

## Report on Company operations in 3rd quarter 2019

- ❖ Income from sale of products is 89,86 million BAM.
- ❖ Net profit for the period is 6,211 million BAM.

### 1. Profitability table

Profitability table	2019	2018
(in '000 BAM)	I-IX	I-IX
Sales revenue	89.863	90.879
Operating expenses	(86.111)	(80.231)
Other income and expenses	2.459	(4.813)
Final profit tax	-	-
Net profit/loss	6.211	5.835
EBIT	7.337	6.562
EBITDA	15.153	13.570

### 2. Income statement

Income statement	2019	2018
(in '000 BAM)	I-IX	I-IX
Revenue from sales	89.863	90.879
Cost of goods sold	(26.902)	(29.395)
<b>Gross Profit</b>	<b>62.962</b>	<b>61.485</b>
Administration expenses	(59.209)	(50.836)
Other operating income (expenditures) - net	485	(2.826)
Financial income (expenditures) - net	3.099	(1.261)
<b>EBIT</b>	<b>7.337</b>	<b>6.562</b>
Interest	(1.125)	(727)
<b>Profit/loss before tax</b>	<b>6.211</b>	<b>5.835</b>
Final profit tax	-	-
<b>Net profit/loss</b>	<b>6.211</b>	<b>5.835</b>
Depreciation	(7.817)	(7.008)
<b>EBITDA</b>	<b>15.153</b>	<b>13.570</b>

### 3. Balance sheet

Balance sheet	2019	2018
(in '000 BAM)	30.09.	31.12.
<b>NON-CURRENT ASSETS</b>	<b>182.968</b>	<b>176.357</b>
Intangible assets	37.063	31.018
Real estate, facilities and equipment	135.223	135.156
Other tangible non-current assets	454	447
Non-current financial investments	10.150	9.651
Other non-current receivables	-	-
Non-current deferrals	78	85
<b>CURRENT ASSETS</b>	<b>126.582</b>	<b>131.373</b>
Inventory and assets intended for sale	35.616	26.984
Current receivables	81.405	79.663
Current financial investments	4.204	7.112
Cash and cash equivalents	3.124	9.541
VAT-based receivables	706	6.779
Prepayments and accruals	764	532
Deferred tax assets	763	763
<b>TOTAL ASSETS</b>	<b>309.550</b>	<b>307.731</b>
	-	-
<b>EQUITY</b>	<b>179.225</b>	<b>178.346</b>
Shareholders' equity	90.377	90.377
Issue premium	8.561	8.545
Reserves	45.821	45.821
Profit/loss for the reporting year	6.211	12.965
Unallocated profit/loss from previous years	28.300	20.988
Own stakes and shares purchased	45	(350)
	-	-
<b>NON-CURRENT PROVISIONS</b>	<b>26.036</b>	<b>22.090</b>
Non-current provisions for costs and risks	26.036	22.090
<b>NON-CURRENT LIABILITIES</b>	<b>41.679</b>	<b>37.400</b>
Non-current loans	40.707	36.936
Non-current liabilities based on financial leasing	403	464
Other long-term liabilities	569	-
<b>CURRENT LIABILITIES</b>	<b>58.979</b>	<b>59.613</b>
Current financial liabilities	34.513	33.816
Liabilities from operations	7.260	12.130
Liabilities based on salaries, compensations and other income of the employees	6.687	5.894
Other liabilities	10.020	7.314
VAT-based liabilities	-	-
Liabilities for other taxes and duties	488	432
Profit tax liabilities	10	27
<b>ACCRUALS AND DEFERRED INCOME</b>	<b>3.631</b>	<b>10.281</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>309.550</b>	<b>307.731</b>