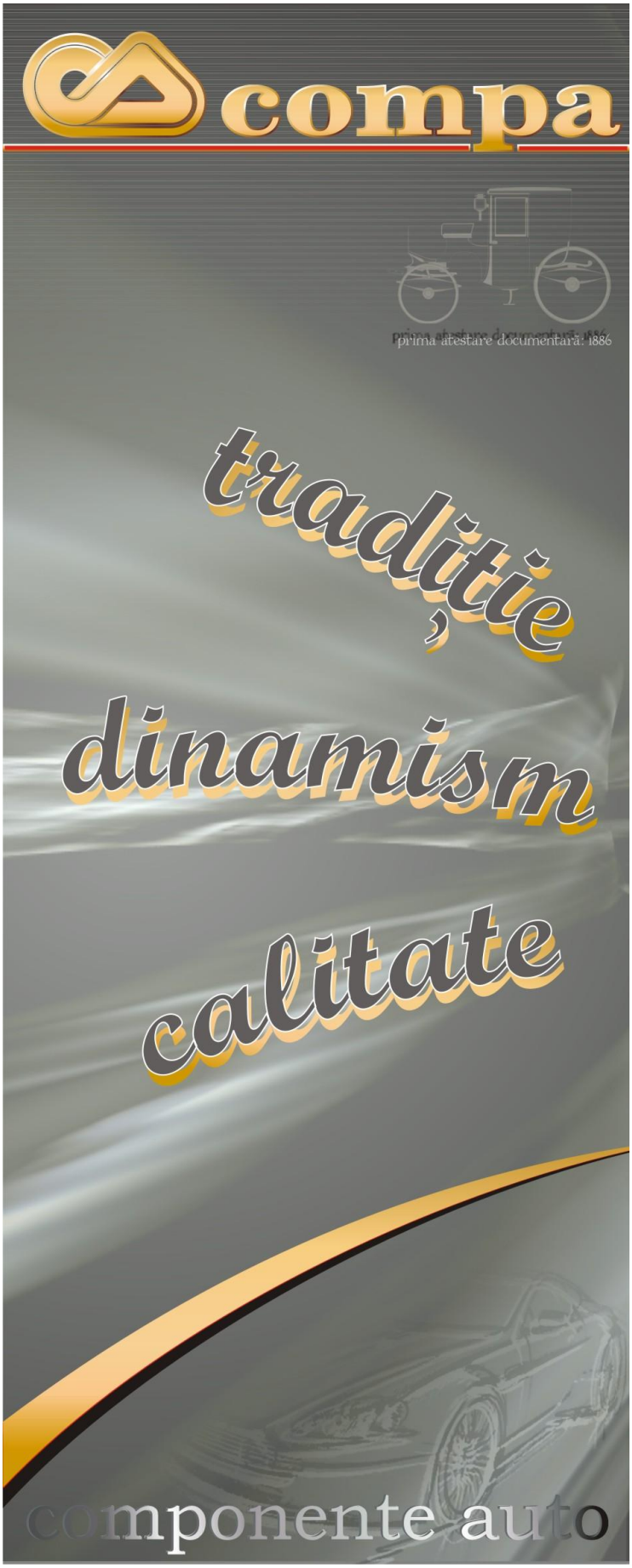

REVENUES AND EXPENCES BUDGET

2016

C O N T E N T S

1. SPECIFIC PREMISES

2. SUBSTANTIATION OF THE PRODUCTION INDICATORS

3. SUBSTANTIATION OF THE PROFIT AND LOSS ACCOUNT

4. SUBSTANTIATION OF KEY ELEMENTS OF HERITAGE

5. INVESTMENTS AND FINANCING SOURCES

6. ECONOMIC AND FINANCIAL INDICATORS

SUBSTANTIATION OF THE INCOME AND EXPENSE BUDGET 2016

1. SPECIFIC PREMISES

2016 follows a year 2015 during which the company COMPA has achieved the highest level of investment in the last 25 years.

The high level of investments of over 240 mil. EUR made in 2015 are providing premises of the company's development during the next few years, including 2016.

