

# CONSOLIDATED FINANCIAL STATEMENTS

AS OF DECEMBER 31, 2016

(Unofficial translation of the original in Bulgarian)

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Name of the Company: Unified Identification Code: Registered Office: Web: Telephone / Contacts: E-mail:

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#### CONSOLIDATED ANNUAL REPORT ON THE ACTIVITY

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# 1. Group's Profile

FILKAB AD (Parent company) is a joint-stock company, registered by decision of the Plovdiv District Court under company file № 2189/1999 and is entered in the Trade Register of the Registry Agency. Main activity of the Parent company and its subsidiary entities (the Group) is trade in cables and wires, electrical and automation equipment, medium-voltage electrical equipment, cable accessories, lighting fixtures, and electrical installation materials. The Group designs and manufactures lighting fixtures, electrical LV-switchboards, complete distribution systems 24kV, concrete complete transformer substations (CCTS).

In the country and the region the Parent company is a leader with its main activity – trade in cables and wires, electrical and automation equipment, medium-voltage electrical equipment, cable accessories, lighting fixtures, and electrical installation materials.

FILKAB Group offers engineering services and performs overall activities – design, manufacturing, delivery, installation, and commissioning of complete electrical and automation projects, lines and facilities; designs and manufactures lighting fixtures, electrical LV-switchboards, complete distribution systems 24kV, concrete complete transformer substations (CCTS); builds substations 110kV and 400kV, cogeneration systems, etc. (alone or through its subsidiary company Engineering EAD).

Among the clients and partners of the Group, there are companies operating in the sphere of electricity generation, transmission and distribution, of the telecommunications sector, companies performing electrical installation, construction, and trade activities, etc. Among those of particular importance are investors and general contractors of substantial and key projects, Bulgarian investors from small and medium-sized businesses, state companies and public associations.

In 2015, Filkab AD completed the process of substantial structural change by separataing the production and design activities in two subsidiaries:

- Engineering EAD, which performs the design, manufacturing, supply, installation and commissioning of complete electrical and automation projects, as well as the design and manufacturing of metal cabinets, lighting fixtures, electrical LV-switchboards, complete distribution systems 24kV, and concrete complete transformer substations;
- FILKAB Solar Ltd., which offers engineering services, supply and construction of photovoltaic (PV) systems in various configurations connected to the grid, autonomous and hybrid, as well as for self-consumption. The systems can be ground- or building mounted on facades, on horizontal or inclined roofs.

In 2016 the subsidiary in Turkey, FİLKAB Solar Enerji A.Ş., in partnership with the Korean manufacturer of PV modules Hanwha Q CELLS Co., Ltd. (NASDAQ:HQCL), completed the work on several photovoltaic projects in the Republic of Turkey. PV power plants Yozgat 01 (5.76 MW), Yozgat 02 (5.76 MW) and Yozgat 03 (1.78 MW) are located in the villages of Yerkyoy and Sorgun, Yozgat District, and cover an area of over 250 decares. The team of FILKAB Solar Enerji A.Ş.was responsible for the supply of materials and the construction of the electrical part of the projects.

Through its subsidiaries and associated companies (Engineering EAD, FILKAB Solar Ltd., MAKKAB DOOEL – Macedonia, and FILKAB Solar Enerji A.Ş. – Turkey), as well as individually, FILKAB continues to develop actively its activities in the field of renewable energy sources (RES) not only providing equipment and services, but also as an EPC-contractor, offering turnkey solutions for big-scale PV projects in the role of EPC-contractor. So far, the Company has participated as a main contractor and/or subcontractor in a considerable number of projects regarding energy generation from PV sources in Bulgaria, Greece, Romania, Macedonia, Cyprus, and Turkey.

In the middle of 2016, the Company became the sole proprietor of the Romanian SPV (project company) SOLAR REMUS S.R.L., owner of a PV park (2160 kWp) near Giurgiu, Romania. The acquisition has helped for the restructuring of the receivable of FILKAB from APOSTOLOS BOBOLAS S.A., arising upon an agreement for construction of the photovoltaic plant, a major asset of the Romanian SPV.

