

ROMPETROL WELL SERVICES S.A.  
2013 Budget



	2013	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
amounts in RON													
Revenue from Services	90,986,800	7,124,600	7,124,600	7,319,800	7,387,800	7,583,000	7,583,000	7,875,700	8,070,900	8,070,900	7,875,700	7,583,000	7,387,800
Revenue - Products	2,822,400	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200
Other Revenues	714,300	59,700	58,800	59,700	59,400	59,700	59,400	59,700	59,700	59,400	59,700	59,400	59,700
Operational Expenses Total	(56,129,500)	(4,581,200)	(4,566,700)	(4,638,000)	(4,555,900)	(5,299,900)	(4,735,400)	(4,618,400)	(4,672,500)	(4,737,600)	(4,552,700)	(4,532,700)	(4,638,500)
Auxiliary Materials Expenses	(21,456,000)	(1,754,500)	(1,749,000)	(1,767,500)	(1,765,800)	(1,786,200)	(1,785,400)	(1,817,700)	(1,838,800)	(1,837,700)	(1,814,700)	(1,780,700)	(1,758,000)
Staff Cost	(17,518,800)	(1,393,800)	(1,389,100)	(1,442,800)	(1,401,800)	(1,954,600)	(1,528,000)	(1,406,600)	(1,425,400)	(1,472,200)	(1,344,900)	(1,330,100)	(1,429,500)
Salary Taxes	(5,101,700)	(407,400)	(406,000)	(419,200)	(408,300)	(574,000)	(440,200)	(408,100)	(413,700)	(430,900)	(392,700)	(388,200)	(413,000)
Travel & Transport Expenses	(2,157,100)	(168,500)	(168,500)	(173,200)	(173,200)	(177,900)	(177,900)	(184,900)	(192,200)	(192,200)	(187,500)	(182,800)	(178,300)
Vehicle, Maintenance and Consumables Expenses	(6,614,400)	(551,200)	(551,200)	(551,200)	(551,200)	(551,200)	(551,200)	(551,200)	(551,200)	(551,200)	(551,200)	(551,200)	(551,200)
IT & Communication Expenses	(140,400)	(11,700)	(11,700)	(11,700)	(11,700)	(11,700)	(11,700)	(11,700)	(11,700)	(11,700)	(11,700)	(11,700)	(11,700)
Other Operational Expenses	(3,141,100)	(294,100)	(291,200)	(272,400)	(243,900)	(244,300)	(241,000)	(238,200)	(239,500)	(241,700)	(250,000)	(288,000)	(296,800)
Other Expenses with Merchandise	(2,089,200)	(174,100)	(174,100)	(174,100)	(174,100)	(174,100)	(174,100)	(174,100)	(174,100)	(174,100)	(174,100)	(174,100)	(174,100)
Depreciation for Operational	(11,608,100)	(985,800)	(940,400)	(933,500)	(932,600)	(988,000)	(978,500)	(977,800)	(988,600)	(1,007,600)	(973,800)	(958,600)	(942,900)
Gross Revenues	24,696,700	1,678,400	1,737,400	1,869,100	2,019,800	1,415,900	1,989,600	2,400,300	2,530,600	2,446,200	2,470,000	2,212,200	1,927,200
General & Administrative Expenses	(7,514,500)	(591,800)	(652,900)	(665,700)	(618,900)	(675,300)	(612,700)	(680,200)	(601,900)	(613,100)	(616,000)	(608,400)	(577,600)
Staff Cost	(3,567,100)	(285,100)	(275,900)	(344,300)	(291,900)	(340,900)	(293,300)	(319,200)	(295,500)	(298,000)	(287,000)	(269,400)	(266,600)
Salary Taxes	(1,123,800)	(90,500)	(87,800)	(106,200)	(92,100)	(106,800)	(91,900)	(99,800)	(92,700)	(94,400)	(91,100)	(85,800)	(84,700)
Travel & Transport Expenses	(100,800)	(8,400)	(8,400)	(8,400)	(8,400)	(8,400)	(8,400)	(8,400)	(8,400)	(8,400)	(8,400)	(8,400)	(8,400)
Vehicle and Maintenance Expenses	(190,300)	(16,000)	(15,900)	(15,900)	(15,900)	(15,900)	(15,900)	(15,800)	(15,800)	(15,800)	(15,800)	(15,800)	(15,800)
IT & Communication Expenses	(627,600)	(52,300)	(52,300)	(52,300)	(52,300)	(52,300)	(52,300)	(52,300)	(52,300)	(52,300)	(52,300)	(52,300)	(52,300)
Consulting Expenses	(1,083,800)	(75,700)	(145,300)	(75,700)	(96,500)	(75,700)	(75,700)	(123,300)	(75,700)	(75,700)	(75,700)	(113,100)	(75,700)
Marketing Expenses	(71,400)	-	(3,400)	-	-	(13,600)	(13,600)	-	-	(6,800)	(23,800)	-	(10,200)
Other Administrative Expenses	(749,700)	(63,800)	(63,900)	(62,900)	(61,800)	(61,700)	(61,600)	(61,400)	(61,500)	(61,700)	(61,900)	(63,600)	(63,900)
Depreciation for Administrative	(79,300)	(7,100)	(7,100)	(7,100)	(7,100)	(7,200)	(7,100)	(7,100)	(7,100)	(6,500)	(6,300)	(4,800)	(4,800)
Other Operating Expenses	214,800	17,900	17,900	17,900	17,900	17,900	17,900	17,900	17,900	17,900	17,900	17,900	17,900
Earnings Before Interest and Taxes	17,317,700	1,097,400	1,095,300	1,214,200	1,411,700	751,300	1,387,700	1,730,900	1,939,500	1,844,500	1,865,600	1,616,900	1,362,700
Interest and Comissions Revenues	2,447,800	193,000	176,900	193,000	202,000	207,900	202,000	214,200	214,200	208,100	214,200	208,100	214,200
Gross Profit	19,765,500	1,290,400	1,272,200	1,407,200	1,613,700	959,200	1,589,700	1,945,100	2,153,700	2,052,600	2,079,800	1,825,000	1,576,900
Profit Tax	(3,193,900)	(209,100)	(206,200)	(227,800)	(260,800)	(156,100)	(257,000)	(313,800)	(347,200)	(331,000)	(335,400)	(294,600)	(254,900)
Net Profit	16,571,600	1,081,300	1,066,000	1,179,400	1,352,900	803,100	1,332,700	1,631,300	1,806,500	1,721,600	1,744,400	1,530,400	1,322,000

