

KONČAR GROUP MANAGING BOARD BUSINESS REPORT FOR JANUARY – SEPTEMBER, 2017

The KONČAR Group consists of KONČAR – ELEKTROINDUSTRIJA d.d. (KONČAR – ELECTRICAL INDUSTRY Inc.) as the Mother Company and 17 Daughter Companies in which the Mother Company has the prevailing interest (more than 50 % of votes at the Annual / Extraordinary General Meeting). Privileged shares are registered in a part of companies in addition to ordinary shares. Besides, the Mother Company has a minority managing interest (49% votes at the Annual / Extraordinary General Meeting) in one company (the Associated Company).

Companies belonging to the Group are legally independent companies supervised, strategically directed and supported by the Mother Company through company supervisory boards and general / extraordinary annual meetings in accordance with the Law on Trading Companies, Statutes of KONČAR - ELEKTROINDUSTRIJA d.d. (KONČAR – ELECTRICAL INDUSTRY Inc.) and Statutes of Group Companies. The Mother Company also manages a part of assets that are not invested into companies, but they offer a direct or indirect financial support to the marketing and sales of products and equipment of associated companies as a credit and warranty potential.

The potential liability of Končar - Elektroindustrija d.d. (KONČAR – ELECTRICAL INDUSTRY Inc.) for the total issued warranties as of 30/09/2017 amounts to HRK 463.3 million representing a decrease by HRK 88.1 million compared to 31/12/2016.

The majority of the decrease refers to lapsed good performance warranties of the Company Končar – Inženjering za energetiku i transport d.d. (Končar – Power Plant and Electric Traction Engineering Inc.) in the amount of HRK 26.9 million, warranties of the Company Končar – Generatori i motori d.d. (Končar – Generators and Motors Inc.) in the amount 50.3 million and the decrease of the loan of companies Končar–Mjerni transformatori d.d. (Končar – Instrument Transformers Inc.) and Končar - Obnovljivi izvori d.o.o. (Končar – Renewable Sources Ltd.) in the amount of HRK 9.4 million.

Out of the total guarantees and joint warranties the amount of HRK 339.6 million refers to good performance guarantees.

The Končar Group business activities are divided into following business areas

- Generation, transmission and distribution of Electrical Power and Transport: designing and construction of plants and equipment for generation, transmission and distribution of electric energy, electric locomotives, Electric Multiple Units, tramcars and side-line electric traction equipment;
- Industry: electric motor drives, low voltage electric equipment;
- Trade: electrical household appliances, serial products and low voltage electrical apparatuses;
- Special activities: research and development of products and infrastructural services.

During this report period, activities regarding merging of three companies from the Generation, Transmission and Distribution of Electrical Power and Transport Business Area have been initialled. All three Companies (Končar – Električni aparati srednjeg napona / Medium voltage Apparatus; Končar – Električni visokonaponski aparati / High Voltage Switchgear and Končar – Sklopna postrojenja / Switchgear) operate in



the field of middle and medium voltage and from the marketing point of view they are oriented towards common markets of distribution and transmission of electric energy.

Merger main objectives are increasing of synergic effects, better research, development and sales coordination, usage of the "excellence" approach where the excellence of one company is being transferred to other Companies, outsourcing of mechanical components, lower staff costs, lower indirect costs using less resources compared to resources used by those Companies nowadays and sales of not used property. All three Companies are 100 % owned by the Group Mother Company (Končar – Elektroindustrija d.d. / Electrical Industry Inc.).

Managing Board

The President and Members of the Managing Board are appointed and recalled by the Supervisory Board. The term of office of the President and Members of the Managing Board lasts 5 years; after expiry of their term of office, they can be reappointed. Pursuant the Trading Company Act and the Statutes of the Company, the Managing Board manages business activities at its own responsibility; it is obliged and authorised to perform all possible actions and make decisions it considers necessary for a successful managing of the Company. Some decisions, prescribed by the Statues, require consent of the Supervisory Board.

Company Končar – Elektroindustrija d.d. (Končar – Electrical Industry Inc.) is managed by the Managing Board comprising the following members:

Darinko Bago The President of the Managing Board

Miki Huljić A Member of the Managing Board in Charge of Finances

Marina Kralj Miliša A Member of the Managing Board in Charge of Legal, Common and

Personnel Affairs

Davor Mladina A Member of the Managing Board in charge of Transmission and

Distribution of Electric Power, Industry and Trade

Miroslav Poljak A Member of the Managing Board in Charge of Generation of Electric

Power, Corporate Development and ICT

Supervisory Board

Pursuant provision of the Trading Company Act and the Statutes of KONČAR – ELECTRICAL INDUSTRY Inc. the Annual (Extraordinary) General Meeting makes the decision on nomination and recalling of the Supervisory Board. The Supervisory Board is responsible for appointment and recall of Managing Board Members and supervision over management of business activities of the Company. Any more significant transactions and business decisions (the level of transactions is defined by the Supervisory Board Rules of Procedure and Statues of associated companies) requires the Supervisory Board consent.

