din ct. 478*)	28	26		
Sume de reluat într-o perioadă mai mare de un an (din ct. 478*)	29	27		
Fondul comercial negativ (ct.2075)	30	28		
J. CAPITAL ȘI REZERVE				
I. CAPITAL (rd. 30+31+32+33+34)	31	29	802.394	3.209.576
1. Capital subscris vărsat (ct. 1012)	32	30	802.394	3.209.576
2. Capital subscris nevărsat (ct. 1011)	33	31		
3. Patrimoniul regiei (ct. 1015)	34	32		
4. Patrimoniul institutelor naționale de cercetare-dezvoltare (ct. 1018)	35	33		
5. Alte elemente de capitaluri proprii (ct. 1031)	36	34		
II. PRIME DE CAPITAL (ct. 104)	37	35	6.458.456	6.458.456
III. REZERVE DIN REEVALUARE (ct. 105)	38	36		
IV. REZERVE (ct.106)	39	37	154.599	457.060
Acțiuni proprii (ct. 109)	40	38		
Căștiguri legate de instrumentele de capitaluri proprii (ct. 141)	41	39		
Pierderi legate de instrumentele de capitaluri proprii (ct. 149)	42	40		
V. PROFITUL SAU PIERDEREA REPORTAT(Ă)				
SOLD C (ct. 117)	43	41	0	0
SOLD D (ct. 117)	44	42	0	1.849.481
VI. PROFITUL SAU PIERDEREA EXERCIȚIULUI FINANCIAR				
SOLD C (ct. 121)	45	43	2.927.181	5.049.715
SOLD D (ct. 121)	46	44		
Repartizarea profitului (ct. 129)	47	45	145.679	302.461
CAPITALURI PROPRII - TOTAL (rd. 29+35+36+37-38+39-40+41-42+43-44-45)	48	46	10.196.951	13.022.865
Patrimoniul public (ct. 1016)	49	47		
Patrimoniul privat (ct. 1017) 1)	50	48		
CAPITALURI - TOTAL (rd. 46+47+48) (rd.04+09+10-13-16-17-18)	51	49	10.196.951	13.022.865

*) Conturi de repartizat după natura elementelor respective.

**) Solduri debitoare ale conturilor respective.

***) Solduri creditoare ale conturilor respective.

1) Se va completa de către entitățile cărora le sunt incidente prevederile Ordinului ministrului finanțelor publice și al ministrului delegat pentru buget nr. 668/2014 pentru aprobarea Precizărilor privind întocmirea și actualizarea inventarului centralizat al bunurilor imobile proprietate privată a statului și a drepturilor reale supuse inventarierii, cu modificările și completările ulterioare.

ADMINISTRATOR,

Numele și prenumele

POPESCU VLAD-ANDREI

Semnătura _____

INTOCMIT,

Numele și prenumele

CONSTANTINESCU CARMEN-MIRELA

Calitatea

13--ALTA PERSOANA IMPUTERNICITA, POTRIVIT LEGII

Semnătura _____

Nr.de inregistrare in organismul profesional:

FORMULAR
NEVALIDAT

CONTUL DE PROFIT ȘI PIERDERE

la data de 31.12.2020

Cod 20

- lei -

Denumirea indicatorilor	Nr.rd. OMF nr.58/ 2021	Nr. rd.	Exercițiul financiar	
			2019	2020
A		B	1	2
<small>(formulele de calcul se refera la Nr.rd. din col.B)</small>				
1. Cifra de afaceri netă (rd. 02+03-04+06)	01	01	14.670.599	24.923.735
Producția vândută (ct.701+702+703+704+705+706+708)	02	02	2.528.116	20.982.576
Venituri din vânzarea mărfurilor (ct. 707)	03	03	13.061.307	11.266.086
Reduceri comerciale acordate (ct. 709)	04	04	918.824	7.324.927
Venituri din dobânzi înregistrate de entitățile radiate din Registrul general și care mai au în derulare contracte de leasing (ct.766*)		05		
Venituri din subvenții de exploatare aferente cifrei de afaceri nete (ct.7411)	05	06		
2. Venituri aferente costului producției în curs de execuție (ct.711+712)				
Sold C	06	07		4.937.646
Sold D	07	08	107.382	
3. Venituri din producția de imobilizări necorporale și corporale (ct.721+ 722)	08	09	0	0
4. Venituri din reevaluarea imobilizărilor corporale (ct. 755)	09	10		
5. Venituri din producția de investiții imobiliare (ct. 725)	10	11		
6. Venituri din subvenții de exploatare (ct. 7412 + 7413 + 7414 + 7415 + 7416 + 7417 + 7419)	11	12	0	0
7. Alte venituri din exploatare (ct.751+758+7815)	12	13	45.211	715.170
-din care, venituri din subvenții pentru investiții (ct.7584)	13	14	2.426	16.653
-din care, venituri din fondul comercial negativ (ct.7815)	14	15	0	0
VENITURI DIN EXPLOATARE – TOTAL (rd. 01+07-08+09+10+11+12+13)	15	16	14.608.428	30.576.551
8. a) Cheltuieli cu materiile prime și materialele consumabile (ct.601+602)	16	17	801.008	3.670.882
Alte cheltuieli materiale (ct.603+604+606+608)	17	18	215.119	252.016
b) Alte cheltuieli externe (cu energie și apă)(ct.605)	18	19	9.851	37.594
c) Cheltuieli privind mărfurile (ct.607)	19	20	7.026.983	7.855.760
Reduceri comerciale primite (ct. 609)	20	21	187.980	170.282
9. Cheltuieli cu personalul (rd. 23+24)	21	22	1.459.853	3.751.798
a) Salarii și indemnizații (ct.641+642+643+644)	22	23	1.423.851	3.668.803
b) Cheltuieli cu asigurările și protecția socială (ct.645+646)	23	24	36.002	82.995
10.a) Ajustări de valoare privind imobilizările corporale și necorporale (rd. 26 - 27)	24	25	135.056	266.173
a.1) Cheltuieli (ct.6811+6813+6817+ din ct.6818)	25	26	135.056	266.173
a.2) Venituri (ct.7813 + din ct.7818)	26	27	0	0
b) Ajustări de valoare privind activele circulante (rd. 29 - 30)	27	28	-387.167	514.647

b.1) Cheltuieli (ct.654+6814 + din ct.6818)	28	29	0	514.647
b.2) Venituri (ct.754+7814 + din ct.7818)	29	30	387.167	0
11. Alte cheltuieli de exploatare (rd. 32 la 37)	30	31	2.009.989	5.265.619
11.1. Cheltuieli privind prestațiile externe (ct.611+612+613+614+615+621+622+623+624+625+626+627+628)	31	32	1.868.452	4.703.860
11.2. Cheltuieli cu alte impozite, taxe și vărsăminte asimilate; cheltuieli reprezentând transferuri și contribuții datorate în baza unor acte normative speciale(ct. 635 + 6586*)	32	33	33.509	47.077
11.3. Cheltuieli cu protecția mediului înconjurător (ct. 652)	33	34	0	0
11.4 Cheltuieli din reevaluarea imobilizărilor corporale (ct. 655)	34	35	0	0
11.5. Cheltuieli privind calamitățile și alte evenimente similare (ct. 6587)	35	36	0	0
11.6. Alte cheltuieli (ct.651+ 6581+ 6582 + 6583 + 6584 + 6588)	36	37	108.028	514.682
Cheltuieli cu dobânzile de refinanțare înregistrate de entitățile radiate din Registrul general și care mai au în derulare contracte de leasing (ct.666*)		38		
Ajustări privind provizioanele (rd. 40 - 41)	37	39	0	0
- Cheltuieli (ct.6812)	38	40	0	0
- Venituri (ct.7812)	39	41	0	0
CHELTUIELI DE EXPLOATARE - TOTAL (rd. 17 la 20 - 21+22+25+28+31+ 39)	40	42	11.082.712	21.444.207
PROFITUL SAU PIERDEREA DIN EXPLOATARE:				
- Profit (rd. 16 - 42)	41	43	3.525.716	9.132.344
- Pierdere (rd. 42 - 16)	42	44	0	0
12. Venituri din interese de participare (ct.7611+7612+7613)	43	45	0	0
- din care, veniturile obținute de la entitățile afiliate	44	46	0	0
13. Venituri din dobânzi (ct. 766)	45	47	0	908
- din care, veniturile obținute de la entitățile afiliate	46	48	0	0
14. Venituri din subvenții de exploatare pentru dobânda datorată (ct. 7418)	47	49	0	0
15. Alte venituri financiare (ct.762+764+765+767+768+7615)	48	50	34.488	225.565
- din care, venituri din alte imobilizări financiare (ct. 7615)	49	51	0	0
VENITURI FINANCIARE - TOTAL (rd. 45+47+49+50)	50	52	34.488	226.473
16. Ajustări de valoare privind imobilizările financiare și investițiile financiare deținute ca active circulante (rd. 54 - 55)	51	53	0	0
- Cheltuieli (ct.686)	52	54	0	0
- Venituri (ct.786)	53	55	0	0
17. Cheltuieli privind dobânzile (ct.666)	54	56	54.855	933.584
- din care, cheltuielile în relația cu entitățile afiliate	55	57	0	0
18. Alte cheltuieli financiare (ct.663+664+665+667+668)	56	58	34.597	2.376.005
CHELTUIELI FINANCIARE - TOTAL (rd. 53+56+58)	57	59	89.452	3.309.589
PROFITUL SAU PIERDEREA FINANCIAR(Ă):				
- Profit (rd. 52 - 59)	58	60	0	0
- Pierdere (rd. 59 - 52)	59	61	54.964	3.083.116

VENITURI TOTALE (rd. 16 + 52)	60	62	14.642.916	30.803.024
CHELTUIELI TOTALE (rd. 42 + 59)	61	63	11.172.164	24.753.796
19. PROFITUL SAU PIERDEREA BRUT(Ă):				
- Profit (rd. 62 - 63)	62	64	3.470.752	6.049.228
- Pierdere (rd. 63 - 62)	63	65	0	0
20. Impozitul pe profit (ct.691)	64	66	543.571	999.513
21. Impozitul specific unor activități (ct. 695)	65	67	0	0
22. Alte impozite neprezentate la elementele de mai sus (ct.698)	66	68	0	0
23. PROFITUL SAU PIERDEREA NET(Ă) A EXERCITIULUI FINANCIAR:				
- Profit (rd. 64 - 65 - 66 - 67 - 68)	67	69	2.927.181	5.049.715
- Pierdere (rd. 65 + 66 + 67 + 68 - 64)	68	70	0	0

*) Conturi de repartizat după natura elementelor respective.

La rândul 22 (cf.OMF nr.58/ 2021)- se cuprind și drepturile colaboratorilor, stabilite potrivit legislației muncii, care se preiau din rulajul debitor al contului 621 „Cheltuieli cu colaboratorii”, analitic „Colaboratori persoane fizice”.

La rândul 32 (cf.OMF nr.58/ 2021)- în contul 6586 „Cheltuieli reprezentând transferuri și contribuții datorate în baza unor acte normative speciale” se evidențiază cheltuielile reprezentând transferuri și contribuții datorate în baza unor acte normative speciale, altele decât cele prevăzute de Codul fiscal.

