



Sirma Group

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS OF SIRMA GROUP HOLDING JSC FOR THE PERIOD ENDED 31.03.2018



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1/ GENERAL INFORMATION ABOUT SIRMA GROUP HOLDING JSC

Sirma Group Holding JSC is a holding company is registered on 25.04.2008 with the Registry Agency with UIC 200101236.

Seat and registered office: BULGARIA, Sofia (capital), Sofia municipality, city. Sofia, 1784,Mladost area, bul. Tsarigradsko Shosse, No 135.

The object of the company is:

ACQUISITIONS, MANAGEMENT, EVALUATION AND SALE OF PARTICIPATION IN BULGARIAN AND FOREIGN COMPANIES, ACQUISITION, EVALUATION AND SALE OF PATENTS, CESSION OF LICENSES TO USE PATENTS TO COMPANIES IN WHICH THE COMPANY HOLDS, FINANCE COMPANIES IN WHICH THE COMPANY PARTICIPATES, ORGANIZE ACCOUNTING AND COMPILING FINANCIAL STATEMENTS UNDER THE LAW OF ACCOUNTING. COMPANY MAY PERFORM INDEPENDENT BUSINESS ACTIVITY THAT IS NOT PROHIBITED BY LAW.

The share capital of the company amounts to BGN 59 360 518, divided into 59 360 518 dematerialized shares with nominal value of BGN 1.

The capital of the Company is amended as follows:

Date	Size of capital
30.10.2015	59 360 518 BGN
23.10.2014	49 837 156 BGN
22.10.2010	73 340 818 BGN
15.10.2008	77 252 478 BGN
25.4.2008	50 000 BGN

The company's capital is paid 100%.

Non-monetary contributions - description:

1. Software representing 29 (twenty nine) software modules
Value: 61 555 838 BGN
2. 81 960 number of ordinary registered shares of "Sirma Group" JSC, the company registered in the Commercial Register to the Registry Agency with UIC 040529004.
Value: 11 734 980 BGN
3. Real Estate - Floor 3 of an office building "IT - Center Office Express" in Sofia, bul."Tsarigradsko Shosse " N 135 with an area 796, 50 square meters, pursuant to Deed of buying and selling real estate N 126, Volume I, reg. N 4551, case N 116 from 23.04.200. and 5 floor of an office building "IT - center office Express" in Sofia bul. " Tsarigradsko Shosse " N 135 with area 281.81 square meters, according to Deed of sale of real estate N 86, Volume 4, Reg. N 10237, Case N 592 of 23.12.2004
Value: 3 911 660 BGN

"Sirma Group Holding" JSC is a public company under the Public Offering of Securities Act.



1.1 Distribution of share capital

As of 31.03.2018 the distribution of the share capital of Sirma Group Holding is as follows:

	31.3.2018 BGN '000	31.12.2017 BGN '000
Share capital	59 361	59 361
Number of shares (par value of 1.00 lev)	59 360 518	59 360 518
Total number of registered shareholders	1030	984
Including legal entities	53	56
individuals	977	928
Number of shares held by legal entities	9 927 787	10 053 825
% Of participation of entities	16,72%	16,94%
Number of shares held by individuals	49 432 731	49 306 693
% Participation of individuals	83,28%	83,06%

As of 31.03.2018 Sirma Group Holding JSC posses repurchased 474 724 own shares with total amount of BGN 474 724.

As of 31.03.2018 Ontotext owns 550 shares of the parent company Sirma Group Holding JSC, with total amount of BGN 643,50.

Share capital allocation, including deduction of own shares:

Shareholders	Number of shares at 31.03.2018	Number of shares at 31.12.2017	Nominal VALUE (BGN)	Value (BGN)	% Shareholdin g	% shareholding with deducted repurchased own shares
Atanas Kostadinov Kiryakov	2864965	2859965	1	2 859 965	4,83%	4,87%
Veselin Kirov Antchev	4700786	4700786	1	4 700 786	7,92%	7,98%
Tsvetan Borisov Alexiev	4851376	4851376	1	4 851 376	8,17%	8,24%
Chavdar Velizarov Dimitrov	4750786	4750786	1	4 750 786	8,00%	8,07%
Yavor Liudmilov Djonev	1392746	1404560	1	1 404 560	2,35%	2,37%
Georgi Parvanov Marinov	5257402	5257402	1	5 257 402	8,86%	8,93%
Krasimir Nevelinov Bozhkov	2964542	2965686	1	2 965 686	4,994%	5,03%
Ognyan Plamenov Chernokozhev	3731620	3731620	1	3 731 620	6,29%	6,34%
Vladimir Ivanov Alexiev	2177583	2177583	1	2 177 583	3,67%	3,70%
Rosen Vasilev Varbanov	2156687	2156687	1	2 156 687	3,63%	3,66%
Vasil Stanimirov Mirchev	601828	837327	1	837 327	1,01%	1,02%
Peter Nikolaev Konyarov	1289307	1289307	1	1 289 307	2,17%	2,19%
Emiliana Ilieva Ilieva	2295525	2251925	1	2 251 925	3,87%	3,90%
Elena Yordanova Kozuharova	2086190	2140827	1	2 140 827	3,51%	3,54%
Ivo Petrov Petrov	773350	755750	1	755 750	1,30%	1,31%
Stanislav Ivanov Dimitrov	649868	649868	1	649 868	1,09%	1,10%
Expat Bulgaria SOFIX UCITS ETF	977907	881407	1	881 407	1,65%	1,66%
FOUNDATION FOR EDUCATIONAL TRANSFORMATION	517101	669566	1	669 566	0,87%	0,88%
"NN Universal Pension Fund"	2434539	2439539	1	2 439 539	4,10%	4,13%
UPF "DOVERIE" JSC	802126	802126	1	802 126	1,35%	1,36%
UPF "DSK Rodina"	747036	747036	1	747 036	1,26%	1,27%
"ZMM SOLAR" Ltd.	960000	960000	1	960 000	1,62%	1,63%
Others	10 377 248	10 079 389	1	10 079 389	17,48%	17,62%
Total	59360518	59360518		59 360 518	100%	100%



Shareholders holding more than 5% of the company's capital are:

Shareholders	Number of shares at 31.03.2018	% Shareholding	% shareholding with deducted repurchased own shares
Veselin Antchev Kirov	4 700 786	7,92%	7,98%
Tsvetan Borisov Alexiev	4 851 376	8,17%	8,24%
Chavdar Velizarov Dimitrov	4 750 786	8,00%	8,07%
Georgi Parvanov Marinov	5 257 402	8,86%	8,93%
Ognyan Plamenov Chernokozhev	3 731 620	6,29%	6,34%

Shareholders	Number of shares at 31.12.2017	% Shareholding	% shareholding with deducted repurchased own shares
Veselin Antchev Kirov	4 700 786	7,92%	7,98%
Tsvetan Borisov Alexiev	4 851 376	8,17%	8,24%
Chavdar Velizarov Dimitrov	4 750 786	8,00%	8,07%
Georgi Parvanov Marinov	5 257 402	8,86%	8,93%
Ognyan Plamenov Chernokozhev	3 731 620	6,29%	6,34%

1.2 Management authorities

“Sirma Group Holding” JSC has a one-tier management system - Board of Directors.

The Board of Directors as of 31.03.2018 includes the following members:

Chavdar Velizarov Dimitrov
Tsvetan Borisov Alexiev
Atanas Kostadinov Kiryakov
Georgi Parvanov Marinov
Tsvetomir Angelov Doskov
Sasha Konstantinova Bezuhanova - independent member
Petar Borisov Statev - independent member
Yordan Stoyanov Nedev - independent member

Method of determining the mandate of the Board of Directors: 2 years from the date of entry.

Current term of the Board of Directors is until: 27.07.2019

CEO of Sirma Group Holding is Tsvetan Borisov Alexiev.

The following committees have been established to the Board of Directors:

Committee on investments and risk
Remuneration Committee
Committee for disclosure of information

Audit Committee



**NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS
FOR THE PERIOD ENDED ON 31.03.2018**

The participation of members of the Board of Directors in the capital of the Company is as follows:

Shareholders	Number of shares at 31.03.2018	Number of shares at 31.12.2017	Nominal VALUE (BGN)	Value (BGN)	% Shareholding	% shareholding with deducted repurchased own shares
Atanas Kostadinov Kiryakov	2864965	2859965	1	2 864 965	4,83%	4,87%
Georgi Parvanov Marinov	5257402	5257402	1	5 257 402	8,86%	8,93%
Tsvetan Borisov Alexiev	4851376	4851376	1	4 851 376	8,17%	8,24%
Chavdar Velizarov Dimitrov	4750786	4750786	1	4 750 786	8,00%	8,07%
Petar Borisov Statev	10100	10100	1	10 100	0,02%	0,02%
Yordan Stoyanov Nedev	3433	3433	1	3 433	0,01%	0,01%
Total	17738062	17733062		17 738 062	29,88%	30,12%

During Q1 2018 :

- Atanas Kostadinov Kiryakov acquired 5000 shares of "Sirma Group Holding" JSC

Investor's Relationship Director is Stanislav Borisov Tanushev.

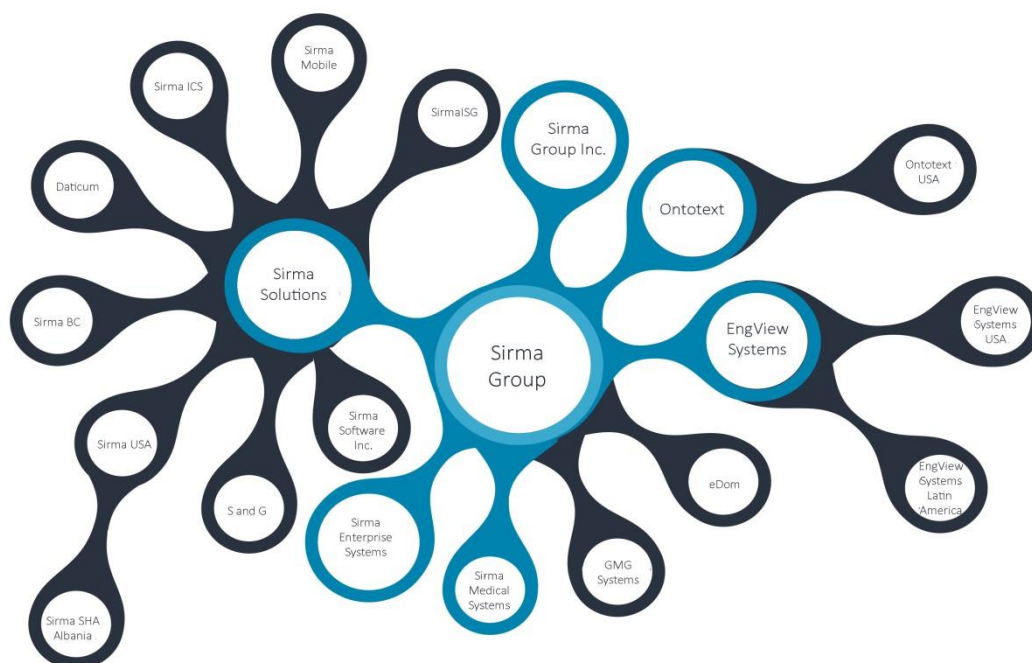
1.3 Structure of the Group and scope of activity

Sirma Group Holding JSC is a holding company that invests in technological businesses, manages them strategically and operationally, provides its subsidiaries with administrative, marketing and financial services.

