

# BOARD'S REPORT ON MANAGEMENT OF KONČAR GROUP FOR THE PERIOD JANUARY-JUNE 2017

Končar Group consists of KONČAR – ELECTRICAL INDUSTRY Inc. as the parent company and 17 related companies in which the parent has a controlling interest (more than 50% of the votes in the General Assembly). Apart from common shares, preferred shares of some Končar Group companies have also been subscribed. In addition, the parent company exercises a minority controlling interest (49% of the votes in the General Assembly) in one (associated) company.

Companies within the Group are legally autonomous companies supervised by the parent as well as strategically directed and supported through the work of companies' supervisory boards and assemblies pursuant to the Companies Act, the Articles of Association of KONČAR-ELECTRICAL INDUSTRY Inc., and the Articles of Association of individual companies. The parent also manages the portion of the assets not invested in the companies, but directly and indirectly used for providing financial support to sales, products and equipment of the related companies as a credit-guarantee potential.

Potential liabilities of KONČAR-Electrical Industry Inc. for the overall issued guarantees as of 30 June 2017 amounted to HRK 465.8 million, a decrease by HRK 85.6 million compared to 31 December 2016.

Said decrease is primarily connected to the expired performance guarantees of Končar-Power Plant and Electric Traction Engineering Inc. in the amount of HRK 26.9 million, to HRK 50.3 m guarantees of Končar-Generators and Motors Inc., and to the reduced amount of loans taken by Končar-Instrument Transformers Inc. and Končar-Renewable Sources Ltd of HRK 9.4 million.

Performance guarantees account for HRK 340.9 million of the overall and joint and several guarantees.

The activitiy of Končar Group is divided into following business areas:

- Energy and Transport: design and construction of plants and equipment for electricity generation, transmission and distribution, electric locomotives, electric trains, trams, and electric equipment for stable electric traction facilities.
- Industry: electric motors, low voltage electrical equipment.
- Trade: electric household appliances, serial products, low voltage electric apparatus.
- Special activities: research and development of products and infrastructure services.

### Management Board

The President and members of the Management Board are appointed and recalled by the Supervisory Board. The term of office of the Board President and members is 5 years, after which they can be reappointed. Pursuant to the Companies Act and the Articles of Association, the Management Board assumes full responsibility for business affairs of the company while being obliged and authorized for taking any actions and making decisions it deems necessary for the successful management of the Company. Certain decisions set under the Articles of Association require the consent of the Supervisory Board.

Končar – Electrical Industry Inc. is managed by the Board consisting of:

Darinko Bago President of the Management Board

Miki Huljić Board member responsible for finance

Marina Kralj Miliša Board member responsible for legal, HR and general affairs
Davor Mladina Board member responsible for electricity transmission and

distribution, industry and trade

Končar - Elektroindustrija d.d., Fallerovo šetalište 22, 10000 Zagreb, Hrvatska, www.koncar.hr



Miroslav Poljak

Board member responsible for electricity production, corporate

development and ICT

## Supervisory Board

Pursuant to the Companies Act and the Articles of Association of KONČAR — Electrical Industry Inc., the General Assembly adopts decisions on the appointment and recall of the Supervisory Board members. The Supervisory Board appoints and recalls the Management Board members and supervises Company operations. More significant transactions and business decisions (the transaction amount is set under the Rules of Procedure of the SB and the Articles of Association of related companies) require the consent of the Supervisory Board.

Petar Vlaić Josip Lasić

Chairman of the Supervisory Board Vice Chairman of the Supervisory Board

Nikola Anić Member
Jasminka Belačić Member
Vicko Ferić Member
Branko Lampl Member
Joško Miliša Member
Vladimir Plečko Member

# Business operations of Končar Group in the period January-June 2017

Končar Group companies earned consolidated income from the sale of products and services of HRK 1,242.7 million in the period January-June 2017, retaining the income level reported in the same period 2016.

The first half 2017 was characterized by the growth of income from the export of products and services compared to the same period 2016. Export sales increased by HRK 121.9 million or by 20.6%. Compared to January-June 2016, income from domestic sales decreased by HRK 125.4 million or by 19.2%.

Operating income was HRK 1,332.2 million, a 2.1% increase compared to January-June 2016. Income from the sale of products and services accounts for 93.3% of the overall operating income.

Operating expenses amounted to HRK 1,300.5 million i.e. a 3.7% increase compared to the same period 2016.

The spread of operating income and expenses resulted in profit from business operations of HRK 31.7 million.

The share of profit from the associates accounted for HRK 25.8 million, which is by HRK 1.9 million more compared to the reported in the same period the year before.

