



Sirma Group

Sirma Group Holding

**Consolidated financial statements
for the period ending on 30.09.2017**

38%

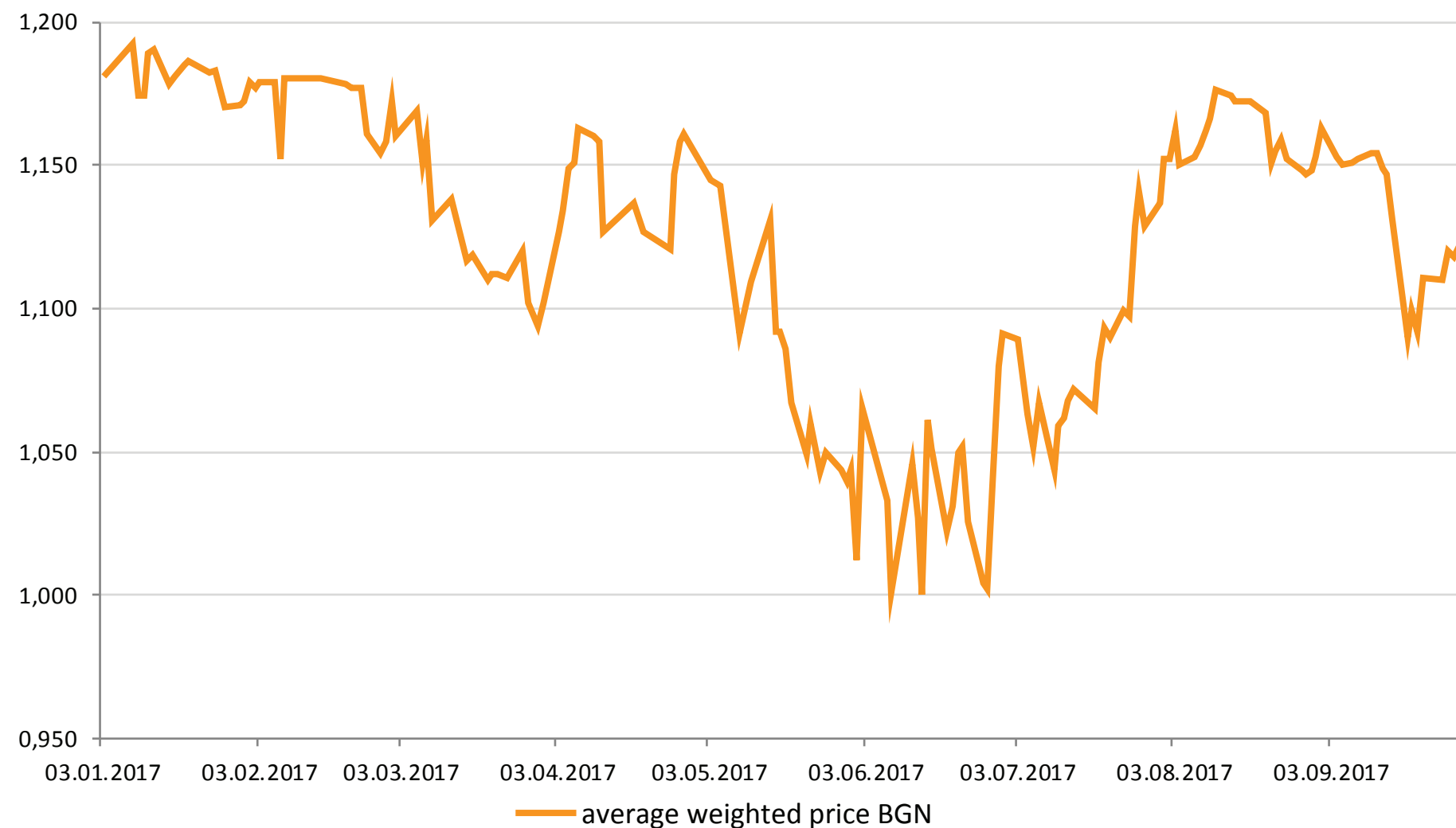
Net Profit Growth

34%

Revenue Growth

68%North America Revenue
IncreaseThe Shares of Sirma Group
Holding are included in**SOFIX**Growth of the corporate
investors in the company
from 6 314 501 to 9 420 283 shares**49%**Improved liquidity
of the Sirma Group shares**x12,5**

from 497 040 to 6 197 234 shares turnover



Last trading
price on
29.09.2017



1.119 BGN

Change
in stock price



- 6,25 %

Stock turnover
Number
of transactions



**6 197 234
2 015**

9 months
high/low



**0.99 BGN
1.196 BGN**

Free Float
at 29.09.2017



36 068 838
(shares) **60.76%**

Market
capitalization
on 30.09.2017



66 424 420
BGN (thousands)

