

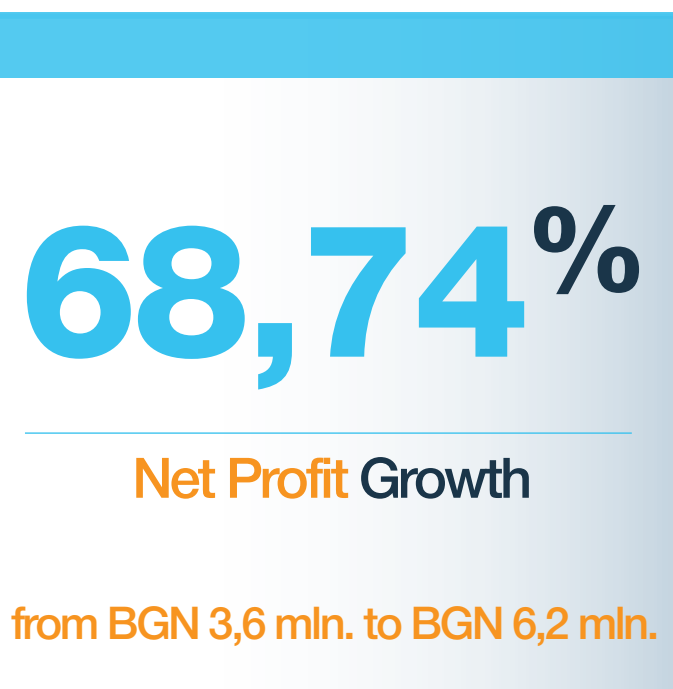


Sirma Group

Sirma Group Holding

**Consolidated financial statements
for the period ending on 31.12.2017**

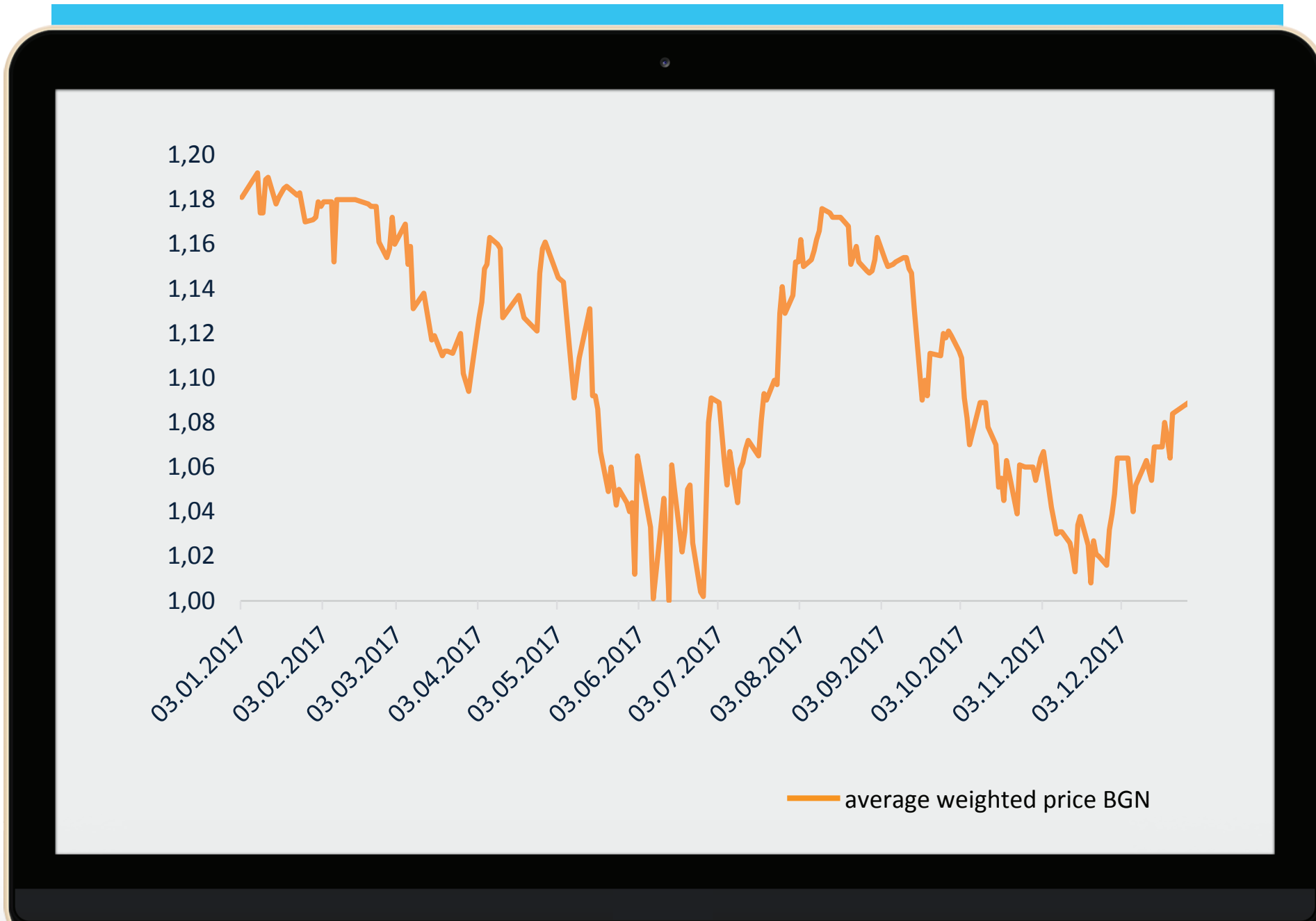
Achievements of 2017 compared with 2016



The Shares of Sirma Group Holding are included in

SOFIX





Last trading price on 29.12.2017	€	1,088 BGN
Change in stock price	Stack of coins	- 8,49 %
Stock turnover Number of transactions	Pie chart	8 146 866 2 666
High / low	Up/Down arrows	0,99 BGN 1,196 BGN
Free Float at 29.12.2017	Bar chart with up arrow	36 068 548 <small>(shares) 60,76%</small>
Market capitalization on 29.12.2017	Bar chart with up arrow	64 584 244 <small>BGN (thousands)</small>

59 361 BGN
(thousands)

