



PRELIMINARY REPORT

Regarding the presentation of preliminary annual financial results on 31 December 2019

Preliminary report issued according to	- Law no. 24/2017 regarding the issuers of financial instruments and market operations together with ASF Regulation no.5 /2018 regarding the issuers of financial instruments and market operations
Report date	12 February 2020
The company' name	OIL TERMINAL SA
Social headquarter	Constanta, no.2, Caraiman str.
Phone/fax number	0040 241 702600 / 0040 241 694833
Unique registration code in the Commerce Registrar	RO 2410163
Order number in the Commerce Registrar	J/13/512/1991
The subscribed and paid social capital	58,243,025.30 Lei
Regulated market on which the issued securities are traded	Bucharest Stock Exchange, Standard category
The main characteristics of the securities issued	582,430,253 shares with a nominal value of 0.10 lei, nominative, indivisible, with equal voting right, freely traded in Bucharest Stock Exchange under symbol OIL
Audit	Revised annual financial situations issued on 31.12.2019 are not audited
Report currency	Romanian Leu (RON) -all the presented amounts are in RON, if not mentioned otherwise

PRELIMINARY ANNUAL FINANCIAL RESULTS on 31.12.2019

a) Situation of preliminary financial position on 31 December 2019

Patrimonial elements	- lei -	
	31 December 2019 (non audited)	31 December 2018 (audited)
ASSETS		
FIXED ASSETS	9,403,367	3,860,536
Intangible assets	501,261,998	493,059,993
Tangible assets	9,796,233	16,516,506
Tangible assets in execution	639,621	531,404
Financial assets	521,101,219	513,968,439
Total fixed assets		
CURRENT ASSETS		
Stocks	995,627	456,427
Clients and assimilated accounts	15,919,530	16,005,581
Other receivables	3,522,023	3,520,795
Fees and taxes to be recovered	148,042	-
Cash and cash equivalents	13,483,428	7,948,994
Total current assets	34,068,650	27,931,797
Total assets	555,169,869	541,900,236
OWN CAPITALS		
Social capital	58,243,025	58,243,025
Other elements of own capitals	(1,713,756)	(3,257,283)
Reserves from reevaluation	220,140,364	232,347,173
Legal reserves	5,354,579	5,127,105
Other reserves	174,842,248	174,715,402
Surplus achieved from reevaluation reserves	6,778,161	6,615,332
Result reported without IAS 29	396,930	396,930
Result reported arisen from accountant errors correction	(25,839,366)	(25,839,366)
Current profit	2,423,955	281,240
Profit distribution	(354,320)	(235,471)
Total own capitals	440,271,820	448,394,087
Total debts on long term		
Loans on long term	48,713,274	37,065,514
Other loans and assimilated debts	2,773,344	-
Debts regarding taxation on postponed profit	30,658,337	32,201,864
Total debts on long term	82,144,955	69,267,378
CURRENT DEBTS		
Long-term loans – current part	5,214,173	2,390,419
Commercial debts	9,896,770	7,759,454
Debts regarding impots and taxes	6,167,620	6,457,724
Other current debts	4,392,985	4,153,516
Other loans and assimilated debts	1,752,370	-
Total current debts	27,423,918	20,761,113
TOTAL DEBTS	109,568,873	90,028,491
Provisions	5,294,134	3,433,479
Subventions for investments	35,042	44,179
TOTAL OWN CAPITALS AND DEBTS	555,169,869	541,900,236

Total assets increased by 2.4% comparing to the level recorded on 31.12.2018, further the increase of both fixed assets by 1.4% and current assets by 22%.

Fixed assets increased by 1.4% comparing to 31.12.2018, due to the tangible assets' increase by 1.7%, further some investments expenses having as financing sources credits for investments on long term.

Current assets (Cash and cash equivalents) recorded an increase of 22% comparing to 31.12.2018, determined mainly by the turnover' increase by 15.1%, from 146 mill. lei to 168 mill. lei due to the budgetary correction during 2019.

Own capitals and debts

Debts on long term recorded an increase by 18.6% comparing to comparing to 31.12.2018, due the use of the credit during 2019 of the investments credit contracted in the previous year in order to achieve to achieve the planned investments objectives planned for 2019.

Current debts recorded an increase of 32.1% comparing to 31.12.2018, mainly due to the increase by 27.5% of the commercial debts to the goods and services suppliers and due to the operation expenses increase by 13.4%, according to the budgetary correction during 2019.

Own capitals recorded a slight decrease (1.8%) comparing to 31.12.2018, mainly due to the record of influences from tangible and intangible assets re evaluation on 31.12.2019, according to an Evaluation report issued by an authorized assessor.

