

## ESTIMATES OF INCOME AND EXPENDITURES OF THE JSC «UzEx» for 2018

№	INDICATORS	Actual performance for 2017	Business plan for 2018	including on quarters progressive			
				1 quarter	1 halfyear	9 months	2018 year
	<b>Total revenue</b>	<b>44 970 018,0</b>	<b>58 035 441,0</b>	<b>12 767 797,0</b>	<b>26 696 303,0</b>	<b>41 205 163,0</b>	<b>58 035 441,0</b>
	<b>Revenue from commission fees (without VAT)</b>	<b>44 064 225,0</b>	<b>56 987 191,0</b>	<b>12 537 182,0</b>	<b>26 214 108,0</b>	<b>40 460 905,0</b>	<b>56 987 191,0</b>
	<i>including:</i>						
	- guaranteed transactions	20 806 188,0	27 048 044,0	5 950 570,0	12 442 100,0	19 204 111,0	27 048 044,0
	- guaranteed currency transactions	300 000,0	390 000,0	0,0	0,0	0,0	0,0
	- clearing services	11 356 925,0	14 764 002,0	3 248 081,0	6 791 441,0	10 482 442,0	14 764 002,0
	- fee in off-budget Fund of ME	8 210 678,0	10 819 218,0	2 380 228,0	4 976 840,0	7 681 645,0	10 819 218,0
	- transactions in EFT systems	1 818 159,0	941 400,0	207 108,0	433 044,0	668 394,0	941 400,0
	- transactions in the system of State procurement	365 176,0	584 281,0	128 542,0	268 769,0	414 840,0	584 281,0
	- transactions in the system of Corp. procurement	784 711,0	1 255 537,0	276 218,0	577 547,0	891 431,0	1 255 537,0
	- электронный каталог ГЗ и КЗ	49 474,0	65 965,0	14 512,0	30 344,0	46 835,0	65 965,0
	- commission fee from TP sale	372 914,0	1 118 743,0	246 124,0	514 622,0	794 308,0	1 118 743,0
	<b>Income from rendering services to the members of the exchange and bidders</b>	<b>905 793,0</b>	<b>1 048 250,0</b>	<b>230 615,0</b>	<b>482 195,0</b>	<b>744 258,0</b>	<b>1 048 250,0</b>
	<i>including:</i>						
	- rent of workplace	500 000,0	575 000,0				
	- for connection of trading platform	170 000,0	195 500,0	43 010,0	89 930,0	138 805,0	195 500,0
	- for the right of access to the system ESET	150 000,0	172 500,0	37 950,0	79 350,0	122 475,0	172 500,0
	- SMS informing service	793,0	7 500,0	1 650,0	3 450,0	5 325,0	7 500,0
	- other revenue (information, advertising, etc)	85 000,0	97 750,0	21 505,0	44 965,0	69 403,0	97 750,0
<b>II</b>	<b>Cost-total</b>	<b>39 442 395,0</b>	<b>49 166 369,0</b>	<b>10 963 487,0</b>	<b>22 989 960,0</b>	<b>35 228 279,0</b>	<b>49 166 369,0</b>
	<i>including:</i>						
<b>I</b>	<b>Production cost-total</b>	<b>14 089 006,0</b>	<b>14 452 140,0</b>	<b>3 326 356,0</b>	<b>7 021 414,0</b>	<b>10 581 176,0</b>	<b>14 452 140,0</b>
<b>1.1.</b>	<b>Production material costs, including</b>	<b>2 257 613,0</b>	<b>2 169 135,0</b>	<b>477 210,0</b>	<b>997 802,0</b>	<b>1 540 086,0</b>	<b>2 169 135,0</b>
	- purchased materials (paper)	52 251,0	62 701,0	13 794,0	28 842,0	44 518,0	62 701,0
	- purchased materials (stationery)	28 000,0	33 600,0	7 392,0	15 456,0	23 856,0	33 600,0
	- purchased materials (household inventory)	35 000,0	42 000,0	9 240,0	19 320,0	29 820,0	42 000,0
	- purchased materials (Office maintenance)	47 000,0	56 400,0	12 408,0	25 944,0	40 044,0	56 400,0