The economic situation in 2017 will continue to cause changes in the industry in which FILKAB AD operates. For 2016 the GDP rate in the country was 3.6%. The economic growth model for 2016 is dominated by the export – i.e. sales abroad were the main reason for the growth during the year. That was also the main reason, to a certain extent, in 2015, FILKAB AD to establish FILKAB MIG d.o.o. – a subsidiary company in Serbia through which to operate on the Serbian market. In an effort to expand its activities on the foreign markets and to invest in neighboring countries, completed was the new commercial and warehouse centre on the territory of Macedonia, used by the subsidiary of FILKAB AD in Macedonia – MAKKAB DOOEL.

According to the forecasts of the Ministry of Finance, the GDP rate in the country for 2017–2018 will reach growth of 2.9%. In this regard, the Company should continue its activities on the diversification of offered products and services from the rapidly growing new areas – energy efficiency solutions, new efficient lighting sources and renewable energy sources: wind, water, sun, bioenergy. FILKAB AD is developing in this direction through its participation in projects as main contractor or subcontractor, thus obtaining know-how, establishing contacts and partnerships with external companies and organisations, working with research institutes, participating in joint manufacturing activities with them, applies with already completed projects for grants from Structural Funds and others.

The Company does not perform research and development activities.

#### 2. Share Capital of the Parent Company

As of December 31, 2016 the registered share capital of the Parent company is at the total amount of BGN 20 000 thousand and is distributed in 2 000 000 ordinary shares at nominal value of BGN 10 per share. Shareholders are nine individuals. In 2016 transferred were shares at nominal value from two individuals to three new shareholders, also individuals, and no new shares were issued. As of December 31, 2016, the net assets of the Group are at the amount of BGN 42 110 thousand (2015: BGN 43 316 thousand).

# 3. Group's Structure (branch network, subsidiary companies)

The Parent company has its own branch network across the country. The headquarters and the main warehouse are located in Plovdiv. In Burgas, Sliven, Varna, Sofia and Ruse, the Parent company has representations with large showrooms and warehouses, and in the towns of Veliko Tarnovo, Shumen, and Plovdiv it has its own stores as well.

The Parent company holds shares in the following companies:

№	Name of company of investment based on latest legal registration	Number of shares	Carrying amount of the investment in thousands of BGN	% of equity participation
1	ENGINEERING EAD, Plovdiv	10 000	139	100.00%
2	FILKAB SOLAR LTD, Plovdiv	3 500	35	70.00%
3	MAK KAB DOOEL, Macedonia	600 000	1 168	100.00%
4	FILKAB DISTRIBUTIE SRL, Romania	88 000	1 222	71.4%
5	FILKAB SOLAR ENERJI A.Ş., Turkey	100 000	71	100.00%
6	FILKAB MIG DOO, Serbia	5 000	50	51.00%
7	GESPRO GREEN ENERGY S.R.L., Romania	100	1	100.00%
8	SOLAR REMUS S.R.L., Romania	1000	4	99.80%
9	FILKAB SUN S.R.L., Romania	99	0,4	99.00
10	OTHER	-	7	4.00%-5.00%
Total: 2 69				

## 4. Parent Company Management Bodies Information

Management bodies of the Parent company are the General Meeting of Shareholders and the Board of Directors (BoD). The Parent company is represented by an Executive Director.

As of December 31, 2016, the Board of Directors of the Parent company consists of seven members, as follows:

- 1. Nikola Todorov Avramov, Chairman of the BoD;
- 2. Ivan Stoykov Kukov, member of the BoD;
- 3. Vasil Nikolov Madanski, member of the BoD;
- 4. Rumen Hristov Tsankov, member of the BoD;
- 5. Margarit Stefanov Georgiev, member of the BoD;
- 6. Lachezar Manolov Manolov, member of the BoD;
- 7. Atanas Ivanov Tanchev, member of the BoD Executive Director.

The operational management of the Parent company is carried out by:

- 1. Executive Director;
- 2. Department Directors;
- 3. Unit Managers;
- 4. Analytical Specialists and Administration.

The activity of the Parent company is divided into the following three areas:

- 1. Trade activity which is of key importance to the company and is 82% of the total volume;
- 2. Project activity in 2016 it covers 18% of the total volume;
- 3. General operations.