Shareholder's Capital

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

83,06%

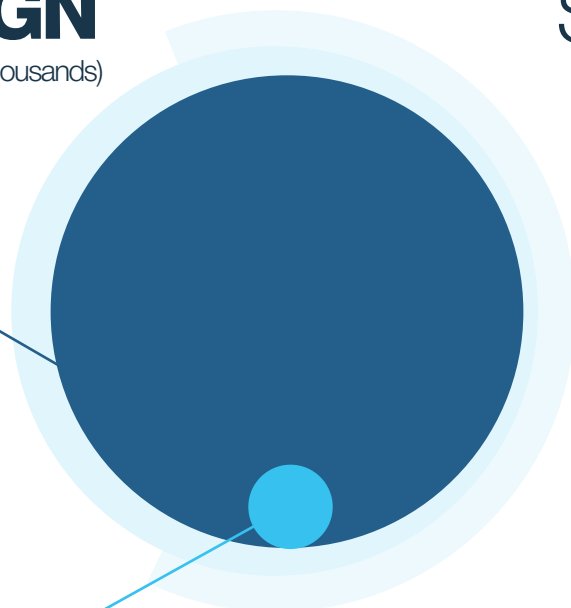
49 306 693

Shares held by individual investors

10 053 825

Shares held by corporate investors

16,94%

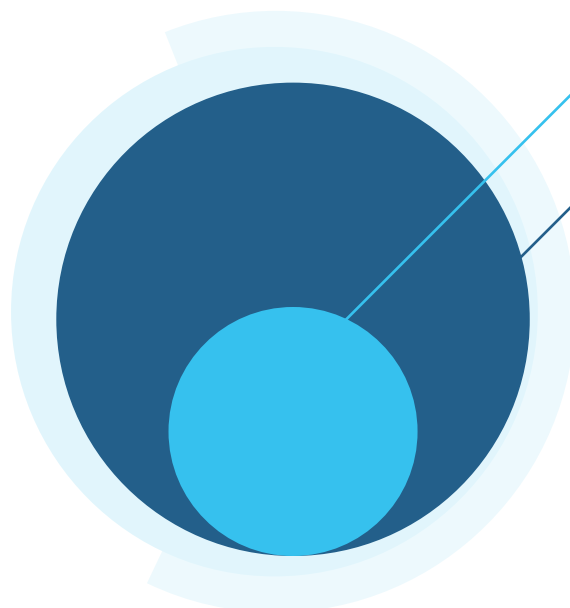


5
Shareholders owning more than 5% of the capital:
23 291 970 BGN

39,24%

979
Shareholders owning less than 5% of the capital:
36 068 548 BGN

60,76%



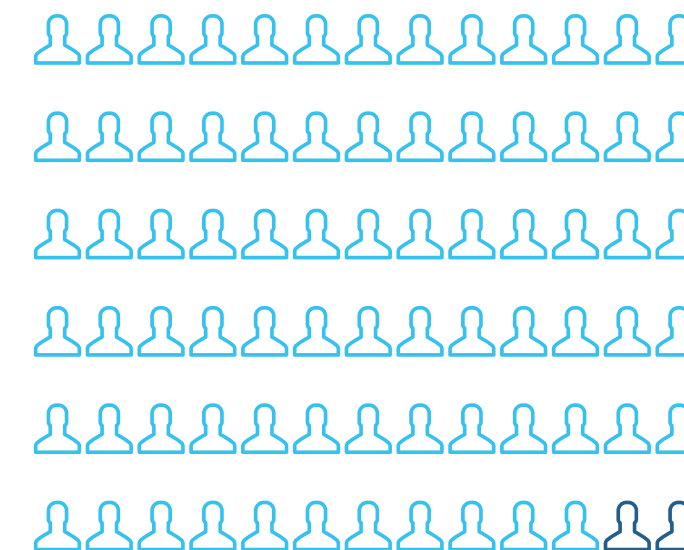
984 shareholders

individual investors

928

corporate investors

56



Key events during 2017

Discussions on the Update of the Strategy

Investor meetings, presentations and discussions on the topic of Sirma Group Strategy Update.

03.17

25 years since the incorporation of Sirma Group

Sirma Group marked its 25th anniversary with a technology show under the moto "The Next 25 – The Intelligent Enterprise" on 24.04.2017.

04.17

Launch of the updates Sirma Group Strategy

On 01.07.2017 the implementation of the updated Sirma Group Strategy was started. It was adopted by the General Assembly of the company and has a 2022 horizon.

07.17

Presentation of the Strategy for Development and Growth

Preparation of a presentation of the renewed Strategy for Development and Growth of Sirma Group Holding targeting investors aimed to increase the transparency of the corporate governance.

12.17



02.17 Incorporation of Sirma Sha in Albania

The daughter company Sirma Sha was incorporated in Albania on 17.02.2017. 55% of the company's capital is owned by Sirma USA.

