



Sirma Group

Sirma Group Holding JSC

Consolidated financial statements for
the period ending 30.06.2017



500%

profit growth

450%

ROE growth

340%

net profit margin growth

698transactions with shares of
the company with turnover
from BGN 1 992 766**100**increase of shareholders
for the period
01.01.2017 to 877**35%**increase
of revenue in USA



Last trading
price on
30.06.2017



1.097 BGN

Change in share
price for the period



- 7,62 %

Volume



1 991 766

Number of deals



698

26W High
26W Low



0.99 BGN
1.196 BGN

Market
capitalization
30.06.2017



65 118 488
BGN (in thousands)

59 361 BGN
(in thousands)

Shareholder's capital

59 360 518 Shares
(with nominal price BGN 1.00)

86,44%

51 310 199

Number of shares held by
individuals

8 050 319

Number of shares held by
corporate investors

13,56%



7
Shareholders owning more
than 5% of the capital
33 092 327 BGN

55,75%

870
Shareholders owning less
than 5% of the capital
26 268 191 BGN

44,25%

877 Shareholders

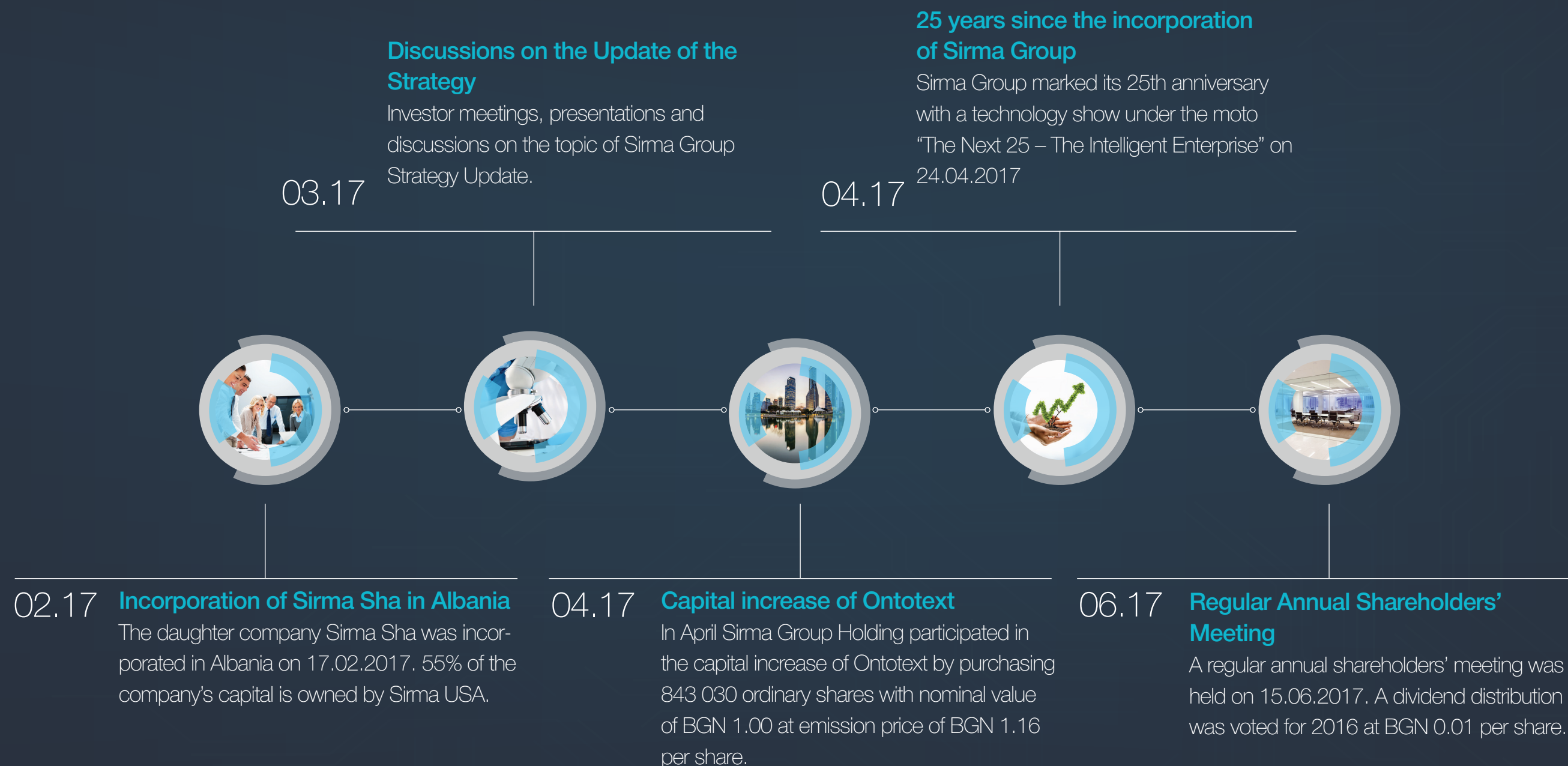
individual

828

corporate investors

49





Revenues

22 001 BGN
in thousands

+36,42%

EBITDA

6 992 BGN
in thousands

+60,62%

ROE

+449,50%

H1 2017 **1,43%**

H1 2016 **0,26%**

Net Profit

1 739 BGN
in thousands

290

H1 2016

H1 2017

+499,66%

EBITDA Margin

%

+17,74%

31,78%

H1 2017

26,99%

H1 2016

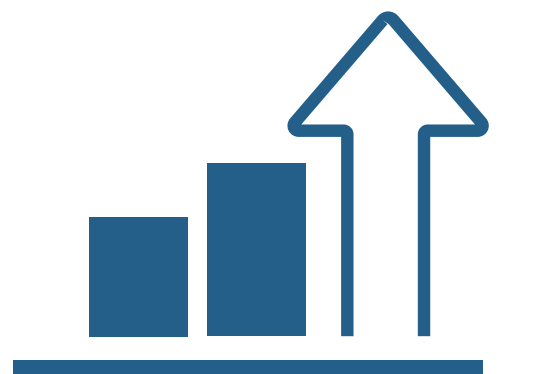
Net Profit Margin

%

H1 2017 **7,90%**

H1 2016 **1,80%**

+339,55%



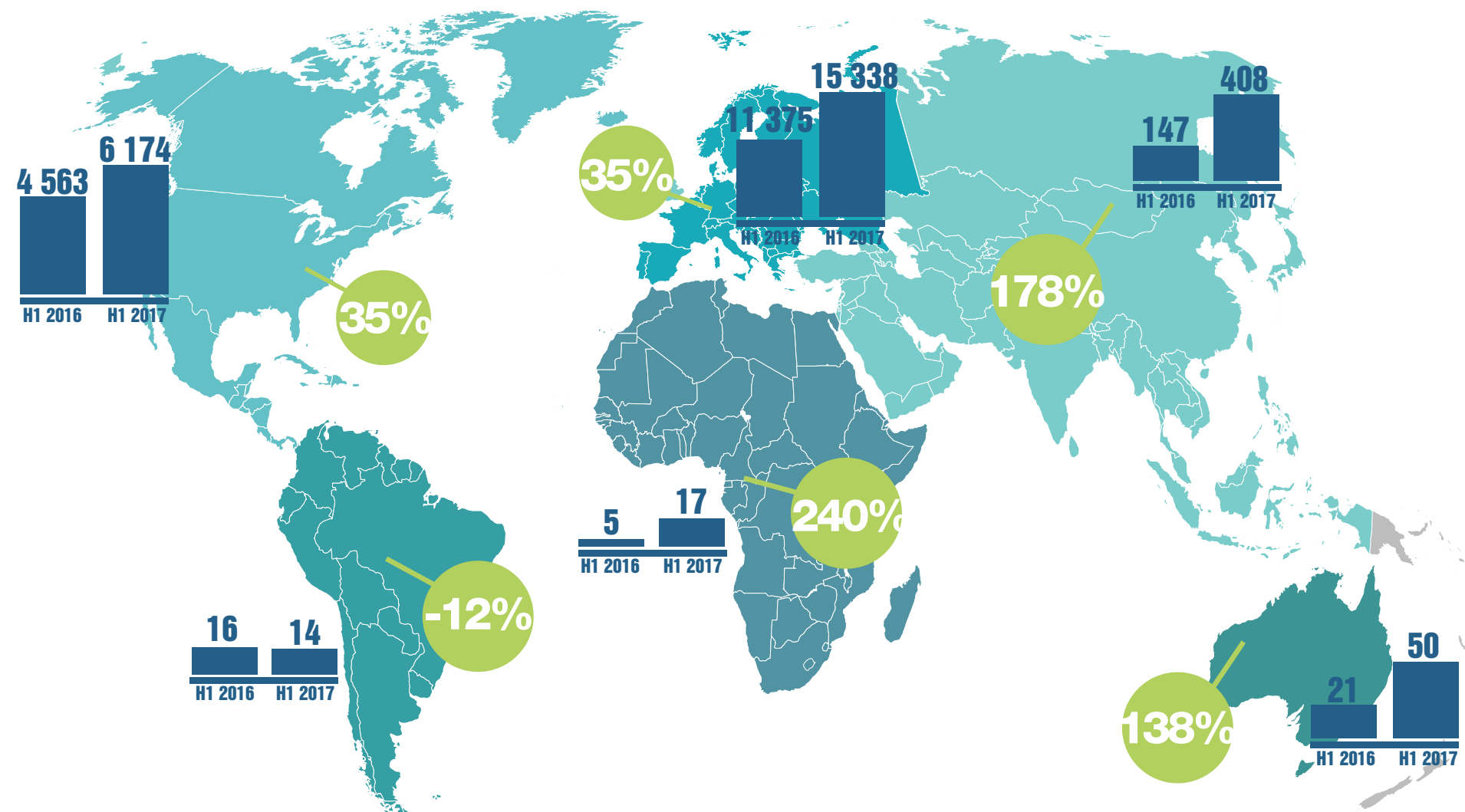
REVENUES

H1 2017: **22 001 BGN**
in thousands

H1 2016: **16 127 BGN**
in thousands

**SALES
GROWTH**
36,42%

Revenue by region in thousands



Cross Industry Business Solutions

14 315

Revenues



65.07%

Finance

2 953

Revenues



13.42%

Manufacturing and services

1 952

Revenues

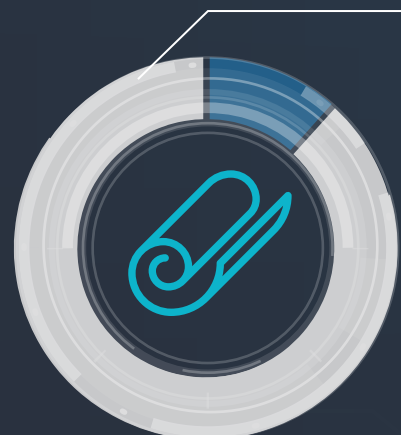


8.87%

Publishing Media

1 559

Revenues



7.09%

Cultural Heritage

946

Revenues



4.30%

Life sciences

276

Revenues



1.26%

Revenues

22 001 BGN
in thousands



Sirma Group