#### 5. Financial Position of the Group

	December 31,	December 31,	Change
	2016	2015	
Revenue	72 511	74 167	-2.2%
Profit/(loss) from operating activities, net	686	770	-10.9%
Assets	82 667	81 297	1.7%
Liabilities	40 557	37 981	6.8%
Equity	42 110	43 316	-2.8%
Current assets	49 611	53 627	-7.5%
Current liabilities	37 039	35 585	4.1%
Current liquidity ratio (current assets/current liabilities)	1.34	1.51	-11.3%
Quick ratio (receivables+cash/current liabilities)	0.53	0.67	-20.9%
Capital utilization	51.00%	53.00%	-3.8%
Return on assets (net income/assets)	1.00%	1,00%	0.0%
Equity profitability (net profit/equity) ratio	2.00%	2.00%	0.0%
Equity to debt ratio (equity/equity+liabilities)	0.51	0.53	-3.8%
Debt to equity ratio (equity+liabilities/equity)	1.96	1.88	4.3%
Assets turnover	0.88	0.91	-3.3%
Working capital, net	12 572	18 042	-30.3%
Profit margin (net profit/ net revenue)	0.01	0.010	0.00%

#### 6. Financial Instruments, Financial Risk Management

The Company's activities expose it to a variety of financial risks – market risk (comprising currency risk, interest rate risk and price risk); credit risk and liquidity risk. The Company does not use derivative financial instruments to manage financial risks.

#### Market risk

#### Currency risk

The Company performs transactions denominated in foreign currency primarily originated in EUR. As the EUR is fixed to the Bulgarian Lev, the Company is not exposed to currency risk. Taking into account the low volume of foreign currency transactions, the risk is minimal.

#### Interest rate risk

As the Company has no significant interest bearing assets, the incomes and operating cash flows of the Company are independent from changes in market interest rates. Financial instruments that potentially expose the Company to interest rate risk are primarily the bank loans and finance lease contracts. As the contracted interest rate of the utilized loans is with a fixed markup over EURIBOR, the Company is potentially exposed to cash flow risk.

#### Price risk

The Company does not own any assets, the prices of which are dependent on the international market prices, so it is not exposed to price risk.

#### Credit risk

Financial assets that potentially expose the Company to credit risk are primarily its trade receivables. The Company has a significant concentration of credit risk in certain clients. Basically, the Company is exposed to credit risk, in case the clients do not meet their payment obligations. The Company's policy is directed to sales of goods on deferred payment to customers having favorable credit reputation, based on assessment of the customer's credit history and creditworthiness, expected sales volumes to the client, client's reputation, reference from contactors and others. For clients on deferred payment credit limits are defined, within which the clients are entitled to purchase goods on deferred payment. The credit limits are monitored by the Company's trade directorate on an ongoing basis.

#### Liquidity risk

Liquidity risk is the risk that the Company may have difficulties in paying its financial obligations. To manage this risk the Company's management keeps an optimal level of quick liquid assets (cash and receivables), as well as the potential opportunity to demand additional credit line.

#### 7. Future Development Prospects for the Group

Maintaining and expanding the Group's positions on the markets can be achieved by focused work in the following areas:

- 1. Identifying new potential customers in and out of the country. Attracting new loyal customers, as well as keeping the current ones;
- 2. Increasing sales through large construction and engineering companies and organisations. Cooperation and joint participation in the implementation of infrastructure and energy projects (water treatment plants, energy projects, new renewable energy sources, reconstruction of railway and public infrastructure, etc.);
- 3. Maintaining consistent policy with trade companies, loyal to the Group and positioned in key regions, and taking targeted action to assist them;
- 4. Research, establishment of initial contact and initiation of regular deliveries to investors and contractors in projects financed under the Operational Programmes of the European Structural Funds;
- 5. Validating a new organisational structure and increasing the efficiency of business processes by fully exploiting the opportunities of the new ERP-system to gain competitive advantage in our business sphere;
- 6. Work permanently on the discovery and implementation of new products and solutions in the trade activities with high profit margins, outstripping competitors on the market;
- 7. Expanding the region presence of the Group.

#### 8. Environment Protection and Healthy and Safety Working Conditions

The Group has implemented an integrated system for management of quality, environment and healthy and safety working conditions for which the Parent company has the following certificates: ISO 9001:2008; ISO 14001:2004 and BS OHSAS 18001:2008, issued by the Bureau Veritas Certification. In May 2017 the Parent company had a recertification under the new standards ISO 9001:2015; ISO 14001:2015.

#### 9. Disclosure of information pursuant to the Commerce Act

In 2016 Filkab AD has no contracts under Art. 240b of the Commerce Act..

