

Report on Company operations in IV quarter 2016

- ❖ Income from sale of products is 135,82 million BAM.
- ❖ Neto profit for the period is 9,48 million.

1. Profitability table

Profitability table	2016	2015
(in '000 BAM)	I - XII	I - XII
Sales revenue	135.815	122.045
Operating expenses	(121.814)	(108.160)
EBITDA	21.730	21.585
EBIT	12.807	12.739
Net profit/loss	9.476	11.156

2. Income statement

Income statement	2016	2015
(in '000 BAM)	I - XII	I - XII
Revenue from sales	135.815	122.045
Cost of goods sold	(46.960)	(45.162)
Gross Profit	88.854	76.883
Administration expenses	(74.853)	(62.998)
Other operating income (expenditures) - net	(1.687)	(1.095)
Financial income (expenditures) - net	492	(51)
EBIT	12.807	12.739
Interest	(981)	(1.583)
Profit/loss before tax	11.825	11.156
Profit tax	2.350	-
Net profit/loss	9.476	11.156
Depreciation	(8.923)	(8.846)
EBITDA	21.730	21.585

3. Balance sheet

Balance sheet	2016	2015
(in '000 BAM)	31.12.	31.12.
NON-CURRENT ASSETS	114.324	108.935
Intangible assets	19.404	8.174
Real estate, facilities and equipment	91.600	97.945
Other tangible non-current assets	448	433
Non-current financial investments	2.857	2.351
Other non-current receivables	-	-
Non-current deferrals	15	33
CURRENT ASSETS	113.869	102.967
Inventory and assets intended for sale	22.301	21.192
Current receivables	70.521	59.227
Current financial investments	9.075	97
Cash and cash equivalents	10.546	21.685
VAT-based receivables	186	173
Prepayments and accruals	373	593
TOTAL ASSETS	228.192	211.901
	-	-
EQUITY	152.858	145.943
Shareholders' equity	78.300	78.300
Issue premium	6.548	6.607
Reserves	45.821	45.821
Profit/loss for the reporting year	9.476	11.156
Unallocated profit/loss from previous years	13.705	4.888
Own stakes and shares purchased	(991)	(829)
	-	-
NON-CURRENT PROVISIONS	6.429	4.875
Non-current provisions for costs and risks	6.429	4.875
NON-CURRENT LIABILITIES	5.049	10.327
Non-current loans	4.770	10.075
Non-current liabilities based on financial leasing	279	252
CURRENT LIABILITIES	41.240	37.842
Current financial liabilities	16.635	18.155
Liabilities from operations	12.158	10.619
Liabilities based on salaries, compensations and other income of the employees	5.500	4.920
Other liabilities	4.855	3.776
VAT-based liabilities	222	124
Liabilities for other taxes and duties	1.870	247
ACCRUALS AND DEFERRED INCOME	22.617	12.915
TOTAL EQUITY AND LIABILITIES	228.192	211.901

