

# Interim Consolidated Financial Statements

for the period  
ending on 30.06.2018



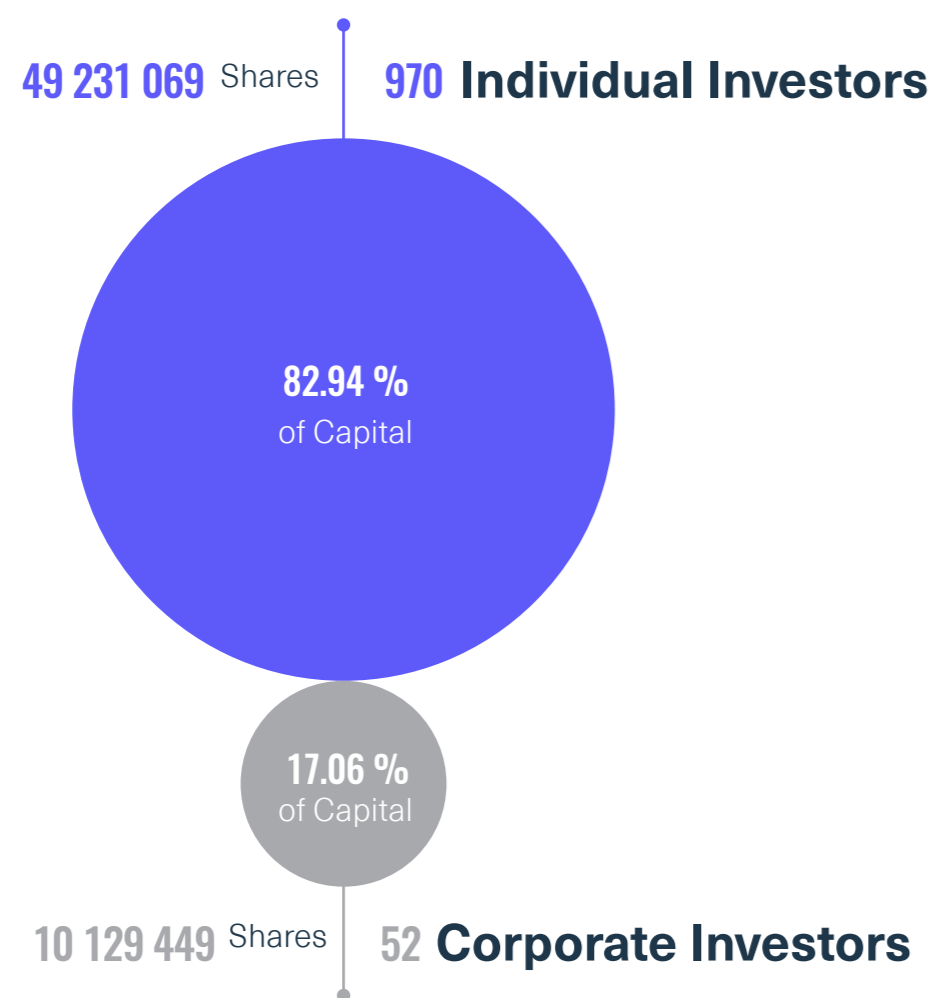
## ACHIEVEMENTS DURING THE FIRST HALF OF 2018

compared with H1 2017

GROWTH OF REVENUE	GROWTH OF NET PROFIT	GROWTH OF EPS
<div data-bbox="248 529 1067 674"> <p>2018 <b>28</b> BGN<sub>mln.</sub></p> <p>2017 <b>22</b> BGN<sub>mln.</sub></p> </div> <div data-bbox="232 807 953 972"> <p><b>+29.36 %</b></p> </div>	<div data-bbox="1215 529 2060 674"> <p>2018 <b>2.764</b> BGN<sub>mln.</sub></p> <p>2017 <b>1.189</b> BGN<sub>mln.</sub></p> </div> <div data-bbox="1215 807 1778 972"> <p><b>+132 %</b></p> </div>	<div data-bbox="2155 529 3007 674"> <p>2018 <b>4.66</b> %</p> <p>2017 <b>2</b> %</p> </div> <div data-bbox="2155 807 2728 972"> <p><b>+132 %</b></p> </div>
PREMIUM	PROSPECTUS	The revenue of the segment "Finance"
<p>The shares of the company are included in the "PREMIUM" segment on the BSE</p>	<p>The Prospectus of Sirma for capital increase has been approved by FSC</p>	<div data-bbox="2171 1252 3017 1397"> <p>2018 <b>3.876</b> BGN<sub>mln.</sub></p> <p>2017 <b>2.653</b> BGN<sub>mln.</sub></p> </div> <div data-bbox="2155 1538 2869 1704"> <p><b>+31.55 %</b></p> </div>

## SHAREHOLDING STRUCTURE AT 30.06.2018

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 H1 2018

	30.6.2018 BGN '000	30.6.2017 BGN '000	Change BGN '000	Change %
OPERATING REVENUES FROM THE SALES OF GOODS	10 522	8 688	1 834	21.11 %
OPERATING REVENUES FROM THE SALES OF SERVICES	17 630	13 035	4 595	35.25 %
REVENUES FROM FINANCING	89	89	0	- 0.52 %
OPERATING REVENUE FROM OTHERS	219	189	30	15.85 %
<b>TOTAL</b>	<b>28 460</b>	<b>22 001</b>	<b>6 459</b>	<b>29.36 %</b>