As of December 31, 2016, members of the Board of Directors posses Company's shares, as follows:

- Ivan Stoykov Kukov 433 000 shares;
- Rumen Hristov Tsankov 433 000 shares;
- Lachezar Manolov Manolov 300 000 shares:
- Vasil Nikolov Madanski 80 000 shares;
- Margarit Stefanov Georgiev 80 000 shares;
- Nikola Todorov Avramov 45 000 shares.

In 2016 members of the Board of Directors have transferred the following number of shares:

- Vasil Nikolov Madanski 309 000 shares;
- Margarit Stefanov Georgiev 320 000 shares.

As at December 31, 2016 the participation of members of the Board of Directors in companies as general partners, having more than 25 percent of the capital of another company, as well as their participation in the management of other companies or cooperatives as procurators, managers or members of management bodies is, as follows:

- Ivan Stoykov Kukov "Kukov and Co" EOOD participation in the capital with more than 25% and Managing Director;
- Rumen Hristov Tsankov "Filkom 4" EOOD participation in the capital with more than 25% and Managing Director;
- Lachezar Manolov Manolov "Nilex 2" Ltd. participation in the capital with more than 25% and Managing Director;
- Vasil Nikolov Madanski "Electrum" EOOD participation in the capital with more than 25%:
- Margarit Stefanov Georgiev "Fenix Sporting Goods" Ltd. participation in the capital with more than 25% and Managing Director;
- Atanas Ivanov Tanchev "Electro Ins" Ltd. participation in the capital with more than 25% and Managing Director, "Engineering" EAD member of the Board of Directors.

# 10. Events after the date of preparation of the annual financial statements

As at the date of preparation of these consolidated financial statements, renegotiated were the maturity terms for repayment of revolving credit lines from three Bulgarian banks at total limit of EUR 23 427 thousand from February - May 2017 to February - May 2018.

#### 11. Management Responsibilities

Management acknowledges that an adequate and consistent accounting policy has been applied and that the financial statements as of December 31, 2016 are prepared following the prudence principle in the valuation of assets, liabilities, income and expenses. Management is responsible for the accuracy of its books of account, for the safekeeping of assets and for the prevention and detection of fraud and other errors.

Atanas Tanchev Executive Director June 8, 2017 Ploydiv

# INDEPENDENT AUDITOR'S REPORT

# ANDA CONSULTING Ltd.

Audit. Consulting. Tax. Legal.

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This document is a translation of the original in Bulgarian, in case of divergence the Bulgarian original is prevailing.

#### INDEPENDENT AUDITOR'S REPORT

To the Shareholders of FILKAB JSC

#### Report on the Audit of the Consolidated Financial Statements

#### **Opinion**

We have audited the consolidated financial statements of FILKAB JSC and its subsidiary companies (the Group), which comprise the consolidated statement of financial position as at 31 December 2016, and the consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of the Group as at 31 December 2016, and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union (EU).

#### **Basis for Opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) together with the ethical requirements of the Independent Financial Audit Act (IFAA) that are relevant to our audit of the consolidated financial statements in Bulgaria, and we have fulfilled our other ethical responsibilities in accordance with the requirements of the IFAA and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Information Other than the Consolidated Financial Statements and Auditor's Report Thereon

Management is responsible for the other information. The other information comprises the management report prepared by management in accordance with Chapter Seven of the Accountancy Act, but does not include the consolidated financial statements and our auditor's report thereon.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon, unless and to the extent explicitly specified in our report.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.



If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

#### Responsibilities of Management for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRSs as adopted by the EU and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

#### Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit.

#### We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control;
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control;
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management;
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern;
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with management regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

#### Report on Other Legal and Regulatory Requirements

#### Additional Matters to be Reported under the Accountancy Act

In addition to our responsibilities and reporting in accordance with ISAs, in relation to the management report, we have also performed the procedures added to those required under ISAs in accordance with the Guidelines of the professional organisation of certified public accountants and registered auditors in Bulgaria, i.e. the Institute of Certified Public Accountants (ICPA), issued on 29 November 2016/approved by its Management Board on 29 November 2016. These procedures refer to testing the existence, form and content of this other information to assist us in forming an opinion about whether the other information includes the disclosures and reporting provided for in Chapter Seven of the Accountancy Act applicable in Bulgaria.