- There were provided premises for increasing the production capacity of the fabrication for injection system components (common Rail), Bosch type, with up to 83 % in comparison to the existing ones.
- At the end of 2015 production of several components for the injector system for big trucks has been transferred from Delphi England and this assures the premises for the increase of turnover in comparison to 2015 with over 50 mil. Lei.
- The condition are met ,starting with May 2016 ,for the putting into operation the Zn-Ni galvanizing line purchased with Compa funds and financis originated from the Norge government.
- The product range of parts for injector body and for other components for the injection system,Delphi type, has been diversified by assimilating and homologate these components for heavy trucks in addition to those currently produced used for passanger cars.
- The production capacities for mechanical welded assemblies have been also extended mainly for the complex products having bigger added value and a higher degree of technicality and processability.
- Being aware of the constraints for price reductions of our partners as a result of the labor productivity increase, important measures for decreasing costswere innitiated ,in particular the added value costs.
- The financial resourses needed for 2016 will be ensured without contracting investment credits.

The exchange rate taken into calculation for the substantiating BVC 2016 is 4.45 lei/EUR

The inflation level 2016 taken into calculation for 2016 was 1.1 %.

2. SUBSTANTIATION OF THE PRODUCTION INDICATORS

The evolution of the main indicators is presented in the below table:

For substantiating both the production and delivery indicators (produced commodity output and turnover) the following factors have been taken into consideration:

- the increase to almost 15 % of the turnover in 2016 compared to the last year is among the greatest increases of the last years;

  there will be important increases for

  - Bosch injection system components
  - Delphi injection system components
  - mechanical welded subassemblies for Haulotte
- increase of the export share compared to 2015
- the increase of productivity with over 5 %

Table 2.1.

INDICATORS	U/M	Achievement 2015	Stipulation REB 2016	% Column 4 / Column 3
1	2	3	4	5
Turnover				
- current prices of the period	thousand RON	480.431	551.800	114,9
Average number of employees - Total	pers.	1743	1.900	109,1
Labour productivity				
- current prices of the period	thousand. RON/ pers.	275,6	290,4	105,4
Export production				
- RON	thousand RON	341.224	427.200	125,2
- EURO	thousand E	77.049	96.000	124,6
Imported Material requirement				
- RON	thousand RON	258.895	315.000	121,7
- EURO	thousand E	58.244	70.800	121,6

3. SUBSTANTIATION OF THE PROFIT AND LOSS ACCOUNT

The profit and loss account items are having the following evolutions:

- veniturile totale vor avea in anul 2016 o crestere de peste 16% ca urmare cresterii cererilor si a
- the growing of the total incomes in 2016 will be over 16 % due to the increases of the demands and of the new production capacities put into operation;
- the turnover will increase with approx. 15% due to the assimilation of new products, to the transfer of the production of components for injection system from Delphi England, to the growth of mechanical welded subassemblies volumes, and others;
- the sale of the equity papers detained at ThyssenKrupp Bilstein - Compa is a distinct component of the gross and net result .

As a result of the changings in the production structure, the exploitation result is estimated to reach the level of the one performed in 2015.

Table 3.1.(th.RON)

INDICATORS	Achievement 2015	Stipulation 2016	% Column 4 / Column 3
1	3	4	5
TOTAL INCOME, of which:	**504.343**	**586.028**	**116,2**
- exploitation incomes, consisting in:	491.781	560.000	113,9
- turnover	480.431	551.800	114,9
- financial incomes	12.562	26.028	207,2
TOTAL EXPENSES, of which:	**473.650**	**542.815**	**114,6**
- exploitation expenses	456.486	524.600	114,9
- financial expenses	17.164	18.215	106,1
TOTAL GROSS RESULT, of which:	30.692	43.213	140,8
- exploitation result	35.295	35.400	100,3
- financial result	-4.603	7.813	269,7
Profit tax	2.337	3.432	146,8
NET RESULT	**28.355**	**39.781**	**140,3**

4. SUBSTANTIATION OF KEY ELEMENTS OF HERITAGE

Table 4.1. presents the evolution of the main elements of asset (tangible, intangible and financial assets and current assets).