## CONSOLIDATED FINANCIAL RESULTS FOR THE PERIOD ENDING ON 30.06.2018

REVENUE <small>compared with H1 2017</small>	EBITDA	P/S
<p><b>28.460</b> BGN mln.</p> <hr/> <p><b>+29.36</b> %</p>	<p><b>4.978</b> BGN mln.</p>	<p><b>1.9231</b></p>
DEBT/EQUITY	NET PROFIT <small>compared with H1 2017</small>	P/B
<p><b>▲ +29.35</b> %</p>	<p><b>2.764</b> BGN mln.</p> <hr/> <p><b>+132.46</b> %</p>	<p><b>▼ 0.6634</b></p>

# GEOGRAPHIC DISTRIBUTION OF REVENUE FOR H1 2018

## Top 3 countries

share of revenue H1 2018

**Bulgaria**

**13.452 BGN**  
mln.  
**47.27 %**

**USA**

**3.802 BGN**  
mln.  
**13.36 %**

**UK**

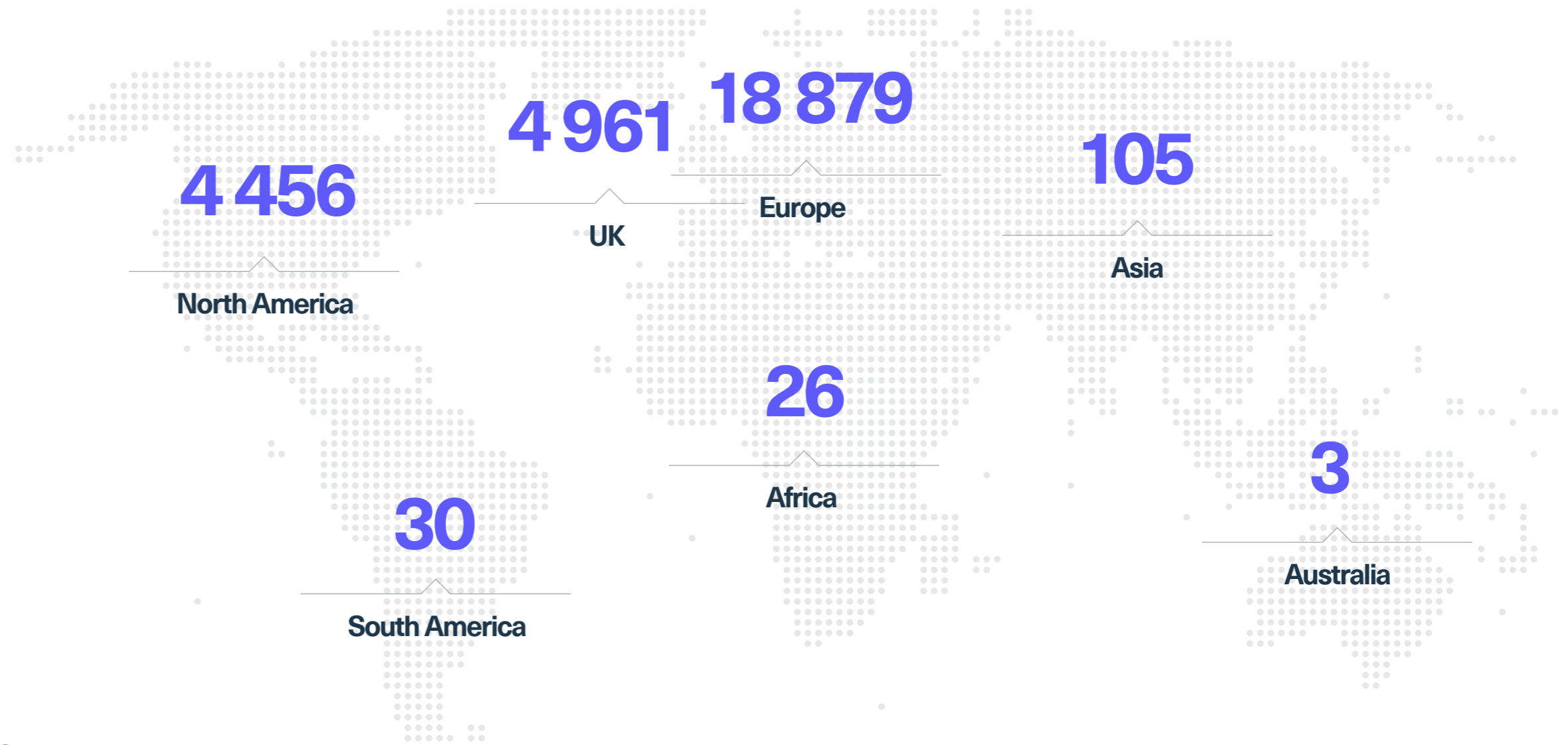
**4.961 BGN**  
mln.  
**17.43 %**

H1 2018

## REVENUES BY REGIONS

30.06.2018

in thousands BGN



## TOTAL REVENUE

H1 2018

Total revenue **28.460 BGN**  
mln.

Revenue from Bulgaria **13.452 BGN** **47.27 %**  
mln.

Revenue from external markets **15.008 BGN** **52.73 %**  
mln.