The spread of financial income and expenses was negative and amounted to HRK 10.8 million.

The profit from operating activities of HRK 31.7 million, the share of profit from the associates of HRK 25.8 million, and a negative spread of financial income and expenses of HRK 10.8 million resulted in pre-tax consolidated profit of HRK 46.7 million. Advance payment towards corporate income tax amounted to HRK 9.1 million, and profit after tax to HRK 37.6 million, of which HRK 11.6 million was allocated to the non-controlling (minority) interest, and HRK 26 million to the owners of shares of the parent company.

Končar - Elektroindustrija d.d., Fallerovo šetalište 22, 10000 Zagreb, Hrvatska, www.koncar.hr



From 18 Končar Group companies, 16 reported positive operating results, while two reported the overall loss of HRK 8.5 million, of which HRK 8.4 million allocated to the owners of shares of the parent company.

In the structure of income from the sale of products and services on the domestic market, income from the sale of products and services to HEP Group companies (HEP-Proizvodnja, HEP — Operator distribucijskog sustava, HOPS) accounts for HRK 203.2 million (38.5% of the overall earned income from the sale of products and services on the Croatian market). Compared to the year before, the sale of products and services to HEP increased by 25.5.

Major customers on the Croatian market responsible for income from the sale of products and services include Končar–Power Transformers with HRK 42.6 million (8.1% of the overall income on the domestic market) and Zagrebački holding–ZET with HRK 29.5 million or 5.6% of the overall reported income on the domestic market.

Income from the sale of products and services abroad amounted to HRK 714.9 million, which was by 20.6% more than in the same period last year.

Export accounted for 57.5% of the overall income from the sale of products and services. The biggest share of said export was to Sweden i.e. HRK 112.6 million or 15.7% of overall export (Končar-Distribution and Special Transformers and Končar-Generators and Motors). Export to Germany accounted for HRK 91 million or 12.7% of the overall export (Končar-Distribution and Special Transformers and Končar-Metal Structures). Export of goods and services to Finland, Austria and Bosnia and Herzegovina accounted for HRK 43.9 million, HRK 38.9 million and HRK 30.9 million, respectively.

Compared to the same period last year, income from the sale of products and services increased significantly on the following markets: Sweden (increase by HRK 44.1 million), Germany (increase by HRK 35 million), and Finland (increase by HRK 22.6 million). Končar-Instrument Transformers entered the new market of the Republic of the Union of Myanmar by delivering HRK 7.5 million worth transformers (the HRK 8.8 million contract signed in 2016 to be delivered during 2017).

In the period January-June 2017, Končar Group companies signed new contracts worth HRK 1,116.9 million, of which HRK 447.2 million (40% of overall contracts) domestically and HRK 669.7 million (60% of overall contracts) abroad.

The major share of domestic contracts concluded in the period January-June 2017 was signed with HEP Group companies (HEP-Proizvodnja, HEP-Operator distribucijskog sustava, HOPS). They accounted for HRK 136.5 million or 30.5% of the overall contracts signed on the domestic market. Other domestic customers included HŽ which accounted for HRK 23.5 million, of which the major share (HRK 22.3 million) was earned from HŽ – Cargo (locomotive repair).

The major share of contracts concluded on the international market in the period January-June 2017 was signed with Swedish companies (19%) in the amount of HRK 125.1 million (signed by Končar-Distribution and Special Transformers). New HRK 84.2 million worth contracts were signed with German companies, HRK 47.3 million on the market of Norway, and HRK 39 million with Austrian customers.

As per the rate of delivery in 2017, new contracts worth HRK 832.5 million were signed with a delivery date in 2018, while new HRK 284.4 million was contracted for the following period.

The balance of contracted projects as of 30 June 2017 amounted to HRK 3,166.2 million, which is by 4% less compared to the balance early this year, accounting for 5% and 3% less outstanding commitments domestically and abroad, respectively, compared to the balance in early 2017.



Import in the amount of HRK 331.2 million was recorded in the period January-June 2017. The import of raw and other materials accounted for HRK 317 million. Investments were made in the amount of HRK 14.2 million. In the same period this year, income from the sale of products and services abroad accounted for HRK 714.9 million. The export-import coverage ratio was 2.2.

In the structure of funding sources, the subscribed equity, reserves, retained profit, profit for the year and the equity attributable to the non-controlling interest amounted to HRK 2,436.7 million, which is by 11.6 million less compared to the balance on 31 Dec 2016, accounting for 65.8% of the overall sources. Long term provisions amounted to HRK 201.2 million, accounting for 5.4% of the overall sources. Long- and short-term liabilities were HRK 895.5 million, which was by 4.3 million less than in late 2016 accounting for 24.2% of overall sources. In the structure of current liabilities, trade liabilities of HRK 330.3 million accounted for 8.9% of the overall sources. Overall loans (long- and short-term) of HRK 195.2 million increased by HRK 11.2 million compared to the balance on 31 December 2016, accounting for 5.2% of the overall sources.

