



**CURRENT REPORT,**  
**on Financial Results Quarter 1 ended on**  
**31.03.2018**

**TRANSILVANIA BROKER DE ASIGURARE S.A.**

Issuer admitted to trading on the regulated market of BSE

Issuer **TRANSILVANIA BROKER DE ASIGURARE S.A.** informs the stakeholders on the financial results of Q1 2018.

Report date: 11.05.2018

Company: **TRANSILVANIA BROKER DE ASIGURARE S.A.**

Headquarters: Str Zorilor Nr 5, Bistrița

Phone/fax: T: 0263-235900/, F: +0263-235910

Fiscal code: 19044296

Registration no.: J06/674/2006

Subscribed and paid capital: 500.000 LEI

The market on which the securities are traded: Regulated Market

## 1. THE ECONOMIC- FINANCIAL SITUATION

### 1.1. ANALYSIS OF THE FINANCIAL POSITION

#### ➤ COMPANY'S ASSETS

Indicators of the financial position (Values are expressed in lei)	01 January 2018	31 January 2018	Variation (+/-) (lei)	Variation (+/-) (%)
<b>Fixed assets</b>	<b>129.879</b>	<b>177.515</b>	<b>↑ 47.636</b>	<b>↑ 36,68</b>
Intangible assets	15.954	17.173	↑ 1.219	↑ 7,64
Tangible assets	98.849	136.180	↑ 37.331	↑ 37,77
Financial assets	15.075	24.162	↑ 9.087	↑ 60,28
<b>Circulating assets</b>	<b>11.821.715</b>	<b>10.474.880</b>	<b>↓ (1.346.835)</b>	<b>↓ (11,39)</b>
Stocks	942	946	↑ 4	↑ 0,42
Debts	4.554.909	4.617.777	↑ 62.868	↑ 1,38
Cash and bank accounts	7.265.864	5.856.157	↓ (1.409.707)	↓ (19,40)
Expenses in advance	6.656	3.225	↓ (3.431)	↓ (51,55)
<b>Total assets</b>	<b>11.958.250</b>	<b>10.655.620</b>	<b>(1.302.630)</b>	<b>(10,89)</b>

- Compared to the beginning of the reporting period, there is a 10.89% decrease in the value of the assets, which recorded a decrease of 1,302,629 lei .
- The increase by 36.68% of the fixed assets resulting from the increase in the value of tangible assets (37.77%) and the value of the intangible assets (+ 7.64%) on the acquisition of such assets, as well as the increase in the value of the financial assets 60.28%) Following the registration of new receivables.
- The decrease in current assets (-11.39%) was influenced by the decrease of the Company's cash reserves by 19.40%, respectively by 1.409.207 lei.

#### ➤ CAPITALS and DEBTS of the company

- The decrease in current liabilities by 1.95%, compared to the beginning of the reporting period, due to the decrease in commercial debts (44.98%) and the payment of dividend to be paid (9.53%).
- At the end of the period, the Company states the dividends to be paid in the amount of 2,601,883 lei.
- The Company has no non-current liabilities at the reporting date.
- During the reported period, the Issuer registered capital decreases by 35%, respectively by 1,937,731 lei. The decrease in equity is due to the reduction in the amount of the result of the period recognized in equity as of 31 March 2018 compared to the beginning of the reporting period.