Over the years, Sirma has created over 20 companies, investing in them a tremendous financial and human capital.

Generating robust growth, cost-effectiveness and consistent business results are among the top priorities for all companies in the group.

Due to lack of relevance in the consolidated statement of Sirma Group Holding JSC are not included the reports of Sirma Media, Flash Media, EngView Systems USA, EngView Systems Latin America, Sirma Sha, eDom and GMG Systems.



PORTFOLIO OF SIRMA GROUP HOLDING JSC

Subsidiaries of "Sirma Group Holding" JSC

Company	Value of the investment at 31.03.2018 BGN '000	Percentage of capital at 31.03.2018	Percentage of capital with adjusted repurchased own shares at 31.03.2018	Value of the investment at 31.12.2017 BGN '000	Percentage of capital at 31.12.2017	Percentage of capital with adjusted repurchased own shares at 31.12.2017	Changes BGN '000
Sirma Solutions	36 260	75,61%	80,62%	36 260	75,61%	80,62%	0
Sirma Enterprise Systems	6 895	88,71%	90,13%	6 895	88,71%	90,13%	0
Sirma Medical Systems	66	66,00%	66,00%	66	66,00%	66,00%	0
Sirma Group Inc.	3 471	100,00%	100,00%	3 471	100,00%	100,00%	0
Ontotext	9 650	58,51%	58,51%	9 650	58,51%	58,51%	0
Engview Systems	50	72,90%	72,90%	50	72,90%	72,90%	0
Total	56 392			56 392			0

Subsidiaries of "Sirma Solutions"

Company	Value of the investment at 31.03.2018 BGN '000	Percentage of capital at 31.03.2018	Value of the investment at 31.12.2017 BGN '000	Percentage of capital at 31.12.2017	Changes BGN '000
Sirma Business Consulting	1 374	54,08%	1 374	54,08%	0
Daticum	1 394	60,50%	1 394	60,50%	0
Sirma USA	0	0%	17 630	97,57%	-17630
Sirma Software Inc.	17 630	97,57%	0	0%	17630
S&G Technology Services Ltd., UK	117	51,00%	117	51,00%	0
Sirma ISG	0	71%	0	71%	0
Sirma ICS	270	90,00%	270	90,00%	0
Total	20 785		20 785		0

Subsidiaries of "Ontotext"

Company	Value of the investment at 31.03.2018 BGN '000	Percentage of capital at 31.03.2018	Value of the investment at 31.12.2017 BGN '000	Percentage of capital at 31.12.2017	Changes BGN '000
Ontotext USA	30	100,00%	30	100,00%	-

Subsidiaries of "EngView Systems Sofia"

Company	Value of the investment at 31.03.2018 BGN '000	Percentage of capital at 31.03.2018	Value of the investment at 31.12.2017 BGN '000	Percentage of capital at 31.12.2017	Changes BGN '000
EngView Systems Latin America	7	95%	7	95%	0
EngView USA	9	100%	9	100%	0
Total	16		16		0

Associated companies of "Sirma Group Holding" JSC

Company	Value of the investment at 31.03.2018 BGN '000	Percentage of capital at 31.03.2018	Value of the investment at 31.12.2017 BGN '000	Percentage of capital at 31.12.2017	Changes BGN '000
GMG Systems (IN LIQUIDATION)	214	19,93%	214	19,93%	0
E-DOM MANAGEMENT	7	35,00%	7	35,00%	0
Total	221		221		0



Associated companies of “Sirma Solutions”

Company	Value of the investment at 31.03.2018 BGN '000	Percentage of capital at 31.03.2018	Value of the investment at 31.12.2017 BGN '000	Percentage of capital at 31.12.2017	Changes BGN '000
SEP Bulgaria	0	6,50%	0	6,50%	0
EYE BILL INTERACTIVE	0	34%	0	34%	0
EXCELL MANAGEMENT	0	34%	0	34%	0
Flash Media	0	50%	0	50%	0
Sirma Mobile	15	40%	15	40%	0
Total	15		15		0

For more information about the Group companies - Appendix 1.

1.4 Major events in Q1 2018

Information of major events and business news in Q1 2018 can be found in Appendix 3.

2/ SUMMARY OF THE SIGNIFICANT ACCOUNTING POLICIES OF THE COMPANY

2.1. Basis for the preparation of the consolidated financial statements

The annual consolidated financial statements of Sirma Group Holding JSC have been prepared in accordance with all International Financial Reporting Standards (IFRSs), which are comprised of: Financial Reporting Standards and Interpretations Committee interpretations (IFRIC) the International Accounting Standards Board (IASB) and the International Accounting Standards and Interpretations Standing Interpretations Committee (SIC) interpretations endorsed by the International Accounting Standards Committee (IASB) effective in effect on 1 January 2018 and which have been adopted by the Commission of the European Union.

From the adoption of these standards and / or interpretations, effective for annual periods beginning on 1 January 2018, there have been no changes in the accounting policy of the Company except some new ones and the extension of already established disclosures without any other change - in the classification or evaluation of individual reporting objects and operations.

For more information - Appendix 2 - Summary of the significant consolidated accounting policies of Sirma Group Holding JSC.



3/ CONSOLIDATED REVENUES

Consolidated revenues in Q1 2018 includes:

	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Operating revenues from the sale of goods	4350	3284	1066	32,46%
Operating revenues from sales of services	8024	7098	926	13,05%
Revenues from financing	45	45	0	0,00%
Operating revenue from others	141	53	88	166,04%
Total	12560	10480	2080	19,85%

Consolidated revenues grow steadily at a high rate of 19,85% or BGN 2 080 thousand during the period considered, which is in line with the upward trend in the business sector of the Group. The increase in consolidated revenues is due both to the attraction of new customers and to the increase in the volumes of existing ones.

The largest share in the increase of consolidated revenues is the consolidated revenues from sales of goods, increased by BGN 1 066 thousand or by 32,46% compared to the previous period, followed by consolidated revenues from sales of services, increased by BGN 926 thousand or by 13,05% compared to Q1 2017.

Revenues from sales of services by type:

Type of service	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Backup services	23	18	5	27,78%
MAN connectivity	7	6	1	16,67%
Subscriptions	964	792	172	21,72%
Administrative, accounting services	5	5	0	0,00%
Outsourcing services	6	11	-5	-45,45%
Internet	26	27	-1	-3,70%
Co-location	21	21	0	0,00%
Consulting services	1335	744	591	79,44%
Consumables	34	36	-2	-5,56%
Rental of software license	55	39	16	41,03%
Rental of hardware and licenses	21	22	-1	-4,55%
Cabinet rental	44	44	0	0,00%
Cloud Services	198	174	24	13,79%
Training	13	12	1	8,33%
License revenues	189	499	-310	-62,12%
Revenue from European Projects - IAS 20	104	292	-188	-64,38%
System integration	1444	1	1443	144300,00%
Software services	3492	4263	-771	-18,09%
Technical Support	32	63	-31	-49,21%
Hosting	11	29	-18	-62,07%
Total	8024	7098	926	113,05%



Consolidated revenues by region:

Region	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Australia	3	1	2	200,00%
Asia	34	214	-180	-84,11%
Africa	24	14	10	71,43%
Europe	7651	6473	1178	18,20%
United Kingdom	2721	1233	1488	120,68%
South America	27	0	27	n/a
North America	2100	2545	-445	-17,49%
Total	12560	10480	2080	19,85%

"Sirma Group Holding" JSC and the companies from the Group realize their production and services without geographical restrictions. However, traditionally the highest sales Group generates in Europe and North America. These, together with United Kingdom revenues, occupy traditionally 99,49% of the total amount of consolidated revenue. Nevertheless, due to the exceptional diversification of its products and services, which are applied in many different sectors and customers, we can not talk about any dependence of the Group on individual clients or on particular services.

Consolidated revenue by country:

Countries	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Albania	21	15	6	40,00%
Austria	388	389	-1	-0,26%
Belgium	379	8	371	4637,50%
Bulgaria	5366	5565	-199	-3,58%
Canada	29	2	27	1350,00%
Czech Republic	21	3	18	600,00%
Egypt	24	14	10	71,43%
Germany	601	33	568	1721,21%
Gibraltar	1	96	-95	-98,96%
Great Britain (UK)	2690	1233	1457	118,17%
Greece	56	14	42	300,00%
Italy	38	68	-30	-44,12%
Japan	1	56	-55	-98,21%
Netherlands	58	14	44	314,29%
Norway	68	1	67	6700,00%
Portugal	5	56	-51	-91,07%
Romania	81	20	61	305,00%
Singapore	3	43	-40	-93,02%
Serbia	278	0	278	n/a
Switzerland	229	118	111	94,07%
Trinidad and Tobago	24	392	-368	-93,88%
United Arab Emirates	9	135	-126	-93,33%
Virgin Islands (British)	31	22	9	40,91%
United States	2028	2077	-49	-2,36%
Others	131	106	25	23,58%
Total	12560	10480	2080	19,85%

In Q1 2018 the Group sold products and services in 47 countries. The largest share of the consolidated revenues were from Bulgaria and amounted to BGN 5 366 thousand or 42,72% of total sales revenue, followed by Great Britain with BGN 2 690 thousand or 21,42% and US by BGN 2 028 thousand or 16,15%.



4/ CONSOLIDATED EXPENSES

4.1/ CONSOLIDATED STAFF EXPENSES

	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Sick Leave	22	13	9	69,23%
Bonuses	580	0	580	n/a
Paid leave	159	280	-121	-43,21%
Expenses for wages under civil contracts	17	57	-40	-70,18%
Payroll costs for contracts for management and control	384	327	57	17,43%
Social securities costs for civil contract	1	1	0	0,00%
Social securities costs for contracts for management and control	9	10	-1	-10,00%
Social securities costs for labour contracts	477	478	-1	-0,21%
Wage costs	4033	4123	-90	-2,18%
Total	5682	5289	393	7,43%

During Q1 2018 the staff on Labour Contracts in the Group decreased by 1,95% and the consolidated staff expenses increased by 7,43%.