04.17 Capital increase of Ontotext

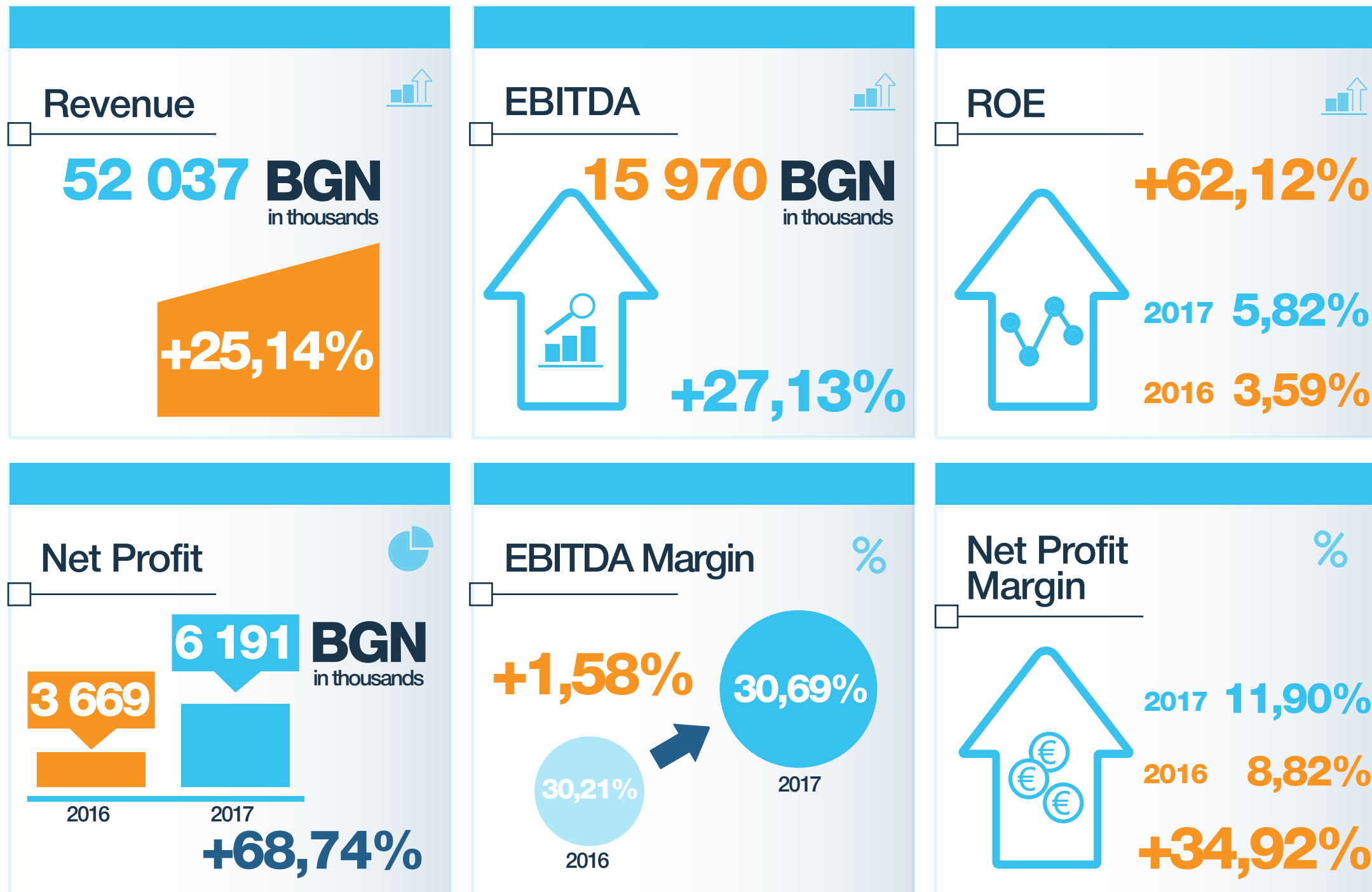
In April Sirma Group Holding participated in the capital increase of Ontotext by purchasing 843 030 ordinary shares with nominal value of BGN 1.00 at emission price of BGN 1.16 per share.

06.17 Regular Annual Shareholders' Meeting

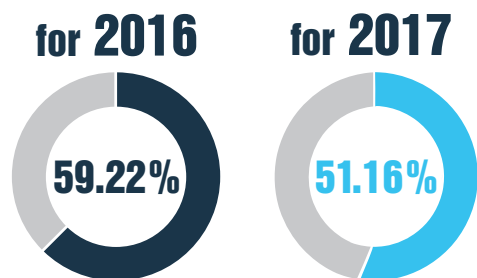
A regular annual shareholders' meeting was held on 15.06.2017. A dividend distribution was voted for 2016 at BGN 0.01 per share.

09.17 The shares of Sirma Group are included in SOFIX

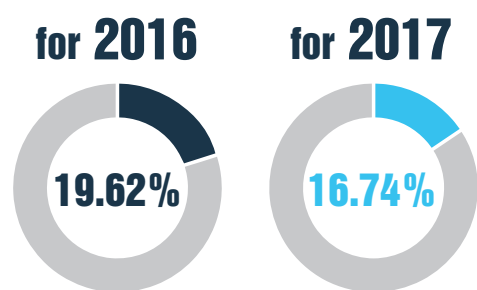
On the meeting of the Board of Directors of the Bulgarian Stock Exchange - Sofia on 07.09.2017 the decision to include the stock of Sirma Group Holding in the SOFIX index was taken. The decision came into force as of 18.09.2017



