

Interim Consolidated Financial Statements

for the period
ending on 30.09.2018



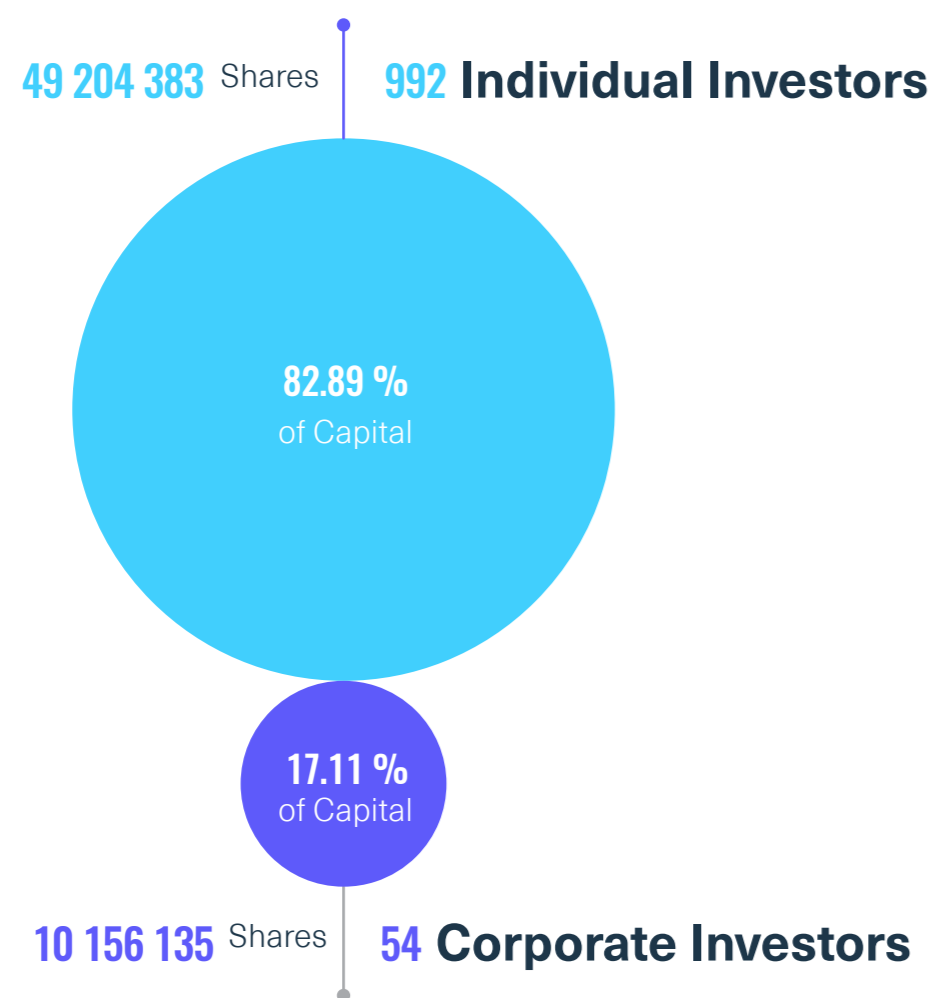
ACHIEVEMENTS DURING THE THIRD QUARTER OF 2018

compared with Q3 2017

GROWTH OF REVENUE	GROWTH OF NET PROFIT	GROWTH OF EPS
<p>2018 44,7 BGN mln.</p> <p>2017 37,2 BGN mln.</p> <p>+20,32 %</p>	<p>2018 5,321 BGN mln.</p> <p>2017 3,313 BGN mln.</p> <p>+60,61 %</p>	<p>2018 8,96 %</p> <p>2017 5,58 %</p> <p>+60,61 %</p>
NEW DAUGHTER COMPANY	PROSPECTUS	The revenue of the segment "Finance"
<p>A NEW DAUGHTER COMPANY SPECIALIZED IN THE "RETAIL" SEGMENT WAS REGISTERED – SIRMA CI JSC</p>	<p>THE PROSPECTUS OF SIRMA FOR CAPITAL INCREASE HAS BEEN APPROVED BY FSC</p>	<p>2018 7,239 BGN mln.</p> <p>2017 4,603 BGN mln.</p> <p>+57,26 %</p>

SHAREHOLDING STRUCTURE AT 30.09.2018

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

	30.9.2018 BGN '000	30.9.2017 BGN '000	Change BGN '000	Change %
OPERATING REVENUES FROM THE SALES OF GOODS	18 583	14 742	3 841	26,05 %
OPERATING REVENUES FROM THE SALES OF SERVICES	25 589	22 005	3 584	16,29 %
REVENUE FROM REVALUATION AND SALE OF FA	13	0	13	H/A
REVENUES FROM FINANCING	253	134	119	88,81 %
OPERATING REVENUE FROM OTHERS	270	276	-6	-2,17 %
TOTAL	44 708	37 157	7 551	20,32 %

