

#### VRANCART S.A.

625100 Adjud-Vrancea, România, Str. Ecaterina Teodoroiu 17 RO 1454846, J39/239/1991 Capital social subscris și vărsat 103.168.354,70 RON RO54 RNCB 0268 0087 9340 0001 - BCR Adjud RO95 RZBR 0000 0600 0094 5306 - Raiffeisen Bank Adjud T: 0237 64 08 00, F: 0237 64 17 20

office@vrancart.com, www.vrancart.ro



## Quarterly report for the 3<sup>rd</sup> quarter of 2019 according to the Financial Supervisory Authority Regulation no. 5/2018

| Date of report                       | November 15 <sup>th</sup> , 2019 |
|--------------------------------------|----------------------------------|
| Name of the issuing entity           | VRANCART S.A.                    |
| Registered office                    | Adjud, 17 Ecaterina Teodoroiu    |
|                                      | Street, Vrancea county           |
| Tel./fax no.:                        | 0237-640.800; 0237-641.720       |
| Tax Identification Number            | 1454846                          |
| Trade Registry registration number   | J39/239/1991                     |
| Subscribed and paid-in share capital | RON 103.168.355                  |
| The regulated market onto which      |                                  |
| the securities issued are traded     | The Bucharest Stock Exchange     |

#### 1. The economic and financial situation of VRANCART S.A.

The results achieved by VRANCART S.A. (hereinafter referred to as "the Company") during the first nine months of 2019 confirm the company's ability to generate profit and its financial soundness.

During this period, the net profit recorded amounted to RON 15.439.831, approximately 10% below the level forecasted in the Revenues and Expenses Budget. This failure to achieve the forecasted profit is mainly due to the shutdown of the corrugated cardboard machine in Călimănești, following the investments made.

The Interim individual financial statements (simplified, not audited) as at September 30<sup>th</sup>, 2019, according to the Order of the Public Finance Ministry no. 2844/2016 for the approval of the Accounting regulations compliant with the International Financial Reporting Standards applicable to trade companies whose securities are admitted to trading on a regulated market, are enclosed to this report.

The interim individual financial statements for the first 9 months of 2019 were not revised by an independent external auditor, as this is not a legal or statutory requirement.

#### 1.1. Balance sheet items

| September               | December   | %   |
|-------------------------|--|---|
| 30 <sup>th</sup> , 2019 | 31 <sup>st</sup> , 2018  |   |
| 288.553.070             | 286.873.046  | 1%  |
| 116.861.442             | 103.091.061  | 13%   |
| 67.248.273              | 59.884.485   | 12%   |
| 405.414.512             | 389.964.107  | 4%  |
|                         |  |   |
| 199.172.174             | 189.364.149  | 5%  |
| 98.623.139              | 80.319.701   | 23%   |
| 206.242.338             | 200.599.958  | 3%  |
| 84.748.783              | 84.767.377   | •   |
| 18.325.200              | 12.664.226   | 45%   |
|                         | 30 <sup>th</sup> , 2019<br>288.553.070<br>116.861.442<br>67.248.273<br>405.414.512<br>199.172.174<br>98.623.139<br>206.242.338<br>84.748.783 | 30th, 2019       31st, 2018         288.553.070       286.873.046         116.861.442       103.091.061         67.248.273       59.884.485         405.414.512       389.964.107         199.172.174       189.364.149         98.623.139       80.319.701         206.242.338       200.599.958         84.748.783       84.767.377 |

As at September 30<sup>th</sup>, 2019 and during the period between January 1<sup>st</sup> – September 30<sup>th</sup>, 2019, the evolution of the main financial indicators was as follows:

- The Company's non-current assets increased by 1%, following the investments in tangible assets during the first 9 months of 2019. Fixed assets were purchased and the all the activity sectors were upgraded: the paperboards, the tissue paper and the corrugated cardboard production sectors.
- The volume of the Company's current assets increased by 13% as at September 30<sup>th</sup>, 2019 from the year beginning, especially due to the increase of trade receivables by 12% and of the inventories by 15%. The trade receivables increased during the first nine months of 2019 from the year beginning by 7.363.788, following the increase of the deliveries volume.
- The total liabilities recorded as at September 30<sup>th</sup>, 2019 amount to RON 199.172.174, up by 5% from the amount recorded as at January 1<sup>st</sup>, 2019, due to the increase of short-term loans by 28%. The increase of short-term loans by approx. RON 11 million is due to the need to finance the current activity.
- The equity amount as at September 30<sup>th</sup>, 2019 is RON 206.242.338, up by 3% from the amount recorded as at the year beginning, following the increase in retained earnings by 45% from the year beginning, due to the accumulation of profit from the current year.