59 361 BGN
(thousands)

Shareholder's Capital

59 360 518 shares
(nominal value BGN 1,00 each)

84,13%

49 940 235
Shares held by
individual investors

9 420 283
Shares held by
corporate investors

15,87%



5
Shareholders owning
more than 5% of the capital:
23 291 680 BGN

39,24%

965
Shareholders owning
less than 5% of the capital:
с капитал 36 068 838 BGN

60,76%

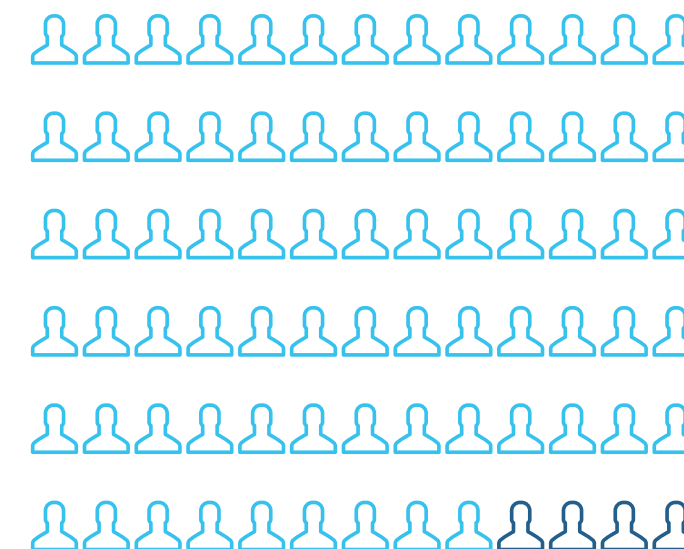
970 shareholders

individual investors

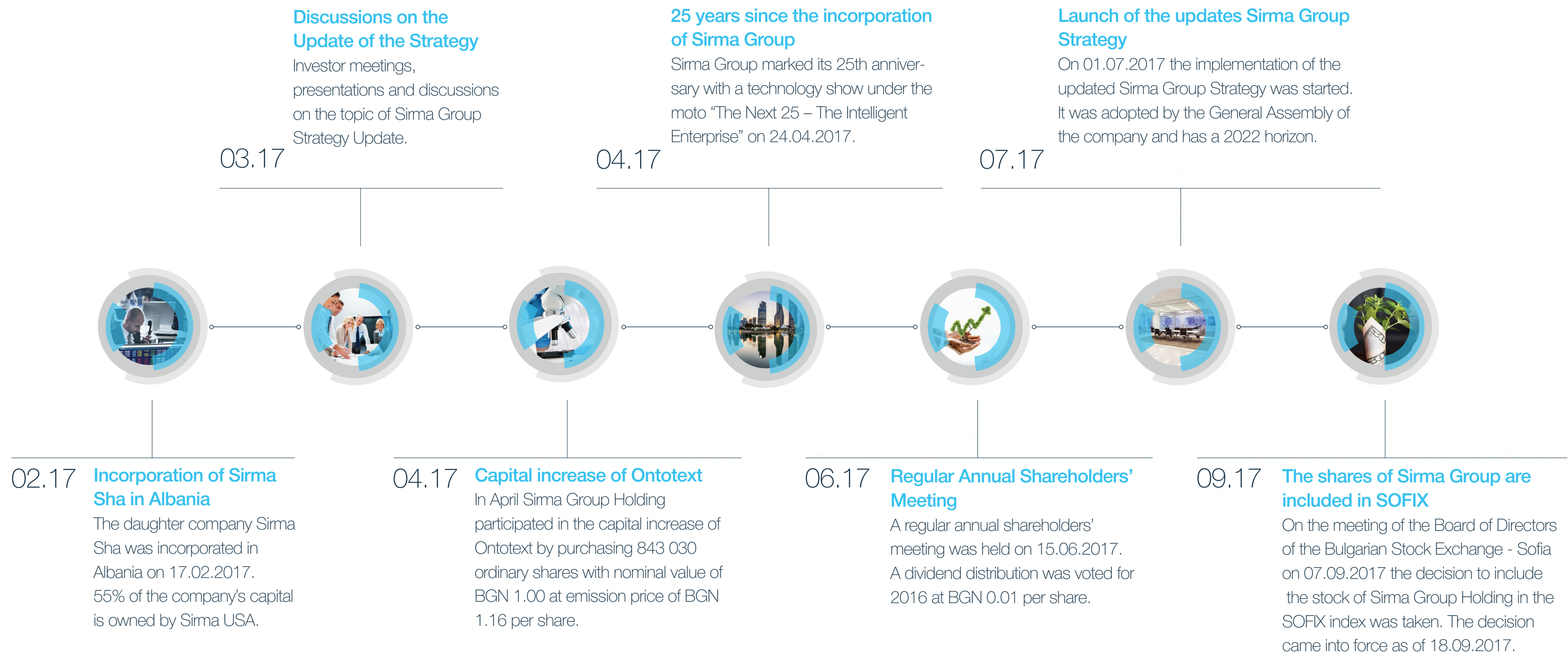
916

corporate investors

54