Long-term funding sources (equity, long-term provisions and long-term liabilities) increased by HRK 708.7 million compared to fixed assets and average stock. Current assets increased by 2.9 times compared to current liabilities. The consolidated balance sheet structure shows the balance of funds and investments.

Signed on behalf of the Management Board:

Končar – Electrical Industry Inc.

President of the Management Board

Darinko Bago

27 July 2017



# STATEMENT OF ENTITIES RESPONSIBLE FOR THE PREPARATION OF CONSOLIDATED STATEMENTS OF KONČAR GROUP

This statement given by the Management Board of Končar-Electrical Industry Inc., Zagreb, pertains to the preparation and publication of the consolidated financial statements of Končar Group for the period January-June 2017.

The financial statements have been prepared according to the International Financial Reporting Standards implemented in the European Union.

To the best of our knowledge, the consolidated financial statements represent the integral and true view of the balance sheet, the income statement, the cash flow and the statement of changes in equity for Končar Group.

Signed on behalf of the Management Board:

Končar – Electrical Industry Inc.
President of the Management Board

Darinko Bago

27 July 2017

## Note:

The consolidated financial statements have been prepared by Končar-Electrical Industry Inc.

Contact persons:

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Appendix 1 Reporting period:		1.1.2017	to	9	30.6.2017	
Traporting portog.		1.1.2017	to	A.	30.0.2017	
(	Quarterly fin	ancial repo	rt of entrep	reneur T	FI-POD	
Registration number (MB)	03282635	1				
Identification number of subject (MBS)	080040936					
Personal identification number (OIB)	45050126417	<u>J</u>				
Issueer company: KON	CAR - ELECTRICA	AL INDUSTRY II	nc.			
Postal code and place	10000	Z	GREB			
Street and number FALL	EROVO ŠETALIŠ	TE 22				5
E-mail address: konc	ar finance@konc	ar.hr				
Internet address: www	koncar.hr					
de and name of comune/town 1:	33 ZAGREB					
Code and county name 2	1 GRAD ZAG	REB			Number of employees	3.696
Consolidated statement Y	s				(at quarter end) NKD/NWC code:	2711
					1410/11110 0000.	2/11
Subsidiaries subject to consolidation	(according to IFRS		in appendix		Registration number:	
Končar - Energetika i usluge d.o.o		Zagreb			1343068	
Končar - Institut za elektrotehniku d.o	j	Zagreb			3645363	
Končar - Elektronika i informatika d.o		Zagreb			3282899	
Končar - Mali električni strojevi d.d.		Zagreb			3282678	
Končar - Generatori i motori d.d.		Zagreb			1356216	
Končar - Obnovljivi izvori d.o.o.		Zagreb			2435071	
Končar - Mjerni transformatori d.d.		Zagreb			3654656	
Končar - Distributivni i specijalni trans	sform, d.d.	Zagreb			3654664	
Končar - Električni aparati srednjeg r		Zagreb			3641287	
Končar - Električna vozila d.d.		Zagreb			3282660	
Končar - Sklopna postrojenja d.d.		Sesvetski Kralje	evec		3641279	
Končar - Kućanski aparati d.o.o.		Zagreb			1403222	
Končar - Električni visokonaponski a	parati d.d.	Zagreb			3641252	
Končar - Niskonaponske sklopke i pr		Zagreb			3228398	
Končar - Montažni inženjering d.d.		Zagreb			3654362	
Končar - Inženjering za energetiku i t	ransport d.d.	Zagreb			3654354	
Končar - Metalne konstrukcije d.d.		Zagreb			1114328	
Power Engineering Transformatory S	p. z o.o.	Czerwonaka, P	oznan, Poljska			
Book keeping service:		L				
Contact person: Marin						
Phone number: 01 36	only surname and	name or contact	person)	Fascimile:	01 3655377	
E-mail address: marin	a.markusic@kor	ncar.hr				
Sumame and name DARIN	IKO BAGO					
(autho	rised person for re	presentation)				
Disclosure documents  1. Financial statements ( shareholders' equity an  2. Report of the Manage  3. Statement of responsi	balance sheet, produced to the final ment Board on pos	ncial statements sition of the Com	) pany	atement, state	ment of changes in	
		M.P.	-	(signed by a	authorised person for repres	entation)