Count of staff in the Group:

31.03.2018

Company	LC	CMC	Total
SIRMA ICS	9	1	10
DATICUM	9	6	15
ENGVIEW SYSTEMS SOFIA	40	5	45
SIRMA ENTERPRISE SYSTEMS	2	3	5
SIRMA BUSINESS CONSULTING	54	5	59
SIRMA GROUP HOLDING	24	8	32
SIRMA SOLUTIONS	148	7	155
SIRMA MEDICAL SYSTEMS	3	3	6
SIRMA GROUP INC.	1	0	1
SIRMA USA	5	1	6
S&G UK	0	1	1
SIRMA SHA	4	3	7
ONTOTEXT	53	3	56
Total	352	46	398

31.03.2017

Company	LC	CMC	Total
SIRMA ICS	11	1	12
DATICUM	10	6	16
ENGVIEW SYSTEMS SOFIA	34	5	39
SIRMA ENTERPRISE SYSTEMS	51	3	54
SIRMA BUSINESS CONSULTING	47	5	52
SIRMA GROUP HOLDING	26	8	34
SIRMA SOLUTIONS	98	7	105
SIRMA MEDICAL SYSTEMS	4	3	7
SIRMA GROUP INC.	5	1	6
SIRMA USA	4	2	6
S&G UK	0	1	1
SIRMA SHA	4	2	6
ONTOTEXT	62	3	65
ONTOTEXT USA	3	1	4
Total	359	48	407



4.2/ CONSOLIDATED OPERATING EXPENSES

	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000
Material expenses	-372	-98	-274
Change in %			279,59%
Expenses for external services	-2406	-1347	-1059
Change in %			78,62%
Depreciation and amortization of non-financial assets	-994	-2469	1475
Change in %			-59,74%
Cost of goods sold and other current assets	-4051	-3010	-1041
Change in %			34,58%
Changes in stocks of finished products and incomplete production	1772	111	1661
Change in %			1496,40%
Capitalized own expenses	1144	3264	-2120
Change in %			-64,95%
Other expenses	-377	-331	-46
Change in %			13,90%
Total expenses	-5 284	-3 880	-1404
Change in %			36,19%

In Q1 2018, consolidated operating expenses gradually increased in line with the Group's consolidated revenues. The highest share in consolidated operating expenses has consolidated external service costs (45,53%), followed by depreciation and amortization (18,81%).

4.2.1/ CONSOLIDATED MATERIAL EXPENSES

Consolidated costs for materials include:

	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Water	1	1	0	0,00%
Fuel for cars	9	11	-2	-18,18%
Others	10	13	-3	-23,08%
Electricity	41	22	19	86,36%
Inventory	33	10	23	230,00%
Software protection	6	12	-6	-50,00%
Computer Components	4	8	-4	-50,00%
Consumables for cars	1	1	0	0,00%
Office maintenance and repair materials	6	2	4	200,00%
Heating	6	4	2	50,00%
Office supplies	2	4	-2	-50,00%
Promotional materials	1	2	-1	-50,00%
System integration	244	0	244	n/a
Toner	0	1	-1	-100,00%
Hygienic materials	5	4	1	25,00%
Vehicle repair parts	3	3	0	0,00%
Total	372	98	274	279,59%

During the period under review, consolidated material expenses increased by BGN 274 thousand or by 279,59%. The increase is mainly attributable to the increase in system integration, which increased by BGN 244 thousand.



4.2.2/ CONSOLIDATED EXPENSES FOR EXTERNAL SERVICES

Consolidated expenses for external services include:

	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Subscriptions	69	97	-28	-28,87%
Administrative service	2	1	1	100,00%
Others	89	155	-66	-42,58%
Insurance	19	12	7	58,33%
Internet	18	30	-12	-40,00%
Fees and commissions	50	59	-9	-15,25%
Consulting services	243	300	-57	-19,00%
Courier, transport	7	12	-5	-41,67%
Mobile phones	16	22	-6	-27,27%
Staff recruitment	3	6	-3	-50,00%
Rental software license	66	0	66	n/a
Rentals	150	221	-71	-32,13%
Audit	9	3	6	200,00%
Security	14	13	1	7,69%
Parking	1	9	-8	-88,89%
Maintenance and repair of vehicles	5	1	4	400,00%
Maintenance and repair of the office	20	2	18	900,00%
Cleaning	4	12	-8	-66,67%
Translation services	1	0	1	n/a
Marketing and Advertising	90	94	-4	-4,26%
Repair of Comp. and office equipment	3	1	2	200,00%
Connectivity	9	8	1	12,50%
Seminars and training	9	28	-19	-67,86%
Software services	1476	203	1273	627,09%
Project subcontracting services	4	0	4	n/a
Hosting	28	54	-26	-48,15%
Fixed phones	1	4	-3	-75,00%
Total	2406	1347	1059	78,62%

During Q1 2018 consolidated expenses for external services increased by BGN 1 059 thousand or by 78,62%. Growth was due mostly to the rise in software service expenses, which increased by BGN 1 273 thousand or by 627,09%.

4.2.3/ CONSOLIDATED OTHER EXPENSES

Consolidated other expenses include:

	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Local taxes and fees	6	41	-35	-85,37%
Tax representative expenses	0	6	-6	-100,00%
Donations	19	0	19	n/a
Others	98	9	89	988,89%
Business trips in the country	13	57	-44	-77,19%
Business trips abroad	162	128	34	26,56%
Entertainment expenses	20	22	-2	-9,09%
Differences in partial tax credit	2	2	0	0,00%
Expenses without documents	8	17	-9	-52,94%
Social expenses	49	49	0	0,00%
Total	377	331	46	13,90%

In Q1 2018, consolidated other expenses increased by BGN 46 thousand or by 13,90%.



4.2.4/ CONSOLIDATED EXPENSES FOR DEPRECIATION AND AMORTIZATION

Consolidated depreciation and amortization expenses include:

	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Tangible assets	216	217	-1	-0,46%
Intangible assets	778	2252	-1474	-65,45%
Total	994	2469	-1475	-59,74%

Amortization and depreciation expenses during the period decreased by 59,74% or by BGN 1 475 thousand.

Depreciation and amortization expenses	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Other intangible long term assets	33	33	0	0,00%
Other tangible long term assets	2	1	1	100,00%
Intellectual Property Rights and Software Modules	286	253	33	13,04%
Software Software Products - Acquired	25	25	0	0,00%
Development products	280	1765	-1485	-84,14%
Products for commercial applications	154	154	0	0,00%
Depreciation expenses of own buildings	26	32	-6	-18,75%
Expenses for depreciation of computer equipment	138	137	1	0,73%
Depreciation expenses of machinery and equipment	22	29	-7	-24,14%
Expenses of depreciation on mobile phones	2	2	0	0,00%
Expenses for amortization of repairs of leased assets	3	10	-7	n/a
Fixtures and fittings	7	7	0	0,00%
Vehicles	16	21	-5	-23,81%
Total	994	2469	-1475	-59,74%

4.2.5/ CONSOLIDATED CAPITALIZED OWN EXPENSES

Capitalized own expenses	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
ONTOTEXT	187	555	-368	-66,31%
SIRMA ICS	50	70	-20	-28,57%
SIRMA SOLUTIONS	533	1799	-1266	-70,37%
SIRMA ENTERPRISE SYSTEMS	0	642	-642	-100,00%
ENGVIEW SYSTEMS SOFIA	284	66	218	330,30%
SIRMA GROUP HOLDING	45	45	0	0,00%
SIRMA MEDICAL SYSTEMS	45	87	-42	-48,28%
Total	1144	3264	-2120	-64,95%

Capitalized expenses during the period decreased by 64,95% or BGN 2 120 thousand.



4.2.6/ CHANGES IN INVENTORIES OF FINISHED GOODS AND WORK IN PROGRESS

	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Changes in inventories of finished goods and work in progress	1772	111	1661	1496,40%

4.2.7/ COST OF GOODS SOLD AND OTHER CURRENT ASSETS

	31.12.2016 BGN '000	31.12.2015 BGN '000	Change BGN '000	Change %
Cost of goods sold and other current assets	4051	3010	1041	34,58%



4.2.8/ CONSOLIDATED RESULTS BY SEGMENTS

The segment reporting in the Group is organized on the basis of the main business activities, performed by the Group companies:

31.03.2018 BGN '000	Core	Cross Industry	Financial sector	Health Care	Manufacturing	Market Intelligence, Publishing and Cultural Heritage	Retail	G&A for all sectors	Total
Revenues from sales of services	769	3 289	2 076	21	567	1 065	237		8 024
Revenues from sales of goods		4 343			7				4 350
Revenues from financing		45							45
Other operating revenues		130	5			5			141
Total Revenues	769	7 807	2 081	21	575	1 070	237		12 560
Expenses without depreciation									
Wage expenses (wages)	-498	-1 606	-1 090	-124	-484	-445	-226	-706	-5 178
Social Security expenses	-30	-173	-100	-9	-57	-38	-26	-68	-503
Expenses for external services	-57	-267	-179	-6	-116	-217	-15	-1547	-2 406
Material expenses		-283	-30		-13		-1	-45	-371
Book value of sold goods / production and assets		-4 045			-6				-4 051
Other expenses	-7	-107	-115	-12	-27	-17	-13	-80	-377
									-12
Expenses without depreciation Total	-592	-6 481	-1 514	-151	-703	-718	-282	-2 446	886
Capitalization 613	187	394	50	45	284	0	139	45	1 144
Unfinished production 611	1 088	550	134						1 772
EBITDA	1 451	2 270	752	-84	156	352	94	-2 401	2 590
Depreciation and amortization	-316	-300	-59	-5	-53	-2	-39	-223	-997
EBIT	1 136	1 970	692	-90	103	351	55	-2 624	1 594



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FOR THE PERIOD ENDED ON 31.03.2018

31.03.2017 BGN '000	Core	Cross Industry	Financial sector	Health Care	Manufacturing	Market Intelligence, Publishing and Cultural Heritage	Retail	G&A for all sectors	Total
Revenues from sales of services	1 134	3 728	1 938	13	560	196	473		8 041
Revenues from sales of goods		2 340			1				2 341
Revenues from financing		45							45
Other operating revenues		27	23		3				53
Total Revenues	1 134	6 140	1 961	13	564	196	473		10 480
Expenses without depreciation									
Wage expenses (wages)	-604	-1 615	-776	-79	-421	-43	-176	-1072	-4 785
Social Security expenses	-56	-173	-82	-7	-48	-3	-20	-112	-503
Expenses for external services	-35	-604	-191	-5	-42	0	-49	-421	-1 347
Material expenses		-26	-14		-19		-2	-37	-98
Book value of sold goods / production and assets		-3 009			-1				-3 010
Other expenses	-10	-40	-45	0	-36	0	-7	-192	-331
Expenses without depreciation Total	-706	-5 467	-1 108	-92	-567	-47	-254	-1 834	-10 075
Capitalization 613	555	800	160	81	114	1	1 509	45	3 264
Unfinished production 611	106	5							111
EBITDA	1 089	1 478	1 012	2	111	150	1 727	-1 789	3 780
Depreciation and amortization	-279	-302	-201	-5	-29	-1	-1 369	-282	-2 469
EBIT	810	1 175	811	-4	82	149	358	-2 071	1 311



5/ CONSOLIDATED FINANCIAL INCOME / EXPENSES NET

	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Financial expenses	-306	-213	-93	43,66%
Financial income	134	91	43	47,25%
Financial income / expenses net	-172	-122	-50	40,98%

Consolidated financial expenses increased by BGN 93 thousand or by 43,66 % in Q1 2018, mainly due to the exchange rate differences on currency transactions. Financial income also increased by BGN 43 thousand or by 47,25%, mainly due to the increase in revenues from currency operations.