SOCIETATEA COMERCIALA ROMPETROL WELL SERVICES S.A.
   
 GENERAL MANAGER
   
 ADRIAN STANESCU

DEPUTY GENERAL MANAGER
   
 NURLAN MAMBETOV

FINANCE MANAGER
   
 DORIN GUEF

DEPUTY FINANCE MANAGER
   
 VALERICA DUMITRU



## Investment Plan for Year 2013

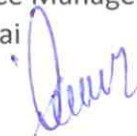
No.	Project Description	No. of units	Unit value	CAPEX 2013 (USD)
	<b>Well Services</b>			<b>2,675,000</b>
	<b>Cementing Services</b>			<b>1,875,000</b>
1	Data Acquisition System & Software	3	30,000	90,000
2	Twin Pump Cementing Unit	1	490,000	490,000
3	Batch mixing semitrailer	1	300,000	300,000
4	Integral High Pressure lines – NPST equipped 2013 Batch mixing semitrailer	6	50,000	300,000
5	Cementing/Acidizing Pump Truck (project continued from 2012)	2	140,000	280,000
6	Acidizing Truck equipment & Tank (project continued from 2012)	1	260,000	260,000
7	Data Acquisition System & Software (project continued from 2012)	2	30,000	60,000
8	Cement bulk system (SFB&B) (project continued from 2012)		20,000	20,000
9	Lab equipment – UCA	1	75,000	75,000
	<b>Other Services Upgrade</b>			<b>600,000</b>
10	Vacuum Tank Truck	1	150,000	150,000
11	HCL Tank Truck	1	200,000	200,000
12	Surface & down hole tools		200,000	200,000
13	HCL Tank Truck (project continued from 2012)	1	50,000	50,000
	<b>Warehousing &amp; Logistics</b>			<b>200,000</b>
14	Warehousing Repairs		200,000	200,000

General Manager  
Adrian Ion Stanescu



Deputy General Manager  
Nurlan Mambetov

Maintenance Manager  
Nelutu Mihai



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