

## Report on Company operations in III quarter 2015.

- ❖ Income from sale of products is 76,47 million BAM.
- ❖ Profit for the period is 4,28 million BAM.

### 1. Profitability table

<b>Profitability table</b>	<b>2015.</b>	<b>2014.</b>
<b>(in '000 BAM)</b>	<b>I - XII</b>	<b>I - XII</b>
Sales revenue	122.045	119.403
Operating expenses	(108.160)	(106.113)
EBITDA	21.585	19.988
EBIT	12.739	12.145
Net profit/loss	11.156	10.101

### 2. Income statement

<b>Income statement</b>	<b>2015.</b>	<b>2014.</b>
<b>(in '000 BAM)</b>	<b>I - XII</b>	<b>I - XII</b>
Revenue from sales	122.045	119.403
Cost of goods sold	(45.162)	(45.404)
<b>Gross Profit</b>	<b>76.883</b>	<b>73.999</b>
Administration expenses	(62.998)	(60.709)
Other operating income (expenditures) - net	(1.095)	(2.029)
Financial income (expenditures) - net	(51)	885
<b>EBIT</b>	<b>12.739</b>	<b>12.145</b>
Interest	(1.583)	(2.044)
<b>Profit/loss before tax</b>	<b>11.156</b>	<b>10.101</b>
Profit tax	-	-
<b>Net profit/loss</b>	<b>11.156</b>	<b>10.101</b>
Depreciation	(8.846)	(7.843)
<b>EBITDA</b>	<b>21.585</b>	<b>19.988</b>

### 3. Balance sheet

Balance sheet	2015.	2014.
(in '000 BAM)	31.12.	31.12.
<b>NON-CURRENT ASSETS</b>	<b>108.935</b>	<b>109.017</b>
Intangible assets	8.174	4.564
Real estate, facilities and equipment	97.945	101.430
Other tangible non-current assets	433	834
Non-current financial investments	2.351	2.145
Other non-current receivables	-	-
Non-current deferrals	33	44
<b>CURRENT ASSETS</b>	<b>102.967</b>	<b>98.265</b>
Inventory and assets intended for sale	21.192	20.935
Current receivables	59.227	71.323
Current financial investments	97	36
Cash and cash equivalents	21.685	3.743
VAT-based receivables	173	1.464
Prepayments and accruals	593	765
<b>TOTAL ASSETS</b>	<b>211.901</b>	<b>207.282</b>
	-	-
<b>EQUITY</b>	<b>145.943</b>	<b>137.119</b>
Shareholders' equity	78.300	78.300
Issue premium	6.607	6.607
Reserves	45.821	45.821
Profit/loss for the reporting year	11.156	10.101
Unallocated profit/loss from previous years	4.888	(2.952)
Own stakes and shares purchased	(829)	(758)
	-	-
<b>NON-CURRENT PROVISIONS</b>	<b>4.875</b>	<b>4.299</b>
Non-current provisions for costs and risks	4.875	4.299
<b>NON-CURRENT LIABILITIES</b>	<b>10.327</b>	<b>14.974</b>
Non-current loans	10.075	14.908
Non-current liabilities based on financial leasing	252	66
<b>CURRENT LIABILITIES</b>	<b>37.842</b>	<b>38.005</b>
Current financial liabilities	18.155	19.062
Liabilities from operations	10.619	11.404
Liabilities based on salaries, compensations and other income of the employees	4.920	4.412
Other liabilities	3.776	3.035
VAT-based liabilities	124	-
Liabilities for other taxes and duties	247	94
<b>ACCRUALS AND DEFERRED INCOME</b>	<b>12.915</b>	<b>12.885</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>211.901</b>	<b>207.282</b>