5.1/ CONSOLIDATED FINANCIAL INCOME

Consolidated financial income includes:

	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Interest income on deposits	2	1	1	100,00%
Interest income on loans	24	21	3	14,29%
Revenues from currency operations	108	69	39	56,52%
Total	134	91	43	47,25%

5.2/ CONSOLIDATED FINANCIAL COSTS

Consolidated financial costs include:

	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Interest costs NRA	6	11	-5	-45,45%
Interest costs	2	1	1	100,00%
Interest costs on loans	66	76	-10	-13,16%
Interest costs on lease contracts	3	3	0	0,00%
Costs on currency operations	186	103	83	80,58%
Other financial costs	43	19	24	126,32%
Total	306	213	93	43,66%

6/ CONSOLIDATED OTHER COMPREHENSIVE INCOME

	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Other comprehensive income	(593)	584	-1177	-201,54%
including other comprehensive income of non-controlling interest	(98)	111	-209	-188,32%
including other comprehensive income of equity holders of the parent company	(495)	473	-968	-204,64%
Total comprehensive income	829	1773	-944	-53,23%
including total comprehensive income of the non-controlling interest	742	674	68	10,13%
including total comprehensive income of equity holders of the parent company	87	1 099	-1012	-92,06%



7/ CONSOLIDATED ASSETS

Like the revenues, assets posted an increase of BGN 12,546 thousand or 10,46% over 2017. Traditionally, most of them, or 26,38%, occupy intangible assets, incl. Goodwill (14,74%), which is dictated by the activity of the Group and its ownership over a significant amount of software modules.

7.1. NON-CURRENT ASSETS

Assets	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Non-current assets				
Intangible assets	48 370	48 471	-101	-0,21%
Property, plant and equipment	5047	5214	-167	-3,20%
Investments in subsidiaries	222	222	0	0,00%
Investments in Associates	236	236	0	0,00%
Deferred tax assets	200	198	2	1,01%
Expenses for acquisition of fixed assets	37850	36737	1113	3,03%
Goodwill	19540	19540	0	0,00%
Total	111465	110618	847	0,77%

Non-current assets increased by BGN 847 thousand or by 0,77% during Q1 2018.

7.1.1. PROPERTY, PLANT AND EQUIPMENT

Name of group of tangible assets	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Buildings and constructions	3866	3951	-85	-2,15%
Machinery and equipment	111	128	-17	-13,28%
Vehicles	79	95	-16	-16,84%
Office furniture	107	100	7	7,00%
Computer equipment and mobile phones	786	856	-70	-8,18%
Renovations of rented premises	98	84	14	16,67%
Total	5047	5214	-167	-3,20%

Pledge on fixed assets and other assets

As of March 31, 2018 there are established pledge on fixed tangible assets of the Group in relation to borrowings as follows:

- OFFICE № 8 / eight /, located in Sofia, Sofia District Mladost, on the 3rd (third) floor - II (second) office floor, in the building of "Tsarigradsko shose - 7 km" Blvd. (one hundred and thirty-five), elevation +7.45 (plus seven forty-five hundredths) meters, with a built-up area of 176.74 (one hundred and seventy-six whole and seventy four hundredths) sq.m, consisting of OFFICE ROOM, : northeast - office №7 (seven), southeast - corridor and staircase, southwest - yard, northwest - street, along with 4.631% (four hundred and sixty thirty one thousandth per hundred) IDEAL PARTS of the common parts of the building, which, according to a copy of a cadastral map with data from CRNI, is a building with identifier 68134.4081.392.1 / sixty-eight thousand one hundred and thirty-four point, four thousand eighty-one point, three hundred and ninety two, one, one, along the cadastral map and the cadastral registers of Sofia, Sofia, Reg. Sofia-city, approved by Order RD - 18 - 35 / 09.06.2011 of the Executive Director of AGKK, with address of the building - Sofia, st. 1000, 13 Tsarigradsko shosse Blvd., with an area of Sketch 999.00 sq.m. / ninety ninety-nine square meters /, with number of floors: 5, with purpose: Administrative, business building, with previous plan number: none, old identifier: none, which building is located in a land plot with identifier № 68134.4081.392, and so ideal shares of the right to build on the yard in which the building was built, the whole of which has an area of 3 150 (three thousand one hundred and fifty) square meters, constituting a Regulated Land II-



392 (second assigned for a plot of land number ninety-two) in the 11th (eleven) on the plan of the city of Sofia, (the first, assigned for a property number three hundred and ninety-two), street and UPI III-392 (third, assigned for property number three hundred and ninety-two), which, according to a copy of a cadastral map with data from CRNI, represents a land property with identifier 68134.4081.392 / sixty-eight thousand one hundred and thirty-four point four thousand eighty one point three hundred ninety-two / , on the cadastral map and cadastral registers of Sofia, Sofia, Reg. Sofia-city, approved by Order RD - 18 - 35 / 09.06.2011 of the Executive Director of AGKK, with address of the property - Sofia, Mladost district, 135 Tsarigradsko shose Blvd. sketch 3161.00 sq.m. / three thousand one hundred and sixty one square meters /, with a permanent purpose on the territory: Urbanized, with a permanent use: for another type of development, with a number according to the previous plan: 392, district: 11, plot: II, neighbors on the land property on sketch: property with identifier № 68134.4081.10, property with identifier № 68134.4081.48, property with identifier № 68134.4081.55.

Property Act - Decree on the assignment of immovable property dated 23.09.2013, on private enforcement agent Nedelcho Mitev, 43840, filed on 18.10.2013, volume CXXII, number 124

Contractual mortgage of 20.12.2013, Notary Deed 119, Volume X, Reg. No 26272, Case 1690 of 2013 for provision of credit from Allianz Bank Bulgaria AD at the amount of 123000 Euro.

- OFFICE 19 / nineteen /, with identifier 68134.4081.392.1.19 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two. one. nineteen / with a built-up area of the office 99.21 / ninety nine and twenty one hundredths / sq.m, consisting of: office premises, neighbors, corridor, office №20 and neighbors with identified identifiers: the same floor: 68134.4081.392.1.20, under the object: none, above the building: none, together with 2.597% / two five hundred and ninety seven thousand per cent / ideal parts of the common parts of the building and so many ideal parts of the building right on the yard a place described below;

Contractual mortgage of 10.10.2013, Notary Act 80, Volume 20, number 38867, for securing an investment loan from Unicredit Bulbank AD at the amount of EUR 300000.

- OFFICE №20 / twenty /, with identifier 68134.4081.392.1.20 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two. one. twenty / with an area of 144.39 / one hundred and forty-four and thirty-nine hundredths / sq.m., consisting of: office space, together with a terrace, with an area of 3.41 / three whole forty one hundredths / sq. in neighboring areas, according to architectural design: office №19, corridor, office №21 and neighbors with identified identifiers: on the same floor: 68134.4081.392.1.19, 68134.4081.392.1.21, under the object: none, above the object : no, together with 3.784% / three hundred seven hundred and eighty four thousand per cent / ideal parts of the common parts of the building and so many ideal parts of the right to build on the yard described below;

Contractual mortgage of 10.10.2013, Notary Act 80, Volume 20 reg. Number 38867 ,. for securing an investment loan from Unicredit Bulbank AD amounting to EUR 100000.

- OFFICE N ° 21 / twenty-one /, with identifier 68134.4081.392.1.21 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two. one. twenty-one), with an office area of 81.35 / eighty one and thirty-five hundredths / sq.m, consisting of: office premises, neighbors according to architectural project: office №20, corridor, and neighbors with identified identifiers: on the same floor: 68134.4081.392.1.20, under the object: none, above the object: none, together with 2.132% / two whole thirty-two thousand per cent / common parts of the common parts of the building and so many common parts from the right to build on the yard, landed property with identifier 68134.4081.392 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two /, the whole of which is 3 150 / three thousand one hundred and fifty / square meters, constituting a regulated landed property II-392 / second for a property number three hundred and ninety-two /, from the 11th district / eleven / Sofia, Mladost area, Tsarigradsko Shosse Blvd. - 7 / seventh / kilometer, with neighbors: North - plot I-392, east and west - streets, south - plot III-392, 115, Volume 2, Case 247/2002

Act of Property under Items 1.2, 1.3, and 1.4 - Notary Deed of 10.10.2013, Number 181, Volume VII, Reg. No. 20818, Case 1214 of 2013

Contractual mortgage of 10.10.2013, Notary Act 80, Volume 20 reg. Number 38867 ,. for securing an investment loan from Unicredit Bulbank AD amounting to EUR 300,000.

- Floor 3 of the office building "IT-Center Office Express" in Sofia, 135 Tsarigradsko shosse Blvd. with a total area of 796,50 sq.m. Notary deed for the purchase and sale of immovable property № 126, Volume I, reg. № 4551, case № 116 of 23.04.2003.

Contractual mortgage from 13.06.2014, Deed of Deed 84, Volume I-1, Reg. No 2002, Case 63 of 2014 for provision of overdraft loan from Unicredit Bulbank AD at the amount of EUR 100000.



- Floor 5 of the office building "IT-Center Office Express" in Sofia, 135 Tsarigradsko shose Blvd., with an area of 281.81 square meters, according to the Notary deed for sale and purchase of real estate № 86, vol. 4, Reg. No. 10237, Case No 592 of 23.12.2004.

Contractual mortgage of 23/09/2014, Notary Act 37, Volume 18, Reg. No 36189, for the provision of an overdraft loan from ALIANZ BANK BULGARIA amounting to EUR 100000.

- OFFICE № 10 (ten), located in the high office building, built on 135 Tsarigradsko shosse Boulevard (one hundred thirty-five), located in the middle of the eastern part of the third (second office) floor of the building (elevation + 7.45 / plus seven whole forty-five hundredths /), with built-up area of 144.39 / one hundred and forty-four thirty-nine hundredths / sq.m., at boundaries: northeast - first office in number, counted from north to south, southeast - yard, northwest - corridor, as well as the deduction of the property 3.93% / three ninety and three hundredth per cent / common parts of the common parts of the building, corresponding to 44.32 / forty four and thirty-two hundredths / sq.m. built area and 3.93% / three hundred and ninety-three hundredth per cent / ideal parts of the right to build on the yard on which the building, which constitutes a regulated plot of land / plot № II-392 / second, allocated for a plot with a plot number three hundred and ninety-two (from the 11th district), according to the regulation of the territory of Tsarigradsko shose - 7 / seventh / kilometer, Sofia, approved by Order No. RD-09-50-631 of 20.11.1998, which property has an area of 3150 / three thousand one hundred and fifty / sq. meters and is at boundaries: northeast - UPI purpose number I-392 / first, assigned for a property with a numbering number three hundred and ninety-two /, southeast - street, southwest - plot / plot № III- 392 / third, assigned to property number three hundred and ninety-two / street, according to a Notary deed for the purchase and sale of real estate, entered in the Registry Office - Sofia with int. Reg. No 94655 / 17.12.2008, Act No 43, Volume CCXLL, Case No 66314/08;

Contract for financial leasing 05912-001 / 2014 dated 23.04.2014, concluded with "PIRAEUS LEASING BULGARIA" AD.