# **Balance Sheet**

as of 30.6.2017

Company: Končar - Electrical Industry Inc.	- i		
Position	AOP	Previous period	Current period
ASSETS 1	2	3	4
A) RECEIVABELS FOR SUBSCRIBED NOT PAID CAPITAL	004	-	
B) NON-CURRENT ASSETS (003+010+020+029+033)	001	4 404 777 222	4 405 004 50
I. INTANGIBLE ASSETS (004 do 009)		1.494.777.333	1.485.961.50
Expenditure for development	003	52.009.689	47.680.44
Concessions, patents, licenses, trademarks, service marks, software and other rights	004	32.014.082	27.691.65
3. Goodwill	005 006	7.666.909 7.980.446	6.520.40
Advances for purchase of intangible assets	000	7.960.446	7.980.44
5. Intangible assets in progress	008	4.006.864	5.206.81
6. Other intangible assets	009	341.388	281.12
II. PROPERTY, PLANT AND EQUIPMENT (011 do 019)	010	1.149.201.502	1.119.138.77
1. Land	010	148.137.183	149.350.50
2. Buildings	012	343.994.618	343.341.520
3. Plant and equipement	013	406.004.433	406.727.41
4. Tools, working inventory and transportation assets	014	66.316.744	67.940.60
5. Biological assets	015	00.510.744	07.540.00
Advances for purchase of tangible assets	016	5.286.185	3.817.428
7. Tangible assets in progress	017	15.725.440	14.729.797
8. Other tangible assets	017	588.397	1.141.532
9. Investment in real-estate	019	163.148.502	132.089.978
III. NON-CURRENT FINANCIAL ASSETS (021 do 028)	020	279.060.241	304.821.608
Share in related parties	020	290.067	289.395
2. Loans to related parties	021	290.007	209.390
3. Participating interests (shares)	022	5.617.242	4 020 250
Loans to companies with participating interest	023	5.617.242	4.920.358
5. Investments in securities		1.530.746	4.000 570
6. Loans, deposits, etc.	025 026	8.064.232	1.906.579
7. Other non-current financial assets	026	38.957	7.457.420
8. Equity-accounted investments	027	263.518.997	1.141.992 289.105.864
V. RECEIVABLES (030 do 032)	029	14.178.830	13.932.765
Receivables from related parties	030	14.178.630	13.932.760
Receivables arising from sales on credit	030	8.991.459	8.630.711
3. Other receivables	032	5.187.371	5.302.054
V. DEFERRED TAX ASSET	032	327.071	387.910
C) CURRENT ASSETS (035+043+050+058)	034	2.298.557.467	2.201.779.477
. INVENTORIES (036 do 042)	035	484.184.941	591.720.286
Raw materials and supplies	036	222.462.259	258.572.060
2. Production in progress	037	147.479.015	181.812.469
3. Finished products	038	82.119.109	78.534.064
4. Merchandise	039	23.791.097	17.915.755
5. Advances for inventories	040	4.194.790	50.885.938
6. Long term assets held for sale	041	4.138.671	4.000.000
7. Biological assets	042	0	4.000.000
I. RECEIVABLES (044 do 049)	043	998.059.831	751.295.147
Receivables from related parties	044	97.476.136	28.947.936
2. Receivables from end-customers	045	785.996.173	669.242.457
3. Receivables from participating parties	046	0	000.242.407
4. Receivables from employees and members of the company	047	765.397	2.015.273
Receivables from government and other institutions	048	46.500.125	26.053.150
6. Other receivables	049	67.322.000	25.036.331
II. CURRENT FINANCIAL ASSETS (051 do 057)	050	374.842.074	473.217.180
Share in related parties	051	0	
2. Loans to related parties	052		
3. Participating interests (shares)	053	ام	- ;
Loans to companies with participating interest	054		
5. Investments in securities	055	ام	
6. Loans, deposits, etc.	056	374.600.107	473.143.918
7. Other financial assets	057	241.967	73.262
V. CASH AND CASH EQUIVALENTS	058	441.470.621	385.546.864
D) PREPAYMENTS AND ACCRUED INCOME	059	5.936.422	13.833.337
TOTAL ASSETS (001+002+034+059)	060	3.799.271.222	3.701.574.316
OFF BALANCE SHEET ITEMS	061	1.882.785.166	1.621.833.242