# Opinion in connection with Art. 37, paragraph 6 of the Accountancy Act

Based on the procedures performed, our opinion is that:

a) The information included in the management report referring to the financial year for which the consolidated financial statements have been prepared is consistent with those consolidated financial statements.

b) The management report has been prepared in accordance with the requirements of Chapter Seven of the Accountancy Act.

AndA' Consulting Ltd.

Antoaneta Baziy

Managing Dir

June 8, 2017 Sofia

ПИОЯСКО ДРУЖЕСТВ

София

Per. № 12

Dimitar Bazlyankov Registered auditor

CONSOLIDATED
FINANCIAL STATEMENTS
AS OF
DECEMBER 31, 2016

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

	Note №	December 31, 2016	December 31, 2015
Revenue	5	72 511	74 167
Other operating income	6	357	505
Change in finished goods and work in progress		(413)	(33)
	7	(9 040)	
Materials expenses Hired services	<i>7</i> 8	` '	(9 617) (4 557)
	9	(2 352) (6 093)	(5 933)
Personnel expenses Depreciaition and amortization expenses	9 10	(1 662)	(1 854)
Cost of goods sold	11	(51 145)	(50 711)
Other expenses	12	(906)	(994)
		, ,	, ,
Finance income	13	777	1 026
Finance expenses	13	(1 108)	(1 133)
Profit before taxation		926	866
Income tax expense	14	(240)	(96)
Net profit for the period		686	770
Other comprehensive income			
Items that will not be reclassified in profit or loss			
Actuarial gains/(losses) recognised	26	. 22	(7)
Deferred taxes on actuarial gains	26	(2)	1
Effect from foreign currency recalculations of the	20	(2)	1
subsidiaries financial statements		(69)	(74)
Total other comprehensive income for the period, net		(49)	(80)
Total comprehensive income for the period		637	690
Net profit/(loss) for the period, atributable to:			
Equity holders of the Parent company		738	800
Non-controlling interest		(52)	(30)
· ·		686	770
Total comprehensive income for the period, atrib	utable to:		
Equity holders of the Parent company		689	720
Non-controlling interest	A STATE OF THE STA	(52)	(30)
	THE VAN	637	690
Approved for issuance on June 8, 2017.			18
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Atanas Tanchev Executive Director	8+00)/	Zdravko Peychev Compiler	
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(The accompanying notes from page 19 to page 64 are an integral part of these financial statements)

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION as of December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

Note №	December 31, 2016	December 31, 2015
15	32 649	27 315
16	311	246
17	7	7
	26	26
14		76
		27 670
19	29 662	29 827
		22 985
		815
		613
22		
		53 627
	82 667	81 297
28	20 000	20 000
29	9 114	9 161
	12 646	13 719
	41 760	42 880
30	350	436
	42 110	43 316
		···
23	470	
	· · ·	2 057
		28
		306
	270	300
17	2.540	3 200
	3 518	2 396
22	10.60	
		14 035
		21 517
		15
		18
27		
	37 039	35 585
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# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

Equity attributable to equity holders of the

	Parent company			Non-	Tatal assitu	
	Share capital	Reserves	Accumulated profit	Total	controlling interest	Total equity
Balance at January 1, 2015	20 000	9 241	13 010	42 251	414	42 665
Changes in equity for 2015						
Comprehensive income for the period	-	(80)	800	720	(30)	690
Acquisition of subsidiary entities		-	(91)	(91)	37	(54)
Sale of share of a subsidiary entity	-	-	_	-	15	15
Balance at December 31, 2015	20 000	9 161	13 719	42 880	436	43 316
Changes in equity for 2016						
Comprehensive income for the period	· -	(49)	738	689	(52)	637
Acquisition of subsidiary entities	-	-	(1 509)	(1 509)		(1 509)
Reserves	-	2	(2)	-	-	-
Dividend distribution	-	-	(300)	(300)	(34)	(334)
Balance at December 31, 2016	20 000	9 114	12 646	41 760	350	42 110

Approved for issuance on June 8, 2017.

