

Cash-flow - Servicii de salubritare stradala si deszapezire Municipiul Timisoara		2022		ALTERNATIVA 4 UTILIAJE NOI, DURATA CONTRACT 4 ANI					TOTAL 4 ANI 2023 - 2026		
				2023	2024	2025	2026				
		1	2	3	4	5					
Rata inflatiei	%	5,00		9,70%	5,50%	5,50%	5,50%				
Curs de schimb valutar	RON			5,00	5,00	5,00	5,00				
CANTITATI LUCRARI SALUBRIZARE STRADALA											
maturat manual carosabil	mp	11%	134.794,195		125.545,368	125.545,368	125.545,368			502.181,472	
maturat manual trotuare	mp	5%	57.768,941		37.684,478	37.684,478	37.684,478			150.737,912	
maturat mecanizat carosabil	mp	31%	375.997,104		422.770,140	422.770,140	422.770,140			1.691.080,560	
maturat mecanizat trotuare	mp	13%	161.141,616		37.684,478	37.684,478	37.684,478			150.737,912	
spalat carosabil	mp	14%	170.684,640		43.453,080	43.453,080	43.453,080			173.812,320	
stropit carosabil	mp	27%	331.719,360		24.426,660	24.426,660	24.426,660			97.706,640	
razuit rigole	mp	0%	153.744		243.366	243.366	243.366			973.464	
Costati deseuri din cosuri de gunoi stradale	tone	0%	0		1.500	1.500	1.500			6.000	
Total cantitati salubritare stradala	mp	100%	1.232.259,600		691.807,570	691.807,570	691.807,570			2.767.230,280	
Tarife actualizate 2023 SALUBRIZARE STRADALA											
maturat manual carosabil	lei/1,000 mp		19,38	33,07	33,07	33,07	33,07			33,07	
maturat manual trotuare	lei/1,000 mp		19,38	33,07	33,07	33,07	33,07			33,07	
maturat mecanizat carosabil	lei/1,000 mp		15,35	24,21	24,21	24,21	24,21			24,21	
maturat mecanizat trotuare	lei/1,000 mp		15,35	24,20	24,20	24,20	24,20			24,20	
spalat carosabil	lei/1,000 mp		32,02	58,74	58,74	58,74	58,74			58,74	
stropit carosabil	lei/1,000 mp		6,97	13,14	13,14	13,14	13,14			13,14	
razuit rigole	lei/1,000 mp		203,63	728,45	728,45	728,45	728,45			728,45	
Cantitati deseuri din cosuri de gunoi stradale	lei/tona		0,00	387,63	387,63	387,63	387,63			387,63	
Venituri din activitatea de salubritare stradala											
Venituri maturat manual carosabil	RON	10%	2.612.312	4.151.785	4.151.785	4.151.785	4.151.785			16.607.141	
Venituri maturat manual trotuare	RON	4%	1.115.562	1.246.226	1.246.226	1.246.226	1.246.226			4.984.903	
Venituri maturat mecanizat carosabil	RON	23%	5.771.556	10.234.661	10.234.661	10.234.661	10.234.661			40.938.645	
Venituri maturat mecanizat trotuare	RON	10%	2.473.524	911.857	911.857	911.857	911.857			3.647.427	
Venituri spalati carosabil	RON	43%	10.621.654	2.552.434	2.552.434	2.552.434	2.552.434			10.209.736	
Venituri stropit carosabil	RON	9%	2.312.084	320.931	320.931	320.931	320.931			1.283.726	
Venituri razuit rigole	RON	0%	31.307	177.280	177.280	177.280	177.280			709.118	
Venituri gestionare deseuri cosuri de gunoi	RON	0%	0	581.438	581.438	581.438	581.438			2.325.750	
TOTAL VENITURI SALUBRIZARE STRADALA	RON	100%	24.941.998	20.176.611	20.176.611	20.176.611	20.176.611			80.706.445	
CANTITATI LUCRARI DESZAPEZIRE											
curatat zapada mecanizat cu autospeciale/utilaje echipate cu lama/plug	mp	90%	125.726,480	4.143,332	4.143,332	4.143,332	4.143,332			16.573,328	
curatat zapada manual, inclusiv statii publice de imbarcare-debarcare calatori si refugii;	mp	4%	5.937,088	2.264,884	2.264,884	2.264,884	2.264,884			9.059,536	
incarcat mecanizat si transport zapada	mnc		10.000	8.230	8.230	8.230	8.230			32.920	
imprastiat mecanic material antiderapant, de tip sare cu injectie de solutie de clorura de calciu	mp	3%	4.313,694	2.291,303	2.291,303	2.291,303	2.291,303			9.165,212	
imprastiat manual material antiderapant, de tip sare in amestec cu clorura de calciu solida	mp	3%	3.710,680	21.800	21.800	21.800	21.800			87.200	
Total cantitati deszapezire	mp		139.697,942	8.729,549	8.729,549	8.729,549	8.729,549			34.918,196	
tarife actualizate 2023 DESZAPEZIRE											
curatat zapada mecanizat cu autospeciale/utilaje echipate cu lama/plug	lei/1000 mp		17,15	23,20	23,20	23,20	23,20			23,20	