A) ISSUED CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	2,448,325,645	2.436.723.670
I. SUBSCRIBED SHARE CAPITAL	063	1.208.895.930	1.208.895.93
II. CAPITAL RESERVES	064	719.579	719.579
III.RESERVES FROM PROFIT (066+067-068+069+070)	065	557.213.103	625.500.538
1. Legal reserves	066	52.743.738	57.980.86
2. Reserve for own shares	067	4.143.784	4.143.78
3. Treasury shares and shares (deductible items)	068	4.143.784	4.143.78
4. Statutory reserves	069	391.309.535	407.677.744
5. Other reserves	070	113.159.830	159.841.92
IV. REVALUATION RESERVES	071	1.700.423	1.487.810
V. RETAINED EARNINGS OR LOSS CARRIED FORWARD (073-074)	072	295.728.107	337.739.192
1. Retained earnings	073	295.728.107	337.739.192
2. Loss carried forward	074	0	007.100.107
VI. NET PROFIT OR LOSS FOR THE PERIOD (076-077)	075	143.282.972	25.975.185
Net profit for the period	075	143.282.972	25.975.185
2. Net loss for the period	077	143.202.372	20.970.100
VII. MINORITY INTEREST	077	240.785.531	236.405.442
B) PROVISIONS (080 do 082)	079	234.352.135	201.214.499
Provisions for pensions, severance pay and similar libabilities	080	37.502.225	37.387.760
Provisions for tax liabilities	081	37.502.229	37.307.700
3. Other provisions	082	196.849.910	163.826.739
C) NON-CURRENT LIABILITIES (084 do 092)	083	122.456.552	148.467.030
Liabilities to related parties	084	122.456.552	148.467.030
2. Liabilities for loans, deposits, etc.	085		
Liabilities to banks and other financial institutions	086	122.031.946	147.821.952
4. Liabilities for advances	087	122.031.940	147.821.952
5. Trade payables	088	0	(
6. Commitments on securities	089	0	
7. Liabilities to companies with participating interest	090	0	(
8. Other non-current liabilities		0	
9. Deferred tax liabilities	091	1	645.078
D) CURRENT LIABILITIES (094 do 105)	092	424.606 788.139.165	747.005.044
1. Liabilities to related parties	093		747.025.84
Liabilities for loans, deposits, etc.	094	23.633.329	5.441.612
Liabilities to banks and other financial institutions	095		1.049.100
Liabilities for advances	096	61.888.252	47.404.50
	097	244.713.954	231.553.185
Trade payables     Commitments on securities	098	348.212.115	325.009.256
	099	0	
Liabilities to companies with participating interest     Liabilities to emloyees	100	0	(
Taxes, contributions and similar liabilities	101	37.255.630	37.791.284
	102	54.016.162	32.049.930
10. Liabilities arising from share in the result	103	683.776	32.227.531
Liabilities arising from non-current assets held for sale     Other current liabilities	104	0	04.400.444
	105	17.735.947	34.499.446
E) ACCRUED EXPENSES AND DEFERRED INCOME	106	205.997.725	168.143.266
F) TOTAL EQUITY AND LIABILITIES (062+079+083+093+106)	107	3.799.271.222	3.701.574.316
G) OFF BALANCE SHEET ITEMS	108	1.882.785.166	1.621.833.242
ADDITION TO BALANCE SHEET (only for consolidated financial statements) SSUED CAPITAL AND RESERVES			
	1 465		0.000.040.
Attributable to majority owners     Attributable to minority interest	109 110	2.207.540.114 240.785.531	2.200.318.234

# Income statement period 1.1.2017 to 30.6.2017

Company: Končar -Electrical Industry Inc.