A Contractual Mortgage and a Contract for Special Pledge on Receivables to secure Contract № 100-1622 dated July 21, 2015 for overdraft loan from Eurobank Bulgaria AD at the amount of BGN 1 200 000.

- OFFICE with meeting room, cafeteria and service rooms (converted from restaurant), with identifier 68134.4081.392.1.22 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two. one. twenty-two), located in the city of Sofia, district "Mladost", 136 Tsarigradsko Shose Blvd./155 / thirty-five /, in 5 / five / storey administrative, business building with identifier 68134.4081.392.1 / eight thousand one hundred thirty-four. four thousand eighty-one. three hundred and ninety-two. one / on the 5th floor / floor, in the attic of the building, elevation + 16.90 m., with a built-up area of the office 281.81 / two hundred eighty one one and eighty one hundredths / sq.m., to neighbors according to document for property: northeast - staircase and terrace, southwest - staircase and terrace, southeast - terrace and northwest - terrace, and neighbors with identified identifiers: on the same floor: none, under the object: 68134.4081.392.1.18, 68134.4081.392.1.19 , 68134.4081.392.1.20, 68134.4081.392.1.21, 68134.4081.392.1.17, over the object: none, together with 7.384% / seven whole three hundred eighty four thousand per cent / ideal parts of bshtite areas and the right to build on the land, land with ID 68134.4081.392 / sixty-eight thousand one hundred thirty-four. four thousand eighty-one. three hundred and ninety-two), the whole with an area of 3 150 (three thousand one hundred and fifty) square meters, constituting a regulated landed property II-392 (second, assigned for cadastre number three hundred ninety-two) in the 11th district), according to the plan of Sofia, Tsarigradsko Shosse - 7th kilometer, with neighbors, according to a document of ownership: north - UPI I-392, south - UPI III-392, east and west - street.

- All current and future receivables arising from the Grant Agreement with BG161PO003-2.2.01-0012-C0001 under the Operational Program "Development of the Competitiveness of the Bulgarian Economy" 2007-1203 "under Priority Axis 2" Increasing the efficiency of businesses and the development of a favorable business environment ", Impact area 2.2. "Establishment of Business Support Infrastructure", Operation 2.2.2 "Establishment of Regional Business Incubators", which was signed between SIRMA GROUP HOLDING JSC and the Ministry of Economy, Energy and Tourism, Executive Agency for Promotion of Small and Medium Enterprises enterprises with contract

number BI-02-16 / 02.02.2012 and concluded with it Additional Agreement № BI-02-16-A-3 dated 27.01.2015 between SIRMA GROUP HOLDING JSC and the Ministry of Economy , through the Directorate-General for European Funds for Competitiveness, vein by the Contracting Authority grants under Component 1 and Component 2 of 500 293.50 BGN.

Contractual Mortgage E from 10.04.2017, Notary Act 127, Volume 3, Reg. No 6930, for securing an investment loan from Unicredit Bulbank AD at the amount of BGN 1 781 507.



- OFFICE № 1 / one /, with identifier 68134.4081.392.1.1 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two. one. one / according to the scheme of the site on 1 / first / floor, elevation 4.30 m, with built-up area 152.48 / one hundred and fifty-two forty and forty eight hundredths / sq.m, consisting of: one office space, , according to the ownership document: office №2, street, yard and corridor, and neighbors with identified identifiers: on the same floor: 68134.4081.392.1.2, under the facility: 68134.4081.392.1.50, above the site: 68134.4081.392.1.7 , together with 3.996% / three nine hundred and ninety-six thousandth per cent / ideal parts of the common parts of the building and the right to build on the site described below;
- OFFICE 2 (two), with identifier 68134.4081.392.1.2 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two. one. two / according to the scheme of the site on 1 / first / floor, elevation 4.30 m, with built-up area 176.56 / one hundred and seventy-six fifty-six hundredths / sq.m, consisting of: one office space, , according to the ownership document: office №1, street, Reg. III-392 and corridor, and neighbors with identified identifiers: on the same floor: 68134.4081.392.1.1, under the object: 68134.4081.392.1.50, above the site: 68134.4081. 392.1.8, together with 4.627% / four six hundred twenty seven thousand per cent / ideal parts of the common parts of the building and the right to build on the site described below;
- OFFICE № 3 / three /, with identifier 68134.4081.392.1.3 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two. one. three / according to the scheme of the site on 1 / first / floor, elevation 4.30 m, with built-up area 95.50 / ninety five fifty fifty hundredths / sqm, consisting of: one office space, with neighbors, for property: UPI III-392, yard with low body, office №4 and corridor, and neighbors with identified identifiers: on the same floor: 68134.4081.392.1.4, under the project: 68134.4081.392.1.50, above the building: 68134.4081 .392.1.9, together with 2.502% / two whole five hundred and two thousandth per cent / common parts of the common parts of the building and the right to build on the site described below;
- OFFICE № 4 / four /, with identifier 68134.4081.392.1.4 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two. one. four / according to the scheme of the site on 1 / first / floor, elevation 4.30 m, with built-up area 79.30 / seventy-nine thirty and thirty cent / sq.m, consisting of: one office space, for property: office №3, yard built with low body, office №5 and corridor, and neighbors with identified identifiers: on the same floor: 68134.4081.392.1.3, 68134.4081.392.1.5, under the project: 68134.4081.392.1.50 , above the site: 68134.4081.392.1.10, together with 2.078% / two hundred and seventy-eight thousandth per cent / common parts of the common parts of the building and the right to build on the site described below;
- OFFICE № 5 / five /, with identifier 68134.4081.392.1.5 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two. one. five / according to the scheme of the site on 1 / first / floor, elevation 4.30 m, with built-up area 79.40 / seventy-nine whole and forty hundredths / sq.m, consisting of: one office space, for property: office №4, yard built with low body, office №6 and corridor, and neighbors with identified identifiers: on the same floor: 68134.4081.392.1.4, 68134.4081.392.1.6, under the facility: 68134.4081.392.1.50 , above the site: 68134.4081.392.1.10, together with 2.081% / two hundred and eighty one thousand per cent / common parts of the common parts of the building and the right to build on the site described below;
- OFFICE № 6 / six /, with identifier 68134.4081.392.1.6 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two. one. six / according to the scheme of the site on 1 / first / floor, elevation 4.30 m, with built-up area 81.30 / eighty one and thirty hundredths / sq.m, consisting of: one office space, with neighbors, according to document for property: office №5, yard built with low body, sanitary premises and corridor, and neighbors with identified identifiers: on the same floor: 68134.4081.392.1.5, under the project: 68134.4081.392.1.50, above the building: 68134.4081.392.1 .10, 68134.4081.392.1.11, together with 2.130% / two hundred and thirty thousand per cent / ideal parts of the common parts of the building and the right to build on the site described above;
- OFFICE № 7 (seven), with identifier 68134.4081.392.1.7 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two. one. seven / according to the scheme of the site on 2 / second / floor, elevation 7.45 m, built-up area 153.04 / one hundred and fifty three and four hundredths / sq.m, consisting of: one office space, ownership document: street, office number 8, corridor, sanitary premises and yard, and neighbors with identified identifiers: on the same floor: 68134.4081.392.1.8, under the facility: 68134.4081.392.1.1, over the site: 68134.4081.392.1. 12, together with 4.010% / four ten thousandths per cent / ideal parts of the common parts of the building and the right to build on the site described below;
- OFFICE № 9 (nine), with identifier 68134.4081.392.1.9 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two. one. nine / according to the scheme of the site on 2 / second / floor, elevation 7.45 m, with built-up area 99.15 / ninety nine and fifteen hundredths / sq.m, consisting of: one office space, with neighbors, for property: UPI III-392, yard built with low body, office №10 and corridor, and neighbors with identified identifiers: on the same floor: 68134.4081.392.1.10, under the project: 68134.4081.392.1.3, above the site: 68134.4081 .392.1.12, together with 2.598% / two five hundred



- and ninety-eight thousandth per cent / ideal parts of the common parts of the building and the right to build on the site described below and
- OFFICE № 11 / eleven /, with identifier 68134.4081.392.1.11 / sixty-eight thousand one hundred and thirty-four. four thousand and eighty-one. three hundred and ninety-two. one. eleven), according to the scheme of the site on the 2nd (second) floor, elevation 7.45 m, with built-up area 81.35 / eighty one and thirty-five hundredths / sq.m, consisting of one office space, according to a document of ownership: office №10, yard built with a low body, yard and sanitary premises, and neighbors with identified identifiers: on the same floor: 68134.4081.392.1.10, under the object: 68134.4081.392.1.6, above the site: 68134.4081.392.1.12, together with 2.132% / two hundred thirty-two thousandth per cent / ideal parts of the common parts of the building and the right to build on the yard, all the lot with an area of 3 150 / three thousand one hundred and fifty / square meters, constituting a regulated landed property II-392 / second for property cadastre number three hundred ninety-two /, from the 11th district / eleven /, according to the plan of the city of Sofia, "Tzarigradsko Shose" - 7 / seventh / kilometer, with neighbors: Regulated plot I-392, UPI III-392 and two streets.

As the only significant non-current tangible assets can be determined: the office-building owned by the Company - offices, floor 1, floor 2, floor 3, floor 5 and part of floor 4 of an office building, located in 135 Tzarigradsko Shosse Blvd., and servers and infrastructure equipment owned by Daticum JSC.

As of the date of this document, the Company does not plan the purchase of significant tangible fixed assets.

7.1.2. INTANGIBLE ASSETS

Name of the group of intangible assets and goodwill	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Goodwill	19540	19540	0	0,00%
Development products	6144	6423	-279	-4,34%
Software products	90	114	-24	-21,05%
Rights on Software Modules and Industrial Property	26525	27395	-870	-3,18%
Reclassified from held for sale to SENPAI embedded assets	13511	13511	0	0,00%
Other intangible fixed assets	2100	1028	1072	104,28%
Total	67910	68011	-101	-0,15%

7.1.2.1. GOODWILL

The management of the Group has made the necessary procedures to perform the statutory impairment test for goodwill recognized in the consolidated financial statements for the acquisition of subsidiaries. For this purpose, it is accepted that each individual company appears as a "cash-generating unit". The calculations were made by the management taking into account the estimates of independent licensed valuers as of December 31, 2015 and a detailed review was made as to whether events and facts appeared to indicate changes in the assumptions and judgments made by the end of 2015 at 31.03.2018 As a basis for cash flow projections (before tax), the financial budgets developed by the management of the respective companies and the Group as a whole, covering a three to five year period, as well as other medium- and long-term plans intentions for the development and restructuring of the activities within the Group. The recoverable amount of each cash-generating unit is determined on a "value in use" basis. The key assumptions used to calculate the recoverable value of each object are in the following ranges:

- Growth rate in the three (or five) year period - from minus 1% to 50%;
- EBITDA growth rate - basically in the range of 1% to 67%;
- post-forecast growth in terminal value calculation - 0%;
- Discount rate (based on WACC) - from 3% to 30%.