Petar Vlaić Supervisory Board President

Josip Lasić Supervisory Board Deputy President

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



Končar Group Business Results for January to September, 2017

Končar Group Companies generated consolidated incomes from sales of products and services in the amount of HRK 1,925.2 million for the time period from January to September, 2017 that are at the same level of the achievements during the same time period of 2016.

Three 2017 quarters are marked with an increase of incomes from sales of products and services comparing them to the same time period of 2016. Export sales are higher by the amount of HRK 136.7 million or 13.9 %. On the domestic market, incomes from sales of products and services are lower by HRK 141.4 million or 15.1 % compared to the achievements of the time period from January to September, 2016.

Operating incomes were generated in the amount of HRK 2,045.7 million and they are 1.5 % higher than the achievement of the time period from January to September of 2016. The share of incomes from sales of products and services in the operating incomes amounts to 94.1 %.

Operating expenses were achieved in the amount of HRK 1,999.5 million and they are higher by 2.9 % than the achievement for the same time period of 2016.

The difference between operating incomes and operating expenses gives the profit of operating activities in the amount of HKR 45.7 million.

The share in the profit of the associated entrepreneurs amounts to HRK 42.2 million that is lower by HRK 0.6 million compared to the achievement during the same time period of the previous year.

The difference between financial incomes and expenses is negative and it amounts to HRK 4.1 million. The profit of operating activities in the amount of HKR 45.7 million, the share in the profit of the associated entrepreneurs in the amount of HRK 42.2 million and the negative difference between financial incomes and expenses in the amount of HRK 4.1 million make the consolidated profit before tax in the amount of HRK 83.8 million. The profit tax advance payment amounts to HRK 14.6 million, while the profit after tax amounts to HRK 69.2 million out of which the amount of HRK 14.4 million belongs to the non-controlling interest (the minority interest) and the amount of HRK 54.8 million to the Group Mother Company shareholders.

Out of 18 Končar Group Companies, 14 Companies generated a positive financial result, while four companies expressed a loss in the total amount of HRK 18.2 million out of which HRK 18.1 million belongs to the Mother Company shareholders.

Within the structure of incomes from sales of products and services in the domestic market, the income from sales of products and services to companies belonging to HEP - the Croatian Power Authority (HEP – Generation, HEP – Distribution System Operator, HOPS – Croatian Transmission System Operator) was generated in the amount of HRK 292.5 million (36.7 % out of the total achieved income from sales of products and services in the domestic market). Compared to the previous year, the sales of products and services to HEP – the Croatian Power Authority was higher by 27 %.

Out of more significant buyers in the Croatian market, the income was achieved from sales of products and services to Končar – Power Transformers in the amount of HRK 64 million (8 % of the total incomes in the domestic market) and to Zagreb Holding – ZET Zagreb Electric Tram in the amount of HRK 46.2 million or 5.8 % of the total achieved incomes in the domestic market.

Incomes from sales of products and services that were exported were generated in the amount of HRK 1,128.2 million that were higher by 13.8 % than the achievement of the same time period of the previous year.



The share of the export in the total incomes from sales of products and services amounted to 58.6 %. The most important export of goods and services was achieved in the market of Sweden in the amount of HRK 160.7 million or 14.2 % of the total export (Končar – Distributive and Special Transformers and Končar – Generators and Motors). The export to the market of Germany was performed in the amount of HRK 138.3 million or 12.3 % of the total export (Končar – Distributive and Special Transformers and Končar – Metal Structures). Goods and services in the amount of HRK 77.8 million were exported to Finland and in the amount of 58.4 million to Kenya (the initiation of the project of refurbishment of Kamburu HPP generators). Out of the rest of countries where goods and services were exported in more significant amounts were Bosnia and Herzegovina (HRK 53.9 million), Austria (HRK 50 million), Netherlands (HRK 34.8 million) and Slovenia (HRK 34.7 million).

Compared to the same time period of the previous year, a significant increase of incomes from sales of goods and services in export was generated in the markets of Kenya (increase of HRK 57.5 million), Germany (increase of HRK 42 million) and Finland (increase of HRK 37.1 million).

During the time period January – September, 2017, the Končar Group Companies contracted new projects in the amount of HRK 1,631 million. Out of the total contracted new projects HRK 709.4 million (43 % of the total of contracted new projects) referred to the domestic market and HRK 921.6 million (57 % of the total of contracted new projects) referred to exporting contracts.