#### 1.2. The profit and loss account

| (all items are expressed in RON, unless | September 30 <sup>th</sup> , | September               | %     |
|---|------------------------------|-------------------------|-------|
| otherwise stated)                       | 2019                         | 30 <sup>th</sup> , 2018 |       |
| Operating income, out of which:         | 237.705.937                  | 221.351.521             | 7%    |
| Income from turnover                    | 225.333.749                  | 217.332.958             | 4%    |
| Operating expenses                      | (216.481.449)                | (200.033.236)           | 8%    |
| Operating profit                        | 21.224.488                   | 21.318.285              | -0,4% |
|   |                              |                         |       |
| Financial income                        | 1.216                        | 1.001.401               |       |
| Financial expenses                      | (4.574.158)                  | (3.108.515)             |       |
| <b>Total income</b>                     | 237.707.153                  | 222.352.922             | 7%    |
| Total expenses                          | (221.055.607)                | (203.141.751)           | 9%    |
| Gross profit                            | 16.651.546                   | 19.211.171              | -13%  |
| Net profit                              | 15.439.831                   | 18.056.190              | -14%  |

Starting from the month of July of this year, the company is implementing a wide program for the modernisation and increase of the cardboard production capacity at the work point in Călimănești, Vâlcea county.

Thus, the project includes:

- a new hall for corrugated cardboard production of approx. 5000 m<sup>2</sup>
- the installation of a new corrugated cardboard production machine with a capacity of over 4.000 to/month (double compared to the previous machine)
- the expansion and modernisation of the storage areas
- the increase of the corrugated cardboard packaging production capacity (including through new corrugated cardboard converting equipment)

The project implementation also involved the temporary shutdown of the corrugated cardboard machine (starting from June 22<sup>nd</sup>, 2019), as well as disturbances of the activity in the corrugated cardboard packaging production division and these had an impact onto the company's income and profit during this period.

The project will be implemented over a period of 6 months and the company estimates that starting from January 2020, the production division in Călimănești will operate once again at full capacity.

Thus, during the first nine months of 2019 compared to the same period of the previous year, the main indicators of the Profit and loss account are as follows:

- The total income during the analysed period amounted to RON 237.707.153, up by 7% from the same period of the previous year, due to the turnover increase by 4% during the same analysed period and the increase of other income by 5%.
- The total expenses during the period amounted to RON 221.055.607, up by 9% from the same period of the previous year, due to the increase of third party expenses by 16% and of the personnel-related expenses by 14%.
- The gross profit for the period amounted to RON 16.651.546, down by 13% from the same period of the previous year. The profit reduction is due to the shutdown of the corrugated cardboard machine in Călimănești, following the investment works in progress.

#### 1.3. Cash flows

| (all items are expressed in RON,                         | September 30 <sup>th</sup> , | September               |
|--|------------------------------|-------------------------|
| unless otherwise stated)                                 | 2019                         | 30 <sup>th</sup> , 2018 |
| Cash flows from the operating activity                   |                              |                         |
| Amounts collected from the operating activity            | 254.603.122                  | 245.283.540             |
| Payments from the operating activity                     | (232.336.650)                | (213.773.764)           |
| Net cash flows from the operating activity               | 22.266.472                   | 31.509.776              |
| Cash flows from the investment activity                  |                              |                         |
| Amounts collected from the investment activity           | 141.664                      | 723.301                 |
| Letters of credit for investment payments                | -                            | (530.871)               |
| Payments from the investment activity                    | (22.501.282)                 | (40.436.297)            |
| Net cash flows from the investment activity              | (22.359.618)                 | (40.243.867)            |
| Cash flows from the financing activity                   |                              |                         |
| Amounts collected from the financing activity (including | 21.026.981                   | 29.510.837              |
| bonds)   |                              |                         |
| Payments from the financing activity                     | (20.534.320)                 | (20.840.328)            |
| Net cash flows from the financing activity               | 492.661                      | 8.670.509               |
|  |                              |                         |
| Balance at the beginning of the period                   | 2.064.372                    | 1.901.568               |
| Balance at the end of the period                         | 2.463.887                    | 1.837.986               |

The amount of cash and cash equivalents recorded as at September 30<sup>th</sup>, 2019 is positive, respectively RON 2.463.887. The investments were financed both from bank loans and from the company's own sources.

# 2. Economic and financial indicators as at September 30<sup>th</sup>, 2019, according to Appendix no. 13/the Financial Supervisory Authority Regulation no. 5/2018

| Indicator's name                   | Calculation modality                              | M.U.  | Result |
|------------------------------------|---|-------|--------|
| <b>Current liquidity indicator</b> | Current assets/Current liabilities                | ratio | 1,18   |
| Indebtedness degree                | Borrowed capital /Equity x 100                    | %     | 65,20* |
| indicator                          | Borrowed capital/Employed capital x               | %     | 39,47* |
|                                    | 100   |       |        |
| <b>Debts-customers turnover</b>    | <b>Debts-customers turnover</b> Average customers |       | 75,71  |
|                                    | balance/Turnover x 270                            |       |        |
| Non-current assets turnover        | Turnover/Non-current assets                       | ratio | 0,78   |

<sup>\*</sup> Borrowed capital includes credit lines, short-term and long-term bank loans, long-term trade loans, short-term and long-term liabilities from financial leasing agreements, loans from bond issues.