Position	AOP	Previous	period	Current per	iod
		Cummulative	Quarter	Cummulative	Quarter
L OPERATING INCOME (440 d. 440)	2	3	4	5	6
I. OPERATING INCOME (112 do 113)	111	1.305.185.054	661.552.103	1.332.173.219	750.126.46
Rendering of services     Other operating income	112	1.246.191.710	627.283.867	1.242.684.921	680.976.34
2. Other operating income II. OPERATING COSTS (115+116+120+124+125+126+129+130)	113	58.993.344	34.268.236	89.488.298	69.150.11
Change in inventories of work in progress	114	1.253.577.722	643.262.443	1.300.471.649	738.421.01
2. Material expenses (117 do 119)	115 116	-90.246.889	-26.845.821	-31.587.993	17.650.59
a) Costs of raw materials		915.800.009	464.499.956	873.147.748	463.358.93
b) Cost of goods sold	117 118	665.324.852	336.900.607	630.187.124	335.764.49
c) Other material expenses	119	112.800.587	55.388.682 72.210.667	87.267.610	46.311.54
3. Employee benefits expenses (121 do 123)	120	137.674.570 257.594.284	131.934.953	155.693.014 268.297.299	81.282.89
a) Net salaries	121	147.175.581	74.653.998	157.558.553	138.051.20
b) Tax and contributions from salary expenses	122	74.680.626	39.209.550	74.299.423	81.047.869 38.096.58
c) Contributions on salary	123	35.738.077	18.071.405	36.439.323	18.906.752
4. Depreciation and amortisation	124	47.837.157	22.800.988	46.803.295	23.669.522
5. Other expenses	125	95,491,406	47.949.589	102.673.003	57.360.665
6. Write down of assets (127+128)	126	4.359.329	2.595.572	1.564.144	819.208
a) non-current assets (except financial assets)	127	0	0	0	010.200
b) current assets (except financial assets)	128	4,359,329	2.595.572	1.564.144	819.208
7. Provisions	129	18.265.367	-2.291.166	6.391.528	5.223.256
8. Other operating costs	130	4.477.059	2.618.372	33.182.625	32.287.632
III. FINANCIAL INCOME (132 do 136)	131	22,539,615	10.756.999	22.451.583	12.023.886
1. Interest, foreign exchange differences, dividens and similar				2000	12.023.000
income from related parties  2. Interest, foreign exchange differences, dividens and similar	132	247.391	112.194	793.124	215.348
ncome from third parties	133	21.193.214	9.599.919	19.417.243	9.881.394
3. Income from investments in associates and joint ventures	134	0	0	0	
4. Unrealised gains (Income) from financial assets	135	0	0	0	C
5. Other financial income	136	1.099.010	1.044.886	2.241.216	1.927.144
V. FINANCIAL EXPENSES (138 do 141)	137	25.970.201	10.154.085	33.244.931	14.707.696
Interest, foreign exchange differences, dividens and similar	138	341.710	141.563	788.829	243.167
Interest, foreign exchange differences, dividens and similar income from third parties	139	25.455.380	9.846.582	32.452.030	14.463.760
3. Unrealised losses (expenses) from financial assets	140	0	0	0	C
4. Other financial expenses	141	173.111	165.940	4.072	769
V. SHARE OF PROFIT FROM ASSOCIATED COMPANIES	142	23.904.671	15.627.504	25.792.779	10.937.832
/I. SHARE OF LOSS FROM ASSOCIATED COMPANIES	143	0	0	0	0
/II. EXTRAORDINARY - OTHER INCOME	144	0	0	0	0
/III. EXTRAORDINARY - OTHER EXPENSES	145	0	0	0	0
X. TOTAL INCOME (111+131+144)	146	1.351.629.340	687.936.606	1.380.417.581	773.088.183
K. TOTAL EXPENSES (114+137+143+145)	147	1.279.547.923	653.416.528	1.333.716.580	753.128.712
(I. PROFIT OR LOSS BEFORE TAXES (146-147)	148	72.081.417	34.520.078	46.701.001	19.959.471
1. Profit before taxes (146-147)	149	72.081.417	34.520.078	46.701.001	19.959.471
2. Loss before taxes (147-146)	150	0	0	0	0
KII. TAXATION	151	14.427.438	6.227.076	9.097.791	4.598.814
(II. PROFIT OR LOSS FOR THE PERIOD (148-151)	152	57.653.979	28.293.002	37.603.210	15.360.657
1. Profit for the period (149-151)	153	57.653.979	28.293.002	37.603.210	15.360.657
2. Loss for the period (151-148)	154	0	0	0	0
ADDITION TO PROFIT AND LOSS ACCOUNT (only for consolidated finar	ncial statem	ents)			
(IV. PROFIT OR LOSS FOR THE PERIOD	4 1				
Attributable to majority owners     Attributable to minority interest	155	43.626.958	19.848.828	25.975.185	8.766.601
STATEMENT OF OTHER COMPREHENSIVE INCOME (only for IFRS adop	156	14.027.021	8.444.174	11.628.025	6.594.056
		57.050.070	20 202 202	27.000.010	
PROFIT OR LOSS FOR THE PERIOD (=152)	157	57.653.979	28.293.002	37.603.210	15.360.657
I. OTHER COMPREHENSIVE INCOME/LOSS BEFORE TAXES (159 TO . Exchange differences from international settlement	158	31.048	0	-214.115	-214.115
2. Changes in revaluation reserves of long-term tangible and intangible	159	31.048	o o	-214.115	-214.115
B. Profit or loss from re-evaluation of financial assets held for sale	160	0	0	0	0
Profit or loss from cash flow hedging	161 162	U	o o	o]	0
i. Profit or loss from hedging of foreign investments	163	0	0	٥	0
S. Share of other comprehensive income/loss from associatied	164			Ŋ	0
Actuarial gains/losses from defined benefit plans	165	0	0	0	0
II. TAXATION OF OTHER COMPREHENSIVE INCOME FOR THE	166	0		0	0
V. NET OTHER COMPREHENSIVE INCOME FOR THE PERIOD (158 TO	167	31.048	0	-214.115	-214,115
COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (157+167)	168	57.685.027	28.293.002	37.389.095	15.146.542
ADDITION TO STATEMENT OF OTHER COMPREHENSIVE INCOME (only				31.008.083	10.140.042
/I. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD  1. Attributable to majority owners	169	43.646.124	19.848.828	25.762.571	8.553.987