curatat zapada manual, inclusiv statii publice de imbarcare-debarcare calatori si refugii;	lei/1000 mp		247,37	334,57	334,57	334,57	334,57			334,57	
incarcat mecanizat si transport zapada	lei/mc		38,27	51,76	51,76	51,76	51,76			51,76	
imprastiat mecanic material antiderapant, de tip sare cu injectie de solutie de clorura de calciu	lei/1000 mp		263,45	356,32	356,32	356,32	356,32			356,32	
imprastiat manual material antiderapant, de tip sare in amestec cu clorura de calciu solida	lei/1000 mp		87,31	118,09	118,09	118,09	118,09			118,09	
Venituri din activitatea de deszapezire											
Venituri din curatat zapada mecanizat cu autospeciale/utilaje echipate cu lama/plug	RON	39%	2.156,209	96,106	96,106	96,106	96,106			384.424,56	
Venituri din curatat zapada manual, inclusiv statii publice de imbarcare-debarcare calatori si refugii;	RON	27%	1.468,657	757,758	757,758	757,758	757,758			3.031.030,16	
Venituri din incrcat mecanizat si transport zapada	RON	7%	382,700	425,986	425,986	425,986	425,986			1.703.944,96	
Venituri din imprastiat mecanic material antiderapant, de tip sare cu injectie de solutie de clorura de calciu	RON	21%	1.136,443	816,428	816,428	816,428	816,428			3.265.712,82	
Venituri din imprastiat manual material antiderapant, de tip sare in amestec cu clorura de calciu solida	RON	6%	323,979	2,574	2,574	2,574	2,574			10.297,17	
TOTAL VENITURI ACTIVITATE DESZAPEZIRE	RON	100%	5.467,989	2.098,852	2.098,852	2.098,852	2.098,852			8.395,410	
Total venituri	RON		30.409,986	22.275,464	22.275,464	22.275,464	22.275,464			89.101,855	
Cheltuieli operate	RON	78%	28.585,387	17.374,862	17.374,862	17.374,862	17.374,862			69.499,447	
Combustibil si lubrifianti	RON	0%	0	0	0	0	0			0	
Energie electrica tehnologica	RON	0%	0	0	0	0	0			0	
Piese de schimb, utilaje	RON	0%	0	0	0	0	0			0	
Materii prime si materiale consumabile	RON	0%	0	0	0	0	0			0	
Echipament de lucru si protectia muncii	RON	0%	0	0	0	0	0			0	
Intretinere, reparatii, piese de schimb	RON	0%	0	0	0	0	0			0	
Amortizarea utilajelor/echipamentelor pentru salubritare stradala si deszapezire	RON	0%	0	6.636,783	6.636,783	6.636,783	6.636,783			26.547,133	
Redevenit	RON	0%	0	26,203	26,203	26,203	26,203			104,812	
Cheltuieli cu protectia mediului	RON	0%	0	0	0	0	0			0	
Alte servicii executate de terti	RON	0%	0	0	0	0	0			0	
Alte cheltuieli materiale	RON	0%	0	0	0	0	0			0	
Cheltuieli cu salariile	RON	0%	0	0	0	0	0			0	
Taxe licente	RON	0%	0	0	0	0	0			0	
Taxe operatori tratare/eliminare deseuri	RON	0%	0	1.367,261	1.367,261	1.367,261	1.367,261			5.469,044	
Alte cheltuieli indirecte	RON	0%	0	0	0	0	0			0	
Cheltuieli financiare (Asigurari, taxe bancare)	RON	0%	0	0	0	0	0			0	
Total costuri operationale	RON	94%	28.585,387	18.742,123	18.742,123	18.742,123	18.742,123			74.968,491	
EBITDA	RON	46%	1.824,599	10.170,124	10.170,124	10.170,124	10.170,124			4.068,050	
EBIT	RON	16%	1.824,599	3.533,341	3.533,341	3.533,341	3.533,341			1.413,336	
Impozit pe profit	RON	16%	291,936	565,335	565,335	565,335	565,335			2.261,338	
Cas flow (excl CAPEX)	RON		-31.900,800	9.604,790	9.604,790	9.604,790	9.604,790				
CAPEX pe perioada delegarii	RON		0	0	0	0	0				
Net cash flow	RON		-31.900,800	9.604,790	9.604,790	9.604,790	9.604,790				
Profit net	RON		2.968,006	2.968,006	2.968,006	2.968,006	2.968,006			11.872,026	
Margia profit net	%		13%	13%	13%	13%	13%			13%	
Rata de actualizare	%		9,50%	1	1	1	1			1	
Perioada de actualizare	an		1	0,913	0,913	0,913	0,913			0,913	
Rata de actualizare	RON		0,913	8.771,498	8.771,498	8.771,498	8.771,498			8.771,498	
Cash-flow anual actualizat	RON		-31.900,800	0							
Yield	%		43,12%	43,1%	43,1%	43,1%	43,1%			43,12%	
RIR	%		5,51%	0%							
VAN	RON		3.185,190	13,32%	13,32%	13,32%	13,32%				
Profit net (mar/a%)	RON		13,32%	13,32%	13,32%	13,32%	13,32%				

Municipiul Timisoara Delegare servicii salubritate		
Cifra de afaceri totala	RON	89.101.855
Rata actualizare	%	9,50%
Perioada de delegare	ani	4 ani
EBITDA	%	46%
Marja profit net	%	13%
Yield	%	43%
RIR	%	5,51%
VAN	RON	3.185.190