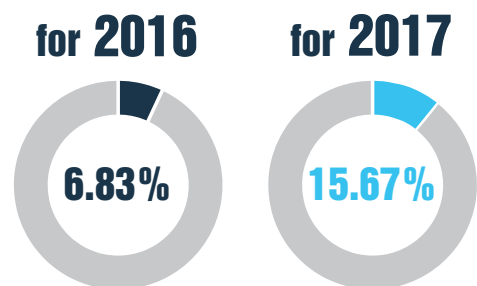
Top 3 countries share of revenue



Bulgaria

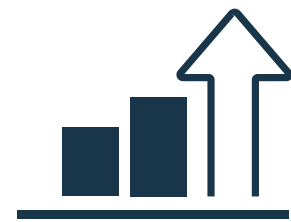
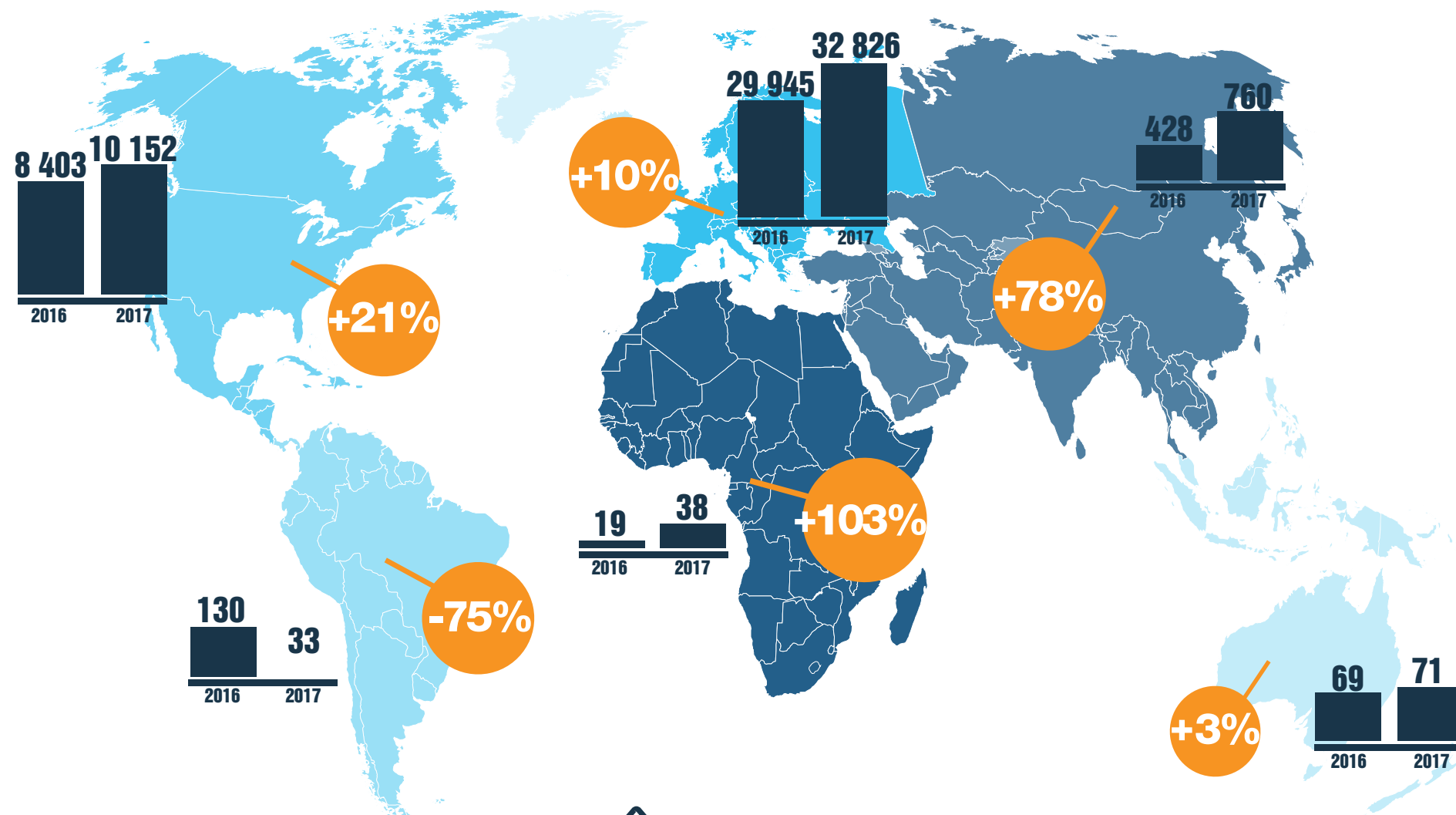