ADMINISTRATOR,

Numele si prenumele

POPESCU VLAD-ANDREI

Semnătura _____

INTOCMIT,

Numele si prenumele

CONSTANTINESCU CARMEN-MIRELA

Calitatea

13--ALTA PERSOANA IMPUTERNICITA, POTRIVIT LEGII

Semnătura _____

Nr.de inregistrare in organismul profesional:

FORMULAR
NEVALIDAT

DATE INFORMATIVE la data de 31.12.2020

F30 - pag. 1

Cod 30 (formulele de calcul se refera la Nr.rd. din col.B)

- lei -

I. Date privind rezultatul inregistrat		Nr.rd. OMF nr.58/ 2021	Nr. rd.	Nr.unitati		Sume	
A			B	1		2	
Unitați care au inregistrat profit		01	01	1		5.049.715	
Unitați care au inregistrat pierdere		02	02				
Unitați care nu au inregistrat nici profit, nici pierdere		03	03				
II Date privind platile restante			Nr. rd.	Total, din care:	Pentru activitatea curenta	Pentru activitatea de investitii	
A			B	1=2+3	2	3	
Plati restante – total (rd.05 + 09 + 15 la 17 + 18)		04	04	1.034.896	1.034.896		
Furnizori restanți – total (rd. 06 la 08)		05	05	1.034.896	1.034.896		
- peste 30 de zile		06	06				
- peste 90 de zile		07	07				
- peste 1 an		08	08	1.034.896	1.034.896		
Obligatii restante fata de bugetul asigurarilor sociale – total(rd.10 la 14)		09	09				
- contributi pentru asigurari sociale de stat datorate de angajatori, salariatii si alte persoane asimilate		10	10				
- contributi pentru fondul asigurarilor sociale de sanatate		11	11				
- contribuția pentru pensia suplimentară		12	12				
- contributi pentru bugetul asigurarilor pentru somaj		13	13				
- alte datorii sociale		14	14				
Obligatii restante fata de bugetele fondurilor speciale si alte fonduri		15	15				
Obligatii restante fata de alti creditorii		16	16				
Impozite, contributi si taxe neplatite la termenul stabilit la bugetul de stat, din care:		17	17				
- contributia asiguratorie pentru munca		18	17a (301)				
Impozite si taxe neplatite la termenul stabilit la bugetele locale		19	18				
III. Numar mediu de salariatii			Nr. rd.	31.12.2019		31.12.2020	
A			B	1		2	
Numar mediu de salariatii		20	19	20		32	
Numarul efectiv de salariatii existenti la sfarsitul perioadei, respectiv la data de 31 decembrie		21	20	27		39	
IV. Redevențe plătite în cursul perioadei de raportare, subvenții încasate și creanțe restante					Nr. rd.	Sume (lei)	
A					B	1	
Redevențe plătite în cursul perioadei de raportare pentru bunurile din domeniul public, primite în concesiune, din care:				22	21		
- redevențe pentru bunurile din domeniul public plătite la bugetul de stat				23	22		
Redevență minieră plătită la bugetul de stat				24	23		

Redevență petrolieră plătită la bugetul de stat	25	24		
Chirii plătite în cursul perioadei de raportare pentru terenuri 7)	26	25		
Venituri brute din servicii plătite către persoane nerezidente , din care:	27	26	352.267	
- impozitul datorat la bugetul de stat	28	27		
Venituri brute din servicii plătite către persoane nerezidente din statele membre ale Uniunii Europene, din care:	29	28		
- impozitul datorat la bugetul de stat	30	29		
Subvenții încasate în cursul perioadei de raportare, din care:	31	30		
- subvenții încasate în cursul perioadei de raportare aferente activelor	32	31		
- subvenții aferente veniturilor, din care:	33	32		
- subvenții pentru stimularea ocupării forței de muncă *)	34	33		
- subvenții pentru energie din surse regenerabile	35	33a (316)		
- subvenții pentru combustibili fosili	36	33b (317)		
Creanțe restante , care nu au fost încasate la termenele prevăzute în contractele comerciale și/sau în actele normative în vigoare, din care:	37	34		
- creanțe restante de la entități din sectorul majoritar sau integral de stat	38	35		
- creanțe restante de la entități din sectorul privat	39	36	4.297.125	
V. Tichete acordate salariaților		Nr. rd.	Sume (lei)	
A		B	1	
Contravaloarea tichetelor acordate salariaților	40	37	55.410	
Contravaloarea tichetelor acordate altor categorii de beneficiari, alții decât salariații	41	37a (302)		
VI. Cheltuieli efectuate pentru activitatea de cercetare - dezvoltare **)		Nr. rd.	31.12.2019	31.12.2020
A		B	1	2
Cheltuieli de cercetare - dezvoltare :	42	38		
- din care, efectuate în scopul diminuării impactului activității entității asupra mediului sau al dezvoltării unor noi tehnologii sau a unor produse mai sustenabile	43	38a (318)		
- după surse de finanțare (rd. 40+41)	44	39	0	0
- din fonduri publice	45	40		
- din fonduri private	46	41		
- după natura cheltuielilor (rd. 43+44)	47	42	0	0
- cheltuieli curente	48	43		
- cheltuieli de capital	49	44		
VII. Cheltuieli de inovare ***)		Nr. rd.	31.12.2019	31.12.2020
A		B	1	2
Cheltuieli de inovare	50	45		
- din care, efectuate în scopul diminuării impactului activității entității asupra mediului sau al dezvoltării unor noi tehnologii sau a unor produse mai sustenabile	51	45a (319)		
VIII. Alte informații		Nr. rd.	31.12.2019	31.12.2020
A		B	1	2
Avansuri acordate pentru imobilizări necorporale (ct. 4094), din care:	52	46		
- avansuri acordate entităților neafiliate nerezidente pentru imobilizări necorporale (din ct. 4094)	53	46a (303)		

- avansuri acordate entităților afiliate nerezidente pentru imobilizări necorporale (din ct. 4094)	54	46b (304)		
Avansuri acordate pentru imobilizări corporale (ct. 4093), din care:	55	47		
- avansuri acordate entităților neafiliate nerezidente pentru imobilizări corporale (din ct. 4093)	56	47a (305)		
- avansuri acordate entităților afiliate nerezidente pentru imobilizări corporale (din ct. 4093)	57	47b (306)		
Imobilizări financiare, în sume brute (rd. 49+54)	58	48	98.201	88.661
Acțiuni deținute la entitățile afiliate, interese de participare, alte titluri imobilizate și obligațiuni, în sume brute (rd. 50 + 51 + 52 + 53)	59	49	39.600	39.610
- acțiuni necotate emise de rezidenți	60	50		
- părți sociale emise de rezidenți	61	51	39.600	39.610
- acțiuni și parti sociale emise de nerezidenți, din care:	62	52		
- detineri de cel puțin 10%	63	52a (307)		
- obligațiuni emise de nerezidenți	64	53		
Creanțe imobilizate, în sume brute (rd. 55+56)	65	54	58.601	49.051
- creanțe imobilizate în lei și exprimate în lei, a caror decontare se face în funcție de cursul unei valute (din ct. 267)	66	55	58.601	49.051
- creanțe imobilizate în valută (din ct. 267)	67	56		
Creanțe comerciale, avansuri pentru cumpărări de bunuri de natura stocurilor și pentru prestări de servicii acordate furnizorilor și alte conturi asimilate, în sume brute (ct. 4091 + 4092 + 411 + 413 + 418), din care:	68	57	12.562.296	19.905.558
- creanțe comerciale în relația cu entitățile neafiliate nerezidente, avansuri pentru cumpărări de bunuri de natura stocurilor și pentru prestări de servicii acordate furnizorilor neafiliați nerezidenți și alte conturi asimilate, în sume brute în relație cu neafiliații nerezidenți (din ct. 4091 + din ct. 4092 + din ct. 411 + din ct. 413 + din ct. 418)	69	58		
- creanțe comerciale în relația cu entitățile afiliate nerezidente, avansuri pentru cumpărări de bunuri de natura stocurilor și pentru prestări de servicii acordate furnizorilor afiliați nerezidenți și alte conturi asimilate, în sume brute în relație cu afiliații nerezidenți (din ct. 4091 + din ct. 4092 + din ct. 411 + din ct. 413 + din ct. 418)	70	58a (308)		449.102
Creanțe neîncasate la termenul stabilit (din ct. 4091 + din ct. 4092 + din ct. 411 + din ct. 413)	71	59		4.297.125
Creanțe în legătură cu personalul și conturi asimilate (ct. 425 + 4282)	72	60	112.987	258.905
Creanțe în legătură cu bugetul asigurărilor sociale și bugetul statului (din ct. 431+436+437+4382+ 441 + 4424 + 4428 + 444 + 445 + 446 + 447 + 4482) , (rd.62 la 66)	73	61	90.208	223.419
- creanțe în legătura cu bugetul asigurarilor sociale (ct.431+437+4382)	74	62	12.678	40.744
- creanțe fiscale în legătura cu bugetul statului (ct.436+441+4424+4428+444+446)	75	63	77.530	182.675
- subvenții de încasat(ct.445)	76	64		
- fonduri speciale - taxe și varsăminte asimilate (ct.447)	77	65		
- alte creanțe în legătura cu bugetul statului(ct.4482)	78	66		
Creanțele entității în relațiile cu entitățile afiliate (ct. 451), din care:	79	67	3.252.027	3.496.402
- creanțe cu entități afiliate nerezidente (din ct. 451), din care:	80	68		318.749

- creanțe comerciale cu entități afiliate nerezidente (din ct. 451)	81	69		
Creanțe în legătură cu bugetul asigurărilor sociale și bugetul statului neîncasate la termenul stabilit (din ct. 431+ din ct. 436 + din ct. 437 + din ct. 4382 + din ct. 441 + din ct. 4424 + din ct. 4428 + din ct. 444 + din ct. 445 + din ct. 446 + din ct. 447 + din ct. 4482)	82	70		35.543
Alte creanțe (ct. 453 + 456 + 4582 + 461 + 4662 + 471 + 473), din care:	83	71	1.158.413	1.203.613
- decontări privind interesele de participare ,decontări cu acționarii/ asociații privind capitalul ,decontări din operațiuni în participatie (ct.453+456+4582)	84	72	106.826	
- alte creanțe în legătura cu persoanele fizice și persoanele juridice, altele decât creanțele în legătura cu instituțiile publice (instituțiile statului) (din ct. 461 + din ct. 471 + din ct.473+4662)	85	73	1.051.587	1.203.613
- sumele preluate din contul 542 'Avansuri de trezorerie' reprezentând avansurile de trezorerie, acordate potrivit legii și nedecontate până la data de raportare (din ct. 461)	86	74		
Dobânzi de încasat (ct. 5187) , din care:	87	75		
- de la nerezidenți	88	76		
Dobânzi de încasat de la nerezidenți (din ct. 4518 + din ct. 4538)	89	76a (313)		
Valoarea împrumuturilor acordate operatorilor economici ****)	90	77		
Investiții pe termen scurt, în sume brute (ct. 501 + 505 + 506 + 507 + din ct.508), din care:	91	78		
- acțiuni necotate emise de rezidenți	92	79		
- părți sociale emise de rezidenți	93	80		
- acțiuni emise de nerezidenți	94	81		
- obligațiuni emise de nerezidenți	95	82		
- dețineri de obligațiuni verzi	96	82a (320)		
Alte valori de încasat (ct. 5113 + 5114)	97	83		
Casa în lei și în valută (rd.85+86)	98	84	23.427	58.763
- în lei (ct. 5311)	99	85	23.427	58.763
- în valută (ct. 5314)	100	86		
Conturi curente la bănci în lei și în valută (rd.88+90)	101	87	102.551	64.761
- în lei (ct. 5121), din care:	102	88	91.505	63.562
- conturi curente în lei deschise la bănci nerezidente	103	89		
- în valută (ct. 5124), din care:	104	90	11.046	1.199
- conturi curente în valută deschise la bănci nerezidente	105	91		
Alte conturi curente la bănci și acreditive, (rd.93+94)	106	92	169	
- sume în curs de decontare, acreditive și alte valori de încasat, în lei (ct. 5112 + din ct. 5125 + 5411)	107	93	169	
- sume în curs de decontare și acreditive în valută (din ct. 5125 + 5414)	108	94		
Datorii (rd. 96 + 99 + 102 + 103 + 106 + 108 + 110 + 111 + 116 + 119 + 122 + 128)	109	95	10.603.009	7.595.185
Credite bancare externe pe termen scurt (credite primite de la instituții financiare nerezidente pentru care durata contractului de credit este mai mică de 1 an) (din ct. 519), (rd .97+98)	110	96		