The majority of projects (17 %) contracted during the time period January to September, 2017, for the export market referred to the market of Sweden in the amount of HRK 157.8 million (the majority refers to the contracts of the Company Končar – Distributive and Special Transformers). New projects in the amount of HRK 117.8 million were contracted for the market of Germany, HRK 54.1 million for the market of Austria and HRK 47.5 million for the market of Norway.

On the basis of the dynamics of the delivery, the amount of HRK 1,074.3 million of new projects will be performed in 2017, while contracted projects to be performed during 2018 and following years amount to HRK 556.7 million.

The status of the contracted projects as of 30th September, 2017, amounted to HKR 3,005.3.

The import in the amount of HRK 420.4 million was performed during the time period from January to September, 2017. The import of raw materials and materials amounted to HRK 403.4 million, while investment acquisitions amounted to HRK 17 million. During the same time period of this year, incomes from sales of products and services in export were achieved in the amount of HRK 1,128.2 million. The export import coverage coefficient amounted to 2.7.

The status of the total consolidates assets and asset sources as of 30th September, 2017 amounted to HRK 3,647.2 million representing a decrease by HRK 152.1 million or 4 % compared to 31st December, 2015.

Within the structure of asset sources, the registered capital, reserves, retained profits, profits of the current year and not controlling interest capital amounted to HRK 2,455.1 million that was HRK 6.8 million more compared to the level on 31st December, 2016 and they made 67.3 % of the total sources. Long term reserves amounted to HRK 201.7 million and made 5.5 % of the total sources. Long term and current liabilities amounted to HRK 841.3 million making them lower by HRK 58.6 million than the situation at the end of 2016 and they made 23.1 % of total sources. Within the current liabilities, payables to suppliers amounted to HRK 325.1 million and they made 8.9 % of the total sources. Total loans (long term and current) amounted to HRK 189 million and they were higher by HRK 5 million compared to the situation as of 31st December, 2016 and they made 5.2 % of the total sources.



Long term asset sources (capital, long term reserves and long term liabilities) were higher by HRK 746.9 million than the long-term assets and the average level of stocks indicating a good term structure of the asset source. Current assets were 3.1 times higher than the current liabilities indicating a good liquidity of the system. The consolidated balance sheet structure showed a good adjustment between assets and investments as well as a good financial stability of the Končar Group.

Signed in the name of the Managing Board:

Končar – Electrical Industry Inc. Managing Board President

30th October, 2017



STATEMENT OF PERSONS RESPONSIBLE FOR COMPILATION OF THE KONČAR GROUP CONSOLIDATED FINANCIAL REPORTS

This Statement of the Končar – Electrical Industry Inc., Zagreb, Managing Board is given regarding compilation and publishing of the Končar Group Consolidated Financial Reports for the time period January – September, 2017.

Financial Reports have been made in accordance of the International Standard for Financial Reporting applied in the European Union.

Pursuant our best knowledge, Consolidated Financial Reports show a complete and true presentation of the balance sheet, profit and loss account, cash flow and the capital change report of the Končar Group.

Signed in the name of the Managing Board:

Končar – Electrical Industry Inc. President of the Managing Board

Darinko Bago

30th September, 2017

• Note:

Consolidated Financial Reports were compiled by expert services of Končar – Electrical Industry Inc.

Contact persons:

Ervin Filipčić, Managing Board Office Head, ervin.filipcic@koncar.hr

Marina Markušić, accounting expert, branka.velkovski@koncar.hr

Vesna Ilić, Accounting Department Head, vesna.ilic@koncar.hr

| Appendix 1 Reporting period: | | | 1.1.2017 | to | | 30.9.2017 | |
|--|--|---|---------------------------|---------------|-----------------|--------------------------------------|------|
| | Q | uarterly finan | cial repor | t of entrepre | neur TFI | -POD | |
| Registration number (MB) | | 03282635 | | | | | |
| Identification number of subject (MBS) | | 080040936 | | | | | |
| Personal identification | 4 | 5050126417 | ! | | | | |
| number (OIB) | | - ELECTRICAL INDI | JSTRY Inc. | | | | |
| Postal code and place | | 10000 | | ZAGREB | | | |
| Street and number | FALLERO | VO ŠETALIŠTE 22 | | | | | |
| E-mail address: | koncar.fir | nance@koncar.hr | | | | | |
| Internet address: | www.kon | car.hr | | | | | |
| Code and name of comune/to | 133 | ZAGREB | | | | | |
| Code and county name | 21 | GRAD ZAGREB | | | | Number of employees | 46 |
| Consolidated statement | NO | _ | | | | (at quarter end) NKD/NWC code: | 2711 |
| Subsidiaries subject to consol | idation (ac | cording to IFRS): | | in appendix | | Registration number: | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| Book keeping service: | | | | | | | |
| Contact person: | | NA surname and name of | of contact pers | on) | | | |
| Phone number: | , | | or dornade por | on, | Fascimile: | 01 3667 177 | |
| E-mail address: | vesna.ilic | @koncar.hr | | | | | |
| Surname and name | | | 4-4: | | | | |
| | | d person for represen | itation) | | | | |
| shareholders' eq 2. Report of the M | nents (bala uity and no anagemer | ance sheet, profit and otes to the financial st at Board on position o persons for preparation | atements) f the Compan | / | nt, statement o | of changes in | |
| | | | M.P. | | (signed by | authorised person for representation | on) |