The Companies from the Group

During the period ending
30.06.2017

Revenues

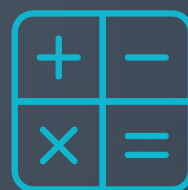
(in thousands)

**1 340 BGN****+ 111,02%**
H1 2016: 635 BGN**Net Profit
/ Loss**

(in thousands)

**1 007 BGN****+ 101,00%**
H1 2016: 501 BGN**EBITDA**

(in thousands)

**1 082 BGN****+ 89,12%**
H1 2016: 572 BGN**EBITDA Margin****80,73%****- 10,38%**
H1 2016: 90,08%**ROE****1,35%****+ 92,73%**
H1 2016: 0,07%**Net Profit
Margin****75,15%****- 4,75%**
H1 2016: 78,90%

Revenues

(in thousands)



12 404 BGN*

+ 61,76%

H1 2016: 7 668 BGN

Net Profit / Loss

(in thousands)



1 025 BGN

N.A.

H1 2016: -370 BGN

EBITDA

(in thousands)



4 426 BGN

+ 149,77%

H1 2016: 1 772 BGN

EBITDA Margin

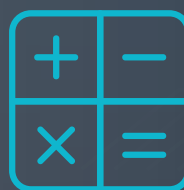


35,68%

+ 54,41%

H1 2016: 23,11%

ROE



1,90%

N.A.

H1 2016: -0,76%

Net Profit Margin



8,26%

N.A.

H1 2016: - 4,83%

*The fast growth of income is due to a few big integration projects, as well as the increased sales of IT products on the American market by Sirma USA.