	- purchased materials (water in capsules)	26 510,0	31 812,0	6 999,0	14 634,0	22 587,0	31 812,0
	- purchased materials (fuel)	6 000,0	7 200,0	1 584,0	3 312,0	5 112,0	7 200,0
	- purchased materials (others)	57 589,0	69 107,0	15 204,0	31 789,0	49 066,0	69 107,0
	- rent and use of buildings	430 029,0	516 035,0	113 528,0	237 376,0	366 385,0	516 035,0
	- utilities	168 795,0	202 554,0	44 562,0	93 175,0	143 813,0	202 554,0
	- electricity	206 439,0	247 726,0	54 500,0	113 954,0	175 886,0	247 726,0
	- current repairs of buildings	1 200 000,0	900 000,0	198 000,0	414 000,0	639 000,0	900 000,0
<b>1.2.</b>	<b>Labour costs</b>	<b>6 219 854,0</b>	<b>5 837 576,0</b>	<b>1 401 775,0</b>	<b>2 984 029,0</b>	<b>4 400 804,0</b>	<b>5 837 576,0</b>
	- wages	4 419 854,0	3 532 126,0	883 032,0	1 766 064,0	2 649 096,0	3 532 126,0
	- production premiums	1 500 000,0	1 805 450,0	408 743,0	987 965,0	1 396 708,0	1 805 450,0
	- wages of GPA	300 000,0	500 000,0	110 000,0	230 000,0	355 000,0	500 000,0
<b>1.3.</b>	<b>Social insurance contributions</b>	<b>1 554 964,0</b>	<b>1 459 394,0</b>	<b>350 444,0</b>	<b>746 007,0</b>	<b>1 100 201,0</b>	<b>1 459 394,0</b>
<b>1.4.</b>	<b>Depreciation of fixed assets and intangible assets</b>	<b>1 876 689,0</b>	<b>2 696 689,0</b>	<b>593 272,0</b>	<b>1 240 477,0</b>	<b>1 914 649,0</b>	<b>2 696 689,0</b>
<b>1.5.</b>	<b>Other costs of production purpose</b>	<b>2 179 887,0</b>	<b>2 289 346,0</b>	<b>503 656,0</b>	<b>1 053 099,0</b>	<b>1 625 436,0</b>	<b>2 289 346,0</b>
	- maintenance and repair of fixed assets (air conditioners)	198 600,0	238 320,0	52 430,0	109 627,0	169 207,0	238 320,0
	- rent of channel	200 000,0	240 000,0	52 800,0	110 400,0	170 400,0	240 000,0
	- maintenance of equipment	52 500,0	50 000,0	11 000,0	23 000,0	35 500,0	50 000,0
	- communication services	55 000,0	66 000,0	14 520,0	30 360,0	46 860,0	66 000,0
	- postal-Telegraph expenses	3 000,0	3 600,0	792,0	1 656,0	2 556,0	3 600,0
	- Internet	203 627,0	244 353,0	53 758,0	112 402,0	173 491,0	244 353,0
	- cost of maintaining and upgrading IT and IT security	600 000,0	500 000,0	110 000,0	230 000,0	355 000,0	500 000,0
	- renewal of furniture and internal content	604 176,0	600 000,0	132 000,0	276 000,0	426 000,0	600 000,0
	- SMS informing	1 000,0	1 200,0	264,0	552,0	852,0	1 200,0
	- transport services	20 000,0	24 000,0	5 280,0	11 040,0	17 040,0	24 000,0
	- fire and alarm security (video surveillance, fire hoses, etc..)	100 000,0	50 000,0	11 000,0	23 000,0	35 500,0	50 000,0
	- maintenance of UPS and generators	45 000,0	54 000,0	11 880,0	24 840,0	38 340,0	54 000,0
	- travel allowance	40 599,0	48 719,0	10 718,0	22 411,0	34 590,0	48 719,0
	- maintenance of the system for TP sale (URPC payment 0,5)	56 385,0	169 154,0	37 214,0	77 811,0	120 099,0	169 154,0
<b>2</b>	<b>Expenses of the period</b>	<b>25 353 389,0</b>	<b>34 714 229,0</b>	<b>7 637 130,0</b>	<b>15 968 545,0</b>	<b>24 647 103,0</b>	<b>34 714 229,0</b>
<b>2.1.</b>	<b>Selling expenses</b>	<b>440 046,0</b>	<b>601 930,0</b>	<b>132 425,0</b>	<b>276 888,0</b>	<b>427 370,0</b>	<b>601 930,0</b>