**CIUCIOI Ionel-Marian**Chairman of the Board of Directors

**ARSENE Vasilica-Monica** Financial Manager



#### VRANCART S.A.

625100 Adjud-Vrancea, România, Str. Ecaterina Teodoroiu 17 RO 1454846, J39/239/1991 Capital social subscris și vărsat 103.168.354,70 RON RO54 RNCB 0268 0087 9340 0001 - BCR Adjud RO95 RZBR 0000 0600 0094 5306 - Raiffeisen Bank Adjud T: 0237 64 08 00, F: 0237 64 17 20 office@vrancart.com, www.vrancart.ro



## Consolidated quarterly report for the 3<sup>rd</sup> quarter of 2019 according to the Financial Supervisory Authority Regulation no. 5/2018

Date of report:

Name of the issuing entity:

Registered office:

Tel./fax number:

Tax Identification Number:

Trade Registry registration number:

Subscribed and paid-in share capital:

The regulated market onto which

the securities issued are traded.

November 15<sup>th</sup>, 2019 VRANCART S.A.

Adjud, 17 Ecaterina Teodoroiu Street,

Vrancea county

0237-640.800; 0237-641.720

1454846

J39/239/1991

RON 103.168.354,70

The Bucharest Stock Exchange

#### A. Group overview as at September 30th, 2019

- Major events that occurred during the first nine months of 2019 and their impact onto the Group's financial position
- Overview of the Group's financial position and performances achieved during the reporting period

Vrancart Group ("the Group") includes the company Vrancart S.A., having its registered office in Adjud, 17 Ecaterina Teodoroiu Street, Vrancea county, and its branch Rom Paper S.R.L. based in Cristian township, Brasov county.

Vrancart Group applies the accounting regulations approved through the Public Finance Ministry Order no. 2844/2016 for the approval of the Accounting regulations compliant with the International Financial Reporting Standards.

| Branch        | Field of activity                               | Shareholding as at September 30 <sup>th</sup> , 2019 | Shareholding as at December 31st, 2018 |
|---------------|---|--|--|
| Rom Paper SRL | Production of napkins and tissue paper products | 100%   | 100%                                   |

As at September 30<sup>th</sup>, 2019 and during the period between January 1<sup>st</sup> – September 30<sup>th</sup>, 2019, the evolution of the main financial indicators was as follows:

- The equity amount as at September 30<sup>th</sup>, 2019 is RON 209.090.993, up by 3% from the amount recorded at the beginning of the year, following the profit achieved during the first nine months of 2019.
- The volume of the Group's current assets increased by 11% during the analysed period due to the increase of inventories by 14%. The amount of current assets at as September 30<sup>th</sup>, 2019 is RON 135.375.502.
- The total liabilities recorded as at September 30<sup>th</sup>, 2019 amounted to RON 117.360.971, up by 11% from the amount recorded as at January 1<sup>st</sup>, 2019, due to the new loans contracted, both by the parent-company and by its branch Rom Paper.
- The operating income for the period amounted to RON 285.262.797, up by 6% from the same period of the previous year, due, on the one hand to the increase of the Group's turnover by 3% during the same analysed period, and on the other hand, due to the increase of income from the variation of inventories by approximately RON 10 million.
- The operating expenses for the period amounted to RON 262.749.874, up by 6% from the same period of the previous year, due to the increase of expenses related to raw materials and commodities, and also due to the increase of personnel-related expenses.
- The operating result for the period amounted to RON 22.512.923, up by 4% from the same period of the previous year. The Group's gross result recorded a reduction by 11% during the first nine months of 2019 compared to the first nine months of the previous year, due to the increase of financial expenses (bank interests).

The account report drawn up as at September 30<sup>th</sup>, 2019 was not audited by the financial auditor, as this is not a legal or statutory requirement.

**B.** Economic and financial indicators as at September 30<sup>th</sup>, 2019, according to Appendix no. 13 to the Financial Supervisory Authority Regulation no. 5/2018.

| Indicator's name                | Calculation modality                    | M.U.  | Result |
|---------------------------------|---|-------|--------|
| Current liquidity indicator     | Current assets/Current liabilities      | ratio | 1,15   |
| Indebtedness degree             | Borrowed capital /Equity x 100          | %     | 71,39* |
| indicator                       | Borrowed capital/Employed capital x 100 | %     | 41,66* |
| <b>Debts-customers turnover</b> | Average customer balance/Turnover x 270 | days  | 73,62  |
| Non-current assets turnover     | Turnover/Non-current assets             | ratio | 0,89   |

<sup>\*</sup> Borrowed capital includes credit lines, short-term and long-term bank loans, long-term trade loans, short-term and long-term liabilities from financial leasing agreements and loans from bond issues.