Balance Sheet as of 30.9.2017

| Company: Končar - Electrical Industry Inc. | | | |
|--|------------|----------------------------|----------------------------|
| Position | AOP | Previous period | Current period |
| 1 | 2 | 3 | 4 |
| ASSETS | | 1 | r |
| A) RECEIVABELS FOR SUBSCRIBED NOT PAID CAPITAL B) NON-CURRENT ASSETS (003+010+020+029+033) | 001 | 4 000 000 005 | 4 007 540 500 |
| I. INTANGIBLE ASSETS (004 do 009) | 002 | 1.236.838.695 1.292.436 | 1.227.543.598 1.441.796 |
| Expenditure for development | 003 | 1.232.430 | 1.441.730 |
| Concessions, patents, licenses, trademarks, service marks, software and other rights | 005 | 1.292.436 | 1.441.796 |
| 3. Goodwill | 006 | | |
| Advances for purchase of intangible assets | 007 | | |
| 5. Intangible assets in progress | 008 | | |
| 6. Other intangible assets | 009 | | |
| II. PROPERTY, PLANT AND EQUIPMENT (011 do 019) | 010 | 381.548.030 | 352.322.727 |
| 1. Land | 011 | 74.194.519 | 74.194.519 |
| 2. Buildings | 012 | 113.188.330 | 109.190.551 |
| 3. Plant and equipement | 013 | 10.958.253 | 11.103.092 |
| 4. Tools, working inventory and transportation assets | 014 | 740.128 | 2.982.189 |
| 5. Biological assets 6. Advances for purchase of tangible assets | 015 | 400.005 | 4 004 074 |
| 7. Tangible assets in progress | 016 | 133.965 19.889.354 | 1.804.874 20.685.112 |
| 8. Other tangible assets | 017 018 | 19.009.334 | 20.000.112 |
| 9. Investment in real-estate | 019 | 162.443.480 | 132.362.391 |
| III. NON-CURRENT FINANCIAL ASSETS (021 do 028) | 020 | 843.740.132 | 864.025.804 |
| 1. Share in related parties | 021 | 841.894.843 | 862.180.515 |
| 2. Loans to related parties | 022 | 0 | 0 |
| 3. Participating interests (shares) | 023 | | |
| Loans to companies with participating interest | 024 | | |
| 5. Investments in securities | 025 | 1.257.289 | 1.257.289 |
| 6. Loans, deposits, etc. | 026 | 588.000 | 588.000 |
| 7. Other non-current financial assets | 027 | | |
| 8. Equity-accounted investments | 028 | | |
| IV. RECEIVABLES (030 do 032) | 029 | 10.258.098 | 9.753.271 |
| Receivables from related parties | 030 | | |
| Receivables arising from sales on credit Ather receivables. | 031 | 6.857.575 | 6.388.858 |
| 3. Other receivables V. DEFERRED TAX ASSET | 032 | 3.400.523 | 3.364.414 |
| C) CURRENT ASSETS (035+043+050+058) | 033 034 | 420.238.226 | 397.367.353 |
| I. INVENTORIES (036 do 042) | 035 | 63.127 | 128.816 |
| Raw materials and supplies | 036 | 0 | 120.010 |
| 2. Production in progress | 037 | 1 | - |
| 3. Finished products | 038 | | |
| 4. Merchandise | 039 | | |
| 5. Advances for inventories | 040 | 63.127 | 128.816 |
| 6. Long term assets held for sale | 041 | | |
| 7. Biological assets | 042 | | |
| II. RECEIVABLES (044 do 049) | 043 | 98.724.703 | 33.585.421 |
| Receivables from related parties | 044 | 74.252.427 | 13.803.221 |
| 2. Receivables from end-customers | 045 | 526.378 | 1.418.493 |
| Receivables from participating parties A Reseivables from amplayees and members of the company. A Reseivables from amplayees and members of the company. A Reseivables from amplayees and members of the company. | 046 | 40.500 | 52.000 |
| Receivables from employees and members of the company Receivables from government and other institutions | 047 048 | 43.563 2.153.163 | 53.980 234.894 |
| 6. Other receivables | 048 | 21.749.172 | 18.074.833 |
| III. CURRENT FINANCIAL ASSETS (051 do 057) | 050 | 232.660.655 | 343.927.021 |
| 1. Share in related parties | 051 | 202.000.000 | 0.0027.02 |
| 2. Loans to related parties | 052 | 38.775.456 | 41.075.456 |
| 3. Participating interests (shares) | 053 | | |
| Loans to companies with participating interest | 054 | | |
| 5. Investments in securities | 055 | | |
| 6. Loans, deposits, etc. | 056 | 193.885.199 | 302.851.565 |
| 7. Other financial assets | 057 | 1 | |
| IV. CASH AND CASH EQUIVALENTS | 058 | 88.789.740 | 19.726.095 |
| D) PREPAYMENTS AND ACCRUED INCOME | 059 | 527.052 | 1.110.761 |
| E) TOTAL ASSETS (001+002+034+059) | 060 | 1.657.603.973 | 1.626.021.713 |
| F) OFF BALANCE SHEET ITEMS | 061 | 615.069.422 | 528.030.41 |

