

“Combinatul de tutun din Chisinau” S.A.
(“TUTUN-CTC” S.A.)

117, Ismail St., Chisinau 2023
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Types of activity	The main types of activity displayed by the company are confined to production of fermented tobacco and cigarettes.
Production capacities	The production capacity of the Company amounts to 20,000 tonnes of fermented tobacco and 15 billion cigarettes.
Type of the company	Joint Stock open-end Company with 90.8% of the shares held by the State and 9.2% by Company employees.
Plan of Privatisation	The Company is due to be privatised in compliance with the Individual Privatisation Law that envisages a procedure of selling its shares to a strategic investor (foreign or local) through an Investment tender.
General Director	Mr. Petru Poian

MAIN PRODUCTION INDICES

Indices	Unit	1998	1999	2000 forecast
Tobacco products manufacturing, <i>including:</i>	Mio sticks	7,512	8,684	15,000
Cigarettes with filter	"	4,260	4,871	8,100
<i>Incl.</i> 80 mm length	"	3,827	4,688	5,100
85 mm length	"	433	105	-
84 mm length	"	-	78	1,000
Under license	"	-	-	2,000
Cigarettes without filter	"	3,252	3,813	6,900
Fermented tobacco manufacturing	t	3,860	4,412	20,000
Shipment of tobacco products, <i>Including:</i>	Mio sticks	8,418	8,580	15,000
Local market	"	8,148	8,484	5,000
Export	"	144	84	8,000
Under license	"	-	-	2,000
Shipment of fermented tobacco, <i>including:</i>	t	3,272	4,353	20,000
CTC	"	2,785	4,205	5,000
Export	"	488	148	2,000
Number of employees		1,188	1,337	1,300

FINANCIAL STATEMENTS

BALANCE SHEET

	1998		1999		1/2 2000	
	MDL	USD	MDL	USD	MDL	USD
Current Assets:						
Cash	1,837,054	220,720	369,931	31,918	2,971,343	237,309
Accounts Receivable	71,497,708	8,590,377	31,478,860	2,716,036	42,413,087	3,659,455
Inventory	55,219,913	6,634,616	128,278,269	11,068,013	134,666,292	10,755,235
Other Current Assets	182,461	21,923	402,379	34,718	438,998	35,061
Total Current Assets	128,737,136	15,467,636	160,529,439	13,850,685	180,489,720	14,414,960
Long Term Assets:						
Fixed assets	81,786,536	9,826,569	109,034,099	9,407,601	104,882,863	8,376,556
Financial Assets	397,500	47,759	546,700	47,170	577,650	46,134
Intangible Assets	163,737	19,673	424,917	36,662	475,045	37,940
Other Assets	0	0	0	0	0	0
Total Long Term Assets	82,347,773	9,894,001	110,005,716	9,491,434	105,935,558	8,460,631
Total Assets	211,084,909	25,361,638	270,535,155	23,342,119	286,425,278	22,875,591
Current Liabilities:						
Accounts Payable	11,765,320	1,413,591	30,530,515	2,634,212	33,897,150	2,707,224
Current Debt	12,762,941	1,533,454	31,011,992	2,675,754	28,380,688	2,266,647
Other Current Liabilities	46,042,835	5,532,000	25,654,230	2,213,480	26,013,780	2,077,612
Total Current Liabilities	70,571,096	8,479,046	87,196,737	7,523,446	88,291,618	7,051,483
Long Term Debt	1,651,130	198,382	1,847,320	159,389	1,847,320	147,538
Total Liabilities	72,222,226	8,677,427	89,044,057	7,682,835	90,138,938	7,199,021
Equity:						
Statutory and additional capital	111,820,414	13,435,109	111,820,414	9,648,008	111,820,414	8,930,630
Reserves	388,503	46,678	388,503	33,521	388,503	31,028
Retained Earnings	26,650,328	3,202,010	69,277,124	5,977,319	84,072,366	6,714,509
Secondary capital	3,438	413	5,057	436	5,057	404
Total Equity	138,862,683	16,683,797	181,491,098	15,659,284	196,286,340	15,676,571
Total Liabilities and Equity	211,084,909	25,361,224	270,535,155	23,342,119	286,425,278	22,875,591
MDL/USD exchange rate used:		8.323		11.590		12.521
WORKING CAPITAL	58,166,040	6,988,591	73,332,702	6,327,239	92,198,102	7,363,478

INCOME STATEMENT

	1998		1999		1/2 2000	
	MDL	USD	MDL	USD	MDL	USD
Sales	187,791,253	33,564,120	298,719,835	28,290,542	190,827,052	15,206,554
Cost of Goods Sold	124,615,221	22,272,604	204,312,919	19,349,647	154,212,845	12,288,855
Gross Profit	63,176,032	11,291,516	94,406,916	8,940,896	36,614,207	2,917,699
Other income from operations	9,829,182	1,756,780	4,295,643	406,823		36,549
Selling expenses	2,058,910	367,991	3,242,564	307,090	458,649	170,561
General and administrative expenses	9,214,956	1,646,998	16,622,077	1,574,209	8,418,607	670,859
SG&AE	11,273,866	2,014,989	19,864,641	1,881,299	10,558,973	841,419
Other Operational Expenses	14,134,300	2,526,238	10,292,320	974,744	5,631,049	448,725
Other Operating Activities Net	(4,305,118)	(769,458)	(5,996,677)	(567,921)	(5,172,400)	(412,176)
Operating Profit	47,597,048	8,507,068	68,545,598	6,491,675	20,882,834	1,664,103
Investment Activities Net	(191,920)	(34,302)	4,085,852	386,954	40,008	3,188
Financial Activities Net	(4,915,571)	(878,565)	(2,632,078)	(249,273)	(1,375,412)	(109,603)
EBIT	42,489,557	7,594,201	69,999,372	6,629,356	19,547,430	1,557,688
Profit Tax	15,816,364	2,826,875	19,171,131	1,815,620	-	-
Net Profit	26,673,193	4,767,327	50,828,241	4,813,736	19,547,430	1,557,688
MDL/USD exchange rate used:		5.595		10.559		12.549

RATIOS

	1998	1999	1/2 2000
Profitability Ratios			
ROA	12.64%	18.79%	20.62%
ROIC	18.98%	27.72%	30.43%
ROE	19.21%	28.01%	30.74%
Gross Profit Margin	33.64%	31.60%	31.60%
Operational Margin	25.35%	22.95%	22.95%
Profit Margin	14.20%	17.02%	17.02%
Asset Utilization Ratios			
Inventory turnover	2.26	1.59	1.75
Assets turnover	0.89	1.10	1.21
Receivables turnover	2.63	9.49	10.42
Liquidity Ratios			
Current ratio	1.82	1.84	1.84
Quick Ratio	1.04	0.37	0.37
Debt Ratios			

Total Debt Ratio	0.34	0.33	0.33
Debt/Equity Ratio	0.52	0.49	0.49