CONSOLIDATED FINANCIAL RESULTS FOR THE PERIOD ENDING ON 30.09.2018

REVENUE <small>compared with H1 2017</small>	EBITDA	P/S
<p>44.708 BGN mln.</p> <hr/> <p>+20,32 %</p>	<p>8.473 BGN mln.</p>	<p>1.1883</p>
DEBT/EQUITY	NET PROFIT <small>compared with H1 2017</small>	P/B
<p>↑ 13.25 %</p>	<p>5.321 BGN mln.</p> <hr/> <p>+60,61 %</p>	<p>↓ 0.6124</p>

GEOGRAPHIC DISTRIBUTION OF REVENUE FOR Q3 2018

Top 3 countries

share of revenue Q3 2018

Bulgaria

22.785 BGN
mln.
50,96 %

USA

6.782 BGN
mln.
15,17 %

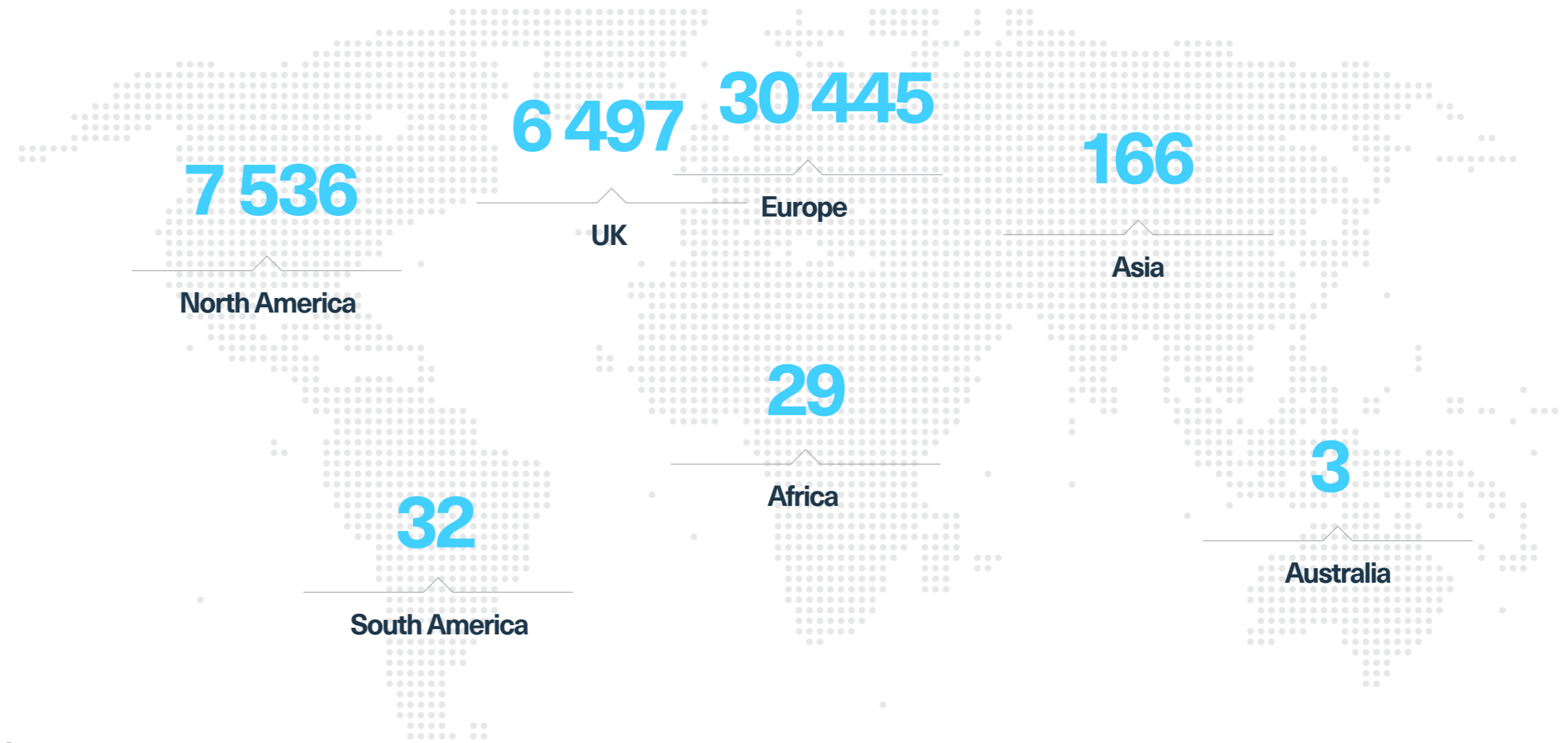
UK

6.422 BGN
mln.
14,36 %

REVENUES BY REGIONS

30.09.2018

in thousands BGN



TOTAL REVENUE

Q3 2018

Total revenue **44.708 BGN**
mln.

Revenue from Bulgaria **22.785 BGN** **50.96 %**
mln.

Revenue from external markets **21.923 BGN** **49.04 %**
mln.