



PROPOSAL

INCOME AND EXPENDITURE BUDGET 2020

INDICATOR	No line	Forecast 2020
I. Total revenues, wherefrom:	1	71,415,000.00
1. Operating revenues, wherefrom:	2	71,400,000.00
<i>a) Revenues from brokerage activity, wherefrom:</i>	3	71,400,000.00
- revenues from intermediating insurance contracts	4	71,400,000.00
- revenues from other activities	5	0.00
b) Revenues from operating subsidies	6	0.00
c) Other operating revenues	7	0.00
2. Financial revenues, wherefrom:	8	15,000.00
a) revenues from interests	9	15,000.00
b) other financial revenues (positive currency exchange differences)	10	0.00
3. Extraordinary revenues	11	0.00
II. Total expenses, wherefrom:	12	65,654,000.00
1. Operating expenses, wherefrom:	13	65,592,000.00
a) Expenses with consumables (fuel, spare parts, other consumable materials)	14	105,000.00
	fuel	70,000.00
	spare parts+automotive maintenance works	10,000.00
	consumables	25,000.00
b) Expenses with inventory type items	18	50,000.00
c) Expenses with personnel, wherefrom:	19	3,040,000.00
- salaries	20	2,895,000.00
- meal vouchers for employees	21	70,000.00
- expenses with social insurance and security	22	70,000.00
	training of personnel	5,000.00
d) Expenses with maintenance and repairing workings	24	80,000.00
e) Expenses with lease and rent contracts	25	150,000.00



f) Expenses with insurance premiums	26	90,000.00	
g) Expenses with energy and water	27	60,000.00	
h) Expenses with fees and commissions	28	0.00	
i) Expenses with protocol, advertising and promotion	29	560,000.00	
	protocol	30	60,000.00
	marketing	31	500,000.00
j) Expenses with travel and transfers	32	20,000.00	
k) Expenses with postal and telecommunication services	33	186,000.00	
	curier	34	72,000.00
	phone+internet services	35	114,000.00
l) Expenses with banking services and similar (banking fees)	36	120,000.00	
m) Expenses with services provided for by third parties	37	715,000.00	
	Life is Hard	38	450,000.00
	internal audit	39	30,000.00
	IT audit	40	15,000.00
	external audit	41	54,000.00
	lawyer	42	21,000.00
	sysexpert	43	25,000.00
	miscellaneous	44	120,000.00
n) Expenses with fees owed to brokerage agents	45	59,976,000.00	
o) Expenses with other taxes	46	110,000.00	
p) Expenses with amortisation and provisions	47	130,000.00	
q) Other operating expenses (fines, penalties, sponsorships)	48	200,000.00	
2. Financial expenses, wherefrom:	49	62,000.00	
a) Expenses with interests (loan interest)	50	62,000.00	
b) Other expenses (negative currency exchange differences)	51	0.00	
3. Extraordinary expenses	52	0.00	
III. Gross result	53	5,761,000.00	
IV. Tax on profit	54	784,127.00	
V. Net result	55	4,976,873.00	



Transilvania Broker[®]
BROKER DE ASIGURARE

TRANSILVANIA BROKER DE ASIGURARE S.A.

Calea Moldovei, Nr.13 , Bistrița, Jud. Bistrița-Năsăud, Romania, 420096

Registrul Comerțului: J06/674/2006 | Cod fiscal: 19044296

Capital social : 500.000 lei

CHAIRMAN OF BOARD OF DIRECTORS

DAN NICULAE