



Contul de Profit si Pierderi - Buget 2012	Profit and Loss - Budget 2012
Societatea: ZENTIVA SA	Company: Zentiva S.A.
Moneda: Milioane RON	Currency: Million RON
Perioada: 2012	Period: year 2012

		Buget 2012	Actual 2011	Actual 2010
Venituri nete	Revenue, Net	255.0	217.5	246.5
Net sales	Net sales	277.1	234.3	258.6
Taxa claw-back	Claw-back	(22.1)	(16.8)	(12.1)
Cost de Productie	Costs of Goods Sold	(128.8)	(101.5)	(106.3)
Profitabilitate marginala	Gross Profit	126.1	116.0	140.1
% Profitabilitate marginala	Margin	54%	58%	60%
Cheltuieli de Vanzari si Marketing	Selling Expenses	(58.5)	(52.6)	(51.4)
Cheltuieli Generale si Administrative	General and Administrative	(25.6)	(23.6)	(25.1)
Cheltuieli de Cercetare si Dezvoltare	Research and Development	(2.6)	(1.6)	(0.8)
Rezultat din Exploatare	Income From Operations	39.4	38.3	62.8
Rezultat financiar net	Other Financial Gains and Loss, net	2.7	5.8	6.2
Profit brut	Income Before Taxes	42.0	44.1	69.0
Cheltuieli cu impozitul pe profit	Income Tax	(7.1)	(10.2)	(11.6)
Profit net	Net Income	34.9	33.9	57.4

income tax rate

-17%

-23%

-17%