# **STATEMENT OF CASH FLOWS - Direct method**

period 1.1.2017 to 30.6.2017

Position	AOP	Previous	Current period
	2	period 3	
CASH FLOW FROM OPERATING ACTIVITIES		3	4
Cash receipts from customers	001	1.516.868.870	1.416.325.454
Cash receipts from royalities, fees, commissions, etc.	001	1.510.000.070	1.410.323.434
Cash receipts from insurance for damages compensation	002	3.825.736	3.313.062
Cash receipts arising from tax refunds	003	41.871.551	81.445.822
5. Other cash receipts	005	32,253,001	16.674.742
I. Total increase in cash flow from operating activities (001 to 005)	006	1.594.819.158	1.517.759.080
1. Cash paid to suppliers	007	1.101.987.243	
2. Cash paid to employees	008	289.967.181	302.702.505
Cash outflows for insurance for damages compensation	009	4.380.098	
4. Interest paid	010	4.656.859	
5. Tax paid	011	93.494.040	
6. Other cash outflows	012	62.854.786	10000000
II. Total decrease in cash flow from operating activities (007 to 012)	013	1.557.340.207	1.497.327.864
A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES	013	37.478.951	
A2) NET DECREASE OF CASH FLOW FROM OPERATING ACTIVITIES	015	37.476.931	20.431.216
CASH FLOW FROM INVESTING ACTIVITIES	015		
Cash flow from sale of long - term tangible and intangible assets	016	4.743.263	0.404.646
Cash inflows from sale of equity and debt financial instruments	017		2.401.840
3. Interest receipts	017	6.653.423	2.344.769
4. Dividend receipts	018	49.366.923	00 000 004
Other cash inflows from investing activities	020	49.366.923	66.390.861
III. Total cash inflows from investing activities(016 to 020)	020	60.763.600	74 407 470
1.Cash outflows for purchase of long - term tangible and intangible assets	021	60.763.609	71.137.470
Cash outflows for purchase of equity and debt financial instruments		48.046.883	30.874.038
Other cash outflows from investing activities	023	3.156.068	8,944.646
IV. Total cash outflows from investing activities (022 to 024)	025	E4 202 0E4	20.049.694
B1) NET INCREASE OF CASH FLOW FROM INVESTING ACTIVITIES	025	51.202.951 9.560.658	39.818.684
B2) NET DECREASE OF CASH FLOW FROM INVESTING ACTIVITIES		9.560,658	31.318.786
CASH FLOW FROM FINANCING ACTIVITIES	027	U	0
Cash receipts from issuance of equity and debt financial instruments	000	T 0	
Cash inflows from loans, debentures, credits and other borrowings	028	05 400 770	07.000.700
Other cash inflows from financing activities	029	65.129.772	27.920.793
V. Total cash inflows from financing activities (028 to 030)	030	119.344.929	183.857.088
Cash outflows for repayment of loans and bonds	031	184.474.701	211.777.881
Dividends paid	032	36.954.871	15.157.588
Cash outflows for finance lease	033	16.291.608	15.619.791
Cash outflows for purchase of own stocks	034		249.585
Other cash outflows from financing activities	035	400 004 050	
VI. Total cash outflows from financing activities (032 to 036)	036	133.324.059	
C1) NET INCREASE OF CASH FLOW FROM FINANCING ACTIVITIES	037	186.570.538	319.451.640
	038	0 005 007	407.070.750
C2) NET DECREASE OF CASH FLOW FROM FINANCING ACTIVITIES  Total increases of cash flows (014 – 015 + 026– 027 + 038 – 039)	039	2.095.837	107.673.759
Total decreases of cash flows (015 - 014 + 027 - 026 + 039 - 038)	040	44.943.772	EE 000 755
Cash and cash equivalents at the beginning of period	041	0	55.923.757
	042	346.619.383	441.470.621
Decrease in cash and cash equivalents Increase in cash and cash equivalents	043	44.943.772	55.000 ===
	044	0	55.923.757
Cash and cash equivalents at the end of period	045	391.563.155	385.546.864

