

## Report on Company operations in 2nd quarter 2018

- ❖ Income from sale of products is 57,06 million BAM.
- ❖ Net profit for the period is 1,05 million BAM.

### 1. Profitability table

Profitability table	2018	2017
(in '000 BAM)	I-VI	I-VI
Sales revenue	57.063	51.637
Operating expenses	(54.865)	(51.056)
Other income and expenses	(1.150)	(38)
Final profit tax	-	-
Net profit/loss	1.048	542
EBIT	1.471	988
EBITDA	6.075	5.568

### 2. Income statement

Income statement	2018	2017
(in '000 BAM)	I-VI	I-VI
Revenue from sales	57.063	51.637
Cost of goods sold	(20.041)	(19.354)
<b>Gross Profit</b>	<b>37.022</b>	<b>32.283</b>
Administration expenses	(34.824)	(31.703)
Other operating income (expenditures) - net	254	2.875
Financial income (expenditures) - net	(981)	(2.467)
<b>EBIT</b>	<b>1.471</b>	<b>988</b>
Interest	(423)	(446)
<b>Profit/loss before tax</b>	<b>1.048</b>	<b>542</b>
Final profit tax	-	-
<b>Net profit/loss</b>	<b>1.048</b>	<b>542</b>
Depreciation	(4.604)	(4.580)
<b>EBITDA</b>	<b>6.075</b>	<b>5.568</b>

### 3. Balance sheet

Balance sheet	2018	2017
(in '000 BAM)	30.06.	31.12.
<b>NON-CURRENT ASSETS</b>	<b>154.439</b>	<b>127.306</b>
Intangible assets	27.147	23.551
Real estate, facilities and equipment	119.757	96.966
Other tangible non-current assets	448	448
Non-current financial investments	6.990	6.297
Other non-current receivables	-	-
Non-current deferrals	98	44
<b>CURRENT ASSETS</b>	<b>106.425</b>	<b>119.534</b>
Inventory and assets intended for sale	27.382	24.687
Current receivables	58.554	76.125
Current financial investments	7.014	6.901
Cash and cash equivalents	8.131	8.677
VAT-based receivables	3.599	1.509
Prepayments and accruals	664	553
Deferred tax assets	1.081	1.081
<b>TOTAL ASSETS</b>	<b>260.865</b>	<b>246.839</b>
	-	-
<b>EQUITY</b>	<b>166.675</b>	<b>170.190</b>
Shareholders' equity	88.300	88.300
Issue premium	8.545	8.542
Reserves	45.821	45.821
Profit/loss for the reporting year	1.048	9.747
Unallocated profit/loss from previous years	23.043	17.967
Own stakes and shares purchased	(82)	(187)
	-	-
<b>NON-CURRENT PROVISIONS</b>	<b>6.610</b>	<b>6.488</b>
Non-current provisions for costs and risks	6.610	6.488
<b>NON-CURRENT LIABILITIES</b>	<b>23.228</b>	<b>94</b>
Non-current loans	23.134	-
Non-current liabilities based on financial leasing	94	94
<b>CURRENT LIABILITIES</b>	<b>45.543</b>	<b>48.283</b>
Current financial liabilities	27.184	21.405
Liabilities from operations	6.319	13.455
Liabilities based on salaries, compensations and other income of the employees	2.390	5.791
Other liabilities	9.329	6.601
VAT-based liabilities	-	-
Liabilities for other taxes and duties	301	306
Profit tax liabilities	20	725
<b>ACCRUALS AND DEFERRED INCOME</b>	<b>18.809</b>	<b>21.784</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>260.865</b>	<b>246.839</b>