| EQUITY AND LIABILITIES A) ISSUED CAPITAL AND RESERVES (063+064+065+071+072+075+078) I. SUBSCRIBED SHARE CAPITAL II. CAPITAL RESERVES III.RESERVES FROM PROFIT (066+067-068+069+070) | 062 063 | 1.606.377.739 | 1.608.622.000 |
|---|------------|----------------|---------------|
| II. CAPITAL RESERVES | 063 | | |
| | | 1.208.895.930 | 1.208.895.930 |
| III RESERVES FROM PROFIT (066+067-068+069+070) | 064 | 719.579 | 719.579 |
| INITE DELIVED I NOIVI I NOI II (0001001 0001000TUIU) | 065 | 325.746.118 | 359.719.093 |
| 1. Legal reserves | 066 | 38.147.673 | 41.386.077 |
| 2. Reserve for own shares | 067 | 4.143.784 | 4.143.784 |
| 3. Treasury shares and shares (deductible items) | 068 | 4.143.784 | 4.143.784 |
| 4. Statutory reserves | 069 | 217.684.029 | 217.684.029 |
| 5. Other reserves | 070 | 69.914.416 | 100.648.987 |
| IV. REVALUATION RESERVES | 071 | | |
| V. RETAINED EARNINGS OR LOSS CARRIED FORWARD (073-074) | 072 | 6.248.041 | 6.248.041 |
| 1. Retained earnings | 073 | 6.248.041 | 6.248.041 |
| 2. Loss carried forward | 074 | | |
| VI. NET PROFIT OR LOSS FOR THE PERIOD (076-077) | 075 | 64.768.071 | 33.039.357 |
| 1. Net profit for the period | 076 | 64.768.071 | 33.039.357 |
| 2. Net loss for the period | 077 | 1 | |
| VII. MINORITY INTEREST | 078 | | |
| B) PROVISIONS (080 do 082) | 079 | 36.003.573 | 3.624.953 |
| Provisions for pensions, severance pay and similar libabilities | 080 | 4.203.573 | 3.624.953 |
| 2. Provisions for tax liabilities | 081 | | |
| 3. Other provisions | 082 | 31.800.000 | 0 |
| C) NON-CURRENT LIABILITIES (084 do 092) | 083 | | |
| 1. Liabilites to related parties | 084 | | |
| 2. Liabilities for loans, deposits, etc. | 085 | | |
| 3. Liabilities to banks and other financial institutions | 086 | | |
| 4. Liabilities for advances | 087 | | |
| 5. Trade payables | 088 | | |
| 6. Commitments on securities | 089 | | |
| 7. Liabilities to companies with participating interest | 090 | | |
| 8. Other non-current liabilities | 091 | | |
| 9. Deferred tax liabilities | 092 | | |
| D) CURRENT LIABILITIES (094 do 105) | 093 | 15.222.661 | 13.201.217 |
| Liabilites to related parties | 094 | 7.650.263 | 9.345.196 |
| 2. Liabilities for loans, deposits, etc. | 095 | | |
| 3. Liabilities to banks and other financial institutions | 096 | | |
| 4. Liabilities for advances | 097 | | |
| 5. Trade payables | 098 | 952.149 | 1.024.934 |
| 6. Commitments on securities | 099 | | |
| 7. Liabilities to companies with participating interest | 100 | | |
| 8. Liabilities to emloyees | 101 | 2.593.185 | 611.526 |
| 9. Taxes, contributions and similar liabilities | 102 | 3.452.774 | 1.311.830 |
| 10. Liabilities arising from share in the result | 103 | 414.380 | 480.428 |
| 11. Liabilities arising from non-current assets held for sale | 104 | | |
| 12. Other current liabilities | 105 | 159.911 | 427.303 |
| E) ACCRUED EXPENSES AND DEFERRED INCOME | 106 | 0 | 573.543 |
| F) TOTAL EQUITY AND LIABILITIES (062+079+083+093+106) | 107 | 1.657.603.973 | 1.626.021.713 |
| G) OFF BALANCE SHEET ITEMS | 108 | 615.069.422 | 528.030.418 |
| ADDITION TO BALANCE SHEET (only for consolidated financial statements) | | 5 : 5:000: .ZZ | |
| ISSUED CAPITAL AND RESERVES | | | |
| 1. Attributable to majority owners | 109 | Ţ | |
| 2. Attributable to minority interest | 110 | | |