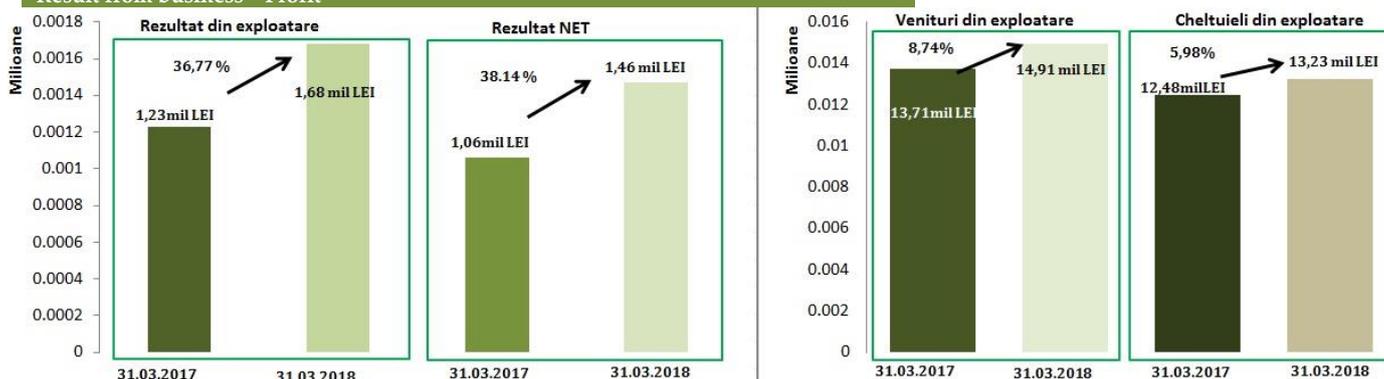
Indicators of the financial position (Values are expressed in lei)	01 January 2018	31 March 2018	Variation (+/-) (lei)	Variation (+/-) (%)
<b>Current debts</b>	<b>8.723.850</b>	<b>8.553.330</b>	<b>↓ (170.520)</b>	<b>↓ (1,95)</b>
Debts linked to the brokerage activity	5.044.351	5.384.289	↑ 339.938	↑ 6,74
Commercial and other debts	629.876	346.548	↓ (283.328)	↓ (44,98)
Dividends to be paid	2.875.861	2.601.883	↓ (273.978)	↓ (9,53)
Current income tax debt	173.762	220.610	↑ 46.848	↑ 27,00
<b>Noncurrent debts</b>	<b>-</b>	<b>-</b>	<b>n.a</b>	<b>n.a</b>
Long-term loans	-	-	n.a	n.a
<b>Equities</b>	<b>3.234.399</b>	<b>2.102.290</b>	<b>↓ (1.937.731)</b>	<b>↓ (35,00)</b>
Signed in and paid capital	500.000	500.000	n.a	n.a
Signed in and not paid capital	-	-	n.a	n.a
Reserves	100.000	100.000	n.a	n.a
Reported result, out of which:	(701.223)	34.399	n.a	n.a
- from correction of accountancy errors	(701.223)	0	n.a	n.a
Result of the period	3.405.622	1.467.891	↓ (1.937.731)	↓ (56,90)
Distribution from profit	(70.000)	0	n.a	n.a
<b>Total capitals and debts</b>	<b>11.958.250</b>	<b>10.655.620</b>	<b>(1.302.630)</b>	<b>(10,89)</b>



## 1.2. ANALYSIS OF THE FINANCIAL PERFORMANCE

Indicators of financial performance	On 31.03.2017	On 31.03.2018	Evolution 2017/2016 (lei)	Evolution 2017/2016 (%)
<b>Incomes from business</b>	<b>13.716.598</b>	<b>14.916.114</b>	<b>1.199.516</b>	<b>↑ 8,74</b>
Incomes from the brokerage activity	13.714.972	14.915.191	1.200.219	↑ 8,75
Incomes from subsidies and other incomes from the business	1.626	923	(703)	↓ (43,23)
<b>Expenses from business</b>	<b>12.485.727</b>	<b>13.232.696</b>	<b>746.969</b>	<b>↑ 5,98</b>
Expenses with commissions owe to broker agents	11.552.620	12.214.452	661.832	↑ 5,73
Expenditures of services provided by third parties	269.628	366.156	96.528	↑ 35,80
Expenditure on consumables and materials as of inventory items	28.583	38.000	9.417	↑ 32,95
Expenses with other taxes and fees and similar payments	32.072	20.002	(12.070)	↓ (37,63)
Personnel expenses	504.581	558.107	53.526	↑ 10,61
Depreciations	43.853	35.958	(7.895)	↓ (18,00)
Other expenses	54.391	21	(54.370)	↓ (99,96)
<b>Result from business – Profit</b>	<b>1.230.871</b>	<b>1.683.418</b>	<b>452.547</b>	<b>36,77</b>

- Revenues from brokerage activity, which are identified with net turnover, increased by RON 1,200,219, respectively, by 8.75%, due to the increase in revenues from the negotiation of insurance contracts (8.8%).
- During the analysed period, the Company did not receive incomes from subsidies, marking a reduction in other operating income of 18.1%.
- In this context, the operating incomes increase by 8.74% compared to the previous period.
- At the level of total operating expenses there was recorded an increasing trend, by 5.98%.
- During the reporting period, increases in expenditure on services provided by third parties (+ 35.8%), expenditures on consumables (+ 32.95%), personnel costs (+ 10.61%) and respectively of commission expenses due to brokers (+ 5.73%) were recorded
- The dynamics of operating revenues and expenditures resulted in an operating profit of 1,683,418 lei, 36.77% is higher compared to the previous period.