**CIUCIOI Ionel-Marian**Chairman of the Board of Directors

**ARSENE Vasilica-Monica** Financial Manager

#### VRANCART S.A.

# Interim individual financial statements (simplified, not audited) as at September 30<sup>th</sup>, 2019

drawn up in accordance with the Order of the Public Finance Ministry no. 2844/2016 for the approval of the Accounting regulations compliant with the International Financial Reporting Standards, applicable to trade companies whose securities are admitted to trading on a regulated market

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## Vrancart S.A. Individual statement of financial position as at September 30<sup>th</sup>, 2019 (all the amounts are expressed in RON, unless otherwise stated)

|                                      | September 30 <sup>th</sup> , 2019 | December 31 <sup>st</sup> ,<br>2018 |
|--------------------------------------|-----------------------------------|-------------------------------------|
| ASSETS                               |                                   |                                     |
| Tangible assets                      | 254.811.833                       | 253.882.844                         |
| Intangible assets                    | 1.493.698                         | 742.663                             |
| Goodwill                             | 3.380.811                         | 3.380.811                           |
| Financial assets                     | 28.866.728                        | 28.866.728                          |
| Total non-current assets             | 288.553.070                       | 286.873.046                         |
| Inventories                          | 46.098.983                        | 40.212.707                          |
| Trade receivables                    | 67.248.273                        | 59.884.485                          |
| Prepaid expenses                     | 768.415                           | 836.013                             |
| Cash and cash equivalents            | 2.463.887                         | 2.064.372                           |
| Other receivables                    | 281.884                           | 93.484                              |
| Total current assets                 | 116.861.442                       | 103.091.061                         |
| TOTAL ASSETS                         | 405.414.512                       | 389.964.107                         |
| EQUITY                               |                                   |                                     |
| Share capital                        | 103.168.355                       | 103.168.355                         |
| Reserves                             | 84.748.783                        | 84.767.377                          |
| Retained earnings                    | 18.325.200                        | 12.664.226                          |
| <b>Total equity</b>                  | 206.242.338                       | 200.599.958                         |
| LIABILITIES                          |                                   |                                     |
| Long-term loans                      | 45.271.119                        | 51.495.657                          |
| Long-term loans from bond issues     | 37.887.400                        | 37.887.400                          |
| Deferred income                      | 13.774.487                        | 15.672.765                          |
| Long-term provisions                 | 372.400                           | 372.440                             |
| Debts related to deferred profit tax | 2.880.988                         | 3.253.586                           |
| Other long-term liabilities          | 362.600                           | 362.600                             |
| Total long-term liabilities          | 100.549.034                       | 109.044.448                         |
| Short-term trade liabilities         | 25.126.400                        | 27.737.837                          |
| Short-term loans                     | 50.944.985                        | 39.840.140                          |
| Deferred income                      | 2.532.259                         | 2.535.916                           |
| Debts related to current profit tax  | 952.196                           | 7.928                               |
| Other liabilities                    | 19.067.300                        | 10.197.880                          |
| Total current liabilities            | 98.623.140                        | 80.319.701                          |
| TOTAL LIABILITIES                    | 199.172.174                       | 189.364.149                         |
| TOTAL EQUITY AND LIABILITIES         | 405.414.512                       | 389.964.107                         |

**CIUCIOI Ionel-Marian** 

General Manager

**ARSENE Vasilica-Monica** Financial Manager

# Individual statement of comprehensive income as at September 30<sup>th</sup>, 2019

(all the amounts are expressed in RON, unless otherwise stated)

|   | September 30 <sup>th</sup> , 2019 | September 30 <sup>th</sup> ,<br>2018 |
|---|-----------------------------------|--------------------------------------|
| Income from turnover, out of which:   | 225.333.749                       | 217.332.958                          |
| Income from the sale of goods   | 6.980.185                         | 4.930.998                            |
| Other income  | 2.790.578                         | 3.129.421                            |
| Variation of finished products inventories and production in progress                                 | 9.581.610                         | 889.142                              |
| Expenses related to raw materials and consumables   | (121.017.924)                     | (114.566.764)                        |
| Expenses related to commodities   | (5.213.867)                       | (3.546.353)                          |
| Third party expenses  | (16.373.497)                      | (14.112.090)                         |
| Personnel-related expenses  | (47.215.995)                      | (41.556.614)                         |
| Expenses related to amortisation and from re-evaluation   | (17.912.897)                      | (16.759.856)                         |
| Other expenses  | (8.747.268)                       | (9.491.560)                          |
| Operating result  | 21.224.488                        | 21.318.285                           |
| Financial income  | 1.216                             | 1.001.401                            |
| Financial expenses  | (4.574.158)                       | (3.108.515)                          |
| Profit / (Loss) before taxation   | 16.651.546                        | 19.211.171                           |
| Profit tax income/ (expense)  | (1.211.715)                       | (1.154.981)                          |
| Profit / (Loss) for the year  | 15.439.831                        | 18.056.190                           |
| Other comprehensive income items  |                                   |                                      |
| Increase in the reserve from the revaluation of tangible assets, net of deferred tax                  | -                                 | -                                    |
| Transfer of the re-evaluation reserve to retained earnings following the cassation of tangible assets | (22.136)                          | (26.394)                             |
| TOTAL COMPREHENSIVE INCOME FOR THE YEAR   | 15.417.695                        | 18.029.796                           |

**CIUCIOI Ionel-Marian** 

General Manager

**ARSENE Vasilica-Monica** Financial Manager

Vrancart S.A.