Income statement period 1.1.2017 to 30.9.2017

Company: Končar -Electrical Industry Inc.

| Position | AOP | Previous period | | Current period | |
|---|--------------|--------------------------|------------------------|--------------------------|------------------------|
| | | Cummulative | Quarter | Cummulative | Quarter |
| 1 | 2 | 3 | 4 | 5 | 6 |
| I. OPERATING INCOME (112 do 113) | 111 | 40.738.249 | 13.684.789 | 70.399.658 | 13.030.150 |
| 1. Rendering of services | 112 | 39.849.827 | 13.228.093 | 37.639.972 | 12.730.689 |
| 2. Other operating income | 113 | 888.422 | 456.697 | 32.759.686 | 299.461 |
| II. OPERATING COSTS (115+116+120+124+125+126+129+130) | 114 | 55.488.732 | 18.424.900 | 84.983.533 | 14.835.654 |
| 1. Change in inventories of work in progress | 115 | | | | |
| 2. Material expenses (117 do 119) | 116 | 20.499.767 | 6.389.750 | 18.734.625 | 5.274.460 |
| a) Costs of raw materials | 117 | 4.594.022 | 1.183.157 | 3.879.202 | 1.051.405 |
| b) Cost of goods sold | 118 | 45.005.745 | F 000 F04 | 44.055.400 | 4 000 055 |
| c) Other material expenses 3. Employee benefits expenses (121 do 123) | 119 | 15.905.745 16.370.856 | 5.206.594 4.270.706 | 14.855.423 14.773.604 | 4.223.055 3.523.142 |
| a) Net salaries | 120 121 | 7.926.297 | 2.102.183 | 7.509.665 | 1.856.421 |
| b) Tax and contributions from salary expenses | 122 | 6.049.258 | 1.540.069 | 5.103.038 | 1.149.170 |
| c) Contributions on salary | 123 | 2.395.301 | 628.454 | 2.160.902 | 517.550 |
| 4. Depreciation and amortisation | 124 | 6.077.969 | 2.016.609 | 5.794.944 | 1.979.201 |
| 5. Other expenses | 125 | 12.489.964 | 5.747.199 | 14.261.263 | 3.782.668 |
| 6. Write down of assets (127+128) | 126 | 12.100.001 | 0 | 1112011200 | 0.702.000 |
| a) non-current assets (except financial assets) | 127 | | | | |
| b) current assets (except financial assets) | 128 | | | | |
| 7. Provisions | 129 | | | | |
| 8. Other operating costs | 130 | 50.176 | 637 | 31.419.098 | 276.183 |
| III. FINANCIAL INCOME (132 do 136) | 131 | 61.602.699 | 2.416.281 | 54.856.427 | 3.693.974 |
| Interest, foreign exchange differences, dividens and similar income from related parties | 132 | 54.814.640 | 406.688 | 48.649.330 | 457.947 |
| 2. Interest, foreign exchange differences, dividens and similar income from third parties | 133 | 5.765.032 | 2.009.593 | 6.207.097 | 3.236.027 |
| 3. Income from investments in associates and joint ventures | 134 | | | | |
| 4. Unrealised gains (income) from financial assets | 135 | | | | |
| 5. Other financial income | 136 | 1.023.027 | 0 | | |
| IV. FINANCIAL EXPENSES (138 do 141) | 137 | 6.978.776 | 1.364.856 | 7.233.195 | 67.320 |
| 1. Interest, foreign exchange differences, dividens and similar income from related parties | 138 | | | | |