Are presented comparatively with the previous year and liabilities: equity and debts of the company.

Table 4.1.(th.RON)

SPECIFICATION	Achievement 2015	Stipulation 2016	% Column 2 / Column 1
A	1	2	3
TOTAL FIXED ASSETS, of which:	**344.818**	**351.228**	**101,9**
1. Intangible assets	4.250	5.000	117,6
2. Tangible assets	296.837	303.312	102,2
3. Financial assets	2.692	1.877	69,7
TOTAL CIRCULATING ASSETS of which:	**219.930**	**234.945**	**106,8**
1. Inventories (Stocks)	91.951	102.500	111,5
2. Receivables	112.815	127.000	112,6
3. Cash at banks	14.744	1445	9,8
DEBTS LESS THAN ONE YEAR	**121.467**	**119.223**	**98,2**
BIGGER THAN ONE YEAR DEBTS	**125.456**	**109.345**	**87,2**
CAPITAL AND RESERVES	**317.825**	**357.606**	**112.5**

5. INVESTMENTS AND FINANCING SOURCES

The Revenue and Expenses Budget for 2016 includes a major program of investments in areas such as:

- the increase of the production capacities for “Common Rail”, Bosch type;
- investments for the increase of the heat treatment capacity;
- the endowment of the Hatebur forging line with sand blasting, cracks checking, washing machines and others;
- the completing of the investment for the Zn-Ni galvanizing line started in 2015
- investments for the increase of the mechanical-welded capacities and subassemblies;

6. ECONOMIC AND FINANCIAL INDICATORS

The main financial indicators resulted from this substantiation of revenue and expenses budget are presented in Table 6.1.

Table 6.1.

NAME OF INDICATOR	U/M	Achievement 2015	Stipulation 2016	% Column 4 / Column 3
1	2	3	4	5
Financial rate of return	%	5,62	6,79	120,8
The rotation speed of assets		1,39	1,57	112,9
The labor productivity	Th.RON/ pers.	275.6	290.4	105,4
Trade receivables turnover rate	day	84,5	82,9	98,1
Trade turnover rate debt	day	79,5	67,9	85,4
Turnover rate stocks	day	68,9	64,1	93,0
Indebtedness ratio	%	0,73	0,64	87,7
The current liquidity		1,81	1,97	108,8
Immediate liquidity		1,05	1,11	105,7

GENERAL MANAGER
IOAN DEAC

FINANCIAL MANAGER
IOAN MICLEA

COMPA S.A. Sibiu
Str. Henri Coanda nr. 8
RO 788767

GENERAL BUDGET ACTIVITY

O1 RON - current prices

SPECIFICATION	No. row	2015 realized	Financial year 2016				
			Current				
			TOTAL / TOTAL	consisting in:			
				1Q	2Q	3Q	4Q
A	0	1	2	3	4	5	6
I.TOTAL INCOME, of which:							
(rd.2+rd.4)	O1	504.342.602	586.027.808	153.027.808	143.300.000	140.300.000	149.400.000
1.Operating income, total, of which:	O2	491.780.982	560.000.000	137.000.000	140.000.000	137.000.000	146.000.000
a)Turnover	O3	480.430.751	551.800.000	135.000.000	137.800.000	135.000.000	144.000.000
2.Financial income, total, of which:	O4	12.561.620	26.027.808	16.027.808	3.300.000	3.300.000	3.400.000
a)revenue from the sale of shares		0	12.827.808	12.827.808	0	0	0
II. TOTAL EXPENCES, of which:							
(rd.06+rd.12)	O5	473.650.353	542.815.148	133.615.148	135.400.000	132.900.000	140.900.000
1.Operating expences, of which:	O6	456.486.070	524.600.000	128.700.000	131.100.000	128.400.000	136.400.000
a) material expenses, total:	O7	273.101.993	322.600.000	78.800.000	80.800.000	78.400.000	84.600.000
b) staff costs	O8	100.778.097	110.200.000	27.000.000	27.500.000	27.500.000	28.200.000
c) energy and water costs	O9	22.136.476	24.900.000	6.300.000	6.100.000	5.800.000	6.700.000
d) value adjustment of tangible and intangible assets	10	25.285.353	30.400.000	7.500.000	7.500.000	7.700.000	7.700.000
e) Other operating expenses	11	35.184.151	36.500.000	9.100.000	9.200.000	9.000.000	9.200.000
2. Financial expences, total, of which:	12	17.164.283	18.215.148	4.915.148	4.300.000	4.500.000	4.500.000
a)participation titles expenses		0	815.148	815.148	0	0	0
3. Gross result for the year (rd.01-rd.05)	13	30.692.249	43.212.660	19.412.660	7.900.000	7.400.000	8.500.000
4. Profit tax	14	2.337.623	3.432.000	814.000	869.000	814.000	935.000
III. NET RESULT OF THE YEAR(rd.13-rd.14)	15	28.354.626	39.780.660	18.598.660	7.031.000	6.586.000	7.565.000