Atanas Tanchev

Executive Director

иторско дружес

София

Antoaneta Ba Managing Di AndA Consul

June 8, 2017,

Zdravko Peychev Compiler

Dimitar Bazlyankov

Registered Auditor

(The accompanying notes from page 19 to page 64 are an integral part of these financial statements)

# CONSOLIDATED CASH FLOW STATEMENT

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

	December 31, 2016	December 31, 2015
A. Cash flows from operating activities (note 31)	2 946	4 609
Income taxes paid	(171)	(11)
Net cash, generated from operating activities:	2 775	4 598
B. Cash flows from investing activities		
Purchase of property, plant and equipment	(2 544)	(1 851)
Purchase of intangible assets	(42)	(4)
Proceeds from sale of property, plant and equipment	4	230
Net cash flow from a business combination (note 34)	(4)	87
Proceeds from sale of investments		15
Net cash, used in investing activities:	(2 586)	(1 523)
C. Cash flows from financing activities		
Proceeds from borrowings	2 630	5 078
Repayments of borrowings	(790)	(7 129)
Payments on a finance lease	(202)	(3)
Interest paid, net	(810)	(831)
Payables of bank charges, commissions and others	(280)	(290)
Repayments of trade loans granted	(498)	-
Proceeds on trade loans granted	-	85
Dividends paid	(279)	(448)
Interest received on trade loans	145	349
Indemnity interest paid on trade transactions	(15)	(3)
Net cash, used in financing activities:	(99)	(3 192)
Net increase/(decrease) in cash and cash equivalents for the period Foreign currency recalculations differences	90	(117) 3
Cash and cash equivalents at the beginning of the period	815	929
Cash and cash equivalents at the beginning of the period		
Cash and cash equivalents at the end of the period (note 21)	905	815
Approved for issuance on June 8, 2017.  Atanas Tanchev  Exercise 1. Atanas Tanchev	Zdravko Peychev	Sel
Antoaneta Baziana Coons Antoaneta Baziana Coons Managing Director Coons AndA Consulting Itd	Compiler  Jayanko  Dimitar Bazlyanko  Registered Auditor	
June 8, 2017, Sofia  And Consulting Itd  Per. № 128  June 8, 2017, Sofia  KOHCYNTWHI 001		

(The accompanying notes from page 19 to page 64 are an integral part of these financial statements)

NOTES TO THE
CONSOLIDATED
FINANCIAL STATEMENTS
FOR THE YEAR ENDED
DECEMBER 31, 2016

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

#### 1. Legal status and business activity

FILKAB AD (the Parent company) is a joint-stock company, registered and settled in the Republic of Bulgaria, Unified Identification Code 115328801. The seat and registered office of the Parent company is 92, Komatevsko shosse Str., Plovdiv 4004. As of December 31, 2016 shareholders in the Parent company are nine individuals.

Main activity of the Parent company and the subsidiary entities (the Group) is trade in cables and wires, electrical and automation equipment, medium voltage electrical equipment, cable accessories, lighting fixtures and electrical installation materials. The Group offers services for design and manufacture of lighting fixtures, low-voltage electrical switchboards, complete distribution systems 24kV and concrete complete transformer stations (CCTS). The Group continues to actively develop its activities in the field of renewable energy sources (RES) not only providing equipment, but also in the complete construction of photovoltaic power plants, including own development designs for constructions, invertor stations and others.

These financial statements have been approved for issuance by the management of the Group on June 8, 2017.

# 2. Basis for preparation of the financial statements and accounting principles

#### 2.1. General

These consolidated financial statements are prepared in accordance with the International Financial Reporting Standards (IFRS), issued by the International Accounting Standards Board (IASB) and the Interpretations, issued by the International Financial Reporting Interpretations Committee (IFRIC), adopted by the European Union Commission (the Commission).

During the year is adopted all new and revised IFRS of the International Accounting Standards Board (IASB), adopted by the Commission and Interpretations issued, effective for 2016 and applicable for the activities of the Company. All changes in IFRS, effective for 2016, are approved by the Commission (see note 2.1.1).

These financial statements are consolidated financial statements, prepared in accordance with the accounting and tax legislation in the Republic of Bulgaria and IFRS 10 - Consolidated Financial Statements.

These consolidated financial statements are prepared for general purpose and provide information for the financial position, results and cash flows, generated by the Group for the year ended December 31, 2016.