| Interest, foreign exchange differences, dividens and similar income from third parties Unrealised losses (expenses) from financial assets | 139 140 | 6.822.543 | 1.364.856 | 7.233.195 | 67.320 |
| 4. Other financial expenses | 140 | 156.233 | 0 | | |
| V. SHARE OF PROFIT FROM ASSOCIATED COMPANIES | 142 | 100.200 | | | |
| VI. SHARE OF LOSS FROM ASSOCIATED COMPANIES | 143 | | | | |
| VII. EXTRAORDINARY - OTHER INCOME | 144 | | | | |
| VIII. EXTRAORDINARY - OTHER EXPENSES | 145 | | | | |
| IX. TOTAL INCOME (111+131+144) | 146 | 102.340.948 | 16.101.070 | 125.256.085 | 16.724.124 |
| X. TOTAL EXPENSES (114+137+143+145) | 147 | 62.467.509 | 19.789.756 | 92.216.728 | 14.902.974 |
| XI. PROFIT OR LOSS BEFORE TAXES (146-147) | 148 | 39.873.440 | -3.688.686 | 33.039.357 | 1.821.150 |
| 1. Profit before taxes (146-147) | 149 | 39.873.440 | | 33.039.357 | 1.821.150 |
| 2. Loss before taxes (147-146) | 150 | | 3.688.686 | | |
| XII. TAXATION | 151 | | | | |
| XII. PROFIT OR LOSS FOR THE PERIOD (148-151) | 152 | 39.873.440 | -3.688.686 | 33.039.357 | 1.821.150 |
| 1. Profit for the period (149-151) | 153 | 39.873.440 | | 33.039.357 | 1.821.150 |
| 2. Loss for the period (151-148) | 154 | | 3.688.686 | | |
| ADDITION TO PROFIT AND LOSS ACCOUNT (only for consolidated financial statements) | | | | | |
| XIV. PROFIT OR LOSS FOR THE PERIOD | | | | | |
| 1. Attributable to majority owners | 155 | | | | |
| 2. Attributable to minority interest | 156 | | | | |
| STATEMENT OF OTHER COMPREHENSIVE INCOME (only for IFRS adopters) | | | | | |
| I. PROFIT OR LOSS FOR THE PERIOD (=152) | 157 | 39.873.440 | -3.688.686 | 33.039.357 | 1.821.150 |
| II. OTHER COMPREHENSIVE INCOME/LOSS BEFORE TAXES (159 TO 165) | 158 | | | | |
| Exchange differences from international settlement | 159 | | | | |
| 2. Changes in revaluation reserves of long-term tangible and intangible assets | 160 | | | | |
| 3. Profit or loss from re-evaluation of financial assets held for sale | 161 | | | | |
| 4. Profit or loss from cash flow hedging | 162 | | | | |
| 5. Profit or loss from hedging of foreign investments | 163 | | | | |
| 6. Share of other comprehensive income/loss from associatied companies | 164 | | | | |
| 7. Actuarial gains/losses from defined benefit plans | 165 | | | | |
| III. TAXATION OF OTHER COMPREHENSIVE INCOME FOR THE PERIOD | 166 | | | | |
| IV. NET OTHER COMPREHENSIVE INCOME FOR THE PERIOD (158 TO 166) | 167 | 20.070.440 | 2 600 000 | 22 020 257 | 1 004 450 |
| V. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (157+167) ADDITION TO STATEMENT OF OTHER COMPREHENSIVE INCOME (only for consolidated fina | 168 | 39.873.440 | -3.688.686 | 33.039.357 | 1.821.150 |
| | nciai staten | ieilis) | | | |
| | | | | | |
| VI. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD 1. Attributable to majority owners | 169 | 1 | | ľ | |