Individual statement of changes in equity
as at September 30<sup>th</sup>, 2019

(all the amounts are expressed in RON, unless otherwise stated)

|  | Share capital | Reserves from<br>the revaluation<br>of tangible assets | Other reserves | Retained earnings | Total equity |
|--|---------------|--|----------------|-------------------|--------------|
| Balance as at January 1st, 2019  | 103.168.355   | 44.685.068   | 40.082.309     | 12.664.226        | 200.599.958  |
| Comprehensive income for the period  |               |  |                |                   |              |
| Net profit/loss for the period   | -             | -  | -              | 15.439.831        | 15.439.831   |
| Other comprehensive income items   |               |  |                |                   |              |
| Distribution from retained earnings  | -             | -  | -              | (9.800.993)       | (9.800.993)  |
| Other changes  | -             | -  | -              | -                 | -            |
| Changes in the reserve from the revaluation of tangible assets, net of deferred tax                      | -             | 3.542  | -              | -                 | 3.542        |
| Transfer of the revaluation reserve to retained earnings following the sale/cassation of tangible assets | -             | (22.136)   | -              | 22.136            | -            |
| Total other comprehensive income items   | -             | (18.594)   | -              | (9.778.857)       | (9.797.451)  |
| Total comprehensive income for the period  | -             | (18.594)   | -              | 5.660.974         | 5.642.380    |
| Balance as at September 30 <sup>th</sup> , 2019  | 103.168.355   | 44.666.474   | 40.082.309     | 18.325.200        | 206.242.338  |

**CIUCIOI Ionel-Marian** 

General Manager

ARSENE Vasilica-Monica

Financial Manager

### Individual statement of cash flows

as at September 30th, 2019

(all the amounts are expressed in RON, unless otherwise stated)

|   | September 30 <sup>th</sup> , 2019 | September 30 <sup>th</sup> , 2018 |
|---|-----------------------------------|-----------------------------------|
| Cash flows from the operating activity                    |                                   |                                   |
| Amounts collected from customers                          | 254.603.122                       | 245.283.540                       |
| Payments to suppliers                                     | (162.395.735)                     | (152.662.754)                     |
| Payments to employees                                     | (29.782.471)                      | (27.012.924)                      |
| Payments to the state budget                              | (39.521.941)                      | (33.031.468)                      |
| Profit tax paid   | (636.503)                         | (1.066.618)                       |
| Net cash flows from the operating activity                | 22.266.472                        | 31.509.776                        |
| Cash flows from the investment activity                   |                                   |                                   |
| Payments for the purchase of assets                       | (22.501.282)                      | (35.362.024)                      |
| Payments for the purchase of financial assets             | -                                 | (5.074.273)                       |
| Letters of credit for the purchase of assets              | -                                 | (530.871)                         |
| Amounts collected from the sale of tangible assets        | 141.500                           | 723.114                           |
| Interests collected                                       | 164                               | 187                               |
| Net cash flows from the investment activity               | (22.359.618)                      | (40.243.867)                      |
| Cash flows from the financing activity                    |                                   |                                   |
| Amounts collected from loans                              | 21.026.981                        | 29.510.837                        |
| Interests paid and loans reimbursed                       | (20.534.320)                      | (20.840.328)                      |
| Dividends paid  | -                                 | -                                 |
| Net cash flows from the financing activity                | 492.661                           | 8.670.509                         |
|   | 399.515                           | (63.582)                          |
| Net increase/(reduction) of cash and cash equivalents     |                                   |                                   |
| Cash and cash equivalents at the financial year beginning | 2.064.372                         | 1.901.568                         |
| Cash and cash equivalents at the financial year end       | 2.463.887                         | 1.837.986                         |
|   |                                   |                                   |

**CIUCIOI Ionel-Marian** 

General Manager

**ARSENE Vasilica-Monica** Financial Manager

#### Notes to the interim individual financial statements

as at September 30th, 2019

#### The entity reporting

Vrancart S.A. ("the Company") is a joint stock trade company operating in Romania in accordance with the provisions of Law no. 31/1990 on trade companies.

The company is based in Adjud, 17 Ecaterina Teodoroiu Street, Vrancea County.

The company has work points opened in the following localities: Bucharest, Iași, Focșani, Bacău, Ploiești, Botoșani, Sibiu, Constanța, Arad, Brașov, Pitești, Timișoara, Cluj, Baia Mare, Craiova, Târgu Mureș, Brăila and Călimănești.

The Company's main object of activity is represented by the manufacturing and trading of the following products:

- single-wall, double-wall and double-double wall corrugated cardboard, corrugated cardboard with micro-flutes;
- corrugated cardboard boxes of various formats, die-cut and printed;
- paperboards;
- tissue papers in various assortments.

The Company's shares are listed at the Bucharest Stock Exchange, 2<sup>nd</sup> category, with the indicative VNC, starting from July 15<sup>th</sup>, 2005.

As at September 30<sup>th</sup>, 2019 the Company is owned in a proportion of 75% by SIF Banat - Crisana S.A. and 25% by other shareholders.

The records of shares and shareholders are kept according to law by S.C. Depozitarul Central S.A. Bucharest.