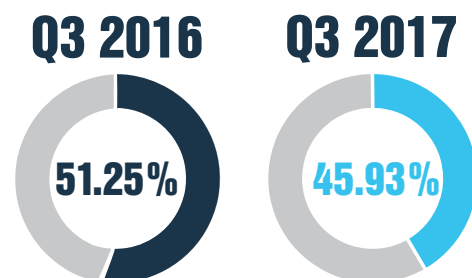


Key events during 2017

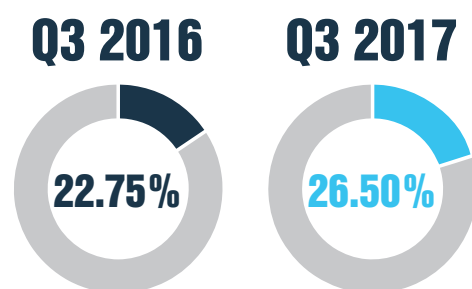




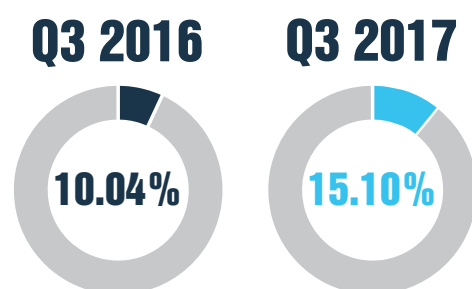
Top 3 countries share of revenue



Bulgaria



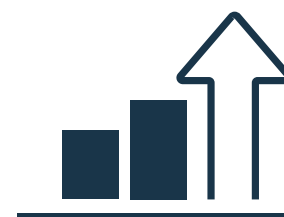
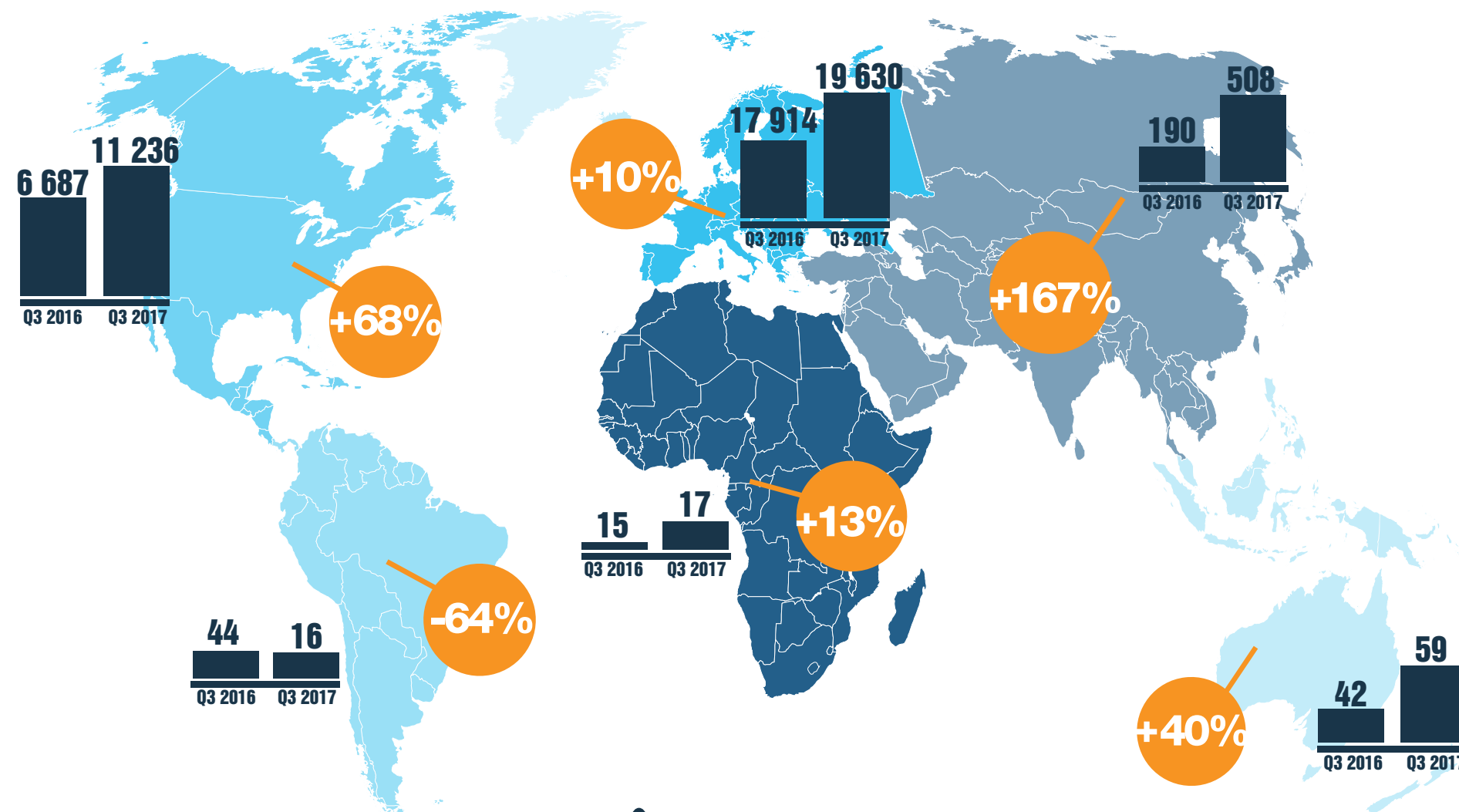
USA