- în lei	111	97		
- în valută	112	98		
Credite bancare externe pe termen lung (credite primite de la instituții financiare nerezidente pentru care durata contractului de credit este <u>mai mare</u> sau egală cu 1 an) (din ct. 162), (rd.100+101)	113	99		
- în lei	114	100		
- în valută	115	101		
Credite de la trezoreria statului și dobanzile aferente (ct. 1626 + din ct. 1682)	116	102		
Alte împrumuturi și dobânzile aferente (ct. 166 + 1685 + 1686 + 1687) (rd. 104+105)	117	103	203.967	
- în lei și exprimate în lei, a caror decontare se face în funcție de cursul unei valute	118	104	203.967	
- în valută	119	105		
Alte împrumuturi și datorii asimilate (ct. 167), din care:	120	106	133.484	407.705
- valoarea concesiunilor primite (din ct. 167)	121	107		
- valoarea obligațiunilor verzi emise de entitate	122	107a (321)		
Datorii comerciale, avansuri primite de la clienți și alte conturi asimilate, în sume brute (ct. 401 + 403 + 404 + 405 + 408 + 419), din care:	123	108	7.343.896	3.953.039
- datorii comerciale în relația cu entitățile neafiliate nerezidente, avansuri primite de la clienți neafiliați nerezidenți și alte conturi asimilate, în sume brute în relație cu neafiliații nerezidenți (din ct. 401 + din ct. 403 + din ct. 404 + din ct. 405 + din ct. 408 + din ct. 419)	124	109		
- datorii comerciale în relația cu entitățile afiliate nerezidente, avansuri primite de la clienți afiliați nerezidenți și alte conturi asimilate, în sume brute în relație cu afiliații nerezidenți (din ct. 401 + din ct. 403 + din ct. 404 + din ct. 405 + din ct. 408 + din ct. 419)	125	109a (309)		210.790
Datorii în legătură cu personalul și conturi asimilate (ct. 421 + 423 + 424 + 426 + 427 + 4281)	126	110	135.947	159.243
Datorii în legătură cu bugetul asigurărilor sociale și bugetul statului (ct. 431+436 + 437 + 4381 + 441 + 4423 + 4428 + 444 + 446 + 447 + 4481) (rd.112 la 115)	127	111	888.856	1.378.444
- datorii în legătura cu bugetul asigurărilor sociale (ct.431+437+4381)	128	112	189.876	761.150
- datorii fiscale în legătura cu bugetul statului (ct.436+441+4423+4428+444+446)	129	113	698.980	617.294
- fonduri speciale - taxe și varsăminte asimilate (ct.447)	130	114		
- alte datorii în legătura cu bugetul statului (ct.4481)	131	115		
Datoriile entității în relațiile cu entitățile afiliate (ct. 451), din care:	132	116	1.713.293	1.558.279
- datorii cu entități afiliate nerezidente 2) (din ct. 451), din care:	133	117		
- cu scadența inițială mai mare de un an	134	118		
- datorii comerciale cu entitățile afiliate nerezidente indiferent de scadență (din ct. 451)	135	118a (310)		
Sume datorate acționarilor / asociaților (ct.455), din care:	136	119		
- sume datorate acționarilor / asociaților pers.fizice	137	120		
- sume datorate acționarilor / asociaților pers.juridice	138	121		

Alte datorii (ct. 269 + 453 + 456 + 457 + 4581 + 4661 + 462 + 472 + 473 + 478 + 509), din care:	139	122	183.566	137.967		
-decontari privind interesele de participare , decontari cu actionarii /asociatii privind capitalul, decontari din operatii in participatie (ct.453+456+457+4581)	140	123				
-alte datorii in legatura cu persoanele fizice si persoanele juridice, altele decat datoriile in legatura cu institutiile publice (institutiile statului) 3) (din ct.462+4661+din ct.472+din ct.473)	141	124	183.566	137.967		
- subventii nereluatare la venituri (din ct. 472)	142	125				
- varsaminte de efectuat pentru imobilizari financiare si investitii pe termen scurt (ct.269+509)	143	126				
- venituri în avans aferente activelor primite prin transfer de la clienti (ct. 478)	144	127				
Dobânzi de plătit (ct. 5186), din care:	145	128		508		
- către nerezidenți	146	128a (311)				
Dobânzi de plătit către nerezidenți (din ct. 4518 + din ct. 4538)	147	128b (314)				
Valoarea împrumuturilor primite de la operatorii economici ****)	148	129				
Capital subscris vărsat (ct. 1012), din care:	149	130	802.394	3.209.576		
- acțiuni cotate 4)	150	131				
- acțiuni necotate 5)	151	132				
- părți sociale	152	133	802.394	3.209.576		
- capital subscris varsat de nerezidenti (din ct. 1012)	153	134				
Brevete si licente (din ct.205)	154	135	2.194	2.194		
IX. Informatii privind cheltuielile cu colaboratorii		Nr. rd.	31.12.2019	31.12.2020		
A		B	1	2		
Cheltuieli cu colaboratorii (ct. 621)	155	136		75.215		
X. Informații privind bunurile din domeniul public al statului		Nr. rd.	31.12.2019	31.12.2020		
A		B	1	2		
Valoarea bunurilor din domeniul public al statului aflate în administrare	156	137				
Valoarea bunurilor din domeniul public al statului aflate în concesiune	157	138				
Valoarea bunurilor din domeniul public al statului închiriate	158	139				
XI. Informații privind bunurile din proprietatea privată a statului supuse inventarierii cf. OMFP nr. 668/2014		Nr. rd.	31.12.2019	31.12.2020		
A		B	1	2		
Valoarea contabilă netă a bunurilor 6)	159	140				
XII. Capital social vărsat		Nr. rd.	31.12.2019		31.12.2020	
			Suma (lei)	% 7)	Suma (lei)	% 7)
A		B	Col.1	Col.2	Col.3	Col.4
Capital social vărsat (ct. 1012) 7), (rd. 142 + 145 + 149 + 150 + 151 + 152)	160	141	802.394	X	3.209.576	X

- deținut de instituții publice, (rd. 143+144)	161	142				
- deținut de instituții publice de subord. centrală	162	143				
- deținut de instituții publice de subord. locală	163	144				
- deținut de societățile cu capital de stat, din care:	164	145				
- cu capital integral de stat	165	146				
- cu capital majoritar de stat	166	147				
- cu capital minoritar de stat	167	148				
- deținut de regii autonome	168	149				
- deținut de societăți cu capital privat	169	150	58.427	7,28	30.902	0,96
- deținut de persoane fizice	170	151	743.967	92,72	3.178.674	99,04
- deținut de alte entități	171	152				
			Nr. rd.	Sume (lei)		
A			B	2019	2020	
XIII. Dividende/vărsăminte convenite bugetului de stat sau local, de repartizat din profitul exercițiului financiar de către companiile naționale, societățile naționale, societățile și regiile autonome, din care:	172	153				
- către instituții publice centrale;	173	154				
- către instituții publice locale;	174	155				
- către alți acționari la care statul/unitățile administrativ teritoriale/instituțiile publice dețin direct/indirect acțiuni sau participații indiferent de ponderea acestora.	175	156				
			Nr. rd.	Sume (lei)		
A			B	2019	2020	
XIV. Dividende/vărsăminte convenite bugetului de stat sau local și virate în perioada de raportare din profitul reportat al companiilor naționale, societăților naționale, societăților și al regiilor autonome, din care:	176	157				
- dividende/vărsăminte din profitul exercițiului financiar al anului precedent, din care virate:	177	158				
- către instituții publice centrale	178	159				
- către instituții publice locale	179	160				
- către alți acționari la care statul/ unitățile administrativ teritoriale /instituțiile publice dețin direct/indirect acțiuni sau participații indiferent de ponderea acestora.	180	161				
- dividende/vărsăminte din profitul exercițiilor financiare anterioare anului precedent, din care virate:	181	162				
- către instituții publice centrale	182	163				
- către instituții publice locale	183	164				
- către alți acționari la care statul/ unitățile administrativ teritoriale /instituțiile publice dețin direct/indirect acțiuni sau participații indiferent de ponderea acestora	184	165				
XV. Dividende distribuite acționarilor/ asociatilor din profitul reportat			Nr. rd.	Sume (lei)		
A			B	2019	2020	
Dividende distribuite acționarilor/ asociatilor în perioada de raportare din profitul reportat	185	165a (312)				

XVI. Repartizări interimare de dividende potrivit Legii nr. 163/2018		Nr. rd.	Sume (lei)	
A		B	2019	2020
- dividendele interimare repartizate 8)	186	165b (315)		
XVII. Creanțe preluate prin cesionare de la persoane juridice *****)		Nr. rd.	Sume (lei)	
A		B	31.12.2019	31.12.2020
Creanțe preluate prin cesionare de la persoane juridice (la valoarea nominală), din care:	187	166		
- creanțe preluate prin cesionare de la persoane juridice afiliate	188	167		
Creanțe preluate prin cesionare de la persoane juridice (la cost de achiziție), din care:	189	168		
- creanțe preluate prin cesionare de la persoane juridice afiliate	190	169		
XVIII. Venituri obținute din activități agricole *****)		Nr. rd.	Sume (lei)	
A		B	31.12.2019	31.12.2020
Venituri obținute din activități agricole	191	170		
XIV. Cheltuieli privind calamitățile și alte evenimente similare (ct. 6587), din care:				
- inundații	193	170b (323)		
- secetă	194	170c (324)		
- alunecări de teren	195	170d (325)		

ADMINISTRATOR,

Numele și prenumele

POPESCU VLAD-ANDREI

Semnatura _____

INTOCMIT,

Numele și prenumele

CONSTANTINESCU CARMEN-MIRELA

Calitatea

13--ALTA PERSOANA IMPUTERNICITA, POTRIVIT LEGII

Semnatura _____

Nr.de inregistrare in organismul profesional:

FORMULAR
NEVALIDAT

*) Subvenții pentru stimularea ocupării forței de muncă (transferuri de la bugetul statului către angajator) – reprezintă sumele acordate angajatorilor pentru plata absolvenților instituțiilor de învățământ, stimularea șomerilor care se încadrează în muncă înainte de expirarea perioadei de șomaj, stimularea angajatorilor care încadrează în muncă pe perioadă nedeterminată șomeri în vârstă de peste 45 ani, șomeri întreținători unici de familie sau șomeri care în termen de 3 ani de la data angajării îndeplinesc condițiile pentru a solicita pensia anticipată parțială sau de acordare a pensiei pentru limita de vârstă, ori pentru alte situații prevăzute prin legislația în vigoare privind sistemul asigurărilor pentru șomaj și stimularea ocupării forței de muncă.

