

Report on Company operations in III quarter 2017

- ❖ Income from sale of products is 91,6 million BAM.
- ❖ Net profit for the period is 5,5 million BAM.

1. Profitability table

Profitability table	2017	2016
(in '000 BAM)	I-IX	I-IX
Sales revenue	91.608	67.670
Operating expenses	(85.474)	(69.976)
EBITDA	12.988	4.365
EBIT	6.196	(2.290)
Net profit/loss	5.493	(2.998)

2. Income statement

Income statement	2017	2016
(in '000 BAM)	I-IX	I-IX
Revenue from sales	91.608	67.670
Cost of goods sold	(31.707)	(28.624)
Gross Profit	59.901	39.045
Administration expenses	(53.767)	(41.352)
Other operating income (expenditures) - net	2.238	82
Financial income (expenditures) - net	(2.177)	(65)
EBIT	6.196	(2.290)
Interest	(703)	(708)
Profit/loss before tax	5.493	(2.998)
Profit tax	-	-
Net profit/loss	5.493	(2.998)
Depreciation	(6.792)	(6.655)
EBITDA	12.988	4.365

3. Balance sheet

Balance sheet	2017	2016
(in '000 BAM)	30.09.	31.12.
NON-CURRENT ASSETS	118.712	114.324
Intangible assets	22.117	19.404
Real estate, facilities and equipment	93.174	91.600
Other tangible non-current assets	448	448
Non-current financial investments	2.918	2.857
Other non-current receivables	-	-
Non-current deferrals	55	15
CURRENT ASSETS	124.998	113.869
Inventory and assets intended for sale	25.908	22.301
Current receivables	83.832	70.521
Current financial investments	8.206	9.075
Cash and cash equivalents	5.249	10.546
VAT-based receivables	465	186
Prepayments and accruals	472	373
TOTAL ASSETS	243.710	228.192
	-	-
EQUITY	165.936	152.858
Shareholders' equity	88.300	78.300
Issue premium	8.542	6.548
Reserves	45.821	45.821
Profit/loss for the reporting year	5.493	9.476
Unallocated profit/loss from previous years	17.983	13.705
Own stakes and shares purchased	203	(991)
	-	-
NON-CURRENT PROVISIONS	6.038	6.429
Non-current provisions for costs and risks	6.038	6.429
NON-CURRENT LIABILITIES	2.929	5.049
Non-current loans	2.650	4.770
Non-current liabilities based on financial leasing	279	279
CURRENT LIABILITIES	49.524	41.240
Current financial liabilities	27.661	16.635
Liabilities from operations	9.109	12.158
Liabilities based on salaries, compensations and other income of the employees	4.444	5.500
Other liabilities	7.945	4.855
VAT-based liabilities	-	222
Liabilities for other taxes and duties	366	1.870
ACCRUALS AND DEFERRED INCOME	19.284	22.617
TOTAL EQUITY AND LIABILITIES	243.710	228.192