GENERAL MANAGER
Ioan Deac

FINANCIAL MANAGER
Ioan Miclea

Mars 2016

COMPA S.A. Sibiu
Str. Henri Coanda nr. 8
RO 788767

SITUATION OF THE PATRIMONY

O2

RON - current prices

SPECIFICATION	No. row	2015 realized	Financial year 2016				
			Current				
			TOTAL	consisting in:			
				1Q	2Q	3Q	4Q
A	0	1	2	3	4	5	6
A. TOTAL FIXED ASSETS, of which:							
(rd2+rd3+rd8+rd9+rd10+rd11)	O1	344.818.525	351.228.044	348.009.731	350.449.480	351.839.480	351.228.044
1.Intangible assets	O2	4.249.508	5.000.000	4.200.000	4.000.000	3.800.000	5.000.000
2.Tangible assets	O3	296.837.486	303.311.661	294.091.661	302.931.661	304.521.661	303.311.661
2.1.Land and buildings	O4	106.141.661	106.141.661	106.141.661	106.141.661	106.141.661	106.141.661
2.2. Technical plants and machines	O5	152.656.347	160.450.000	153.200.000	155.750.000	156.150.000	160.450.000
2.3. Other installations, equipment and furniture	O6	257.991	220.000	250.000	240.000	230.000	220.000
2.4. Tangible assets in progress	O7	37.781.487	36.500.000	34.500.000	40.800.000	42.000.000	36.500.000
3.Financial assets	O8	38.305.245	38.305.245	38.305.245	38.305.245	38.305.245	38.305.245
4.Receivables of European projects	O9	2.691.932	1.876.784	1.876.784	1.876.784	1.876.784	1.876.784
5.Receivables of European projects	10	0	0	6.801.687	601.436	601.436	0
6.Debt pertaining deferred income tax	11	2.734.354	2.734.354	2.734.354	2.734.354	2.734.354	2.734.354
B. TOTAL CURRENT ASSETS, of which:							
(rd13 +rd14+rd15+rd16)	12	219.929.806	234.945.063	210.691.739	218.312.635	222.088.632	234.945.063
1.Inventories (Stoks)	13	91.951.077	102.500.000	94.000.000	96.500.000	98.000.000	102.500.000
2.receivables	14	112.814.890	127.000.000	115.000.000	120.000.000	122.000.000	127.000.000
3. Expenses in advance	15	420.178	4.000.000	400.000	400.000	400.000	4.000.000
4.Cash and banks	16	14.743.661	1.445.063	1.291.739	1.412.635	1.688.632	1.445.063

