

Explanatory notes to the financial statement of Herti JSC
For the period 01.01-31.12.2016

1. Important events, that took place in the period 01/01 – 31/12/2016

In January Herti successfully passed the recertification audit for ISO 9001-2008.

In March Herti successfully passed the recertification audit for BRC/IOP.

Observing the rules of those standards and currently updating the certificates give confidence and trust to our existing customers and helps to attract new clients.

In April Herti signed a contract with RBB for a long term credit for 2 million EUR for financing the investment program of the company that aims to increase capacity and shorten the delivery terms for production.

In June Herti applied for financing from the EU under the de minimis funding for Improving the working conditions in the factory.

A General meeting of the shareholders was held on June, 28th where no decision for dividends was taken.

In August the building of a Water treatment plant was started and in September started the building of a new warehouse according to the investment program.

In September representatives of the management made some transactions with shares of the company on BSE.

In December representatives of the management made some transactions with shares of the company on BSE.

2. Risk reduction and Financial instruments

The functional currency of the Company is BGN. Most of the deals on the external market are conducted in EURO, which minimizes the currency risk. The contracted terms with the clients and suppliers give the Company the possibility not to be dependent on financial instruments such as hedging.

Having in mind the volatility of the prices of raw materials and the risk to the operating profit, the management works for increasing incomes and controls strictly the expenses and the cash flows and tries to optimize them. Negative impact on the financial costs has the devaluation of the British pound. Possible unfavorable circumstances for Herti UK could arise as a result of the Brexit.

3. Information on the transactions between the Company and related parties

For the period 01.01- 31.12.2016, the Company has realized the following transactions with related parties:

Related party	Transaction	Amount (in thousand BGN)

Herti Group International	Sales of product	2 148
Herti UK	Sales of product	3 523
Herti France	Sales of product	5 372
Herti Germany	Sales of products	1 092
TIHERT JSC	Services sales	119
Timshel OOD	Service sales	2
Raifen OOD	Service sales	2
Herti UK	Transport and commission services	31
Herti France	Expenses	1
Herti Germany	Purchasing of fixed assets	3
Herti Germany	Commission services	1
IGM Holding	Expenses	7
IGM Holding	Purchasing of fixed assets	33
Timshel OOD	Rent	78
TIHERT JSC	Purchase of spare parts	424
TIHERT JSC	Fixed assets manufacturing	574
TIHERT JSC	Maintaining services	172
Raifen OOD	Transport services received	648

4. There are no new considerable and important receivables or payables arisen for the period.

5. Responsibility of the Management

The management confirms that the financial statement for the fourth quarter of 2016 gives a fair and complete view of the financial position of the company and the risks it faces.

17 January 2017

Chief Executive Officer:

Zahari Zahariev

HERTI JSC**Income statement**

For the fourth quarter of 2016

In thousands of BGN

	31.12.2016	31.12.2015
Revenue	32 838	30 959
Other income	3 412	3 715
Carrying amount of materials and goods sold	-1 370	-2 216
Increase/(decrease) of inventories of finished goods and work in progress	-205	136
Capitalised expenses		
Expenses for materials	-20 773	-20 781
Hired services	-2 701	-2 587
Depreciation and amortisation	-2 244	-2 496
Personnel expenses	-6 119	-4 725
Other operating expenses	-1 277	-683
Finance income	0	56
Finance expenses	-829	-750
Profit before tax	732	628
Income tax expense		-30
Profit for the period	732	598

HERTI JSC**Balance sheet**

As at 31 December 2016

In thousands of BGN

	31.12.2016	31.12.2015
Assets		
Property, plant and equipment	21 880	20 026
Intangible assets	480	605
Investments	336	336
Total non-current assets	22 696	20 967
Related parties receivables	3 248	3 526
Inventories	5 830	5 515
Trade and other receivables	7 166	7 313
Cash and cash equivalents	532	303
Total current assets	16 776	16 657
Total assets	39 472	37 624
Equity		
Issued capital	12 014	12 014
Premium of issued capital	29	29
Reserves	609	549
Retained earnings	1 983	1 311
Total Equity	14 635	13 903
Liabilities		
Interest bearing loans and finance lease	10 514	8 979
Deferred tax liabilities	861	861
Other non-current liabilities	198	198
Financing	2 238	2 328
Total non-current liabilities	13 811	12 366
Related party payables	280	212
Interest bearing loans and finance lease	5 417	5 308
Taxes payable		5
Trade and other payables	5 090	5 444
Financing	239	386
Total current liabilities	11 026	11 355
Total liabilities	24 837	23 721
Total equity and liabilities	39 472	37 624

HERTI JSC**Change in equity**

For the period ended 31 December 2016

In thousands of BGN

	Authorised Capital	Reserves	Additional Reserves	Premium of issued capital	Retained Earnings	Total
Balance at 1 January 2015	12 014	105	382	29	927	13 457
Current net profit/loss	-				598	598
Transform of liabilities to reserves		62			-62	0
Other income					-152	-152
Balance at 31 December 2015	12 014	167	382	29	1 311	13 903
Balance at 1 January 2016	12 014	167	382	29	1 311	13 903
Current net profit/loss	-		-			0
Retained earnings					732	732
Other changes/ reserves		60			-60	0
Balance at 31 December 2016	12 014	227	382	29	1 983	14 635

HERTI JSC**Cash flow**

For the fourth quarter of 2016

In thousands of BGN

	01.01-31.12.2016	01.01.-31.12.2015
Cash flows from operating activities		
Cash receipts from customers	36 418	33 927
Cash paid to suppliers	-27 770	-27 393
Net cash flow for salaries and wages of personnel	-6 224	-4 930
Income taxes paid /received	1 000	712
Other income/payment from operating activities	-253	-107
Cash from operating activities	3 171	2 209
Cash flows from investing activities		
Acquisition of property, plant and equipment	-4 337	-3 101
Proceeds from non-current assets	88	107
Investment in daughter companies	43	0
Cash receipts from financing	0	1 767
Cash from investing activities	-4 206	-1 227
Cash flows from financing activities		
Loans received	3 931	3 244
Repayment of borrowings	-2 034	-3 338
Payment of finance lease liabilities	-280	-346
Interest paid	-353	-463
Transactions costs		
Other financing activities		
Cash from financing activities	1 264	-903
Net increase in cash and cash equivalents	229	79
Cash and cash equivalents at 1 January	303	224
Effect of change of currency exchange rate on cash held		
Cash and cash equivalents at the end of the period	532	303