UK

Revenue by region

in BGN thousands

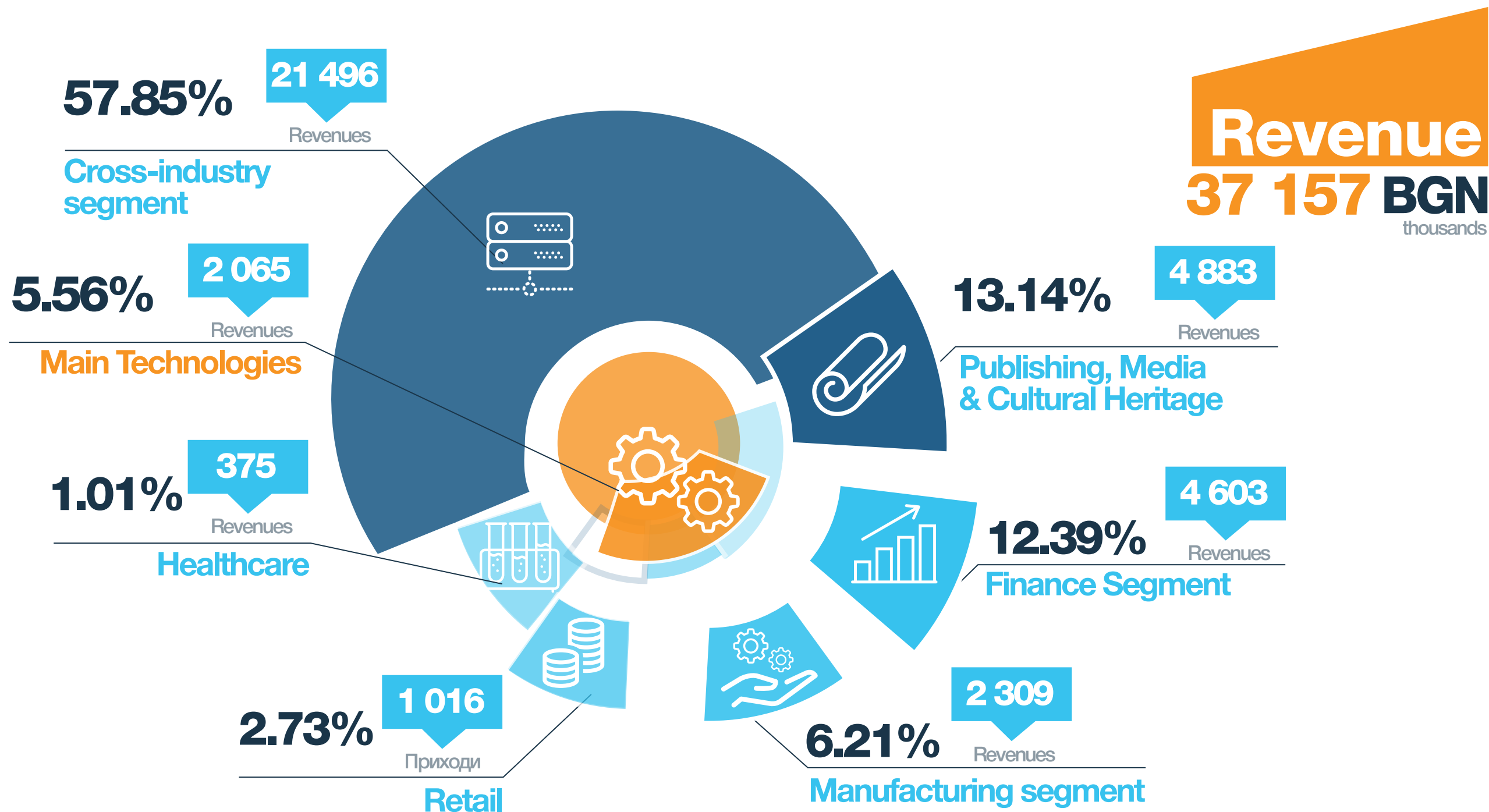


REVENUE
Q3 2017: **37 157** BGN
thousands
Q3 2016: **27 670** BGN
thousands

**REVENUE
GROWTH**
34,29%

Consolidated Revenue by Strategic Segment as at 30.09.2017

in BGN thousands





The Companies from the Group

During the period ending 30.09.2017

Key Financial (Individual) Data for the period ending 30.09.2017

Revenues

(in thousands)



3 382 BGN

+ 71,50%
Q3 2016: 1 972 BGN

Net Profit / Loss

(in thousands)



1 396 BGN

+ 283,52%
Q3 2016: 364 BGN

EBITDA

(in thousands)



1 684 BGN

+ 153,23%
Q3 2016: 665 BGN

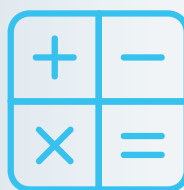
EBITDA Margin



49,79%

+ 47,66%
Q3 2016: 33,72%

ROE



2,04%

+ 279,23%
Q3 2016: 0,54%

Net Profit Margin



41,28%

+ 123,62%
Q3 2016: 18,46%

Revenues

(in thousands)

**21 191 BGN****+ 40,20%**
Q3 2016: 15 115 BGNNet Profit
/ Loss

(in thousands)

**2 019 BGN****+ 18,42%**
Q3 2016: 1 705 BGN

EBITDA

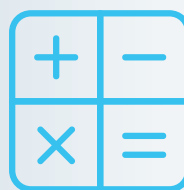
(in thousands)

