



Končar – Elektroindustrija d.d.
(in English: Končar – Electrical Industry Inc.)
Fallerovo šetalište 22, 10000 Zagreb

Security: KOEI-R-A
ISIN: HRKOEIRA0009
LEI: 74780000HOSHMRAW0115
Home Member State: Croatia
Regulated Market Segment: Zagreb Stock Exchange Official Market

Zagreb, 17th December, 2019

- Croatian Financial Services Supervisory Agency
- Zagreb Stock Exchange
- HINA Croatian News Agency
- Company Web Site

KONČAR – ELECTRICAL INDUSTRY INC. SUPERVISORY BOARD MEETING

KONČAR – Electrical Industry Inc. Supervisory Board Meeting, held on 17th December, 2019, considered the estimation of 2019 KONČAR Group Business Results and adopted 2020 Business Plan as defined in the Agenda.

It is estimated that the KONČAR Group Companies will generate consolidated incomes from sales of products and services in the amount of HRK 2.8 billion for the time period from January to December of 2019, making an increase by 9 percent compared to 2018 achievement. A share of the export in the total incomes from sales amounts to 58 percent. It is estimated that the export performed in 2019 is going to be higher by 12 percent compared to the performance in 2018. Contracted projects are higher by HRK 566 million compared to the same time period of 2018 and they are estimated to the amount of HRK 3.1 billion. It is estimated that 62 percent of the total contracted projects is going to be contracted in foreign markets. The status of contracted projects at the end of 2019 is estimated to the amount of HRK 3.4 billion making it higher by 10 percent compared to the status as of the beginning of the year.

Pursuant the adopted 2020 Business Plan, the KONČAR Group Companies plan to generate incomes from sales of products and services in the amount of HRK 3.1 billion. In the domestic market incomes from sales of products and services are planned to be generated in the amount of HRK 1.2 billion and



in the foreign market in the amount of HRK 1.9 billion. The share of export in the total plan of incomes from the sales of products and services amounts to 61 percent.

Countries to which the Group plans to perform the majority of its export are Germany, Sweden, Austria, Bulgaria, Bosnia and Herzegovina, Hungary and Guinea.

In 2020, the KONČAR Group plans to contract new projects in the value of HRK 3.2 billion.

Investments are planned in the amount of HRK 281 million. A larger investment part will be financed from the own sources.

Končar – Electrical Industry Inc. Managing Board