These consolidated financial statements are prepared on the historical cost basis.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

#### 2.1.1. Changes in IFRS

# 2.1.1.1. Standards and Interpretations effective in the current period

The following new and revised pronouncements, all of which are adopted by the EU Commission, are effective for 2016:

Standard or interpretation, date of revision and effective date	Name of the standard or interpretation	Effect on the Company's activity
Annual Improvements 2010-2012 Cycle, issued by the IASB on December 12, 2013, applicable to annual periods beginning on or after February 1, 2015	Improvements to IFRS (IFRS 2, IFRS 3, IFRS 8, IFRS 13, IAS 16, IAS 24 and IAS 38)	No effect on the Company's financial statements
Defined Benefit Plans: Employee Contributions issued on November 21, 2013, effective for annual periods beginning on or after February 1, 2015	Amendments to IAS 19	No effect on the Company's financial statements
Amendments to IAS 1 (issued on December 18, 2014), effective for annual periods beginning on or after January 1, 2016	Disclosure Initiative	No effect on the Company's financial statements
Annual Improvements 2012-2014 Cycle, issued by the IASB on September 25, 2014, applicable to annual periods beginning on or after January 1, 2016	Improvements to IFRS (IFRS 5, IFRS 7, IAS 19 and IAS 34)	No effect on the Company's financial statements
Amendments to IAS 27, issued on August 12, 2014, effective for annual periods beginning on or after January 1, 2016	Amendments to IAS 27: Equity Method in Separate Financial Statements	No effect on the Company's financial statements
Amendments to IAS 16 and IAS 38, issued on May 12, 2014, effective for annual periods beginning on or after January 1, 2016	Amendments to IAS 16 and IAS 38: Clarification of Acceptable Methods of Depreciation and Amortization	No effect on the Company's financial statements
Amendments to IFRS 11, issued on May 6, 2014, effective for annual periods beginning on or after January 1, 2016	Amendments to IFRS 11: Accounting for Acquisitions of Interests in Joint Operations	No effect on the Company's financial statements
Amendments to IAS 16 and IAS 41, issued on June 30, 2014, effective for annual periods beginning on or after January 1, 2016	Amendments to IAS 16 and IAS 41: Bearer Plants	No effect on the Company's financial statements
Amendments to IFRS 10, IFRS 12 and IAS 28 (issued on December 18, 2014), effective for annual periods beginning on or after January 1, 2016	Investment Entities: Applying the Consolidation Exception	No effect on the Company's financial statements

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

#### 2.1.1. Changes in IFRS (continued)

#### 2.1.1.2. Standards and Interpretations, issued by the International Accounting Standards Board (IASB), adopted by the EU Commission, not yet effective

Standard or interpretation, date of revision and effective date

IFRS 9 Financial Instruments (issued on July 24, 2014), effective for annual periods beginning on or after

January 1, 2018

IFRS 15, issued in May, 2014, effective for annual periods beginning on or after January 1, 2018

Name of the standard or interpretation

Financial Instruments -

Classification and Measurement, the standard will

supersede completely IAS 39

Revenue from Contracts with Customers - applicable to an entity's first annual IFRS financial statements for a period

beginning on or after January 1, 2017

Date of adoption by the EU Commission

December 22, 2016

September 22, 2016

#### Standards and Interpretations, issued by the IASB, expected endorsement by 2.1.1.3 the EU Commission

Standard or interpretation, date of revision and effective date

IFRS 14, issued in January, 2014, effective for annual periods beginning on or after January 1, 2016

Name of the standard or interpretation

Regulatory Deferral Accounts applicable to an entity's first

The endorsement date is yet to be determined

Endorsement is expected

The endorsement date is

yet to be determined

in H2 2017

in Q 2 2017

by the EU Commission

Status of adoption

IFRS 16, issued on January 13, 2016, effective for annual periods beginning on or after January 1, 2019

Amendments to IFRS 10 and IAS 28, issued on September 11, 2014, effective for annual periods beginning on or after January 1, 2016

Amendments to IAS 12, issued on January 19, 2016, effective for annual periods beginning on or after January 1, 2017

Amendments to IAS 7, issued on January 29, 2016, effective for annual periods beginning on or after January 1, 2017

Clarifications to IFRS 15, issued on April 12, 2016, effective for annual periods beginning on or after January 1, 2018

Amendments to IFRS 2, issued on June 20, 2016, effective for annual periods beginning on or after January 1, 2018

annual IFRS financial statements for a period beginning on or after January 1, 2016

Leases

Amendments to IFRS 10 and IAS 28: Sale or Contribution of Assets between an Investor and its Associate or Joint Venture

Amendments to IAS 12: Recognition of Deferred Tax Assets for Unrealized Losses

Amendments to IAS 7: Disclosure Initiative

Endorsement is expected in Q 2 2017

Endorsement is expected

No changes in the underlying principles of the standard, just clarify and offer some additional transition relief.