The key assumptions used in the calculations are specifically determined for each reputable company treated as a separate cash-generating unit and according to its specific business, business environment and risks. The tests and judgments of the Group's management for the impairment of recognized goodwill are made in the light of its projections and intentions regarding future economic benefits that the Group expects to obtain from its subsidiaries,



through the use of their internally-created trademarks, commercial experience and revenues generated and expected in future by them, securing positions on Bulgarian and foreign markets (development and preservation), expectations for future sales and restructuring of the activity, etc. For these reputations the analysis of reasonably possible changes in the key assumptions used to calculate the value in use shows that the carrying amount of the goodwill would be higher than the recoverable amount.

There is no change in Goodwill for the reporting period and it retains the amount of BGN 19 540 thousand:

	31.03.2017 BGN '000
Acquired company	
Sirma Solutions	11 754
EngView Systems Latin America	14
Panaton Soft. Ink. USA	1 863
Sirma Enterprise Systems	5 722
Ontotext	19
S&G Technology Services Ltd.	164
Sirma Business Consulting	4
Total Goodwill	19 540

7.1.3. EXPENDITURE ON THE ACQUISITION OF LONG-TERM INTANGIBLE ASSETS

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Expenditure on acquisition fixed assets	37 850	36 737	1 113	3,03%

7.1.4. INVESTMENTS IN SUBSIDIARIES AND ASSOCIATED COMPANIES

During the reporting period, investments were recorded in the accounting records in EngView USA and EngView Latin America. These companies do not participate in the consolidated statement of Sirma Group Holding JSC, because they are not material.

The core business of Group companies is concentrated in the IT sector.

The parent company and its subsidiaries operate on the territories of the Republic of Bulgaria and the USA.

The shares of the subsidiaries are not traded on a regulated market.

7.1.5. DEFERRED TAX ASSETS

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Deferred tax assets				
Unused leave	73	71	2	2,82%
Depreciation	3	3	0	0,00%
Loss	16	16	0	0,00%
Impaired receivables	10	10	0	0,00%
Impairment of inventories	5	5	0	0,00%
Impairment of investments	65	65	0	0,00%
Unpaid amounts to individuals	23	23	0	0,00%
Taxed temporary difference on expense	5	5	0	0,00%
Total	200	198	2	1,01%



7.2. CURRENT ASSETS

Assets	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Current assets				
Inventories	4 012	2 576	1436	55,75%
Trade receivables	9 170	9 098	72	0,79%
Receivables from related parties	2 259	2 460	-201	-8,17%
Tax receivables	121	386	-265	-68,65%
Other receivables	1 056	1 114	-58	-5,21%
Prepaid expenses	334	164	170	103,66%
Money and cash equivalents	8 589	6 119	2470	40,37%
Total	25541	21917	3624	16,54%

Current assets increased by BGN 3 624 thousand or by 16,54% during Q1 2018.

7.2.1. INVENTORIES

Inventories are:

Assets	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Materials	86	86	0	0,00%
Goods	742	891	-149	-16,72%
Other tangible assets	138	57	81	142,11%
Work in progress- projects	3046	1542	1504	97,54%
Total	4012	2576	1436	55,75%

7.2.2. RECEIVABLES FROM RELATED PARTIES

Consolidated receivables from related parties:

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Receivables on sale of goods and services	556	814	-258	-31,70%
Commercial loans	1702	1645	57	3,47%
Deposits provided	1	1	0	0,00%
Total	2259	2460	-201	-8,17%

The balance of receivables is formed from receivables from companies not participating in the consolidation but related parties within the meaning of the law.

Sales receivables are interest-free and are in BGN, EUR or USD.

Typically, companies in the Group negotiate a payment term for sales receivables between 10 and 30 days, and for sales receivables of materials up to 90 days.

The Group has set a maximum credit period of up to 360 days for which it does not charge interest to the related party-related counterparties. The delay after this period was accepted by the Group as an indicator of impairment.

The management of the Group companies assesses the collection by analyzing the specific receivables and the condition of the debtor company as well as the circumstances of the delay and the repayment options and then decides whether to recognize and accrue impairment on an individual basis and to what extent.

Loans are provided for working capital to the respective counterparties. As of 31.12.2017 the loans are not further secured by a special pledge or guarantee.



The conditions under which loans to affiliated companies are granted are as follows:

Currency BGN	Amount agreed BGN '000	Maturity	Interest rate %	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Receivables from entities under indirect common control							
Sirma ISG	250	31.12.2018	5,00%	250	250	0	0,00%
Sirma Media	18	31.12.2018	6,50%	18	18	0	0,00%
Pirina Technologies	590	31.12.2018	6,50%	590	591	-1	-0,17%
Sirma ICS	250	31.12.2018	3,00%	250	250	0	0,00%
Subsidiaries							
Sirma Solutions	800	31.12.2018	3,75%	800	800	0	0,00%
Sirma Enterprise Systems	3273	31.12.2018	5%, 5,5%	3273	3164	109	3,45%
Sirma Medical Systems	486	31.12.2018	5,00%	486	343	143	41,69%

All related party transactions are under market conditions and receivables are not secured.

7.2.3. TRADE RECEIVABLES

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Receivables from customers	8954	9142	-188	-2,06%
Impairment of uncollectible receivables	-21	-21	0	0,00%
Provider advances made	237	212	25	11,79%
Total	9170	9333	-163	-1,75%

Maturity analysis of trade receivables

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
up to 90 days	5724	6110	-386	-6,32%
from 91 to 180 days	2033	1906	127	6,66%
from 180 to 360 days	79	203	-124	-61,08%
Regular receivables up to 1 year	7836	8219	-383	-4,66%
from 1 to 2 years	200	283	-83	-29,33%
over 2 years	1134	831	303	36,46%
Regular receivables over 1 year	1334	1114	220	19,75%
Total	9170	9333	-163	-1,75%



Receivables from customers are interest-free and are mainly in: Bulgarian BGN, EUR, CAD and US \$.

Typically, the Group companies negotiate with customers the payment term for sales receivables of 30 to 180 days, unless there are certain specific maturity conditions for certain customers.

The group has defined a usual 360-day credit period for which it does not charge interest to customers. The delay after this period was accepted by the Group as an indicator of impairment. The management of the Group companies assesses the collection by analyzing the exposure of the particular client, the repayment options (to the client and through the collateral) and decides on the recognition and accrual of the respective impairment.

7.2.4. TAX RECEIVABLES, OTHER RECEIVABLES AND PREPAID EXPENSES

Other receivables and prepaid expenses include:

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Prepaid expenses	334	164	170	103,66%
Other receivables	1056	1114	-58	-5,21%
Total	1390	1278	112	8,76%

Tax receivables include:

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Profit tax receivables	80	9	71	788,89%
VAT receivables	41	377	-336	-89,12%
Total	121	386	-265	-68,65%

7.2.5. CASH AND CASH EQUIVALENTS

Cash and cash equivalents include:

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Current accounts	8213	6062	2151	35,48%
Cash in hand	89	55	34	61,82%
Blocked cash	287	2	285	14250,00%
Total	8589	6119	2470	40,37%



8/ EQUITY

Equity during the period increased by BGN 988 thousand or by 0,93%.

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000
Main / Share Capital	59361	59361	0
<i>Change</i>			0,00%
Reserves	6331	6826	-495
<i>Change</i>			-7,25%
Retained earnings / (Accumulated loss) from previous years	16103	15513	590
<i>Change</i>			3,80%
Non-controlling interest	26 114	25 221	893
<i>Change</i>			3,54%
Changes resulting from purchased own shares	-475	-475	0
<i>Change</i>			0,00%
Total	107434	106446	988
<i>Change</i>			0,93%

8.1 MAIN SHARE CAPITAL

As at 31.03.2018 the registered share capital of SIRMA GROUP HOLDING JSC amounted to BGN 59 361 thousand, divided into 59 360 518 dematerialized registered shares with a nominal value of BGN 1.

Shares are ordinary, dematerialized with the right to vote, the right to receive a dividend and a liquidation share.

8.2 RESERVES

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Emissions premiums	1706	1634	72	4,41%
Reserves	3 021	3 036	-15	-0,49%
Reserves from restated reports	1604	2156	-552	-25,60%
Total	6 331	6 826	-495	-7,25%

8.3 RETAINED EARNINGS

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000
Retained earnings / (Accumulated loss) from previous years	14681	11213	3468
<i>Change</i>			30,93%
Current financial result	1422	6190	-4768
<i>Change</i>			-77,03%
including profit from non-controlling interest	867	2036	-1169
<i>Change</i>			-57,42%
including profit per equity holders of the parent company	582	4300	-3718
<i>Change</i>			-86,47%
including loss from non-controlling interest	-27	-146	119
<i>Change</i>			-81,51%
Total	16103	17403	-1300
<i>Change</i>			-7,47%



8.4 NON-CONTROLLING INTEREST

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Non-controlling interest	26 114	25221	893	3,54%

9/ CONSOLIDATED LIABILITIES

Like the consolidated assets, the consolidated liabilities increased by BGN 3 483 thousand or 13,35% in Q1 2018, which can be traced back to the following tables.

9.1. NON-CURRENT LIABILITIES

Non-current liabilities	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Provisions	177	177	0	0,00%
Long-term loans	9 370	1 924	7446	387,01%
Finance lease liabilities	143	199	-56	-28,14%
Financing (Grants)	72	159	-87	-54,72%
Liabilities to suppliers	0	28	-28	-100,00%
Deferred tax liabilities	1335	1335	0	0,00%
Total	11097	3822	7275	190,35%

Non-current liabilities increased by BGN 7 275 thousand or by 190,35% in Q1 2017.



9.1.1. LONG-TERM LOANS AND FINANCIAL LEASING

Long-term finance lease liabilities

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Finance lease liabilities	143	199	-56	-28,14%

The lease for the purchase of real estate has the following parameters:

Company	Creditor	Currency	Credit amount in currency	Type	Value at 31.03.2018	Interest rate	Contract end date
Sirma Group Holding	Pireos Leasing	Euro	154 081	Leasing	74 250	3M Euribor + 4,75%	30.4.2021

Long-term loans

Bank and currency	Agreed amount BGN '000	Maturity	Interest %	31.03.2018 BGN '000	31.12.2017 BGN '000	Change (BGN '000)	Change (%)
Unicredit Bulbank AD (euro)	587	8.12.2023	BIP 4.45%; LI 3M EURIBOR	232	244	-12	-5%
Unicredit Bulbank AD (BGN)	1782	7.4.2027	3M SOFIBOR; premium 2.5%	1440	1506	-66	-4%
Alianz Bank AD (euro)	241	25.11.2023	6M LIBOR premium 4.75%	114	120	-6	-5%
Unicredit Bulbank AD (BGN)	9780	26.7.2022	3M SOFIBOR; premium 1.35%	7584	0	7584	n/a



9.1.2. DEFERRED TAX LIABILITIES

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Depreciation	35	35	0	0,00%
Unpaid amounts to individuals	20	20	0	0,00%
Taxable temporary differences due - from Tax balance and Acc.balance value	1280	1280	0	0,00%
Total	1335	1335	0	0,00%

9.1.3. LONG-TERM LIABILITIES TO SUPPLIERS

There are no entries in the registers during the period.