- The increase of the financial revenues with 4,630, and the fact that there were recorded no financial expenditures, influenced favorably the financial result on 31.03.2018, which resulted in a profit of 5,083 lei.
- The increase of the operating result by 452,547 lei and 36,77% had direct consequences on the gross result of the period.
- Gross profit at the end of the current period resulted in a profit of 1.688.501 lei, up 37.31% compared to the value recorded in the reference period (1.229.741 lei).
- After deduction of the profit tax expense (LEI 220,610), in the current period, the entity obtained a net profit of LEI 1,467,891, up 38.14% compared to the reference period.

Indicator	On 31.03.2017	On 31.03.2018	Evolution (+/-) (lei)	Evolution (+/-) (%)
<b>Turnover</b>	<b>13.714.972</b>	<b>14.915.191</b>	<b>↑ 1.200.219</b>	<b>↑ 8,75</b>
Operating revenues	13.716.598	14.916.114	↑ 1.199.516	↑ 8,74
Operating expenses	12.485.727	13.232.696	↑ 746.969	↑ 5,98
<b>OPERATING RESULT</b>	<b>1.230.871</b>	<b>1.683.418</b>	<b>↑ 452.547</b>	<b>↑ 36,77</b>
Operating revenues	453	5.083	↑ 4.630	↑ 1022,07
Financial expenses	1.584	-	n.a	n.a
<b>FINANCIAL RESULT</b>	<b>(1.130)</b>	<b>5.083</b>	<b>n.a</b>	<b>n.a</b>
<b>GROSS RESULT</b>	<b>1.229.741</b>	<b>1.688.501</b>	<b>↑ 458.760</b>	<b>↑ 37,31</b>
tax on income	167.114	220.610	↑ 53.496	↑ 32,01
<b>NET RESULT</b>	<b>1.062.627</b>	<b>1.467.891</b>	<b>405.264</b>	<b>38,14</b>

## 2. ANALYSIS OF ECONOMIC-FINANCIAL INDICATORS

### ➤ Liquidity and solvability indicators

Indicator	Calculation	01.01.2018	31.03.2018	Evolution (+/-)
General Liquidity(Lg)	AC/current debts	1,36	1,23	(0,14) ↓
Immediate liquidity(Li)	Liquid assets/current debts	0,83	0,69	(0,14) ↓
General solvency (Sg)	TA/TD	1,37	1,25	(0,12) ↓
Patrimonial solvability (Sp)	Equities/(Equities)	0,27	0,20	(0,07) ↓

Liquidity indicators Lg and Li have experienced an unfavorable development, decreasing the entity's ability to cover its current debts on current assets (Lg) and liquidities (Li).

As regards to the solvency indicators, an unfavorable evolution has been observed in terms of reducing the financial independence and the self-financing capacity.

### ➤ Profitability indicators and margin rates

Indicator (Values are expressed in lei)	Calculation	31.03.2017	31.03.2018	Evolution (+/-) (pct. proc.)
Margin of operating result	(RE/CA)*100	9,00	11,30	↑ 2.30
Margin of gross result	(RB/CA)*100	9,00	11,40	↑ 2.40
Margin of net result	(RN/CA)*100	7.80	9.90	↑ 2.09

Indicator (Values are expressed in lei)	Calculation	01.01.2018	31.03.2018	Evolution (+/-) (pct. proc.)
Return on equity	(RN/Cap. Prop.)*100	105,30	69,90	↓ (35,40)

➤ Considering the increase in operating profit (36.77%), the gross profit (37.31%) and the net profit (38.14%) of the period, at the reporting date 31.03.2018, the profitability indicators registered favorable developments, compared to the previous reference period. Regarding the financial profitability margin, the decrease is the result of the reduction in equity.