USA



UK

Revenue by region in BGN thousands



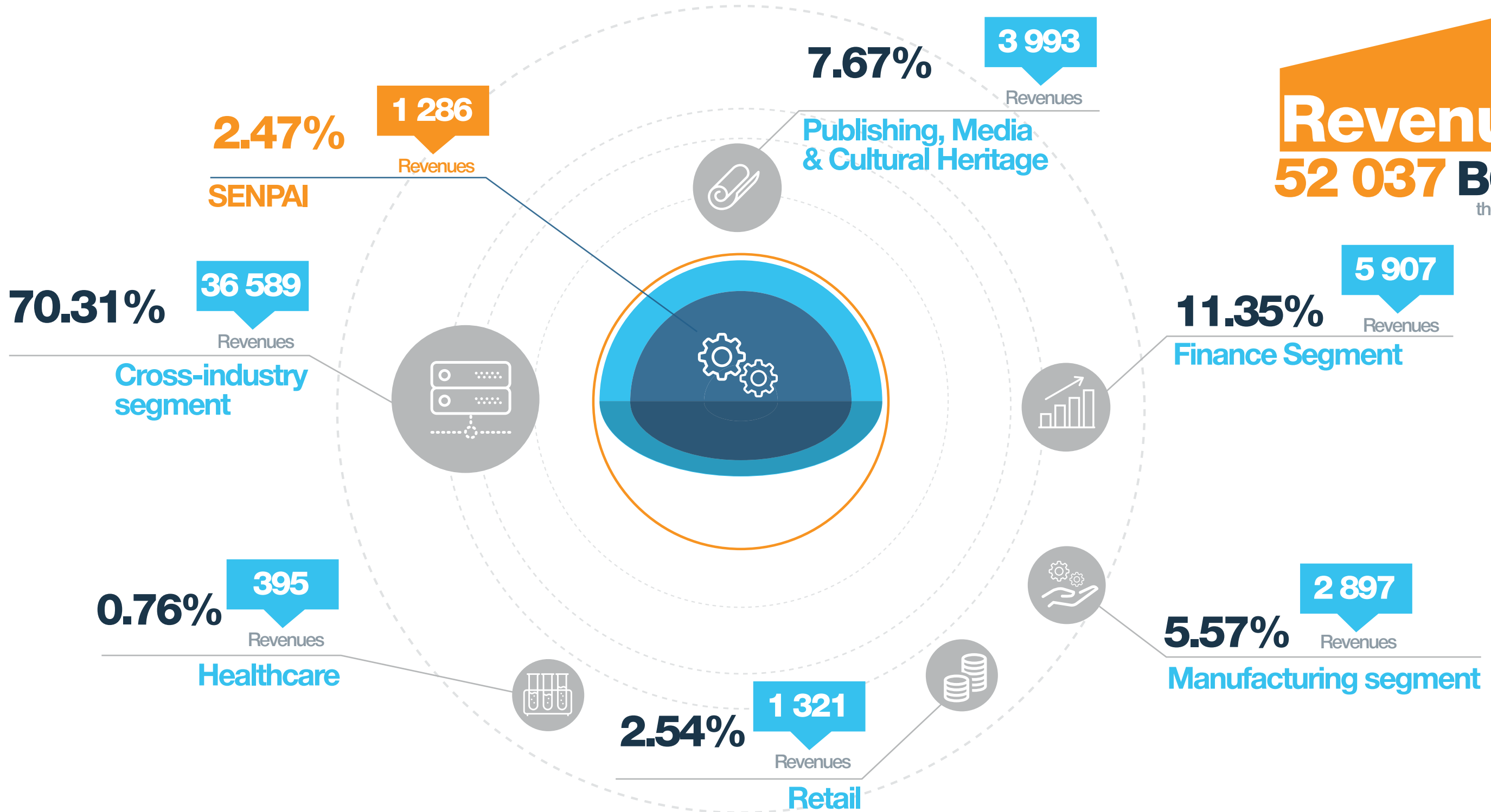
REVENUE
2017: **41 583** BGN thousands
2016: **52 037** BGN thousands

REVENUE GROWTH
25,14%

Consolidated Revenue by Strategic Segment as at 31.12.2017

in BGN thousands

Revenue
52 037 BGN
thousands



Revenues

(in thousands)



5 726 BGN

+ 37,28%
2016: 4 171 BGN

Net Profit / Loss

(in thousands)



3 036 BGN

+ 74,88%
2016: 1 736 BGN

EBITDA

(in thousands)



3 517 BGN

+ 62,45%
2016: 2 165 BGN

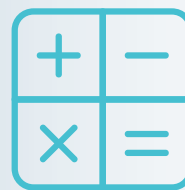
EBITDA Margin



61,42%

+ 18,33%
2016: 51,91%

ROE



4,35%

+ 69,36%
2016: 2,57%

Net Profit Margin



53,02%

+ 27,39%
2016: 41,62%



Sirma Group

Thank you for your attention!

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

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/  sirmair