**) Se va completa cu cheltuielile efectuate pentru activitatea de cercetare-dezvoltare, respectiv cercetarea fundamentală, cercetarea aplicativă, dezvoltarea tehnologică și inovarea, stabilite potrivit prevederilor Ordonanței Guvernului nr. 57/2002 privind cercetarea științifică și dezvoltarea tehnologică, aprobată cu modificări și completări prin Legea nr. 324/2003, cu modificările și completările ulterioare. Cheltuielile se vor completa conform Regulamentului de punere în aplicare (UE) nr. 995/2012 al Comisiei din 26 octombrie 2012 de stabilire a normelor de punere în aplicare a Deciziei nr. 1.608/2003/CE a Parlamentului European și a Consiliului privind producția și dezvoltarea statisticilor comunitare în domeniul științei și al tehnologiei, publicat în Jurnalul Oficial al Uniunii Europene, seria L, nr. 299/27.10.2012.

***) Se va completa cu cheltuielile efectuate pentru activitatea de inovare conform Regulamentului de punere în aplicare (UE) nr. 995/2012 al Comisiei din 26 octombrie 2012 de stabilire a normelor de punere în aplicare a Deciziei nr. 1.608/2003/CE a Parlamentului European și a Consiliului privind producția și dezvoltarea statisticilor comunitare în domeniul științei și al tehnologiei, publicat în Jurnalul Oficial al Uniunii Europene, seria L, nr. 299/27.10.2012.

****) În categoria operatorilor economici nu se cuprind entitățile reglementate și supravegheate de Banca Națională a României, respectiv Autoritatea de Supraveghere Financiară, societățile reclassificate în sectorul administrației publice și instituțiile fără scop lucrativ în serviciul gospodăriilor populației.

*****) Pentru creanțele preluate prin cesionare de la persoane juridice se vor completa atât valoarea nominală a acestora, cât și costul lor de achiziție.

Pentru statutul de 'persoane juridice afiliate' se vor avea în vedere prevederile art. 7 pct. 26 lit. c) și d) din Legea nr.227/2015 privind Codul fiscal, cu modificările și completările ulterioare.

*****) Conform art. 11 din Regulamentul Delegat (UE) nr. 639/2014 al Comisiei din 11 martie 2014 de completare a Regulamentului (UE) nr. 1307/2013 al Parlamentului European și al Consiliului de stabilire a unor norme privind plățile directe acordate fermierilor prin scheme de sprijin în cadrul politicii agricole comune și de modificare a anexei X la regulamentul menționat, '(1) ... veniturile obținute din activitățile agricole sunt veniturile care au fost obținute din un fermier din activitatea sa agricolă în sensul articolului 4 alineatul (1) litera (c) din regulamentul menționat (R (UE) 1307/2013), în cadrul exploatației sale, inclusiv sprijinul din partea Uniunii din Fondul european de garantare agricolă (FEGA) și din Fondul european agricol pentru dezvoltare rurală (FEADR), precum și orice ajutor național acordat pentru activități agricole, cu excepția plăților directe naționale complementare în temeiul articolelor 18 și 19 din Regulamentul (UE) nr. 1307/2013.

Veniturile obținute din prelucrarea produselor agricole în sensul articolului 4 alineatul (1) litera (d) din Regulamentul (UE) nr. 1307/2013 ale exploatației sunt considerate venituri din activități agricole cu condiția ca produsele prelucrate să rămână proprietatea fermierului și ca o astfel de prelucrare să aibă ca rezultat un alt produs agricol în sensul articolului 4 alineatul (1) litera (d) din Regulamentul (UE) nr. 1307/2013.

Orice alte venituri sunt considerate venituri din activități neagricole.

(2) În sensul alineatului (1), 'venituri' înseamnă veniturile brute, înaintea deducerii costurilor și impozitelor aferente. ...!.

1) Se vor include chirii plătite pentru terenuri ocupate (culturi agricole, pășuni, fânețe etc.) și aferente spațiilor comerciale (terase etc.) aparținând proprietarilor privați sau unor unități ale administrației publice, inclusiv chirii pentru folosirea luciului de apă în scop recreativ sau în alte scopuri (pescuit etc.).

2) Valoarea înscrisă la rândul 'datorii cu entități afiliate nerezidente (din ct.451), din care:' NU se calculează prin însumarea valorilor de la rândurile „cu scadența inițială mai mare de un an” și 'datorii comerciale cu entități afiliate nerezidente indiferent de scadență (din ct.451)'.

3) În categoria 'Alte datorii în legătură cu persoanele fizice și persoanele juridice, altele decât datoriile în legătură cu instituțiile publice (instituțiile statului)' nu se vor înscrie subvențiile aferente veniturilor existente în soldul contului 472.

4) Titluri de valoare care conferă drepturi de proprietate asupra societăților, care sunt negociabile și tranzacționate, potrivit legii.

5) Titluri de valoare care conferă drepturi de proprietate asupra societăților, care nu sunt tranzacționate.

6) Se va completa de către operatorii economici cărora le sunt incidente prevederile Ordinului ministrului finanțelor publice și al ministrului delegat pentru buget nr. 668/2014 pentru aprobarea Precizărilor privind întocmirea și actualizarea inventarului centralizat al bunurilor imobile proprietate privată a statului și a drepturilor reale supuse inventarierii, cu modificările și completările ulterioare.

7) La secțiunea 'XII Capital social vărsat' la rd. 161 - 171 în col. 2 și col. 4 entitățile vor înscrie procentul corespunzător capitalului social deținut în totalul capitalului social vărsat înscris la rd. 160.

8) La acest rând se cuprind dividendele repartizate potrivit Legii nr. 163/2018 pentru modificarea și completarea Legii contabilității nr. 82/1991, modificarea și completarea Legii societăților nr. 31/1990, precum și modificarea Legii nr. 1/2005 privind organizarea și funcționarea cooperăției.

SITUATIA ACTIVELOR IMOBILIZATE
la data de 31.12.2020

Cod 40

- lei -

Elemente de imobilizari	Nr. rd.	Valori brute				
		Sold initial	Cresteri	Reduceri		Sold final (col.5=1+2-3)
				Total	Din care: dezmembrari si casari	
A	B	1	2	3	4	5
I.Imobilizari necorporale						
Cheltuieli de constituire si cheltuieli de dezvoltare	01				X	
Alte imobilizari	02	2.194	1.801		X	3.995
Avansuri acordate pentru imobilizari necorporale	03				X	
Active necorporale de explorare si evaluare a resurselor minerale	04				X	
TOTAL (rd. 01 la 04)	05	2.194	1.801		X	3.995
II.Imobilizari corporale						
Terenuri	06				X	
Constructii	07		335.573			335.573
Instalatii tehnice si masini	08	666.514	914.071	324.565		1.256.020
Alte instalatii , utilaje si mobilier	09	200.950	75.100	5.977		270.073
Investitii imobiliare	10					
Active corporale de explorare si evaluare a resurselor minerale	11					
Active biologice productive	12					
Imobilizari corporale in curs de executie	13	321.251	397.902	335.573		383.580
Investitii imobiliare in curs de executie	14					
Avansuri acordate pentru imobilizari corporale	15					
TOTAL (rd. 06 la 15)	16	1.188.715	1.722.646	666.115		2.245.246
III.Imobilizari financiare	17	98.201	17.059	26.599	X	88.661
ACTIVE IMOBILIZATE - TOTAL (rd.05+16+17)	18	1.289.110	1.741.506	692.714		2.337.902

SITUATIA AMORTIZARII ACTIVELOR IMOBILIZATE

- lei -

Elemente de immobilizari	Nr. rd.	Sold initial	Amortizare in cursul anului	Amortizare aferenta immobilizarilor scoase din evidenta	Amortizare la sfarsitul anului (col.9=6+7-8)
A	B	6	7	8	9
I.Imobilizari necorporale					
Cheltuieli de constituire si cheltuieli de dezvoltare	19				
Alte immobilizari	20	2.194	1.055		3.249
Active necorporale de explorare si evaluare a resurselor minerale	21				
TOTAL (rd.19+20+21)	22	2.194	1.055		3.249
II.Imobilizari corporale					
Terenuri	23				
Constructii	24				
Instalatii tehnice si masini	25	367.390	237.320	34.734	569.976
Alte instalatii ,utilaje si mobilier	26	11.092	27.798	3.985	34.905
Investitii imobiliare	27				
Active corporale de explorare si evaluare a resurselor minerale	28				
Active biologice productive	29				
TOTAL (rd.23 la 29)	30	378.482	265.118	38.719	604.881
AMORTIZARI - TOTAL (rd.22 +30)	31	380.676	266.173	38.719	608.130

SITUATIA AJUSTARILOR PENTRU DEPRECIERE

- lei -

Elemente de imobilizari	Nr. rd.	Sold initial	Ajustari constituite in cursul anului	Ajustari reluate la venituri	Sold final (col. 13=10+11-12)
A	B	10	11	12	13
I.Imobilizari necorporale					
Cheltuieli de constituire si cheltuieli de dezvoltare	32				
Alte imobilizari	33				
Active necorporale de explorare si evaluare a resurselor minerale	34				
TOTAL (rd.32 la 34)	35				
II.Imobilizari corporale					
Terenuri	36				
Constructii	37				
Instalatii tehnice si masini	38				
Alte instalatii, utilaje si mobilier	39				
Investitii imobiliare	40				
Active corporale de explorare si evaluare a resurselor minerale	41				
Active biologice productive	42				
Imobilizari corporale in curs de executie	43				
Investitii imobiliare in curs de executie	44				
TOTAL (rd. 36 la 44)	45				
III.Imobilizari financiare	46				
AJUSTARI PENTRU DEPRECIERE - TOTAL (rd.35+45+46)	47				

ADMINISTRATOR,

INTOCMIT,

Numele si prenumele

POPESCU VLAD-ANDREI

Numele si prenumele

CONSTANTINESCU CARMEN-MIRELA

Semnătura _____

Calitatea

13--ALTA PERSOANA IMPUTERNICITA, POTRIVIT LEGII

Semnătura _____

Nr.de inregistrare in organismul profesional:

FORMULAR
NEVALIDAT

ATENȚIE !

Conform prevederilor pct. 1.11 alin 4 din Anexa nr. 1 la OMF nr.58/ 14.01.2021, "în vederea depunerii situațiilor financiare anuale aferente exercitiului financiar 2020 în format hârtie și în format electronic sau numai în formă electronică, semnate cu certificat digital calificat, fisierul cu extensia zip va conține și prima pagină din situațiile financiare anuale listată cu ajutorul programului de asistență elaborat de Ministerul Finanțelor Publice, semnată și scanată alb-negru, lizibil".