**6 909 BGN****+ 47,03%**
Q3 2016: 4 699 BGN

EBITDA Margin

**32,60%****+ 4,87%**
Q3 2016: 31,09%

ROE

**4,58%****+ 15,48%**
Q3 2016: 3,96%Net Profit
Margin**9,53%****- 15,54%**
Q3 2016: 11,28%

Revenues

(in thousands)



5 011 BGN

+ 26,67%
Q3 2016: 3 956 BGN

Net Profit / Loss

(in thousands)



1 862 BGN

+ 831,00%
Q3 2016: 200 BGN

EBITDA

(in thousands)



2 939 BGN

+ 91,59%
Q3 2016: 1 534 BGN

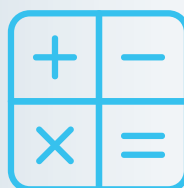
EBITDA Margin



58,65%

+ 51,25%
Q3 2016: 38,78%

ROE



9,11%

+ 706,33%
Q3 2016: 1,13%

Net Profit Margin



37,16%

+ 634,99%
Q3 2016: 5,06%

Key Financial Data for the period ending 30.09.2017

Revenues

(in thousands)



3 626 BGN

+ 55,22%

Q3 2016: 2 336 BGN

Net Profit / Loss

(in thousands)



595 BGN

+ 113,26%

Q3 2016: 279 BGN

EBITDA

(in thousands)



985 BGN

+ 65,82%

Q3 2016: 594 BGN

EBITDA Margin

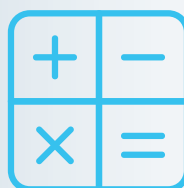


27,16%

+ 6,83%

Q3 2016: 25,43%

ROE



18,05%

+ 81,36%

Q3 2016: 9,95%

Net Profit Margin



0,2343%

+ 113,26%

Q3 2016: 0,1098%

Revenues

(in thousands)



3 734 BGN

+ 20,53%
Q3 2016: 3 098 BGN

Net Profit / Loss

(in thousands)



790 BGN

- 0,38%
Q3 2016: 793 BGN

EBITDA

(in thousands)



368 BGN

- 53,77%
Q3 2016: 796 BGN

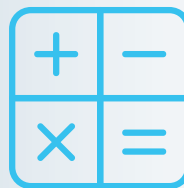
EBITDA Margin



9,86%

- 61,64%
Q3 2016: 25,69%

ROE



3,74%

+ 7,25%
Q3 2016: 3,49%

Net Profit Margin



21,16%

- 17,35%
Q3 2016: 25,60%

Key Financial Data for the period ending 30.09.2017

Revenues

(in thousands)



2 249 BGN

+ 20,07%

Q3 2016: 1 873 BGN

Net Profit / Loss

(in thousands)



26 BGN

- 91,36%

Q3 2016: 301 BGN

EBITDA

(in thousands)



127 BGN

- 65,58%

Q3 2016: 369 BGN

EBITDA Margin

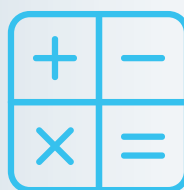


5,65%

- 71,34%

Q3 2016: 19,70%

ROE



1,17%

- 91,64%

Q3 2016: 14,04%

Net Profit Margin



1,16%

- 92,81%

Q3 2016: 16,07%

Revenues

(in thousands)



1 423 BGN

- 36,87%

Q3 2016: 2 254 BGN

Net Profit / Loss

(in thousands)



359 BGN

- 16,71%

Q3 2016: 431 BGN

EBITDA

(in thousands)



552 BGN

- 23,23%

Q3 2016: 719 BGN

EBITDA Margin

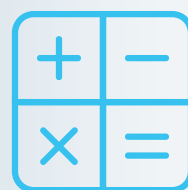


38,79%

+ 21,61%

Q3 2016: 31,90%

ROE



12,83%

- 14,86%

Q3 2016: 15,06%

Net Profit Margin



25,23%

+ 31,94%

Q3 2016: 19,12%



Sirma Group

Thank you for your attention!

**We would be happy to address
all your questions now:**

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sirmair