	- wages (press service)	112 288,0	108 682,0	23 910,0	49 994,0	77 164,0	108 682,0
	- production premium	48 088,0	80 062,0	17 614,0	36 829,0	56 844,0	80 062,0
	- deduction for social security	40 094,0	47 186,0	10 381,0	21 706,0	33 502,0	47 186,0
	- telecast News of UzEx on Uzbekistan 24 channel		120 000,0	26 400,0	55 200,0	85 200,0	120 000,0
	- advertising (videos, brochures, posters, etc)	83 576,0	100 000,0	22 000,0	46 000,0	71 000,0	100 000,0
	- Press-Conference	6 000,0	10 000,0	2 200,0	4 600,0	7 100,0	10 000,0
	- participation in exhibitions and fairs	100 000,0	100 000,0	22 000,0	46 000,0	71 000,0	100 000,0
	- printed products	30 000,0	36 000,0	7 920,0	16 560,0	25 560,0	36 000,0
	- souvenirs and presents - advertising	20 000,0	0,0	0,0	0,0	0,0	0,0
<b>2.2.</b>	<b>Administrative expenses</b>	<b>5 088 245,0</b>	<b>10 624 471,0</b>	<b>2 337 384,0</b>	<b>4 887 258,0</b>	<b>7 543 375,0</b>	<b>10 624 471,0</b>
	- wages	2 044 191,0	4 617 375,0	1 015 823,0	2 123 993,0	3 278 336,0	4 617 375,0
	- production premium	1 613 781,0	3 353 018,0	737 664,0	1 542 388,0	2 380 643,0	3 353 018,0
	- deductions for social insurance	914 493,0	1 992 598,0	438 372,0	916 595,0	1 414 745,0	1 992 598,0
	- depreciation of fixed assets of administrative purpose	175 175,0	210 210,0	46 246,0	96 697,0	149 249,0	210 210,0
	- costs of vehicles maintenance	79 486,0	95 384,0	20 984,0	43 877,0	67 723,0	95 384,0
	- costs of road transport (fuel)	112 719,0	157 806,0	34 717,0	72 591,0	112 042,0	157 806,0
	- communication services	23 400,0	28 080,0	6 178,0	12 917,0	19 937,0	28 080,0
	- travel allowances	65 000,0	78 000,0	17 160,0	35 880,0	55 380,0	78 000,0
	- cost of representation	50 000,0	80 000,0	17 600,0	36 800,0	56 800,0	80 000,0
	- other administrative expenses	10 000,0	12 000,0	2 640,0	5 520,0	8 520,0	12 000,0
<b>2.3.</b>	<b>Other operating expenses</b>	<b>19 825 098,0</b>	<b>23 487 828,0</b>	<b>5 167 322,0</b>	<b>10 804 401,0</b>	<b>16 676 358,0</b>	<b>23 487 828,0</b>
	- payments to the budget	1 106 094,0	1 719 716,0	378 337,0	791 069,0	1 220 998,0	1 719 716,0
	- including property tax	937 984,0	1 517 984,0	333 957,0	698 273,0	1 077 769,0	1 517 984,0
	- including land tax	49 859,0	59 831,0	13 163,0	27 522,0	42 480,0	59 831,0
	- including water resources tax	2 475,0	2 970,0	653,0	1 366,0	2 108,0	2 970,0
	- incl. VAT ( trading platforms in areas)	115 775,0	138 930,0	30 565,0	63 908,0	98 641,0	138 930,0
	- deductions in Government trust funds	1 573 951,0	2 031 240,0	446 873,0	934 371,0	1 442 181,0	2 031 240,0
	- payments of compensation and incentive nature	2 547 543,0	2 502 833,0	550 623,0	1 151 303,0	1 777 011,0	2 502 833,0
	- social insurance contributions	636 886,0	732 419,0	161 132,0	336 913,0	520 017,0	732 419,0
	- cost of maintaining the Trade Union	95 627,0	109 972,0	24 194,0	50 587,0	78 080,0	109 972,0
	- landscaping of CA territory and regions (facade, flowers, decorating for holidays, yard, etc.)	0,0	75 000,0	16 500,0	34 500,0	53 250,0	75 000,0