#### Accounting principles, policies and methods

The simplified interim individual financial statements for the first nine months ended on September 30<sup>th</sup>, 2019 were drawn up in accordance with IAS 34 Interim Financial Statements.

The simplified interim financial statements do not include all the information and items published in the annual report and must be read with the Company's financial statements, drawn up as at December 31<sup>st</sup>, 2018.

The accounting policies and the evaluation methods used for the preparation of the simplified interim financial statements are in accordance with those used for the preparation of the Company's annual financial statements, for the year ended on December 31<sup>st</sup>, 2018.

The interim individual financial statements for the first nine months of 2019 have not been revised by an external financial auditor, as this is not a legal requirement.

#### Transactions in foreign currencies

The operations expressed in foreign currencies are registered in RON at the official currency exchange rate on the date of discounting of the transactions. The monetary assets and liabilities registered in foreign currencies on the date of preparation of the accounting statements are converted into the functional currency at the currency exchange rate on that date.

The gains or losses resulting from their discounting and from the conversion using the currency exchange rate at the end of the period for the reporting of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of comprehensive income.

### Notes to the interim individual financial statements

as at September 30th, 2019

The exchange rates of the main foreign currencies were as follows:

| Currency       |         | <b>September 30<sup>th</sup>, 2019</b> | <b>December 31st, 2018</b> | Variation |
|----------------|---------|--|----------------------------|-----------|
| Euro (EUR)     |         | 4.7511                                 | 4.6639                     | +1,9%     |
| American (USD) | dollars | 4.3488                                 | 4.0736                     | +6,8%     |

#### Other notes

The Company's management established its medium and long-term strategy and the estimates provide increases of sales and cost reductions following the effective use of resources, which will lead to the operating profit increase.

The Company recorded as at September 30<sup>th</sup>, 2019 a positive cash balance of RON 2.463.887 and does not have any outstanding liabilities to the public budgets or to its private partners.

The Company's management believes that the Company will be able to continue its business in the foreseeable future as well, therefore the application of the business continuity principle in drafting the financial statements is justified.

#### **Subsequent events**

On October 21<sup>st</sup>, 2019, the company paid dividends to its shareholders amounting to RON 9.638.742, in accordance with the legal regulations, based on the Decision on the distribution of dividends, approved by the Ordinary General Meeting of the Shareholders held in April 2019.

#### Management's statement

According to our best information available, we confirm that the simplified interim individual financial statements as at September 30<sup>th</sup>, 2019 and for the period then ended, drawn up in accordance with the International Financial Reporting Standards, provide a fair and accurate view on the Company's position and financial performances, as provided by the applicable accounting standards, and that the information presented in this report provides a fair and accurate view of the main events that occurred during the first nine months of the financial year and of their impact onto the simplified interim financial statements.

**CIUCIOI Ionel-Marian** General Manager **ARSENE Vasilica-Monica** Financial Manager

#### VRANCART S.A.

# Interim consolidated financial statements (simplified, not audited) as at September 30<sup>th</sup>, 2019

drawn up in accordance with the Order of the Public Finance Ministry no. 2844/2016 for the approval of Accounting regulations compliant with the International Financial Reporting Standards, applicable to trade companies whose securities are admitted to trading on a regulated market

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# Consolidated statement of financial position as at September 30th, 2019

(all the amounts are expressed in RON, unless otherwise stated)

|   | September 30 <sup>th</sup> , 2019 | December 31 <sup>st</sup> ,<br>2018 |
|---|-----------------------------------|-------------------------------------|
| ASSETS                                    |                                   |                                     |
| Tangible assets                           | 286.320.713                       | 284.802.972                         |
| Intangible assets                         | 8.126.784                         | 8.052.663                           |
| Financial assets                          | -                                 | 34.756                              |
| Goodwill                                  | 8.526.391                         | 8.526.391                           |
| Total non-current assets                  | 302.973.888                       | 301.416.782                         |
| Inventories                               | 56.166.887                        | 48.922.412                          |
| Trade receivables                         | 74.244.204                        | 68.673.849                          |
| Prepaid expenses                          | 886.192                           | 880.606                             |
| Cash and cash equivalents                 | 2.923.116                         | 2.435.896                           |
| Receivables related to current profit tax | 105.959                           | 102.001                             |
| Other receivables                         | 1.049.144                         | 765.937                             |
| Total current assets                      | 135.375.502                       | 121.780.701                         |
| TOTAL ASSETS                              | 438.349.390                       | 423.197.483                         |
| EQUITY                                    |                                   |                                     |
| Share capital                             | 103.168.355                       | 103.168.355                         |
| Reserves                                  | 86.740.817                        | 86.396.421                          |
| Retained earnings                         | 19.181.821                        | 12.949.042                          |
| Total equity                              | 209.090.993                       | 202.513.818                         |
| LIABILITIES                               |                                   |                                     |
| Long-term loans                           | 51.995.447                        | 52.434.084                          |
| Long-term loans from bond issues          | 37.968.077                        | 37.887.400                          |
| Deferred income                           | 16.253.136                        | 18.304.694                          |
| Long-term provisions                      | 372.440                           | 372.440                             |
| Debts related to deferred profit tax      | 4.945.727                         | 5.143.692                           |
| Other long-term liabilities               | 362.600                           | 362.600                             |
| Total long-term liabilities               | 111.897.427                       | 114.504.910                         |
| Short-term trade liabilities              | 34.271.876                        | 38.611.249                          |
| Short-term loans                          | 58.961.749                        | 53.202.034                          |
| Deferred income                           | 2.736.633                         | 2.740.289                           |
| Debts related to current profit tax       | 952.195                           | 7.928                               |
| Other liabilities                         | 20.438.517                        | 11.617.255                          |
| Total current liabilities                 | 117.360.970                       | 106.178.755                         |
| TOTAL LIABILITIES                         | 229.258.397                       | 220.683.665                         |
| TOTAL EQUITY AND LIABILITIES              | 438.349.390                       | 423.197.483                         |
|   |                                   |                                     |