COMPA S.A. Sibiu
Str. Henri Coanda nr. 8
RO 788767

O2

RON - current prices

SPECIFICATION	No. row	2015 realized	Financial year 2016				
			Current				
			TOTAL	consisting in:			
				1Q	2Q	3Q	4Q
A	0	1	2	3	4	5	6
C. DEBT LESS THAN ONE YEAR, total, of which:							
(rd18+rd19+rd20+rd21+rd22)	17	121.467.264	119.223.079	111.366.133	113.251.548	115.187.314	119.223.079
1. financial debts	18	0	0	0	0	0	0
2. Commercial debt	19	106.113.839	104.000.000	101.000.000	100.000.000	101.000.000	104.000.000
3.Other debts	20	9.930.346	9.800.000	9.500.000	9.500.000	9.600.000	9.800.000
4. Income in advance	21	5.423.079	5.423.079	866.133	3.751.548	4.587.314	5.423.079
5.Provisions of less than one year	22	0	0	0	0	0	0
D. BIGGEST ONE YEAR DEBT, total, from which:	23						
(rd25+rd26+rd27+rd28+rd29)	24	125.456.251	109.344.552	110.911.861	112.056.092	108.700.322	109.344.552
1. financial debts	25	90.552.975	80.000.000	77.500.000	80.000.000	78.000.000	80.000.000
2. Commercial debt	26	0	0	0	0	0	0
3.Other debts	27	0	0	0	0	0	0
4.Income in advance	28	34.767.631	29.344.552	33.411.861	32.056.092	30.700.322	29.344.552
5.Provisions more than one year	29	135.645	0	0	0	0	0
E.CAPITAL AND RESERVES (rd.29+rd.30+rd.31+rd.32+rd33-rd34)	30	317.824.816	357.605.476	336.423.476	343.454.476	350.040.476	357.605.476
1.Share capital	31	21.882.104	21.882.104	21.882.104	21.882.104	21.882.104	21.882.104
2. Revaluation reserves	32	82.151.679	82.151.679	82.151.679	82.151.679	82.151.679	82.151.679
3.Reserves	33	148.403.960	188.184.620	148.403.960	148.403.960	148.403.960	188.184.620
4. Reported result	34	65.387.073	65.387.073	65.387.073	65.387.073	65.387.073	65.387.073
4. Result for the year	35	28.354.626	39.780.660	18.598.660	25.629.660	32.215.660	39.780.660
6.Profit distribution	36	28.354.626	39.780.660	0	0	0	39.780.660
TOTAL EQUITY	37	317.824.816	357.605.476	336.423.476	343.454.476	350.040.476	357.605.476

GENERAL MANAGER
Ioan Deac

FINANCIAL MANAGER
Ioan Miclea

martie 2016

COMPA S.A.Sibiu,
Str. H.Coanda nr.8
RO 788767

STATEMENT OF CASH FLOWS
TO 31.12.2016

O3 RON - current prices

No.			Neame of indicator	S1	S2	S2-S1
1.		+	Profit or loss		39.780.660	39.780.660
2.		+	Depreciation and provisions		30.400.000	30.400.000
3.		-	Changes in inventories	91.951.077	102.500.000	-10.548.923
4.		-	Variation in debts	112.814.890	127.000.000	-14.185.110
5.		+	Variation in trade payables	106.113.839	104.000.000	-2.113.839
6		+	Variation in other liabilities	9.930.346	9.800.000	-130.346
7		-	Variation in other asset items	345.238.703	316.028.044	29.210.659
8		+	Variation in other liabilities	358.151.171	322.192.447	-35.958.724
9	+	=	**Cash flow from operating activities - A**			**36.454.377**
10		-	Investments effected		39.200.000	-39.200.000
11	+	=	**Cash flow from investing activities - B**			**-39.200.000**
12		+	Variation of financial liabilities	90.552.975	80.000.000	-10.552.975
13	+	=	**Cash flow from financial activity - C**			**-10.552.975**
14			Cash at beginning of period	14.743.661		
15			Cash at end of period		1.445.063	
16	=	+	**Net cash flow (A + B + C)**			**-13.298.598**