Provisions constituted according to the applicable legislation and recorded in balance on 31.12.2019 increased by 54.2% comparing to 31.12.2018, due to the constitution of some provisions for: litigations; employees' benefits representing bonuses given for retirement; losses from uncertain receivables and different debtors; provisions regarding the mandate contract; provisions for the employees participation to profit for 2019.

b) Situation of preliminary overall result on 31 December 2019

	31 December 2019	31 December 2018
	(unaudited)	(audited)
Revenues from services supplies	166,129,146	143,866,799
Revenues from residual products sale	1,901,218	2,098,696
Other revenues from operating	(1,652,313)	(1,008,149)
Material expenses	(6,865,347)	(6,754,198)
Energy and water expenses	(4,964,368)	(4,107,444)
Employees expenses	(89,061,938)	(79,390,416)
Services supplied by third parties expenses	(12,652,504)	(11,407,552)
Amortization expenses	(15,766,918)	(13,750,872)
Other operating expenses	(30,449,252)	(26,196,286)
Result from operating	6,617,724	3,350,578
Revenues and financial expenses (net values)	(2,298,207)	(1,444,925)
Year gross result	4,319,517	1,905,653
Expenses regarding the taxation on profit	1,895,562	1,624,413
Year net result	2,423,955	281,240
Overall result' other elements:		
Elements not being reclassified for profit and loss, from which:		
Earnings from the leased/scrapped real estates	(10,337,623)	905,172
Surplus from the intangible assets re evaluation	162,830	792,191
Debt regarding the postponed taxation related to the reserve from re evaluation	(12,043,980)	-
Total overall result	(7,913,668)	1,186,412
Result per share (lei/share)	(0.013587)	0.002037
Result per diluted share (lei/share)	(0.013587)	0.002037

Comparing to 31.12.2018, preliminary gross result on 31.12.2019 records an increase by 2.3 times, and the preliminary net result an increase by 8.6 times.

The preliminary total overall result contains the net result of the financial year 2019 in an amount of 2.423,955 lei and the elements that are not classified as profit and loss in a value of (10,337,623) lei, regarding the tangible and intangible assets re evaluation on 31.12.2019.

The result per share for 2019 presented in the "Situation of the preliminary overall result on 31 December 2019" in a value of (0.013587) lei/share is calculated as a report between the total overall result in a value of (7,913,668) lei and the shares number contained in the social capital, namely 582,430,253 shares.

We mention that, according to financial report standards and the accountancy policies approved on 31st December 2019, the company recorded the tangible and intangible assets re evaluation according to an Evaluation report issued by an authorized assessor, ANEVAR' titular member, by which the tangible and intangible assets' value decreased by the total value of 12,043,980 lei, from which:

-10,081,244 lei representing an increase from re evaluation comparing to the assets' net accountant value, having as effect the increase of the reserve from re evaluation

-22,125,224 lei representing a decrease of the assets' net accountant value, determining the decrease of the reserve from re evaluation recorded in the previous years.

We mention that, the proposal regarding the net profit for 2019' distribution, according to GO no. 64/2001 regarding the profit' distribution in the national companies, in national and commercial companies with full or major state capital, and in the independent administrations, approved with the alterations by Law no. 769/2001, it will not include elements not re classified in profit and loss in a value of (10,337,623) lei, regarding the tangible and intangible assets re evaluation.

Preliminary economic financial indicators 2019 comparing to the achieved 2018

Indicators (thousand lei)	Preliminary 2019	Achieved 2018	▲ ▼ %'
Net turnover	168,019	145,963	▲ 115.1
Revenues from operation	168,739	146,360	▲ 115.3
Expenses from operation	162,121	143,009	▲ 113.4
Operation profit	6,618	3,351	▲ 197.5
EBITDA	24,745	18,505	▲ 133.7
Financial revenues	519	412	▲ 126.0
Financial expenses	2,817	1,857	▲ 151.7
Financial result	(2,298)	(1,445)	
Total revenues	169,258	146,772	▲ 115.3
Total expenses	164,938	144,866	▲ 113.9
Gross profit	4,320	1,906	▲ 226.7
Net profit	2,424	281	▲ 862.6

¹ Preliminary 2019 /comparing to Achieved 2018

The financial indicators on 31.12.2019 (preliminary), comparing to the financial indicators on 31.12.2018 (achieved):

- Turnover increases by 15.1%
- Total revenues are more by 15.3%
- Total expenses increase by 13.9%
- EBITDA increases by 33.7%
- Preliminary gross profit achieved in an amount of 4,320 thousand lei is higher by 2.3 times
- Preliminary net profit in an amount of 2,424 thousand lei is by 8.6 times

Capital expenses (Investments)

For 2019 the investments expenses were provided in an amount of 30,065 thousand lei, constituted on the level of the investments financing source, from which: credits reimbursements for investments in an amount of 2,390 thousand lei and investments expenses in an amount of 27,675 thousand lei.

On 31.12.2019 the preliminary level recorded for the investments expenses was in a total amount of 28,857 thousand lei, being by 4.3% times than the approved level.