	- audit, bank services and evaluation services, consulting	280 000,0	336 000,0	73 920,0	154 560,0	238 560,0	336 000,0
	- разработка Егг системы	300 000,0	10 000,0	2 200,0	4 600,0	7 100,0	10 000,0
	- charity (sponsorship)	4 500 000,0	5 500 000,0	1 210 000,0	2 530 000,0	3 905 000,0	5 500 000,0
	- compulsory insurance	5 000,0	7 000,0	1 540,0	3 220,0	4 970,0	7 000,0
	- personnel training and skills development	65 000,0	65 000,0	14 300,0	29 900,0	44 150,0	65 000,0

- subscription	15 000,0	15 000,0	3 300,0	6 900,0	10 650,0	15 000,0
- other expenses (membership dues, EDS, villa in Bostanlik, archiving and miscellaneous)	500 000,0	500 000,0	110 000,0	230 000,0	355 000,0	500 000,0
- creation of reserve for bad debts according to GSM solution		0,0	0,0	0,0	0,0	0,0
- deductions to extra-budgetary funds MF and ME	7 749 698,0	8 884 904,0	1 954 679,0	4 087 056,0	6 308 282,0	8 884 904,0
- development of system for SRNP sale	131 885,0	0,0	0,0	0,0	0,0	0,0
- deduction in MF from SRNP sales	283 415,0	850 245,0	187 054,0	391 113,0	603 674,0	850 245,0
- translation of documents into 3 languages	30 000,0	30 000,0	6 600,0	13 800,0	21 300,0	30 000,0
- litigation costs	5 000,0	6 000,0	1 320,0	2 760,0	4 260,0	6 000,0
- wages of GPA		50 000,0	11 000,0	23 000,0	35 500,0	50 000,0
- social insurance contributions		12 500,0	2 750,0	5 750,0	8 875,0	12 500,0
Depreciation of other fixed assets		50 000,0	11 000,0	23 000,0	35 500,0	50 000,0
<b>Other income from primary activities</b>	<b>750 000,0</b>	<b>825 000,0</b>	<b>181 500,0</b>	<b>379 500,0</b>	<b>585 750,0</b>	<b>825 000,0</b>
Financial result of general economic activity	6 277 622,0	9 694 071,0	1 985 810,0	4 085 843,0	6 562 634,0	9 694 072,0
<b>Income from financial activities</b>	<b>159 879 270,0</b>	<b>26 955 000,0</b>	<b>5 930 100,0</b>	<b>12 399 300,0</b>	<b>19 138 050,0</b>	<b>26 955 000,0</b>
income from Exchange rate differences	157 703 207,0	24 500 000,0	5 390 000,0	11 270 000,0	17 395 000,0	24 500 000,0
income in the form of %	2 100 000,0	2 375 000,0	522 500,0	1 092 500,0	1 686 250,0	2 375 000,0
income in dividends	76 063,0	80 000,0	17 600,0	36 800,0	56 800,0	80 000,0
<b>3. Costs of financial activities</b>	<b>155 000 000,0</b>	<b>24 000 000,0</b>	<b>5 280 000,0</b>	<b>11 040 000,0</b>	<b>17 040 000,0</b>	<b>24 000 000,0</b>
Exchange difference from revaluation of foreign currency balance sheet items	155 000 000,0	24 000 000,0	5 280 000,0	11 040 000,0	17 040 000,0	24 000 000,0
<b>III Financial result before taxes payment</b>	<b>11 156 892,0</b>	<b>12 649 071,0</b>	<b>2 635 910,0</b>	<b>5 445 143,0</b>	<b>8 660 684,0</b>	<b>12 649 072,0</b>
Tax on profit 12%	1 250 291,0	1 361 180,0	288 443,0	598 136,0	942 426,0	1 361 180,0
Other tax	1 180 444,0	903 031,0	187 797,0	387 761,0	617 461,0	903 031,0
<b>V Net profit</b>	<b>8 726 157,0</b>	<b>10 384 860,0</b>	<b>2 159 670,0</b>	<b>4 459 246,0</b>	<b>7 100 797,0</b>	<b>10 384 860,0</b>