S1 the balance 31.12.2015
S2 the balance 31.12.2016

GENERAL MANAGER
Ioan Deac

FINANCIAL MANAGER
Ioan Miclea

Mars 2016

COMPA 14-9-1002-03;A4;f;ed.a/98

COMPA S.A.Sibiu
Str. Henri Coanda nr. 8
RO 788767

INVESTMENT ACTIVITY BUDGET

04

RON - current prices

SPECIFICATION	No.row	2015 realized	Financial year 2016				
			Current				
			TOTAL	din care: / of which:			
				1Q	2Q	3Q	4Q
A	0	1	2	3	4	5	6
I. RESOURCES FOR FINANCING - TOTAL (02+09)	O1	73.234.292	85.673.360	26.098.660	30.023.700	13.959.226	18.924.226
OWN RESOURCES - TOTAL (03-08)	O2	53.639.979	70.180.660	26.098.660	14.531.000	13.959.226	18.924.226
-Available at the beginning of period	O3	0	0	0	0	-326.774	3.659.226
- Depreciation of tangible assets	O4	25.285.353	30.400.000	7.500.000	7.500.000	7.700.000	7.700.000
-Amounts distributed from net profit	O5	28.354.626	39.780.660	18.598.660	7.031.000	6.586.000	7.565.000
-Other resources	O7	0	0	0	0	0	0
RESOURCES ATTRACTED - TOTAL	O8	19.594.313	15.492.700	0	15.492.700	0	0
- New credits engaged	9	0	12.000.474	0	12.000.474	0	
-Other resources	10	19.594.313	3.492.226	0	3.492.226	0	0
II.RESOURCES DESTINATION	11						
-Credits repayment	12	0	0	0	0	0	0
- Covering deficit	13	0	35.349.134	35.349.134	12.000.474	0	0
-Financing of investments [(01-(12+13)]	14	73.234.292	50.324.226	-9.250.474	18.023.226	13.959.226	18.924.226
III.INVESTMENT EXPENCES - of which:	15	108.583.426	39.200.000	2.750.000	18.350.000	10.300.000	7.800.000
-Acquisitions assets	16	108.583.426	39.200.000	2.750.000	18.350.000	10.300.000	7.800.000
-Expenses in participation titles	17	0	0	0	0	0	0
IV.EXCEDENT (or EXCESS) (14-15)	18		11.124.226		-326.774	3.659.226	11.124.226
DEFICIT (15-14)	19	35.349.134		12.000.474			

GENERAL MANAGER
Ioan Deac

FINANCIAL MANAGER
Ioan Miclea

MAIN ECONOMIC AND FINANCIAL INDICATORS FOR THE YEAR 2016

No	NAME OF INDICATOR	CALCULATION METHOD	RESULT
1	**LIQUIDITY INDICATORS**		
1.1	The current liquidity	Current assets / Current liabilities	1,97
1.2	Immediate liquidity	(Current assets – Stocks) / Current liabilities	1,11
2	**RISK INDICATORS**		
2.1	Indebtedness ratio	(Net debts / equity)	0,64
2.2	Coverage of interest	Profit before interest and corporate tax payment / interest expense	29,56
3	**ADMINISTRATION INDICATORS**		
3.1	Stocks turnover rate	(The average stock / turnover) x 360	64,1 days
3.2	Trade receivables turnover rate	(average balance client / turnover) x 360	82,9 Days
3.3	Turnover rate of the commercial debt	(average balance supplier / turnover) x 360	67,9 days
3.4	The rotation speed of fixed asset	(Turnover / fixed assets	1,57
3.5	The rotation speed of total asset	(Turnover / total assets)	0,94
4	**PROFITABILITY INDICATORS**		
4.1	The ROE (Return on equity)	(Profit before interest payments and tax / engaged capital) x 100	5,7%
4.2	Financial rate of return	(Net profit / total income) x 100	6,8%
5	**EARNINGS PER SHARE INDICATORS**		
5.1	Result per share	(Net profit / share)	0,18 RON/share
6	**EFFICIENCY INDICATORS**		
6.1	Productivity	(Turnover / average number of personnel)	284,4 Th.RON/pers.

GENERAL MANAGER
IOAN DEAC

FINANCIAL MANAGER
IOAN MICLEA