No	Investments expenses (thousand lei)	Year 2019			
		Budget of revenues and expenses	Preliminary	Differences	%
0	1	2	3	4=3-2	5=3/2
	Expenses for investments, from which:	27,675	28,857	1,182	104.3
1.	- investments for the company' own pastrimony	13,551	14,688	1,137	108.4
2.	- investments related to public domain	14,124	14,169	45	100.3

Company' stock exchange indicators

The presented information regarding Oil Terminal SA' stock exchange indicators on 30.12.2019 were undertaken from the Monthly bulletin December 2019 communicated by Bucharest Stock Exchange.

On 30.12.2019 shares were traded at a value of 0.2620 lei/share (closing price).

Issue information	
Shares totalo number	582,430,253
Nominal value	0.1000
Social capital	58,243,025.30
Stock exchange indicators on 30.12.2019 according to Bucharest Stock Exchange	
Capitalization	152,596,726
PER	542.59
P/BV	0.34
EPS	0.00
DIVY	0.03
Gross dividend (2018)	0.00007858

**General Director,
Sorin Viorel CIUTUREANU**

**Financial Director,
Adriana FRANGU**

	Year ended on 31 December 2019 (unaudited)	Year ended on 31 December 2018 (audited)
ASSETS		
FIXED ASSETS		
Intangible assets	9,403,367	3,860,536
Tangible assets	501,261,998	493,059,993
Tangible assets in execution	9,796,233	16,516,506
Financial assets	639,621	531,404
Total fixed assets	521,101,219	513,968,439
CURRENT ASSETS		
Stocks	995,627	456,427
Clients and assimilated accounts	15,919,530	16,005,581
Other receivables	3,522,023	3,520,795
Fees and taxes to be recovered	148,042	-
Cash and cash equivalents	13,483,428	7,948,994
Total current assets	34,068,650	27,931,797
Total assets	555,169,869	541,900,236
OWN CAPITALS		
Social capital	58,243,025	58,243,025
Other elements of own capitals	(1,713,756)	(3,257,283)
Reserves from reevaluation	220,140,364	232,347,173
Legal reserves	5,354,579	5,127,105
Other reserves	174,842,248	174,715,402
Surplus achieved from reevaluation reserves	6,778,161	6,615,332
Result reported without IAS 29	396,930	396,930
Result reported arisen from accountant errors correction	(25,839,366)	(25,839,366)
Current profit	2,423,955	281,240
Profit distribution	(354,320)	(235,471)
Total own capitals	440,271,820	448,394,087
Total debts on long term		
Loans on long term	48,713,274	37,065,514
Other loans and assimilated debts	2,773,344	-
Debts regarding taxation on postponed profit	30,658,337	32,201,864
Total debts on long term	82,144,955	69,267,378
CURRENT DEBTS		
Long-term loans – current part	5,214,173	2,390,419
Commercial debts	9,896,770	7,759,454
Debts regarding impots and taxes	6,167,620	6,457,724
Other current debts	4,392,985	4,153,516
Other loans and assimilated debts	1,752,370	-
Total current debts	27,423,918	20,761,113
TOTAL DEBTS	109,568,873	90,028,491
Provisions		
Subventions for investments	5,294,134	3,433,479
	35,042	44,179
TOTAL OWN CAPITALS AND DEBTS	555,169,869	541,900,236

Chairman of the Board of Directors,

Gheorghe Cristian Florin

General Director,
Ciutoreanu Viorel-Sorin

Financial Director,
Frangu Adriana

Chief of Accountancy Dept.,
Popovici Cecilia

	Year ended on 31 December 2019 (unaudited)	Year ended on 31 December 2018 (audited)
Revenues from services supplies	166,129,146	143,866,799
Revenues from residual products sale	1,901,218	2,098,696
Other revenues from operating	(1,652,313)	(1,008,149)
Material expenses	(6,865,347)	(6,754,198)
Energy and water expenses	(4,964,368)	(4,107,444)
Employees expenses	(89,061,938)	(79,390,416)
Services supplied by third parties expenses	(12,652,504)	(11,407,552)
Amortization expenses	(15.766.918)	(13,750,872)
Other operating expenses	(30,449,252)	(26,196,286)
Result from operating	6,617,724	3,350,578
Revenues and financial expenses (net values)	(2,298,207)	(1,444,925)
Year gross result	4,319,517	1,905,653
Expenses regarding the taxation on profit	1,895,562	1,624,413
Year net result	2,423,955	281,240
Overall result' other elements:		
Elements not being reclassified for profit and loss, from which:	(10,337,623)	905,172
Earnings from the leased/scrapped real estates	162,830	792.191
Surplus from the intangible assets re evaluation	(12,043,980)	-
Debt regarding the postponed taxation related to the reserve from re evaluation	(1,543,527)	(112,981)
Total overall result	(7,913,668)	1,186,412
Result per share (lei/share)	(0.013587)	0.002037
Result per diluted share (lei/share)	(0.013587)	0.002037

Chairman of the Board of Directors,
Gheorghe Cristian Florin

General Director,
Ciutoreanu Viorel-Sorin

Financial Director,
Frangu Adriana

Chief of Accountancy Dept.,
Popovici Cecilia