Prevederi referitoare la obligațiile operatorilor economici cu privire la întocmirea raportărilor anuale prevăzute de legea contabilității

A. Întocmire raportări anuale

1. Situații financiare anuale, potrivit art. 28 alin. (1) din legea contabilității:

- termen de depunere –150 de zile de la încheierea exercițiului financiar;

2. Raportări contabile anuale, potrivit art. 37 din legea contabilității:

- termen de depunere –150 de zile de la încheierea exercițiului financiar, respectiv a anului calendaristic;
- entități care depun raportări contabile anuale:
 - entitățile care aplică Reglementările contabile conforme cu Standardele Internaționale de Raportare Financiară, aprobate prin OMFP nr. 2.844/2016, cu modificările și completările ulterioare;
 - entitățile care au optat pentru un exercițiu financiar diferit de anul calendaristic;
 - subunitățile deschise în România de societăți rezidente în state aparținând Spațiului Economic European;
 - persoanele juridice aflate în lichidare, potrivit legii – în termen de 90 de zile de la încheierea anului calendaristic.

Depun situații financiare anuale și raportări contabile anuale:

- entitățile care aplică Reglementările contabile conforme cu Standardele Internaționale de Raportare Financiară, aprobate prin OMFP nr. 2.844/2016, cu modificările și completările ulterioare; și
- entitățile care au optat pentru un exercițiu financiar diferit de anul calendaristic.

3. Declarație de inactivitate, potrivit art. 36 alin. (2) din legea contabilității, depusă de entitățile care nu au desfășurat activitate de la constituire până la sfârșitul exercițiului financiar de raportare:

- termen de depunere – 60 de zile de la încheierea exercițiului financiar

B. Corectarea de erori cuprinse în situațiile financiare anuale și raportările contabile anuale – se poate efectua doar în condițiile Procedurii de corectare a erorilor cuprinse în situațiile financiare anuale și raportările contabile anuale depuse de operatorii economici și persoanele juridice fără scop patrimonial, aprobată prin OMFP nr. 450/2016, cu modificările și completările ulterioare.

Erorile contabile, așa cum sunt definite de reglementările contabile aplicabile, se corectează potrivit reglementărilor respective. Ca urmare, în cazul corectării acestora, nu poate fi depus un alt set de situații financiare anuale/raportări contabile anuale corectate.

C. Modalitatea de raportare în cazul revenirii la anul calendaristic, ulterior alegerii unui exercițiu financiar diferit de anul calendaristic, potrivit art. 27 din legea contabilității

Ori de câte ori entitatea își alege un exercițiu financiar diferit de anul calendaristic, se aplică prevederile art. VI alin. (1) - (6) din OMFP nr. 4.160/2015 privind modificarea și completarea unor reglementări contabile.

În cazul revenirii la anul calendaristic, legea contabilității nu prevede depunerea vreunei înștiințări în acest sens.

Potrivit prevederilor art. VI alin. (7) din ordinul menționat, în cazul în care entitatea își modifică data aleasă pentru întocmirea de situații financiare anuale astfel încât exercițiul financiar de raportare redevine anul calendaristic, soldurile bilanțiere raportate începând cu următorul exercițiu financiar ¹⁾ încheiat se referă la data de 1 ianuarie, respectiv 31 decembrie, iar rulajele conturilor de venituri și cheltuieli corespund exercițiului financiar curent ²⁾, respectiv exercițiului financiar precedent celui de raportare.

De exemplu, dacă o societate care a avut exercițiul financiar diferit de anul calendaristic, optează să revină la anul calendaristic începând cu 01 ianuarie 2021, aceasta întocmește raportări contabile după cum urmează:

- pentru 31 decembrie 2020 – raportări contabile anuale;
- pentru 31 decembrie 2021 – situații financiare anuale.

D. Contabilizarea sumelor primite de la acționari/ asociați – se efectuează în contul 455 ³⁾ „Sume datorate acționarilor/asociaților”.

În cazul în care împrumuturile sunt primite de la entități afiliate, contravaloarea acestora se înregistrează în contul 451 „Decontări între entitățile afiliate”.

1) Acesta se referă la primul exercițiu financiar pentru care situațiile financiare anuale se reîntocmesc la nivelul unui an calendaristic.

2) Acesta reprezintă primul exercițiu financiar care redevine an calendaristic.

Astfel, potrivit exemplului prezentat mai sus, soldurile bilanțiere cuprinse în situațiile financiare anuale încheiate la data de 31 decembrie 2021 se referă la data de 1 ianuarie 2021, respectiv 31 decembrie 2021, iar rulajele conturilor de venituri și cheltuieli corespund exercițiului financiar curent (2021), respectiv exercițiului financiar precedent celui de raportare (2020).

3) A se vedea, în acest sens, prevederile pct. 349 din reglementările contabile, potrivit cărora sumele depuse sau lăsate temporar de către acționari/asociați la dispoziția entității, precum și dobânzile aferente, calculate în condițiile legii, se înregistrează în contabilitate în conturi distincte (contul 4551 „Acționari/ asociați - conturi curente”, respectiv contul 4558 „Acționari/ asociați - dobânzi la conturi curente”).

Solduri / Rulaje de preluat din balanta contabila in formularele F10 si F20 col.2 (an curent)

Atentie ! Selectati mai întâi tipul entității (mari si mijlocii/ mici/ micro) !

Conturi entitati mici

1011 SC(+).F10S.R31

OK

1	(ultimul rand sau nr.cr. rand necompletat)	
Nr.cr.	Cont	Suma
1		

-

+ Salt

Nota 1 - Active Imobilizate

31.12.2020

Variatia valorii brute, a amortizarii si a valorii contabila nete in crusul exercitiului financiar incheiat la 31.12.2020 pe fiecare categorie de active imobilizate, se prezinta dupa cum urmeaza:

Active imobilizate - cost

Denumirea elementului de imobilizare	Valoarea bruta			
	sold la 01.01.2020	Cresteri	Cedari, transferuri si alte reduceri	sold la 31.12.2020
Imobilizari necorporale	0	0	0	0
Cheltuieli de constituire si cheltuieli de dezvoltare	0	0	0	0
Alte imobilizari	2194	1801	0	3995
Avansuri si imobilizari necorporale in curs	0	0	0	0
Active necorporale de explorare si evaluare a resurselor minerale	0	0	0	0
TOTAL	2194	1801	0	3995
Imobilizari corporale	0	0	0	0
Terenuri	0	0	0	0
Constructii	0	335573	0	335573
Instalatii tehnice si masini	666514	914071	324565	1256020
Alte instalatii, utilaje si mobilier	200950	75100	5977	270073
Investitii imobiliare	0	0	0	0
Active corporale de explorare si evaluare a resurselor minerale	0	0	0	0
Active biologice productive	0	0	0	0
Imobilizari corporale in curs de executie	321251	397902	335573	383580
Investitii imobiliare in curs de executie	0	0	0	0
Avansuri si imobilizari corporale in curs	0	0	0	0
TOTAL	1188715	1722646	666115	2245246
Imobilizari financiare	98201	17059	26599	88661
ACTIVE IMOBILIZATE - TOTAL	1289110	1741506	692714	2337902

Active imobilizate - amortizari in cursul anului 2020

Denumirea elementului de imobilizare	Valoarea bruta			
	sold la 01.01.2020	Ajustari inregistrate in cursul exercitiului financiar	Reduceri sau reluari	sold la 31.12.2020
Imobilizari necorporale	0	0	0	0
Cheltuieli de constituire si cheltuieli de dezvoltare	0	0	0	0
Alte imobilizari	2194	1055	0	3249
Active necorporale de explorare si evaluare a resurselor minerale	0	0	0	0
TOTAL	2194	1055	0	3249
Imobilizari corporale	0	0	0	0
Terenuri	0	0	0	0
Constructii	0	0	0	0
Instalatii tehnice si masini	367390	237320	34734	569976
Alte instalatii, utilaje si mobilier	11092	27798	3985	34905
Investitii imobiliare	0	0	0	0

Active corporale de explorare si evaluare a resurselor minerale	0	0	0	0
Active biologice productive	0	0	0	0
TOTAL	378482	265118	38719	604881
AMORTIZARI - TOTAL	380676	266173	38719	608130

Active imobilizate - ajustari de valoare in anul 2020

Denumirea elementului de imobilizare	Valoarea bruta			
	sold la 01.01.2020	Ajustari inregistrate in cursul exercitiului financiar	Reduceri sau reluari	sold la 31.12.2020
Imobilizari necorporale	0	0	0	0
Cheltuieli de constituire si cheltuieli de dezvoltare	0	0	0	0
Alte imobilizari	0	0	0	0
Avansuri si imobilizari necorporale in curs	0	0	0	0
TOTAL	0	0	0	0
Imobilizari corporale	0	0	0	0
Terenuri	0	0	0	0
Constructii	0	0	0	0
Instalatii tehnice si masini	0	0	0	0
Alte instalatii, utilaje si mobilier	0	0	0	0
Investitii imobiliare	0	0	0	0
Active corporale de explorare si evaluare a resurselor minerale	0	0	0	0
Active biologice productive	0	0	0	0
Imobilizari corporale in curs de executie	0	0	0	0
Investitii imobiliare in curs de executie	0	0	0	0
TOTAL	0	0	0	0
Imobilizari financiare	0	0	0	0
AJUSTARI PENTRU DEPRECIERE - TOTAL	0	0	0	0

In cursul anului 2020 principalele intrari de mijloace fixe au fost: achizitionarea a 2 autoturisme pentru desfasurarea activitatii pe teren si a unui sistem complet automatizat de control si mentinere a temperaturii in 16 rezervoare de inox.

Administrator,
POPESCU VLAD-ANDREI

Intocmit,
CONSTANTINESCU CARMEN-MIRELA

Nota 2 - Provizioane pentru riscuri si cheltuieli

31.12.2020

Denumire provizionului	Nr. rd.	Sold la inceputul exercitiului financiar	Transferuri		Sold la sfarsitul exercitiului financiar
			in cont	din cont	
0		1	2	3	4 = 1+2-3
I. PROVIZIOANE PENTRU RISCURI SI CHELTUIELI (rd.2-6)	1	0	0	0	0
Provizioane pentru litigii (ct.1511)	2	0	0	0	0
Provizioane pentru garantii acordate clientilor (ct.1512)	3	0	0	0	0
Provizioane pentru dezafectare imobilizari corporale si alte actiuni similare (ct.1513)	4	0	0	0	0
Provizioane pentru restructurare (ct.1514)	5	0	0	0	0
Alte provizioane pentru riscuri si cheltuieli (ct.1518)	6	0	0	0	0
II. PROVIZIOANE PENTRU DEPRECIEREA STOCURILOR SI PRODUCTIEI ÎN CURS DE EXEC.	7	0	0	0	0
Materii prime (ct.391)	8	0	0	0	0
Materiale (ct.392)	9	0	0	0	0
Productie în curs de executie (ct.393)	10	0	0	0	0
Produse (ct.394)	11	0	0	0	0
Stocuri aflate la terti (ct.395)	12	0	0	0	0
Animale (ct.396)	13	0	0	0	0
Marfuri (ct.397)	14	0	0	0	0
Ambalaje (ct.398)	15	0	0	0	0
III. PROVIZIOANE PENTRU DEPRECIEREA CREANTELOR	16	0	360 354	0	360 354
Cienti (ct.491)	17	0	349 825	0	349 825
Decontari în cadrul grupului si cu asociatii (ct.495)	18	0	0	0	0
Debitori diversi (ct.496)	19	0	10 529	0	10 529
IV. PROVIZIOANE PENTRU DEPRECIEREA CONTURILOR DE TREZORERIE	20	0	0	0	0
Provizioane pentru deprecierea investitiilor financiare la societati din cadrul grupului (ct.591)	21	0	0	0	0
Alte provizioane pentru conturi de trezorerie (ct.592+595+596+598)	22	0	0	0	0
TOTAL GENERAL (rd.01+07+16+20)	23	0	360 354	0	360 354

S-au creat ajustari de valoare in procent de 30% din creantele mai vechi de 360 de zile, in suma de 360.354 RON.