STATEMENT OF CASH FLOWS - Direct method

period 1.1.2017 to 30.9.2017

| Legal entity: Končar Electrical Industry Inc. | | | |
|--|-----|-----------------|----------------|
| Position | AOP | Previous period | Current period |
| 1 | 2 | 3 | 4 |
| CASH FLOW FROM OPERATING ACTIVITIES | _ | | |
| 1. Cash receipts from customers | 001 | 53.466.229 | 42.543.896 |
| 2. Cash receipts from royalities, fees, commissions, etc. | 002 | | |
| Cash receipts from insurance for damages compensation | 003 | | |
| Cash receipts arising from tax refunds | 004 | 3.184.723 | 1.913.197 |
| 5. Other cash receipts | 005 | 22.328.691 | 6.876.017 |
| I. Total increase in cash flow from operating activities (001 to 005) | 006 | 78.979.643 | 51.333.110 |
| 1. Cash paid to suppliers | 007 | 46.151.977 | 37.982.233 |
| 2. Cash paid to employees | 800 | 20.081.790 | 19.321.736 |
| Cash outflows for insurance for damages compensation | 009 | 4.050 | 500 400 |
| 4. Interest paid | 010 | 4.652 | 503.406 |
| 5. Tax paid | 011 | 3.184.723 | 3.879.251 |
| 6. Other cash outflows | 012 | 6.731.598 | 7.673.683 |
| II. Total decrease in cash flow from operating activities (007 to 012) | 013 | 76.154.740 | 69.360.309 |
| A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES | 014 | 2.824.903 | |
| A2) NET DECREASE OF CASH FLOW FROM OPERATING ACTIVITIES | 015 | | 18.027.199 |
| CASH FLOW FROM INVESTING ACTIVITIES | | | |
| Cash flow from sale of long - term tangible and intangible assets | 016 | 1.378.799 | 1.907.152 |
| Cash inflows from sale of equity and debt financial instruments | 017 | 6.710.723 | 2.626.418 |
| 3. Interest receipts | 018 | | |
| 4. Dividend receipts | 019 | 98.265.978 | 112.827.248 |
| 5. Other cash inflows from investing activities | 020 | | |
| III. Total cash inflows from investing activities(016 to 020) | 021 | 106.355.500 | 117.360.818 |
| 1.Cash outflows for purchase of long - term tangible and intangible assets | 022 | 32.598.765 | 5.557.247 |
| Cash outflows for purchase of equity and debt financial instruments | 023 | 3.156.068 | 20.285.672 |
| Other cash outflows from investing activities | 024 | | |
| IV. Total cash outflows from investing activities (022 to 024) | 025 | 35.754.833 | 25.842.919 |
| B1) NET INCREASE OF CASH FLOW FROM INVESTING ACTIVITIES | 026 | 70.600.667 | 91.517.899 |
| B2) NET DECREASE OF CASH FLOW FROM INVESTING ACTIVITIES | 027 | | |
| CASH FLOW FROM FINANCING ACTIVITIES | | | |
| Cash receipts from issuance of equity and debt financial instruments | 028 | | |
| Cash inflows from loans, debentures, credits and other borrowings | 029 | | |
| Other cash inflows from financing activities | 030 | 111.220.761 | 72.068.596 |
| V. Total cash inflows from financing activities (028 to 030) | 031 | 111.220.761 | 72.068.596 |
| Cash outflows for repayment of loans and bonds | 032 | | |
| 2. Dividends paid | 033 | 30.806.277 | 30.803.582 |
| 3. Cash outflows for finance lease | 034 | | |
| Cash outflows for purchase of own stocks | 035 | | |
| 5. Other cash outflows from financing activities | 036 | 91.929.073 | 183.819.359 |
| VI. Total cash outflows from financing activities (032 to 036) | 037 | 122.735.350 | 214.622.941 |
| C1) NET INCREASE OF CASH FLOW FROM FINANCING ACTIVITIES | 038 | | |
| C2) NET DECREASE OF CASH FLOW FROM FINANCING ACTIVITIES | 039 | 11.514.589 | 142.554.345 |
| Total increases of cash flows (014 – 015 + 026 – 027 + 038 – 039) | 040 | 61.910.981 | |
| Total decreases of cash flows (015 – 014 + 027 – 026 + 039 – 038) | 041 | 2310.001 | 69.063.645 |
| Cash and cash equivalents at the beginning of period | 042 | 8.431.842 | 88.789.740 |
| Decrease in cash and cash equivalents | 043 | 61.910.981 | 2330 10 |
| IDEGICAJE III GAJII AIIU GAJII GUUIYAIGIILA | | | |
| Increase in cash and cash equivalents | 044 | | 69.063.645 |

STATEMENT OF CHANGES IN EQUITY

period

1.1.2017

to

30.9.2017

| Position | AOP | Previous year | Current year |
|--|-----|---------------|---------------|
| 1 | 2 | 3 | 4 |
| Subscribed share capital | 001 | 1.208.895.930 | 1.208.895.930 |
| 2. Capital reserves | 002 | 719.579 | 719.579 |
| 3. Reserves from profit | 003 | 325.746.118 | 359.719.093 |
| Retained earnings or loss carried forward | 004 | 6.248.041 | 6.248.041 |
| 5. Net profit or loss for the period | 005 | 64.768.071 | 33.039.357 |
| 6. Revaluation of tangible assets | 006 | | |
| 7. Revaluation of intangible assets | 007 | | |
| 8. Revaluation of available for sale assets | 008 | | |
| 9. Other revaliuation | 009 | | |
| 10. Total equity and reserves (AOP 001 to 009) | 010 | 1.606.377.739 | 1.608.622.000 |
| 11. Foreign exchenge differences ffrom foreign investments | 011 | | |
| 12. Current and deferred taxes | 012 | | |
| 13. Cash flow hedge | 013 | | |
| 14. Change of accounting policies | 014 | | |
| 15. Correction of significant mistakes of prior period | 015 | | |
| 16. Other changes | 016 | | |
| 17.Total increase or decrease of equity (AOP 011 to 016) | 017 | | |
| | • | • | |
| 17 a. Attributable to majority owners | 018 | | |
| 17 b. Attributable to minority interest | 019 | | |