9.1.4. LONG-TERM FINANCING

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Financing	72	159	-87	-54,7%

9.1.5. LONG-TERM PROVISIONS

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Long-term provisions	177	177	0	0%

9.2. CURRENT LIABILITIES

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Current liabilities				
Provisions	714	714	0	0,00%
Pension obligations to the staff	1 457	1 434	23	1,60%
Short-term loans	4 218	8 452	-4234	-50,09%
Finance lease liabilities	81	41	40	97,56%
Trade and other payables	6 008	4 815	1193	24,78%
Short-term obligations affiliates	512	1	511	51100,00%
Tax obligations	1 052	1078	-26	-2,41%
Advances received	3 058	2 583	475	18,39%
Deferred income and financing	377	414	-37	-8,94%
Other liabilities	998	2735	-1737	-63,51%
Total Current liabilities	18 475	22 267	-3792	-17,03%

Current liabilities decreased by 17,03% in Q1 2018.



9.2.1. SHORT-TERM LOANS AND FINANCIAL LEASING

Short-term loans

Company	Bank	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
EngView Systems Sofia	Bulbank	7	2	5	250,00%
Ontotext	EUR/ Bulbank	0	474	-474	-100,00%
Sirma Enterprise Systems	Bulbank	547	549	-2	-0,36%
Sirma Group Holding	Societe Generale Exppressbank	0	1994	-1994	100,00%
Sirma Group Holding	Eurobank	0	2194	-2194	100,00%
Sirma Group Holding	Allianz Bank Bulgaria	24	24	0	100,00%
Sirma Group Holding	Bulbank	49	49	0	100,00%
Sirma Group Holding	Bulbank	427	0	427	100,00%
Sirma USA	Bank	30	16	14	87,50%
Sirma Solutions	EUR/Bulbank	1514	1546	-32	-2,07%
Sirma Solutions	Bulbank	1200	1188	12	100,00%
Sirma Solutions	EUR/Bulbank	420	416	4	0,96%
Total		4218	8452	-4234	-50,09%

Short-term finance lease liabilities

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Short-term finance lease liabilities	81	41	40	97,56%

9.2.2. TRADE AND OTHER PAYABLES

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Obligations to suppliers	5 162	4 112	1050	25,54%
Other estimates with suppliers	846	703	143	20,34%
Total	6008	4815	1193	24,78%

9.2.3. DUTIES ON ADVANCES

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Clients on advances in BGN	1236	929	307	33,05%
Clients on advances in foreign currency	1822	1654	168	10,16%
Total	3058	2583	449	18,39%



9.2.4. SHORT-TERM PAYABLES TO RELATED PARTIES

Short-term obligations to affiliates by type are as follows:

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Delivery of services	511	0	511	n/a
Liabilities on borrowings received	1	1	0	0,00%
Total	512	1	511	51100,00%

9.2.5. TAX OBLIGATIONS

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
VAT receipts	91	32	59	184,38%
Profit tax receipts	599	651	-52	-7,99%
Other budget receipts	21	20	1	5,00%
TTA receipts	341	375	-34	-9,07%
Total	1052	1078	-26	-2,41%

9.2.6. PENSION AND OTHER OBLIGATIONS TO THE STAFF AND SOCIAL SECURITY

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Social securities for unused leaves	63	63	0	0,00%
Staff recruited under a civil contract	9	5	4	80,00%
Staff hired under contract for management and control	177	136	41	30,15%
Staff recruited under a labor contract	825	861	-36	-4,18%
Payables to insurance enterprises	383	369	14	3,79%
Total	1457	1434	23	1,60%

9.2.7. OTHER CURRENT LIABILITIES

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Other liabilities	998	2735	-1737	-63,51%



9.2.8. CURRENT PROVISIONS

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Accruals on unused leaves	602	602	0	0,00%
Contributions for unused leaves	63	63	0	0,00%
Bonus provisions	49	49	0	0,00%
Total	714	714	0	0,00%

9.2.9. DEFERRED INCOME AND FINANCING

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Deferred income and financing	377	414	-37	-8,9%

10/ PROFIT / LOSS

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Current financial result	1422	1189	233	19,62%
including profit non-controlling interest	867	853	14	1,64%
including non-controlling interest loss	-27	-24	-3	12,50%
including profit per equity holders of the parent company	582	360	222	61,73%

	31.3.2018 BGN '000	31.12.2017 BGN '000	Change BGN '000	Change %
Basic earnings per share	0,0296	0,0061	0,0235	384,79%
Basic earnings per share, incl. other comprehensive income	0,0015	0,0140	-0,0126	-89,53%



11/ INDICATORS AND COEFFICIENTS

No	Indicators	31.03.2018 BGN '000	31.12.2017/ 31. 03.2017 BGN '000	Change BGN '000	Change %
1	Revenue from operating activities	12 560	10 480	2080	19,85%
2	Cost of sales	(10 589)	(8 838)	-1751	19,81%
3	Gross profit / loss	1 971	1 642	329	20,04%
4	Other operating costs	(377)	(331)	-46	13,90%
5	Operating profit / loss	1 594	1 311	283	21,59%
6	Financial income	134	91	43	47,25%
7	Financial costs	(306)	(213)	-93	43,66%
8	Profit / loss before tax expense	1 422	1 189	233	19,60%
9	Tax costs	-	-	0	n/a
10	Net profit / loss	1 422	1 189	233	19,60%
11	Dividend	0	594	-594	-100,00%
12	Cash and cash equivalents	8 589	6 119	2470	40,37%
13	Inventories	4 012	2 576	1436	55,75%
14	Short-term assets	25 541	21 917	3624	16,54%
15	Total amount of assets	137 006	132 535	4471	3,37%
16	Average arithmetic total asset value for 5 quarters	127 500	124 097	3403	2,74%
17	Current liabilities	18 475	22 267	-3792	-17,03%
18	Debt	13 812	10 616	3196	30,11%
19	Liabilities (borrowed funds)	29 572	26 089	3483	13,35%
20	Equity	107 434	106 446	988	0,93%
21	Equity averaged 5 quarters	105 215	104 168	1047	1,00%
22	Turnover capital	7 066	-350	7416	-2118,86%
23	Number of shares at the end of the period (in thousands)	59 361	59 361	0	0,00%
24	Gain / loss minority interest	840	829	11	1,33%
25	Interest expenses	77	91	-14	-15,38%
26	Weighted average price of last trading session	1,01	1,1015	-0,0915	-8,31%
27	Last price per share of last trading session	1,01	1,1	-0,09	-8,18%



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS
FOR THE PERIOD ENDED ON 31.03.2018

Indicators	31.3.2018	31.12.2017 /31.3.2017	Change %	Change
EBITDA	2 493	3 749	-1256	-33,50%
DEPRITIATION	(994)	(2 469)	1475	-59,74%
EBIT	1 422	1 189	233	19,60%
FIN/INVEST NET	(172)	(122)	-50	40,98%
EBT	1 422	1 189	233	19,62%
ROA	0,0042	0,0027	0,0015	56,39%
ROA(BSE)	0,0046	0,0029	0,0017	57,35%
Debt/EBITDA Ratio	5,5403	2,8317	2,7086	95,65%
Quick Ratio	1,1653	0,8686	0,2967	34,16%
ROE (BSE)	0,0074	0,0046	0,0028	61,35%
ROE	0,0135	0,0114	0,0021	18,41%
Debt/Equity Ratio (BSE)	0,2753	0,2451	0,0302	12,31%
Profitability ratios				
Gross profit margin	0,1569	0,1567	0,0002	0,16%
Operating profit margin	0,1269	0,1251	0,0018	1,45%
Net profit margin	0,1132	0,1135	-0,0002	-0,21%
Coefficients for assets and liquidity				
Assets turnover ratio	0,0996	0,0852	0,0144	16,88%
Assets turnover ratio (BSE)	0,0985	0,0845	0,0141	16,65%
Operating cycle	1,7775	-29,9429	31,7204	-105,94%
Current ratio	1,3825	0,9843	0,3982	40,45%
Quick ratio	1,1653	0,8686	0,2967	34,16%
Cash ratio	0,4649	0,2748	0,1901	69,18%
Odds per share				
P/S ratio	4,7735	6,2391	-1,4657	-23,49%
P/E ratio	42,1622	54,9925	-12,8304	-23,33%
P/B ratio	0,7373	0,8050	-0,0677	-8,41%
Revenue per share	0,2116	0,1765	0,0350	19,85%
Earnings per share	0,0240	0,0200	0,0039	19,60%
Book value of equity per share	1,7725	1,7548	0,0176	1,00%
Dividends ratio				
Divident payout ratio	0,0000	0,4996	-0,4996	-100,00%
Earnings retention ratio	1,0000	0,5004	0,4996	99,83%
Divident per share	0,0000	0,0100	-0,0100	-100,00%
Development Ratios				
Revenue growth	0,1985	0,2679	-0,0695	-25,93%
Gross profit growth	0,2004	1,1397	-0,9393	-82,42%
Assets growth	0,0337	0,1046	-0,0708	-67,74%
Leverage Ratios				
Debt/taotal assets	0,1083	0,0855	0,0228	26,63%
Debt/capital	0,1160	0,0925	0,0236	25,47%
Debt/equity	0,1313	0,1019	0,0294	28,81%
Total assets/equity	1,2118	1,1913	0,0205	1,72%
Market value of the company	59955	65297	-5342,49	-8,18%



12/ CASH FLOW

The Group has no liquidity problems and operates with the available resources while maintaining a low level of indebtedness for the period under review. Traditionally, the largest pay-out in revenue streams is paid by customers, while the role of a negative item is paid by payments to suppliers and payments for staff and social security contributions.