Administrator,

Numele si prenumele :	POPESCU VLAD-ANDREI
-----------------------	---------------------

Intocmit,

Numele si prenumele :	CONSTANTINESCU CARMEN-MIRELA
Calitatea :	13--ALTA PERSOANA IMPUTERNICITA POTRIVIT LEGII
Nr.de inregistrare in organismul profesional :	-

Semnatura _____

Semnatura _____

Stampila unitatii

NOTA - EVENIMENTE ULTERIOARE 31.12.2020

Se prezinta:

- Majorarea capitalului social in scopul asigurarii surselor de finantare necesare pentru implementarea planului de dezvoltare a activitatii, achizitia de noi mijloace de productie si imbunatatirea fluxului liniei de productie existente si asigurarea materiei prime pentru sezonul toamna 2021. La momentul actual, in contul BRD s-a strans suma de 6.969.133,77 RON iar in urma plasamentului privat din Faza 2 a Majorarii de Capital Social cu aport in numerar, suma totala rezultata va fi de 7.200.000 RON.
- Rescudentarea creantelor: Din cauza anului secetos 2020, clientii s-au aflat in incapacitate de plata la termenele stabilite initial si s-au intocmit la momentul respective acte aditionale de esalonare a platilor pana in vara si toamna 2021. Totalul sumelor este de 3.056.213,15 RON, din care la momentul actual s-a incasat deja o prima transa de 505.489,68 RON.
- Modificari stocuri: In vara anului 2020 s-a efectuat transferul gestiunii la un singur program de contabilitate, in urma caruia s-a constatat o diferenta valorica de marfuri in suma de 2.526.608 lei. Aceasta suma s-a corectat la situatiile financiare 31.12.2020. In scopul prevenirii unui astfel de eveniment in viitor si a oricaror erori contabile, societatea la momentul actual a angajat un Director Financiar pentru eficientizarea operatiunilor de control tehnic operativ, control financiar-preventiv si control intern de gestiune.
- Pentru buna desfasurare a activitatii, societatea a semnat un contract de servicii de organizare si tinere a contabilitatii.
- La momentul actual s-a inceput implementarea unui sistem software ERP – WIZROM pentru imbunatatirea fluxului operational intern, avand data de finalizare 01.07.2021.

Administrator,
Numele si prenumele :
POPESCU VLAD-ANDREI
Semnatura _____

Intocmit,
Numele si prenumele : CONSTANTINESCU CARMEN-MIRELA
DIRECTOR OPERATIUNI
Semnatura _____

Nota 3 - Repartizarea profitului

31.12.2020

Destinatia profitului	Nr. rd.	Suma
Profit net de repartizat:	1	5 049 715
- rezerva legala	2	302 461
- acoperirea pierderii contabile	3	0
- dividende	4	0
- alte rezerve	5	0
Profit nerepartizat	6	4 747 254

Administrator,

Numele si prenumele :

POPESCU VLAD-ANDREI

Intocmit,

Numele si prenumele :

CONSTANTINESCU CARMEN-MIRELA

Calitatea :

13--ALTA PERSOANA IMPUTERNICITA POTRIVIT LEGII

Nr.de inregistrare in organismul profesional :

-

Semnatura _____

Semnatura _____

Stampila unitatii

Nota 4 - Analiza rezultatului din exploatare

31.12.2020

Denumirea indicatorului	Nr. rd.	Exercitiu financiar	
		Precedent	Curent
0		1	2
1. Cifra de afaceri neta	1	14 563 216	24 923 735
2. Costul bunurilor vandute si al serviciilor prestate (3 + 4 + 5)	2	9 459 890	15 663 981
3. Cheltuielile activitatii de baza	3	9 459 890	15 663 981
4. Cheltuielile activitatilor auxiliare	4	0	0
5. Cheltuielile indirecte de productie	5	0	0
6. Rezultatul brut aferent cifrei de afaceri nete (1 - 2)	6	5 103 326	9 259 754
7. Cheltuielile de desfacere	7	0	0
8. Cheltuieli generale de administratie	8	1 622 822	5 780 226
9. Alte venituri din exploatare	9	45 212	715 170
10. Rezultatul din exploatare (6 - 7 - 8 + 9)	10	3 525 716	4 194 698

La rezultatul din exploatare se va adauga si o suma in cuantum 4.937.646 RON reprezentand venituri aferente din productia in curs de executie. Totalul efectiv va fi in valoare de 9.132.344 RON.

Administrator,

Numele si prenumele :

POPESCU VLAD-ANDREI

Intocmit,

Numele si prenumele :

CONSTANTINESCU CARMEN-MIRELA

Calitatea :

13--ALTA PERSOANA IMPUTERNICITA POTRIVIT LEGII

Nr.de inregistrare in organismul profesional :

-

Semnatura _____

Semnatura _____

Stampila unitatii

Nota 5 - Situatia creantelor si datorilor

31.12.2020

Creante / Datorii	Nr. rd.	Sold la sfarsitul exercitiului financiar	Termen de lichiditate / exigibilitate		
			Sub 1 an	1-5 ani	Peste 5 ani
0		1 = 2 + 3 + 4	2	3	4
CREANTE	0	0	0	0	0
Creante din participatii sume datorate de filiale interese de participare dobanzi (ct.261,263,265)	1	39 610	39 610	0	0
Imprumuturi acordate pe termen lung si dobanzi aferente (ct.2673,2674)	2	0	0	0	0
Actiuni proprii - active imobilizate (ct.2677)	3	0	0	0	0
Alte creante imobilizate (ct.2671,2675,2676,2678,2679)	4	49 051	49 051	0	0
I. CREANTE DIN ACTIVE IMOBILIZATE- TOTAL (rd.01 la 04)	5	88 661	88 661	0	0
Furnizori debitori (ct.4092)	6	1 053 821	1 053 821	0	0
Cienti (ct.411+413+418)	7	18 501 912	14 204 787	4 297 125	0
Creante personal si asigurari sociale (ct.425+4282+431+436+437+4382)	8	299 649	299 649	0	0
Impozit pe profit (ct.441)	9	0	0	0	0
Taxa pe valoarea adaugata (ct.4424+4428)	10	182 675	182 675	0	0
Alte creante cu statul si instituti publice (ct.444,445,446,447,4482)	11	0	0	0	0
Decontari cu grupul si alte creante (ct.451)	12	3 496 402	3 496 402	0	0
Debitori diversi (ct.456+4582+461-491-495-496)	13	1 174 477	1 174 477	0	0
II. CREANTE DIN ACTIVE CIRCULANTE - TOTAL (rd. 06 la 13)	14	24 708 936	20 411 811	4 297 125	0
III. CHELTUIELI INREGISTRATE IN AVANS (ct.471)	15	18 607	18 607	0	0
TOTAL CREANTE (rd. 05+14+15)	16	24 816 204	20 519 079	4 297 125	0
DATORII	0	0	0	0	0
Imprumuturi din emisiuni de obligatiuni (ct.161)	17	11 500 000	0	11 500 000	0
Credite bancare pe termen lung (ct.1621+1623+1624+1625+1626+1627)	18	0	0	0	0
Credite bancare pe termen lung nerambursate la scadenta (ct.1622)	19	0	0	0	0
Datorii ce privesc imobiliarile financiare (ct.166)	20	0	0	0	0
Credite bancare pe termen scurt (ct.5191+5192+5193+5194+5195+5196+5197)	21	1 150 585	1 150 585	0	0
Dobanzi (ct.168+5186+5198)	22	406 688	237 638	0	0
Alte imprumuturi si datorii financiare (ct.167+509)	23	407 705	195 196	212 509	0
TOTAL DATORII FINANCIARE SI ASIMILATE (rd. 17 la 23)	24	13 464 978	1 583 419	11 712 509	0
Furnizori (ct.401+403+404+405+408)	25	3 710 484	2 675 589	1 034 895	0
Cienti creditori (ct.419)	26	242 555	242 555	0	0
Datorii cu personalul si asigurarile sociale (ct.421+423+424+425+426+427+4281+431+436+437+438)	27	969 161	969 161	0	0
Impozit pe profit (ct.441)	28	367 695	367 695	0	0
Taxa pe valoarea adaugata (ct.4423+4428)	29	25 864	25 864	0	0
Alte datorii fata de stat si institutiile publice (ct.444+445+446+447+4481)	30	174 967	174 967	0	0
Decontari cu grupul si alte conturi cu asociati (ct.451+455+457+4581+481+482)	31	1 558 279	1 558 279	0	0
Creditori diversi (ct.462+473)	32	174 123	36 156	0	0
ALTE DATORII - TOTAL (rd.25 la 32)	33	7 223 128	6 050 266	1 034 895	0
Venituri inregistrate in avans (ct.472)	34	0	0	0	0
TOTAL DATORII (rd. 24+33+34)	35	20 688 106	7 633 685	12 747 404	0

POLITICA DE RECUPERARE A CREANTELOR:

- evaluarea clientilor de către departamentul de risc, excluzand fermierii mici, fara istoric de bun platnic
- orientare spre o dispersie printr-o baza foarte larga de clienti mari din agricultura ecologica si conventională
- minimizarea riscului de finantare prin politici de risc adaptate pe linii de business
- definirea unui ansamblu de criterii de evaluare, criterii ce au în vedere o evaluare corectă a bonității clientului din punct de vedere comercial (tip partener, tip cultură, suprafață lucrată, istoric), juridic (litigii) si financiar (cifra de afaceri, număr angajati, incidente CRC, stocuri, etc.)
- finantarea sau acordarea unei limite de credit se efectuează în baza criteriilor mai sus mentionate, fiecare limită de credit fiind securizată de instrumente de garantare sau garantii suplimentare solicitate în urma analizei clientului
- monitorizarea clientilor în vederea identificării unor eventuale situatii / modificări din punct de vedere juridic si financiar, intervenite în activitatea clientului căruia i s-a acordat LC (linie de creditare).
- monitorizarea se desfășoară din momentul acordării LC până în momentul încasării debitelor
- procedura de Colectare debite este structurată pe perioade exacte care permit atât colectarea amiabilă cât si punerea în executare a garantiilor, acolo unde este cazul.
- scopul acestor activități cuprinse în procedura de risc trebuie să permită o evaluare cât mai corectă a bonității clientului la momentul solicitării finantării si a capacității de plată viitoare a acestuia, astfel încât decizia de finantare să fie luată în conditii de risc zero de nerecuperare la termen si în totalitate a finantării acordate clientului.
- notificarea echipei comerciale cu privire la data scadentelor clientilor /distribuitorilor asignati, în vederea comunicării către acestia cu minim 30 zile înainte de data scadenta.
- posibilitatea reesalonării debitului restant, la cererea clientului, cauzata de conditii extreme (calamitate totala/partială, seceta etc.) care conduc către imposibilitatea de plata a debitului la data scadenta stipulata in contract.