**CIUCIOI Ionel-Marian** 

General Manager

**ARSENE Vasilica-Monica** Financial Manager

# Consolidated statement of comprehensive income as at September 30<sup>th</sup>, 2019

(all the amounts are expressed in RON, unless otherwise stated)

|   | September 30 <sup>th</sup> ,<br>2019 | September 30 <sup>th</sup> ,<br>2018 |
|---|--------------------------------------|--------------------------------------|
| Income from turnover  | 272.295.667                          | 265.490.207                          |
| Other income  | 2.931.124                            | 3.208.695                            |
| Variation in finished products inventories and production   |                                      |                                      |
| in progress   | 10.036.006                           | 369.646                              |
| Expenses related to raw materials and consumables   | (137.192.612)                        | (133.372.482)                        |
| Expenses related to commodities   | (19.367.236)                         | (14.940.934)                         |
| Third-party expenses  | (20.553.563)                         | (18.509.335)                         |
| Personnel-related expenses  | (53.945.233)                         | (48.782.024)                         |
| Expenses related to the amortisation and depreciation of  |                                      |                                      |
| assets  | (20.084.275)                         | (19.203.528)                         |
| Other expenses  | (11.606.955)                         | (12.664.115)                         |
| Operating result  | 22.512.923                           | 21.596.130                           |
| Financial income  | 31.178                               | 1.781.384                            |
| Financial expenses  | (5.207.320)                          | (3.937.082)                          |
| Profit before taxation  | 17.336.781                           | 19.440.432                           |
| Profit tax income (expense)   | (923.992)                            | 793.895                              |
| Profit for the year   | 16.412.789                           | 20.234.327                           |
| Other comprehensive income items  |                                      |                                      |
| Increases in the reserve from the revaluation of tangible assets, net of deferred tax               | -                                    | -                                    |
| Transfer of the revaluation reserve to retained earnings following the cassation of tangible assets | (22.136)                             | (223.708)                            |
| TOTAL COMPREHENSIVE INCOME FOR THE YEAR   | 16.390.653                           | 20.010.619                           |

**CIUCIOI Ionel-Marian** 

General Manager

**ARSENE Vasilica-Monica** Financial Manager

#### Notes to the interim consolidated financial statements

as at September 30th, 2019

#### The entity reporting

Vrancart Group ("the Group") includes the company Vrancart S.A., having its registered office in Adjud, 17 Ecaterina Teodoroiu Street, Vrancea County, and its branch Rom Paper SRL ("the Branch"), based in Cristian locality, DN73B, Braşov county.

The Group's interim consolidated financial statements for the first nine months of 2019 consist of the financial statements of Vrancart S.A. and of its branch, together forming the Group.

| Branch        | Field of activity                               | Shareholding as at<br>September 30 <sup>th</sup> ,<br>2019 | Shareholding as at December 31 <sup>st</sup> , 2018 |
|---------------|---|--|---|
| Rom Paper SRL | Production of napkins and tissue paper products | 100%   | 100%  |

The Group operates in the paperboards, tissue paper and corrugated cardboard industry.

#### VRANCART S.A.

Vrancart S.A. ("the Company") is a joint-stock trade company operating in Romania in accordance with the provisions of Law no. 31/1990 on trade companies.

The company has its registered office in Adjud, 17 Ecaterina Teodoroiu Street, Vrancea county.

The company has work points for waste paper collection in the following localities: Bucharest, Iași, Focșani, Bacău, Ploiești, Botoșani, Sibiu, Constanța, Arad, Brașov, Pitești, Timișoara, Cluj, Baia Mare, Târgu Mureș, Craiova, Brăila and Călimănești.

The Company's main object of activity is represented by the manufacturing and trading of the following products:

- single-wall, double-wall and double-double wall corrugated cardboard, corrugated cardboard with micro-flutes
- corrugated cardboard boxes of various formats, die-cut and printed
- paperboards
- tissue paper in various assortments.

The Company's shares are listed at the Bucharest Stock Exchange, Standard category, with the indicative VNC, starting from July 15<sup>th</sup>, 2005. The Group posts its consolidated financial statements on the website www.vrancart.ro.

As at September 30<sup>th</sup>, 2019, the Company is held in a proportion of 75% by SIF Banat - Crişana S.A. and 25% by other shareholders.