	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Operation activity				
Cash receipts from customers	13 816	11 554	2 262	19,58%
Payments to suppliers	(9 154)	(7 115)	(2 039)	28,66%
Payments to employees and social security institutions	(4 398)	(3 493)	(905)	25,91%
Cash flows related to interest, dividends and similar	(95)	(49)	(46)	93,88%
Paid and refunded income tax	(50)	(60)	10	-16,67%
Positive / negative differences from foreign exchange operations	(40)	-	(40)	n/a
Other receipts / (payments), net	339	(316)	655	-207,28%
Net cash flow from operating activities	418	521	(103)	-19,77%
	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Investment activity				
Payments for acquisition of property, plant and equipment	(67)	(19)	(48)	252,63%
Sale of subsidiaries	(32)	-	(32)	n/a
Acquisition / Sale of intangible assets	(859)	(1 319)	460	-34,87%
Payments on loans	(28)	(42)	14	-33,33%
Interest payments on loans	(4)	(2)	(2)	100,00%
Net cash flow from investing activities	(990)	(1 382)	392	-28,36%
	31.3.2018 BGN '000	31.3.2017 BGN '000	Change BGN '000	Change %
Financing activity				
Received or provided loans	(486)	1 078	(1 564)	-145,08%
Loans payables	3 576	(433)	4 009	-925,87%
Proceeds from interest, dividends and similar	(3)	(8)	5	-62,50%
Payments under finance leases	(21)	(6)	(15)	250,00%
Cash flows from positive and negative foreign exchange differences	(22)	(3)	(19)	633,33%
Other	(2)	(7)	5	-71,43%
Net cash flow from financing activities	3 042	621	2 421	389,86%



13/ FINANCIAL RISK MANAGEMENT

13.1. Financial risk management

In the normal course of business the Group may be exposed to various financial risks, the most important of which are market risk (including currency risk, changes in the fair value and price risk), credit risk, liquidity risk and risk of interest-bearing cash flows. The general risk management is focused on the difficulty of forecasting the financial markets and to achieve minimizing the potential negative effects that could affect the financial results and position of the Group. The financial risks are identified, measured and monitored through various control mechanisms in order to establish adequate prices for the products and services of the Group and attracted their loan capital, as well as to assess adequately the market circumstances of these investments and the forms for maintenance of free liquid funds through preventing undue concentration of a particular risk.

Risk management is carried out by the management of the Group under policies adopted by the Board of Directors of the Group. The Board of Directors has approved the basic principles of general financial risk management, based on which have developed specific procedures for the management of individual specific risks such as currency, interest rate, credit and liquidity risk and the use of non-derivative instruments.

13.2. Foreign exchange rate risk

The companies of the Group carry out their activities in active exchange with foreign suppliers and customers and are therefore exposed to currency risk.

A significant amount of the Group's revenue is generated by exports of services contracted for payment in US dollars. The currency risk is related to the negative movement of the US dollar exchange rate against the Bulgarian lev in the future business operations, the recognized foreign currency assets and liabilities and the net investments in foreign companies.

Companies abroad sell their services and products mainly on local markets.

To control currency risk, there is a system in place throughout the Group for import supply planning, sales in foreign currency Sales, as well as procedures for day-to-day monitoring of movements in the US dollar exchange rate and control of forthcoming payments.

Borrowings, when denominated in foreign currency, are mainly denominated in euro.

13.3. Price risk

The companies of the Group are exposed to price risk by two main factors:

- (a) increasing competition from countries such as India and China with significantly lower labor costs;
- (b) increasing competition on the Bulgarian market for attracting skilled labor and rising labor costs;

To minimize this impact, the Group's management applies a company strategy to optimize costs.

Pricing policy is a function of three main factors - cost structure, competitor prices and consumer purchasing power.



13.4. Credit risk

Credit is the risk that the clients of the Group will not be able to repay fully and within the usual time limits the amounts due from them under the trade receivables. The latter are presented in the consolidated statement of financial position in net amount after deduction of accrued impairment on doubtful and bad debts.

Such impairments are made where and when there are events identifying loss of uncollectability under previous experience.

The Group works with contractors with a history of relationships in its core markets, partnering with a large number of Bulgarian and foreign companies and institutions.

Credit risk is minimized through established selection procedures and ongoing monitoring of liquidity and financial stability of trading partners. If the receivables of these counterparties are overdue, the Group has set a 30-day period after which the collection of receivables starts.

Deferred payments (sales on credit) to counterparties are only available to customers who have a long history and commercial cooperation with the Group, good financial standing and no breaches of compliance with the agreed credit terms.

The Group's credit policy provides for each new client to be considered for creditworthiness before offering standard delivery and payment terms. The analysis performed by the Group includes, but is not limited to, customer visits, collection of monthly turnover data.

The collection of receivables is controlled directly by the executive director of the parent company and respectively the subsidiaries' management. It is their responsibility to control and regulate receivables in accordance with the objective market circumstances and needs of the Group.

The Group has developed policies and procedures for assessing the creditworthiness of its counterparties and setting credit rating and credit limits by group of clients.

The management of the Group is currently monitoring and regulating the resulting concentration of receivables by customers and counterparties.

13.5. Liquidity risk

The liquidity risk is expressed in the negative situation that the Group will not be able to meet unconditionally all its obligations according to their maturity.

The Group generates and maintains a significant volume of liquidity. An internal source of liquidity for the Group is the main business of its companies generating sufficient operating flows. External sources of funding are banks and other permanent partners. Substantial effect on the Group's liquidity may be the change in the USD exchange rate in relation to dollar positions.

13.6. Risk of interest-bearing cash flows

In the structure of the Group's assets, interest-bearing assets are represented by cash, bank deposits and loans granted at a fixed interest rate. On the other hand, the borrowed funds of the Group in the form of long-term and short-term loans are usually with variable interest rates. This circumstance partially puts the cash flows of the Group in line with interest rate risk. The coverage of this risk is achieved in two ways:



- (a) optimizing sources and the structure of credit resources to achieve a relatively lower cost of borrowed funds; and
- (b) a combined structure of interest rates on loans, which contains two components - constant and variable, the ratio between which and their absolute value can be achieved and maintained at a favorable rate for the companies of the Group. The permanent component has a relatively low absolute value and a large enough relative share in the total interest rate. This circumstance eliminates the likelihood of a significant change in interest rates with a possible update of the variable component. This also minimizes the likelihood of a change in the unfavorable direction of cash flows.

The management of the Group's companies, together with that of the parent, are currently monitoring and analyzing the exposure of the respective company to changes in interest rates.

13.7. Capital management risk

With the management of the capital, the Group aims to create and maintain opportunities for it to continue to operate as a going concern and to ensure the appropriate return of the invested funds to the shareholders, the economic benefits of other stakeholders and participants in its business as well as to maintain an optimal capital structure, to reduce the cost of capital. An analogous approach is also applied at the individual company level of the Group in terms of its capital structure and financing.

The Group is currently monitoring the capital adequacy and structure on the basis of the debt ratio. This ratio is calculated between the net debt capital and the total amount of the committed capital. Net debt capital is defined as the difference between all borrowed funds (short and long term) as stated in the balance sheet and cash and cash equivalents.

13.8. Fair Values

Fair value is generally the amount for which an asset may be exchanged or an obligation to be paid under normal terms of trade between independent, willing and informed counterparties. The Group's policy is to disclose in its financial statements the fair value of financial assets and liabilities.

The concept of fair value implies the realization of financial instruments through sale. In most cases, however, especially with respect to trade receivables and payables, loans and bank deposits, the Group expects to realize these financial assets through their full repayment or repayment over time. Therefore, they are presented at amortized cost.

Also, the bulk of the financial assets and liabilities are either short-term in nature (trade receivables and payables, short-term loans) or are reflected in the statement of financial position at market value (bank deposits, investments in securities) fair value is approximately equal to their carrying amount. An exception to this rule is part of the investments in other companies as a non-controlling interest, for which there is no market and objective conditions for the estimation of their fair value in an honest manner, which is why they are presented at cost. As long as there is not yet a sufficiently developed market, with stability and liquidity for purchases and sales of some financial assets and liabilities, there are not enough and reliable quotes available at market prices.

The management of the parent company considers that, under the circumstances, the estimates of financial assets and liabilities presented in the statement of financial position are as reliable, adequate and reliable as possible for the purposes of financial reporting.



14/ RELATED PARTIES TRANSACTIONS

Sales:

31.03.2018

Company	Type	Type of Connectivity	(BGN '000)
EngView Systems Sofia	Sale of service	Other related parties	1
Sirma Group Holding	Sale of service	Other related parties	3
Sirma Group Holding	Sale of service	Companies under common indirect control	2
Total			6

31.03.2017

Company	Type	Type of Connectivity	(BGN '000)
Sirma Group Holding	Sale of service	Other related parties	3
Sirma Group Holding	Sale of service	Companies under common indirect control	2
Total			5

Loans (balances):

31.03.2018

Company	Type	Type of Connectivity	(BGN '000)
Sirma Group Holding	loan	Other related parties	608
Sirma Enterprise Systems	loan	Other related parties	18
Sirma Business Consulting	loan	Other related parties	46
Sirma Solutions	loan	Companies under common indirect control	310
Sirma Solutions	loan	Other related parties	331

31.12.2017.

Company	Type	Type of Connectivity	(BGN '000)
Sirma Group Holding	loan	Other related parties	608
Sirma Enterprise Systems	loan	Other related parties	18
Sirma Business Consulting	loan	Other related parties	46
Sirma Solutions	loan	Companies under common indirect control	284
Sirma Solutions	loan	Other related parties	331



15/ REMUNERATION OF THE MEMBERS OF THE BOARD OF DIRECTORS

Board Member	Company	Sums for the period 01.01.2018 - 31.03.2018 (BGN)
Atanas Kostadinov Kiryakov	EngView Systems Sofia	-150
	Ontotext	-57530,60
	Sirma Enterprise Systems	-24,99
	Sirma Group Holding	-4800
	Sirma Solutions	-1500
Georgi Parvanov Marinov	EngView Systems Sofia	-25722
	Sirma Business Consulting	-6000
	Sirma Group Holding	-6300
Yordan Stoyanov Nedev	Sirma Group Holding	-19470
	Sirma Medical Systems	-300
Petar Borisov Statev	Sirma Group Holding	-4800
Sasha Konstantinova Bezuhanova	Sirma Group Holding	-4500
Tsvetan Borisov Alexiev	Daticum	-60
	EngView Systems Sofia	-150
	Ontotext	-1500
	Sirma Enterprise Systems	-24,99
	Sirma Business Consulting	-12000
	Sirma Group Holding	-36000
Tsvetomir Angelov Doskov	Sirma Solutions	-31368
	Sirma Business Consulting	-68564,58
	Sirma Group Holding	-4800
Chavdar Velizarov Dimitrov	Daticum	-57,36
	EngView Systems Sofia	-16 077,27
	Sirma Group Holding	-13 325,57
	Sirma Medical Systems	-286,82
Total		-315312,18



16/

EVENTS AFTER THE END OF THE REPORTING PERIOD

Conversion (merger) of US companies Sirma USA Inc. and Sirma Group Inc.

On 04.05.2018 the merger of Sirma USA Inc. and Sirma Group Inc. took place. The successor of the two companies is a company called Sirma Group Inc., in which Sirma Solutions JSC owns 23.7% of the capital and Sirma Group Holding JSC - 76.3% of the capital.

Submission of Prospectus for Secondary Public Offering of Sirma Group Holding JSC

On 30.05.2018 a prospectus for secondary public offering of Sirma Group Holding JSC was submitted.

Sofia

CEO: 
Tsvetan Alexiev