POLITICA DE PLATA A DATORIILOR:

- angajamentul de plata intervine în momentul unor livrări, prestatii sau în urma unor contracte de achizitii si iau act odata cu obtinerea dreptului de proprietate asupra bunurilor, lucrarilor, serviciilor si se lichideaza odata cu plata acestora.
- datoriile societății se evidentiază în contabilitate pe seama conturilor de terti iar stingerea lor se poate face prin: plata în numerar sau virament bancar, compensare.
- termenele de plata se evidentiază în baza unui scadar, conform contractelor, actelor aditionale, anexe.

Nota 6 - Principii, politici si metode contabile

31.12.2020

Nota 6

Principii, politici si metode contabile

1. Principiul continuitatii activitatii:

In perioada de situatie de urgenta decretata de catre Guvernul Romaniei, munca in teren a reprezentantilor de vanzari Norofert este ingreunata de reticenta fermierilor de a accepta intalniri fata in fata cu colegii nostri.

Vanzarile prin telefon au inlocuit intalnirile din teren iar recomandările tehnice se bazeaza pe pozele trimise de fermieri cu problemele aparute in culturi. Situatia vanzarilor se preconizeaza sa ramana stabila, comparabila cu volumele vandute in anii precedenti, asumptie bazata pe nevoia de tratament a culturilor agricole, intr-un an in care cererea de alimente in general a crescut. Activitatea de productie, distributie si vanzare a Norofert nu este afectata major de situatia exceptionala actuala, cu mentiunea ca partea logistica a distributiei poate suferi intarzieri din cauza restrictiilor de trafic impuse de autoritat.

Norofert a luat toate masurile de precautie pentru a combate raspandirea Sars-CoV19 in cadrul personalului TESA, productie si echipa de vanzari: dotarea cu manusi, masti si substante dezinfectante pentru maini si suprafete. De asemenea, se realizeaza dezinfectarea suprafetelor din birou si fabrica precum si a mijloacelor de transport detinute de companie.

2. Principiul permanentei metodelor: Au fost aplicate aceleasi reguli, metode, norme, privind evaluarea, înregistrarea si prezentarea în contabilitate a elementelor patrimoniale, asigurând comparabilitatea în timp a informatiilor contabile.

3. Principiul prudentei: Au fost luate în considerare numai profiturile recunoscute pâna la data închiderii exercitiului financiar; s-a tinut seama de toate obligatiile previzibile si pierderile potientiale si au fost facute ajustari de valoare tinând seama de toate deprecierea posibile indiferent de modul cum acestea ar fi influentat rezultatul financiar;

4. Principiul independentei exercitiului: La determinarea rezultatului s-au luat în calcul toate veniturile si cheltuielile indiferent de data încasarii sumelor, respectiv, data efectuării platilor;

5. Principiul evaluarii separate a elementelor de activ si de pasiv; au fost înregistrate toate elementele de activ si pasiv si, eventual, ulterior s-au efectuat compensari legale;

6. Principiul intangibilitatii: bilantul de deschidere corespunde cu cel de închidere;

7. Principiul necompensarii: nu s-au efectuat compensari între venituri si cheltuieli, ori între active si pasive, altele decât cele permise de lege.

La data de 31.12.2020 in cadrul conturilor bancare se afla suma de: 123.524 RON.

Politica de recuperare a creantelor:

Activitatea de recuperare creante presupune parcurgerea a trei etape:

1. CONTACTAREA DEBITORULUI: debitorul va fi contactat pentru a negocia si a stabili termene de plata insistand pe cat posibil pe varianta recuperarii amiabile

-solicitam angajamente de plata urmarind incheierea unor protocoale in situatiile in care documentele detinute nu sunt semnate, stampilate cu scopul recunoasterii la plata a documentelor aferente creantei.

2. NOTIFICAREA SCRISA ADRESATA DEBITORULUI: Vor fi transmise debitorului scrisori de instiintare asupra debitului restant, notificari ultimative prin care vor fi aduse la cunostinta debitorului actiunile juridice demarate precum si costurile aferente acestora (taxe judiciare de timbru, timbre judiciare, onorarii avocati si eventualele costuri cu executare silita).

3. PROCEDURA JUDICIARA DE RECUPERARE: Daca debitul nu poate fi recuperat pe cale amiabila in termen de 30 de zile de la demararea activitatilor de recuperare de catre societatea noastra.

Odata cu exercitiul 2020 s-a schimbat metoda de evaluare a productiei finite din cost standard in cost efectiv. Se mentine in continuare metoda de descarcare folosita ca si pana acum - FIFO (first in, first out - primul intrat, primul iesit).

Administrator,

Numele si prenumele :	
	POPESCU VLAD-ANDREI

Intocmit,

Numele si prenumele :	CONSTANTINESCU CARMEN-MIRELA
Calitatea :	13--ALTA PERSOANA IMPUTERNICITA POTRIVIT LEGII
Nr.de inregistrare in organismul profesional :	-

Semnatura _____

Semnatura _____

Stampila unitatii

Nota 7 - Participatii si surse de finantare

31.12.2020

Nota 7

Participatii si surse de finantare

Se vor prezenta urmatoarele informatii:

a) se mentioneaza existenta oricaror certificate de participare, valori mobiliare, obligatiuni convertibile, cu prezentarea informatiilor cerute in Subsectiunea 8.2;

b) capitalul social subscris/patrimoniul entitatii;

Capitalul social subscris este in valoare de 3.209.576.00 RON si cu un total de 8.023.940 de actiuni - pentru o valoare nominala pe actiune de 0,40 RON. Actiunile sunt detinute de un numar de 1526 de investitori.

c) obligatiuni emise:

- tipul obligatiunilor emise; Obligatiuni corporative

- valoarea emisa si suma primita pentru fiecare tip de obligatiuni; Valoarea totala: 11.500.000 lei

- obligatiuni emise de entitate, detinute de o persoana nominalizata sau imputernicita de aceasta:

- valoarea nominala; 100 RON

- numar de obligatiuni emise: 115.000 buc

- dobanda anuala: 8,5% - platibila de 2 ori pe an.

- data maturitate: 27.01.2025

d) credite accesate:

IMM Invest - 1.300.000 RON

Credit de rulaj - 2.900.000 RON

Administrator,

Numele si prenumele :

POPESCU VLAD-ANDREI

Intocmit,

Numele si prenumele :

CONSTANTINESCU CARMEN-MIRELA

Calitatea :

13--ALTA PERSOANA IMPUTERNICITA POTRIVIT LEGII

Nr.de inregistrare in organismul profesional :

-

Semnatura _____

Semnatura _____

Stampila unitatii

Nota 8 - Informatii privind salariatii si membrii organelor de administratie si conducere

31.12.2020

Nota 8

Informatii privind salariatii si membrii organelor de administratie, conducere si de supraveghere

Se vor face mentiuni cu privire la:

a) indemnizatiile acordate membrilor organelor de administratie, conducere si de supraveghere;

- Contract De Mandat Musat Iuliana: 24000 RON

- Contract De Mandat Vlad Popescu: 16000lei RON

b) obligatiile contractuale cu privire la plata pensiilor catre fostii membri ai organelor de administratie, conducere si supraveghere, indicandu-se valoarea totala a angajamentelor pentru fiecare categorie. 0

c) valoarea avansurilor si a creditelor acordate membrilor organelor de administratie, conducere si de supraveghere in timpul exercitiului;

Avansuri Vlad-Andrei Popescu: 186041 RON - la data curenta a raportului suma este restituita integral.

461.Vlad-Andrei Popescu: 22.750 RON

d) salariati:

- numar mediu, cu defalcarea pe fiecare categorie; 32

- salarii platite sau de platit, aferente exercitiului; 3.456.618 RON (salarii platite) ; 156.775 RON (salarii de platit)

- cheltuieli cu asigurarile sociale 82.995 RON

- alte cheltuieli cu contributiile pentru pensii.

e) Societatea a beneficiat de reesalonare la plata datoriilor privind impozitele si taxele pe salariu conform OUG 181/2020.

Administrator,

Numele si prenumele :	
	POPESCU VLAD-ANDREI

Intocmit,

Numele si prenumele :	CONSTANTINESCU CARMEN-MIRELA
Calitatea :	13--ALTA PERSOANA IMPUTERNICITA POTRIVIT LEGII
Nr.de inregistrare in organismul profesional :	-

Semnatura _____

Semnatura _____

Stampila unitatii

Nota 9 - Indicatori economico-financiar

31.12.2020

Denumirea indicatorului	Nr. rd.	Suma
1. Indicatori de lichiditate	0	0.00
a) Indicatorul lichiditatii curente	1	1.79
b) Indicatorul lichiditatii imediate	2	1.23
2. Indicatori de risc:	0	0.00
a) Indicatorul gradului de indatorare	3	11.39
b) Indicatorul privind acoperirea dobanzilor	4	2.48
3. Indicatori de activitate (indicatori de gestiune)	0	0.00
a) Viteza de rotatie a stocurilor (rulajul stocurilor)	5	0.50
b) Viteza de rotatie a stocurilor (numar de zile de stocare)	6	715.48
c) Viteza de rotatie a debitelor-clienti	7	302.00
d) Viteza de rotatie a creditelor-furnizor	8	77.16
e) Viteza de rotatie a activelor imobilizate	9	14.83
f) Viteza de rotatie a activelor totale	10	0.69
4. Indicatori de profitabilitate	0	0.00
a) Rentabilitatea capitalului angajat	11	0.56
b) Marja bruta din vanzari	12	23.82

Administrator,

Numele si prenumele :

POPESCU VLAD-ANDREI

Intocmit,

Numele si prenumele :

CONSTANTINESCU CARMEN-MIRELA

Calitatea :

13--ALTA PERSOANA IMPUTERNICITA POTRIVIT LEGII

Nr.de inregistrare in organismul profesional :

-

Semnatura _____

Semnatura _____

Stampila unitatii

Nota 10 - Alte informatii

31.12.2020

Nota 10
Alte informatii

Se prezinta:

- a) Informatii cu privire la prezentarea entitatii raportoare, potrivit Subsectiunii 8.2. Compania Norofert a fost fondata in anul 2000 de catre Florin Popescu, si pana astazi a ramas o afacere de familie, condusa in prezent de fiul acestuia, Vlad Popescu. Norofert produce ingrasaminte organice, produse fitosanitare organice, cum ar fi insecticide si fungicide, tratamente pentru seminte si tratamente foliare. De asemenea, Norofert are capacitatea de a dezvolta si produce ingrasaminte organice personalizate conform nevoilor specifice recoltelor, luand in considerare solul, conditiile.
- b) Informatii privind relatii entitatii cu filiale, entitatile asociate sau cu alte entitati in care se detin participatii, cerute potrivit Subsectiunii 8.2. Activitatea companiilor este impartita in 4 entitati, cu Norofert SA fiind societatea-mama. Norofert Organics si Norofert Fitofarma sunt societati cu raspundere limitata (SRL), in care Norofert SA detine o participatie de 99% iar Vlad Popescu, CEO si Presedinte al Consiliului de Administratie, 1%. Norofert USA, LLC, este o companie cu raspundere limitata din Ohio, infiintata in aprilie 2020 ca parte a strategiei Norofert de extindere in SUA. Structura actionariatului Norofert SUA, LLC, este aceeași ca și în cazul celorlalte doua companii (Norofert SA detine o participatie de 99% iar Vlad Popescu, 1%). Norofert USA, LLC nu a desfasurat nicio activitate în 2020. Costurile asociate cu infiintarea si intretinerea companiei sunt sustinute de Norofert SA, iar aceste costuri se regasesc ca imprumut acordat NRF SUA. Norofert SA detine 5% cota titluri de participare pentru firma Greenwich Technologies SRL. Aceasta s-a infiintat in ianuarie 2020 nu a avut activitate, in prezent este in curs de inchidere.
- c) Informatii referitoare la impozitul pe profit:
- proportia in care impozitul pe profit afecteaza rezultatul din activitatea curenta si rezultatul din activitatea extraordinara;
 - reconcilierea dintre rezultatul exercitiului si rezultatul fiscal, asa cum este prezentat in declaratia de impozit;
 - masura in care calcularea profitului sau pierderii exercitiului financiar a fost afectata de o evaluare a elementelor care, prin derogare de la principiile contabile generale si regulile contabile de evaluare, a fost efectuata in exercitiul financiar curent sau intr-un exercitiu financiar precedent in vederea obtinerii de facilitati fiscale;
 - plata impozitului pe profit a fost esalonata conform OUG 181/2020 privind esalonarea simplificata a platilor pe timp de pandemie.
- d) Cifra de afaceri: 24.923.735 RON
- e) Atunci cand evenimentele ulterioare datei bilanțului au o asemenea importanta incat reprezentarea lor ar putea afecta capacitatea utilizatorilor situatiilor financiare de a face evaluari si de a lua decizii corecte, o entitate trebuie sa prezinte urmatoarele informatii pentru fiecare categorie semnificativa de astfel de evenimente:
- Achizitionare ferma in cursul anului 2021 cu un impact estimat de 5.750.000 RON
 - Ajustari de efectuat in contabilitate, o estimare a efectului nu poate sa fie facuta la acest moment.
- f) Explicatii despre valoarea si natura:
- veniturilor si cheltuielilor extraordinare; 0
 - veniturilor si cheltuielilor inregistrate in avans, Nu avem venituri in avans, ci doar cheltuieli in avans, in suma de 18606.79 lei, Acestea sunt cheltuieli pentru RCA, programe de facturare, roviniete, chirie, in situatia in care acestea sunt semnificative.
- g) Ratele achitate in cadrul unui contract de leasing. 16.802 RON
- h) In cazul unui leasing financiar, locatarul va prezenta urmatoarele informatii:
- o descriere generala a contractelor semnificative de leasing; Avem contracte de leasing de la Rci Leasing (4 auto), Unicredit Leasing (2 ato), Idea Leasing (4 auto) si OTP Leasing (2 auto) pentru masini auto si echipament Sistem complet automatizat de control si mentinere a temperaturii in 16 rezervoare de inox
 - dobanda de incasat aferenta perioadelor viitoare.
- In cazul unui leasing financiar, locatarul va evidentia urmatoarele:
- o descriere generala a contractelor importante de leasing, incluzand, dar fara a se limita la, urmatoarele:
 - existenta si conditiile optiunilor de reinnoire sau cumparare;
 - restrictiile impuse prin contractele de leasing, cum ar fi cele referitoare la datorii suplimentare si alte operatiuni de leasing.
 - dobanda de platit aferenta perioadelor viitoare
- i) Onorariile platite auditorilor/cenzorilor si onorariile platite pentru alte servicii de certificare, servicii de consultanta fiscala si alte servicii decat cele de audit.
- j) Efectele comerciale scontate neajunse la scadenta.
- k) Atunci cand suma de rambursat pentru datorii este mai mare decat suma primita, diferenta se prezinta in notele explicative.
- l) Datoriile probabile si angajamentele acordate.
- m) Angajamentele sub forma garantilor de orice fel trebuie, in cazul in care nu exista obligatia de a le prezenta ca datorii, sa fie in mod clar prezentate in notele explicative, si trebuie facuta distinctie intre diferitele tipuri de garantii recunoscute de legislatia nationala. De asemenea, trebuie facuta o prezentare separata a oricarei garantii valorice care a fost prevazuta. Angajamentele de acest tip care exista in relatie cu entitatile afiliate trebuie prezentate distinct. Societatea are garantii gajate in valoare de 49051.50 RON, din care dintre care suma de 2.149,21 RON reprezentand un sold din 2010, 2.214,55 RON catre Metropolitan Developments, 809,64 RON catre GNB IMOB Export Business, 1.829 RON catre Apiveritas SRL, 16949.10 RON catre Massaci Mariana Isi 25.000 RON catre OMV Petrom Marketing, 100 RON catre Compania de Apa Targoviste. Totodata, NOROFERT SA a garantat pentru NOROFERT ORGANICS sa plateasca toate sumele datorate de catre utilizator in legatura cu contractul de leasing 14314N care ajung la scadenta si nu sunt platite, pana la concurenta sumei de 21.184,80 EURO+TVA, la care se adauga orice alte costuri suportate de finantator in legatura cu contractul de leasing. Pentru aceasta, NOROFERT SA a incheiat un contract de garantie cu OTP LEASING ROMANIA IFN SA la data de 26.09.2019.
- n) Daca un activ sau o datorie are legatura cu mai mult de un element din formatul de bilanț, relatia sa cu alte elemente trebuie prezentata in notele explicative, daca o asemenea prezentare este esentiala pentru intelegerea situatiilor financiare anuale.
- o) Orice detalieri a elementelor din situatiile financiare anuale, atunci cand aceste elemente sunt semnificative si sunt relevante utilizatorii situatiilor financiare. Tranzatii intragrup:
- 4511.NOROFERT FITOFARMA - RULAJ CREDITOR 46.195,38 - IMPRUMUTURI INTRAGRUP
 4111.NOROFERT FITOFARMA - RULAJ DEBITOR 480.040,52 - VANZARI INPUTURI AGRICOLE/MATERII PRIME
 4111.NOROFERT FITOFARMA - RULAJ CREDITOR 760.050 - INCASARI DE LA NOROFERT FITOFARMA SRL
 401.NOROFERT FITOFARMA - RULAJ CREDITOR 1.409.634,48 - ACHIZITIE INPUTURI AGRICOLE SI MICROAMBALATE - LINIA HOBBY GARDENING
 401.NOROFERT FITOFARMA - RULAJ DEBITOR 1.378.948,30 - PLATI CATRE NOROFERT FITOFARMA SRL
 261.NOROFERT FITOFARMA - SOLD DEBITOR 19.800 - PARTI SOCIALE DETINUTE
 4511.NOROFERT ORGANICS - SOLD DEBITOR 1.140.206,75 - IMPRUMUTURI INTRAGRUP
 461.NOROFERT ORGANICS - RULAJ DEBITOR 1.026,17 - PLATA IN NUMELE NOROFERT ORGANICS
 4111.NOROFERT ORGANICS - RULAJ CREDITOR 565.248,50 - INCASARI DE LA NOROFERT ORGANICS SRL
 401.NOROFERT ORGANICS - RULAJ CREDITOR 214.931,94 - INCHIRIERE AUTO
 401.NOROFERT ORGANICS - RULAJ DEBITOR 411.631,94 - PLATI CATRE NOROFERT ORGANICS
 418.NOROFERT ORGANICS - SOLD DEBITOR 75.236 - VANZARI MATERII PRIME
 261.NOROFERT ORGANICS - SOLD DEBITOR 19.800 - PARTI SOCIALE DETINUTE
 401.CORNERSTONE COMMUNICATIONS - SOLD CREDITOR 41.751,86 - SERVICII IR&PR
 473.DECONTARI IN CURS DE CLARIFICARE - SOLD DEBITOR 486.157,59 - ACEST SOLD ESTE CLARIFICAT SI DIMINUAT IN PREZENT LA SUMA DE 219.482,06
 401.BIO DANUBIUS INPUTS - SOLD CREDITOR 11.000
 4118.BIO DANUBIUS INPUTS - SOLD DEBITOR 94.468,50
 401.POPESCU F. VLAD-ANDREI PFA - SOLD CREDITOR 14.961
 461.POPESCU VLAD - 303.004 RON

Administrator,

Numele si prenumele :
POPESCU VLAD-ANDREI

Intocmit,

Numele si prenumele :	CONSTANTINESCU CARMEN-MIRELA
Calitatea :	13--ALTA PERSOANA IMPUTERNICITA POTRIVIT LEGII
Nr.de inregistrare in organismul profesional :	-

Semnatura _____

Semnatura _____

Stampila unitatii

NOTA - EVENIMENTE ULTERIOARE 31.12.2020

Se prezinta:

- Majorarea capitalului social in scopul asigurarii surselor de finantare necesare pentru implementarea planului de dezvoltare a activitatii, achizitia de noi mijloace de productie si imbunatatirea fluxului liniei de productie existente si asigurarea materiei prime pentru sezonul toamna 2021. La momentul actual, in contul BRD s-a strans suma de 6.969.133,77 RON iar in urma plasamentului privat din Faza 2 a Majorarii de Capital Social cu aport in numerar, suma totala rezultata va fi de 7.200.000 RON.
- Rescaderentarea creantelor: Din cauza anului secetos 2020, clientii s-au aflat in incapacitate de plata la termenele stabilite initial si s-au intocmit la momentul respective acte aditionale de esalonare a platilor pana in vara si toamna 2021. Totalul sumelor este de 3.056.213,15 RON, din care la momentul actual s-a incasat deja o prima transa de 505.489,68 RON.
- Modificari stocuri: In vara anului 2020 s-a efectuat transferul gestiunii la un singur program de contabilitate, in urma caruia s-a constatat o diferenta valorica de marfuri in suma de 2.526.608 lei. Aceasta suma s-a corectat la situatiile financiare 31.12.2020. In scopul prevenirii unui astfel de eveniment in viitor si a oricaror erori contabile, societatea la momentul actual a angajat un Director Financiar pentru eficientizarea operatiunilor de control tehnic operativ, control financiar-preventiv si control intern de gestiune.
- Pentru buna desfasurare a activitatii, societatea a semnat un contract de servicii de organizare si tinere a contabilitatii.
- La momentul actual s-a inceput implementarea unui sistem software ERP – WIZROM pentru imbunatatirea fluxului operational intern, avand data de finalizare 01.07.2021.

Administrator,
Numele si prenumele :
POPESCU VLAD-ANDREI
Semnatura _____

Intocmit,
Numele si prenumele : CONSTANTINESCU CARMEN-MIRELA
DIRECTOR OPERATIUNI
Semnatura _____