



Annual Consolidated Report

for 2018

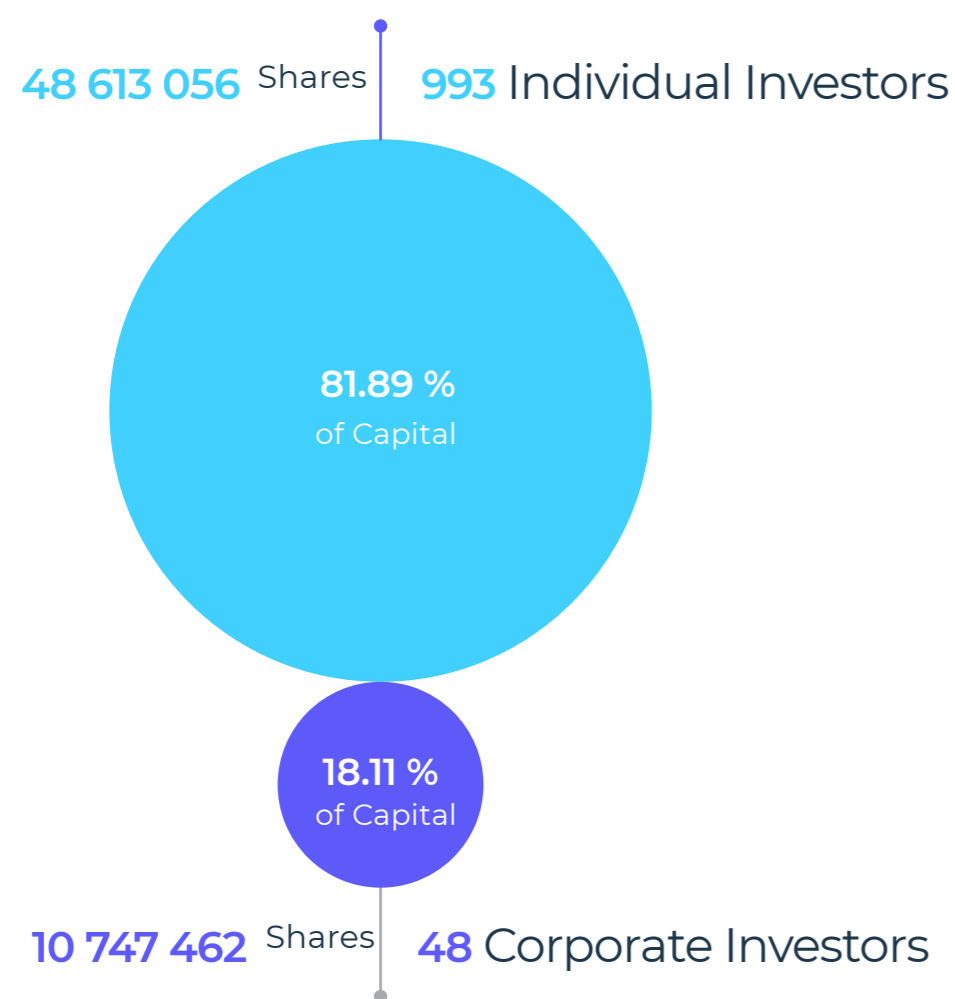


CONSOLIDATED FINANCIAL RESULTS FOR THE PERIOD ENDING ON 31.12.2018

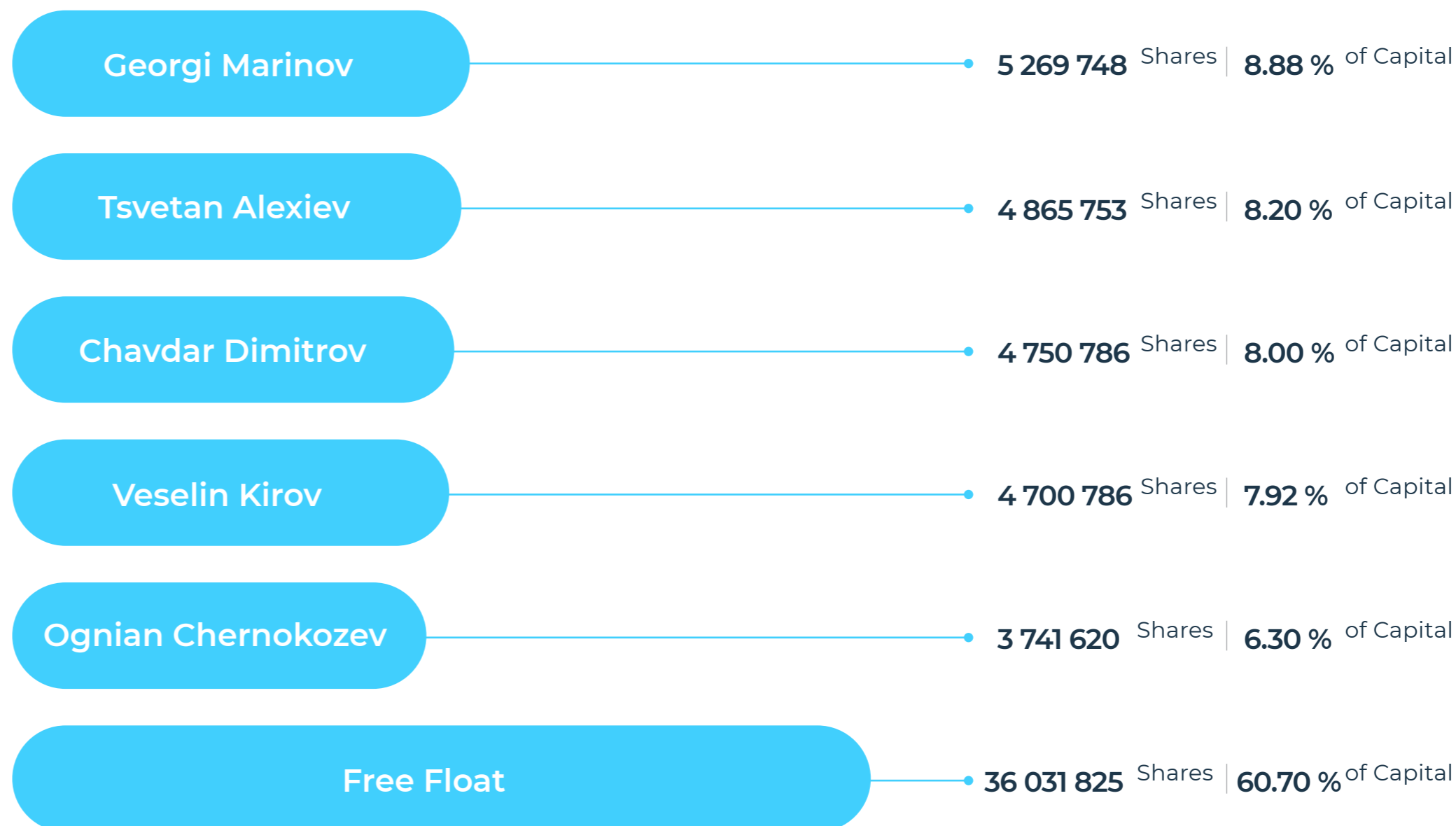
REVENUE vs 2017	EBIT vs 2017	ROA vs 2017
<p>58.825 BGN mln.</p>	<p>8.413 BGN mln.</p>	<p>0.0405</p>
<p> 13.05 %</p>	<p> 4.42 %</p>	<p> 16.73 %</p>
ROE vs 2017	NET PROFIT vs 2017	PROFIT PER SHARE vs 2017
<p>0.0524</p>	<p>6.862 BGN mln.</p>	<p>0.1156</p>
<p> 27.28 %</p>	<p> 10.86 %</p>	<p> 10.86 %</p>

SHAREHOLDING STRUCTURE AT 31.12.2018

Share capital **BGN 59 360 518** distributed among **59 360 518 shares** with **1 BGN** nominal value



Investors above 5%



REVENUE STRUCTURE AND DYNAMICS FOR 2018

	31.12.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
OPERATING REVENUE FROM THE SALES OF GOODS	12 117	11 390	727	6.38%
OPERATING REVENUE FROM THE SALES OF SERVICES	44 820	40 077	4 743	11.83 %
REVENUE FROM REVALUATION AND SALE OF FA	20	-	20	H/Π
REVENUE FROM FINANCING	290	179	111	62.01 %
OPERATING REVENUE FROM OTHERS	1 578	389	1 189	305.66 %
TOTAL	58 825	52 035	6 789	13.05 %