# STATEMENT OF CHANGES IN EQUITY 1.1.2017 to 30.6.2017

period

	nc.
	Industry
Ĺ	Electrical
	Končar
	entity:
	Legal

Position	AOP	Previous year	Current year
	2	e	4
1. Subscribed share capital	001	1.298.064.820	1.301.377.520
2. Capital reserves	005	719.579	1.403.837
3. Reserves from profit	003	670.308.865	749.216.741
4. Retained eamings or loss carried forward	004	303.743.498	345.636.061
5. Net profit or loss for the period	002	173.788.460	37.603.209
6. Revaluation of tangible assets	900	0	
7. Revaluation of intangible assets	007	0	
8. Revaluation of available for sale assets	008	1.700.423	1.486.308
9. Other revaliuation	600	0	
10. Total equity and reserves (AOP 001 to 009)	010	2.448.325.645	2.436.723.676
11. Foreign exchenge differences ffrom foreign investments	011	31.058	-214.115
12. Current and deferred taxes	012	0	
13. Cash flow hedge	013	0	
14. Change of accounting policies	014	0	
15. Correction of significant mistakes of prior period	015	0	
16. Other changes	016	126.798.553	-11.387.854
17.Total increase or decrease of equity (AOP 011 to 016)	017	126.829.611	-11.601.969
17 a. Attributable to majority owners	018	114.458.865	-7 221 880
17 b. Attributable to minority interest	010	12 370 746	290 Ogc N

#### Notes to the consolidated financial reports

# Taxpayer: 03282635 Končar Electrical Industry Inc.

#### 1. Distribution of shares

There has been no distribution of shares.

#### 2. Earnings per share

Earnings per share for the period January - June 2017 are HRK 10.12 and are lower than earnings per share during the same period of the previous year by HRK 6.88.

#### 3. Changes in ownership structure

Compared to the previous trimestre, there have been no significant changes in ownership structure.

#### 4. Mergers and acquistions

There have been no new mergers and acquisitions.

# 5. Uncertainty (description of cases in which exists the uncertainty of collection of outstanding debts or possible future expenses)

There have been no significant uncertainties in collection or future expenses.

#### 6. Business results

During the period January - June 2017, as opposed to the same period of the previous year, sales revenues (which make up for 90.0 per cent of the total revenues) decreased by 0.3 per cent, operational revenues (which make up for 96.5 per cent of the total revenues) increased by 2.1 per cent. Total revenues increased by 2.1 per cent. Total expenses increased by 4.2 per cent in respect to the same period of last year, while operating expenses with changes in stock, which constitute 97.5 per cent of the total expenses, increased by 3.7 per cent. Income from investment into affiliated companies increased by 7.9 per cent compared to the same period of last year. Financial incomes (which make up for 1.6 per cent of the total revenues) decreased by 0.4 per cent and financial expenses (which make up for 2.5 per cent of the total expenses) increased by 28.0 per cent compared to the same period last year.

## 7. Products and services description

Production of electrical equipment for production, transmission and consumption of electrical energy, production of transport equipment.

#### 8. Operating and other costs

For the period January - June of the year 2017, in comparison with the same period of last year, the share of material expenses in the operational revenue decreased by 1.4 percentage point, the share of costs of value adjustment decreased by 0.2 percentage points and the costs of provisions decreased by 0.9 percentage points, employees expenses increased by 1.3 percentage point, and the share of other expenses increased by 2.9 percentage points.

#### 9. Profit or loss

The profit of the Group after tax is HRK 37.60 million which is a decrease of HRK 20.05 million compared to the same period of the previous year. The Group's net profit subscribed to the parent capital holders for the period January - June of the year 2017 amounts to HRK 25.98 million, which is a decrease of HRK 17.65 million compared to the same period of the previous year. Net profit subscribed to the minority interest amounts to HRK 11.63 million, which is a decrease of HRK 2.40 million compared to the same period of the previous year. Of the 18 companies comprising the Končar Group, two companies declared a loss in the amount of HRK 8.55 million, of which HRK 8.43 million is subscribed to the parent capital holders.

#### 10. Solvency

Cash and cash equivalents by the end of the second trimester of 2017, as opposed to the beginning of the year, decreased by HRK 55.92 million.

#### 11. Other notes

In the first trimester of 2017 the Mother company bought from minority shareholders 0.23 per cent of shares of the company Končar- Instrument Transformers Inc.

In may 2017, company Končar-Distribution & Special Transformers Inc. gained a majority ownership (74 per cent stake) in the company Power Engineering Transformatory Sp. z o.o. from Czerwonaka, Poznan, Poland. In june 2017, Mother company bought from minority shareholders 14.76 per cent of shares of the company Končar – Steel Structures Inc.