Revenues

(in thousands)



2 389 BGN

+ 37,93%

H1 2016: 1 732 BGN

Net Profit / Loss

(in thousands)



315 BGN

+ 104,55%

H1 2016: 154 BGN

EBITDA

(in thousands)



315 BGN

+ 104,55%

H1 2016: 154 BGN

EBITDA Margin

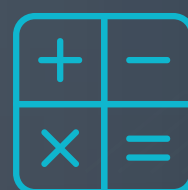


13,19%

+ 48,29%

H1 2016: 8,89%

ROE



1,34%

+ 101,33%

H1 2016: 0,67%

Net Profit Margin



13,19%

+ 48,29%

H1 2016: 8,89%

Revenues

(in thousands)



3 633 BGN

+ 27,92%

H1 2016: 2 840 BGN

Net Profit / Loss

(in thousands)



1 512 BGN

+ 416,38%

H1 2016: 293 BGN

EBITDA

(in thousands)



2 260 BGN

+ 87,71%

H1 2016: 1 204 BGN

EBITDA Margin

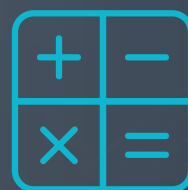


62,20%

+ 46,74%

H1 2016: 42,39%

ROE



6,74%

+ 426,80%

H1 2016: 1,28%

Net Profit Margin



41,61%

+ 303,69%

H1 2016: 10,31%

Revenues

(in thousands)



2 771 BGN

+ 87,23%

H1 2016: 1 480 BGN

Net Profit / Loss

(in thousands)



735 BGN

+ 204,98%

H1 2016: 241 BGN

EBITDA

(in thousands)



949 BGN

+ 111,36%

H1 2016: 449 BGN

EBITDA Margin

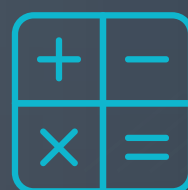


34,25%

+ 12,89%

H1 2016: 30,34%

ROE



14,82%

+ 133,56%

H1 2016: 6,35%

Net Profit Margin



26,52%

+ 62,89%

H1 2016: 16,28%

Revenues

(in thousands)



1 259 BGN

- 0,79%

H1 2016: 1 269 BGN*

Net Profit / Loss

(in thousands)



96 BGN

- 47,83%

H1 2016: 184 BGN

EBITDA

(in thousands)



145 BGN

- 34,68%

H1 2016: 222 BGN

EBITDA Margin

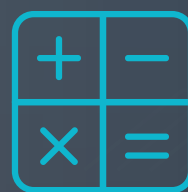


11,52%

- 34,17%

H1 2016: 17,49%

ROE



3,52%

+ 53,59%

H1 2016: 7,54%

Net Profit Margin



7,63%

- 47,41%

H1 2016: 14,50%

*The company participated in the international specialized expo "Drupa" during May 2016. This led to an extraordinary increase of sales in 2016.

Revenues

(in thousands)



938 BGN

- 46,25%
H1 2016: 1 745 BGN*

Net Profit / Loss

(in thousands)



248 BGN

- 42,73%
H1 2016: 433 BGN

EBITDA

(in thousands)



364 BGN

- 40,62%
H1 2016: 613 BGN

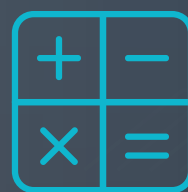
EBITDA Margin



38,81%

+ 35,13%
H1 2016: 10,47%

ROE



7,67%

- 34,20%
H1 2016: 11,66%

Net Profit Margin



26,44%

+ 6,55%
H1 2016: 24,81%

*In the first half of 2016 the company had some untypical hardware delivery projects.

Revenues

(in thousands)



234 BGN*

- 73,44%

H1 2016: 881 BGN

Net Profit / Loss

(in thousands)



- 287 BGN

N.A.

H1 2016: 34 BGN

EBITDA

(in thousands)



90 BGN

- 83,27%

H1 2016: 538 BGN

EBITDA Margin



38,46%

- 37,02%

H1 2016: 61,07%

ROE



- 4,27%

N.A.

H1 2016: 0,67%

Net Profit Margin



N.A.

N.A.

H1 2016: 3,86%

- *Following Sirma Group's updated Strategy, the company is preparing for the development of the core cognitive platform of the Group and the typical business contracts are being forwarded to Sirma Solutions or Sirma Group Inc., which is leading to a drop in revenue in 2017 for the company.



Sirma Group

Thank you for your attention!

We would be happy to address
all your questions now:

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sirmair