GEOGRAPHIC DISTRIBUTION OF REVENUE FOR 2018

TOP 3 COUNTRIES

share of revenue 2018

Bulgaria

28.696 BGN
mln.
48.78 %

USA

9.859 BGN
mln.
16.76 %

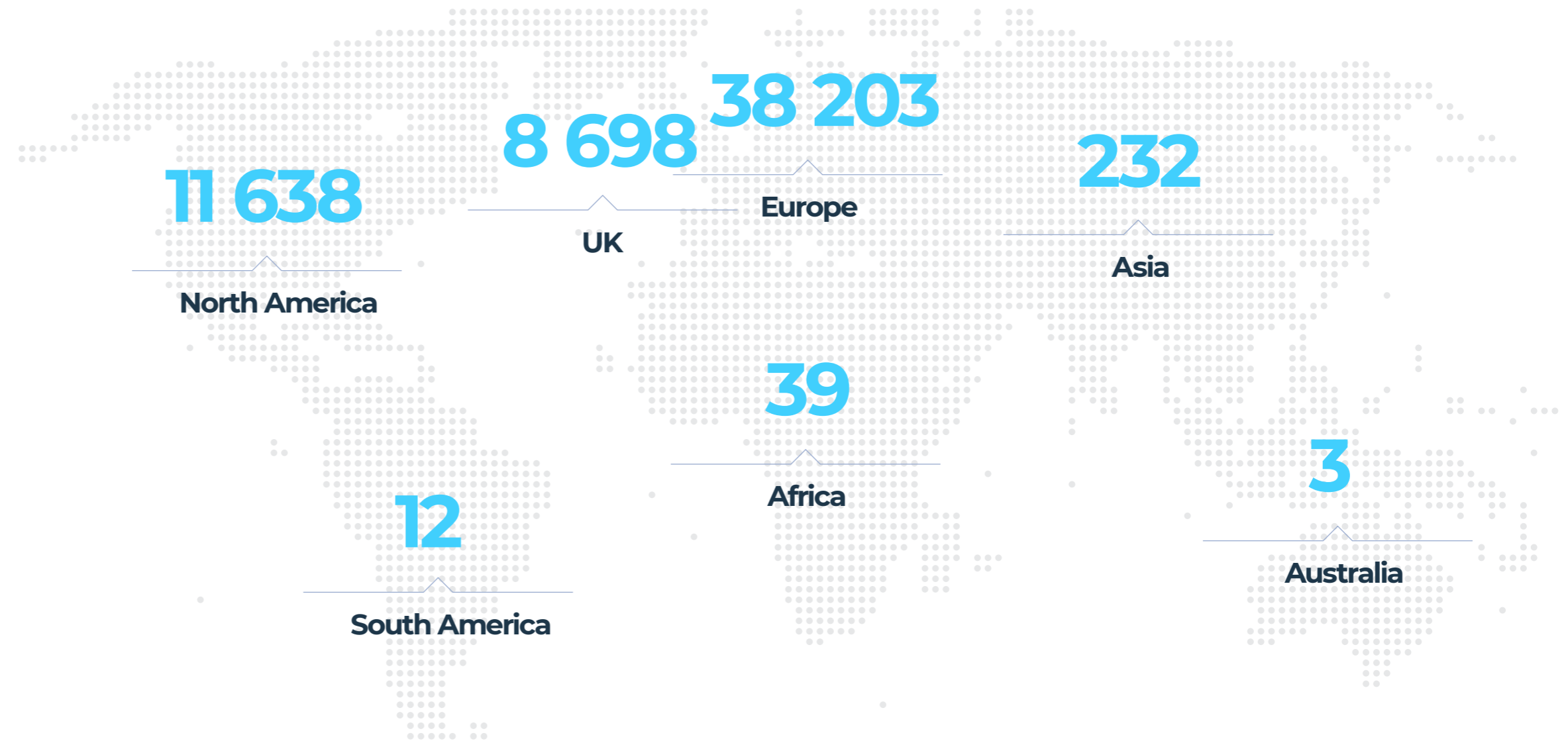
UK

8.698 BGN
mln.
14.79 %

REVENUE BY REGIONS

in thousands BGN

2018



TOTAL REVENUE

2018

Total revenue

58.825 BGN
mln.

Revenue from Bulgaria

28.696 BGN
mln. **48.78 %**

Revenue from external markets

30.129 BGN
mln. **51.22 %**