#### Notes to the interim consolidated financial statements

as at September 30th, 2019

#### ROM PAPER S.R.L.

On January 20<sup>th</sup>, 2017, the company completed the process related to the acquisition of the majority stake in Rom Paper S.R.L., that was approved by the Ordinary General Meeting of the Shareholders.

Rom Paper S.R.L. ("the Branch") was established in 2002 and it is a Romanian privately-owned company that produces napkins, folded towels, tissue paper, professional rolls, facial tissues and boxed tissues. The products manufactured are traded in 7 countries, on the Romanian territory and abroad, by means of store chains (hypermarkets, supermarkets, cash and carry), and also by means of distributors.

The acquisition agreement provided the sale of 70% of the shares of Rom Paper S.R.L. in the first stage.

The Group had the option to acquire the remaining shares as follows: 15% of the shares in April 2017 (call 1 option) and 15% of the shares in April 2018 (call 2 option).

If the Company failed to exert its option to acquire the remaining shares, the sellers of Rom Paper S.R.L. had the option to sell these to the Company as follows: 15% of the shares in 2017 (put 1 option) and 15% of the shares in 2018 (put 2 option).

During the period when the option rights could be exerted by both parties, the granting of dividends by Rom Paper S.R.L. was forbidden. The price at which the Seller's options, respectively the Buyer's options were exerted, was based on an EBITDA multiplier corresponding to the latest financial year ended previously to the periods during which the options could be exerted.

As at September 30<sup>th</sup>, 2019, the Group holds 100% of the shares of Rom Paper S.R.L., following the exertion of the call 2 option for the acquisition of 15% of the shares of Rom Paper S.R.L. in 2018.

#### Accounting principles, policies and methods

The simplified interim consolidated financial statements for the first nine months ended on September 30<sup>th</sup>, 2019 were drawn up in accordance with IAS 34 Interim Financial Statements.

The simplified interim financial statements do not include all the information and elements published in the annual report and must be read with the Company's financial statements, drawn up as at December 31<sup>st</sup>, 2018.

The accounting policies and the evaluation methods used for the preparation of the simplified interim consolidated financial statements are in accordance with those used for the preparation of the Company's annual financial statements, for the year ended on December 31st, 2018.

Combinations of entities are accounted for through the acquisition method on the date when the Group obtains control over the purchased entity. The control requires exposure or rights onto the variable results of the entity invested in, as well as the capacity to influence those results by exercising authority on that entity.

Branches are entities controlled by the Group. The financial statements of the branches are included in the consolidated financial statements from the date when control starts to be exercised until the date when it ceases.

The interim consolidated financial statements for the first nine months of 2019 have not been reviewed by an external financial auditor, as this is not a legal requirement.

#### Notes to the interim consolidated financial statements

as at September 30th, 2019

#### Transactions in foreign currencies

The operations expressed in foreign currencies are registered in RON at the official currency exchange rate on the date of discounting of the transactions. The monetary assets and liabilities registered in foreign currencies on the date of preparation of the accounting statements are converted into the functional currency at the currency exchange rate on that date.

The gains or losses resulting from their discounting and from the conversion using the currency exchange rate at the end of the period for the reporting of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of comprehensive income.

The exchange rates of the main foreign currencies were as follows:

| Currency       |         | September 30 <sup>th</sup> , 2019 | <b>December 31st, 2018</b> | Variaiton |
|----------------|---------|-----------------------------------|----------------------------|-----------|
| Euro (EUR)     |         | 4.7511                            | 4.6639                     | +1,9%     |
| American (USD) | dollars | 4.3488                            | 4.0736                     | +6,8%     |

#### Other notes

The Company's management established its medium and long-term strategy and the estimates provide increases of sales and cost reductions following the effective use of resources, which will lead to the operating profit increase.

The Group recorded as at September 30<sup>th</sup>, 2019 a positive cash balance in the amount of RON 2.923.116 and it does not have any outstanding liabilities to the public budgets or to its private partners.

The Group gives particular importance to profitability indicators, by optimizing the operational and liquidity processes, through the effective use of resources.

Based on these analyses, the management considers that the Group will be able to continue its business in the foreseeable future, but not limited to the following 12 months and therefore, the application of the business continuity principle in the preparation of the financial statements is justified.

#### **Subsequent events**

On October 21<sup>st</sup>, 2019, dividends amounting to RON 9.638.742 were paid to the shareholders, according to the legal provisions, based on the Decision for the payment of dividends, as approved by the Ordinary General Meeting of the Shareholders in April 2019.

#### Management's statement

According to our best information available, we confirm that the simplified interim consolidated financial statements as at September 30<sup>th</sup>, 2019 and for the period then ended, drawn up in accordance with the International Financial Reporting Standards, provide a fair and accurate view on the Group's position and financial performances, as provided by the applicable accounting standards, and that the information presented in this report provides a fair and accurate view of the main events that occurred during the first nine months of the financial year and of their impact onto the simplified interim consolidated financial statements.

**CIUCIOI Ionel-Marian** 

**ARSENE Vasilica-Monica** Financial Manager

General Manager