### ➤ Risk indicator

Indicator	Calculation	01.01.2018	31.12.2018	Evolution (+/-) (pct. proc.)
Global indebtedness rate	(DT / TA)*100	72.95	80.30	7.35

➤ The increase in the global indebtedness rate reflects the increase in the financial risk to which the Company is exposed to

THE FINANCIAL SITUATIONS ON WHICH THIS REPORT HAS BEEN SUBMITTED ARE NOT AUDITED.

General Manager,

**Mr. NICULAE DAN**

[signature]

L.S

Bistrița on,  
11.05.2018



## Brokers Balance Sheet

on 31 March 2018

(all values are expressed in LEI, unless otherwise stated)

	01 January 2018	31 March 2018
<b>Fixed assets, total, out of which</b>	<b>129.879</b>	<b>177.515</b>
Intangible fixed assets	15.954	17.173
Tangible fixed assets	98.849	136.180
Financial fixed assets	15.075	24.162
<b>Current assets, total, out of which</b>	<b>11.821.715</b>	<b>10.474.880</b>
Stocks	942	946
Claims associated with the brokerage and other claims	4.554.909	4.617.777
Cash and bank accounts	7.265.864	5.856.157
<b>Advance expenses</b>	<b>6.656</b>	<b>3.225</b>
<b>TOTAL ASSETS</b>	<b>11.958.250</b>	<b>10.655.620</b>
<b>Current debts, total, out of which</b>	<b>8.723.850</b>	<b>8.553.330</b>
Debts related to brokerage	5.044.351	5.384.289
Commercial and other debts	629.876	346.548
Dividends to be paid	2.875.861	2.601.883
Current income tax debt	173.762	220.610
<b>Net circulating assets/net current debts</b>	<b>3.104.521</b>	<b>1.924.775</b>
<b>Total minus assets/ current debts</b>	<b>3.234.399</b>	<b>2.102.290</b>
<b>Non-current debts, total, out of which</b>	<b>-</b>	<b>-</b>
<b>TOTAL DEBTS</b>	<b>8.723.850</b>	<b>8.553.330</b>
Signed in and paid capital	500.000	500.000
Signed in and not paid capital	-	-
Reserves	100.000	100.000
Reported result out of which	(701.223)	34.399
- From the correction of accountancy errors	(701.223)	-
Result of the period	3.405.622	1.467.891
Distribution of profit	(70.000)	
<b>TOTAL EQUITIES</b>	<b>3.234.399</b>	<b>2.102.290</b>
<b>TOTAL DEBTS AND EQUITIES</b>	<b>11.958.250</b>	<b>10.655.620</b>

**General Manager,**  
**Mr. Niculae Dan**

**Chief Accountant**  
**Mrs. Pârțiu-Vasilichi Oana**



## Broker profit and loss account

on 31 March 2018

(all values are expressed in LEI, unless otherwise stated)

	31 March 2017	31 March 2018
<b>Operating revenues</b>		
Revenues from brokerage	13.714.972	14.915.191
Revenues from subsidies for operating activities	1.626	923
<b>Total operating revenues</b>	<b>13.716.598</b>	<b>14.916.114</b>
<b>Operating expenses</b>		
Expenses with commissions owe to broker agents	11.552.620	12.214.452
Expenditures of services provided by third parties	269.628	366.156
Expenditure on consumables and materials as of inventory items	28.583	38.000
Expenses with other taxes and fees and similar payments	32.072	20.002
Personnel expenses	504.581	558.107
Depreciations	43.853	35.958
Other expenses	54.391	21
<b>Total operating expenses</b>	<b>12.485.727</b>	<b>13.232.696</b>
<b>Operating Profit or loss</b>	<b>1.230.871</b>	<b>1.683.418</b>
<b>Financial revenues</b>		
Interest receivable	453	5.083
Other financial revenues	0	0
<b>Total financial revenues</b>	<b>453</b>	<b>5.083</b>
<b>Financial expenses</b>		
Interest expenses	941	0
Other financial expenses	643	0
<b>Total financial expenses</b>	<b>1.584</b>	<b>0</b>
<b>Financial profit or loss</b>	<b>(1.130)</b>	<b>5.083</b>
<b>Gross financial profit or loss</b>	<b>1.229.741</b>	<b>1.688.501</b>
Income tax expense	167.114	220.610
<b>Net profit or loss of financial exercise</b>	<b>1.062.627</b>	<b>1.467.891</b>

General Manager,

Mr. Niculae Dan

Mrs. Pârțiu-Vasilichi Oana