Amendments to classification and measurement of share-based payment transactions

Endorsement is expected in O 2 2017

Endorsement is expected in H 2 2017

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

#### 2.1.1. Changes in IFRS (continued)

# 2.1.1.3 Standards and Interpretations, issued by the IASB, expected endorsement by the EU Commission (continued)

Standard or interpretation, date of revision and effective date

Name of the standard or interpretation

Status of adoption by the EU Commission

Amendments to IFRS 4, issued on September 12, 2016, effective for annual periods beginning on or after January 1, 2018

Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts

Endorsement is expected

in 2017

Annual Improvements to IFRS Standards 2014-2016 Cycle, issued by the IASB on December 8, 2016, applicable to annual periods beginning on or after January 1, 2017 and January 1, 2018

Improvements to IFRS (IFRS 1, IAS 28 and IFRS 12)

Endorsement is expected

in H 2 2017

IFRIC Interpretation 22, issued on December 8, 2016, effective for annual periods beginning on or after January 1, 2018

Foreign Currency Transactions and Advance Consideration

Endorsement is expected

in H 2 2017

Amendments to IAS 40, issued on December 8, 2016, effective for annual periods beginning on or after January 1, 2018

Amendments to IAS 40: Transfers of Investment Property

Endorsement is expected

in H 2 2017

# 2.1.1.4 New and revised standards effective in the current year

The more significant changes are, as follows:

Annual Improvements to IFRSs 2010 - 2012 Cycle

The annual improvements include amendments to a number of IFRSs, which have been summarized below.

IFRS 2 Share-based Payment

The subject of the amendment is the definition of vesting condition. The amendments (i) change the definitions of 'vesting condition' and 'market condition'; and (ii) add definitions for 'performance condition' and 'service condition' which were previously included within the definition of 'vesting condition'.

Specifically,

- For "market condition", the amendment indicates that is a performance condition that relates to the market price or value of the entity's equity instruments or the equity instruments of another entity in the same group. A market condition requires the counterparty to complete a specified period of service.
- For "performance condition", the amendment specifies that the period over which the performance target is achieved should not extend beyond the service period and that it is defined by reference to the entity's own operations or activities of another entity in the same group.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

#### 2.1.1. Changes in IFRS (continued)

#### 2.1.1.4 New and revised standards effective in the current year (continued)

#### IFRS 3 Business Combinations

The subject of the amendment is the accounting for contingent consideration in a business combination. The amendment clarifies that contingent consideration should be measured at fair value at each reporting date, irrespective of whether or not the contingent consideration falls within the scope of IFRS 9 or IAS 39. Changes in fair value (other than measurement period adjustments as defined in IFRS 3) should be recognized in profit and loss. The amendment to IFRS 3 requires prospective application, i.e. entities should apply the amendment prospectively to business combinations for which the acquisition date is on or after 1 July 2014.

#### IFRS 8 Operating Segments

The subject of the amendments are the aggregation of operating segments and the reconciliation of the total of the reportable segments' assets to the entity's assets. The amendments (i) require an entity to disclose the judgements made by management in applying the aggregation criteria to operating segments, including a description of the operating segments aggregated and the economic indicators assessed in determining whether the operating segments have similar economic characteristics; and (ii) clarify that a reconciliation of the total of the reportable segments' assets to the entity's assets should only be provided if the segment assets are regularly provided to the chief operating decision-maker.

#### IFRS 13 Fair Value Measurement

The subject of the amendments are the short-term receivables and payables. The amendments to the basis for conclusions of IFRS 13 clarify that the issue of IFRS 13 and consequential amendments to IAS 39 and IFRS 9 did not remove the ability to measure short-term receivables and payables with no stated interest rate at their invoice amounts without discounting, if the effect of discounting is immaterial.

#### IAS 16 Property, Plant and Equipment and IAS 38 Intangible Assets

The subject of the amendment is the revaluation method of proportionate restatement of accumulated depreciation/amortization. The amendments to IAS 16 and IAS 38 remove perceived inconsistencies in the accounting for accumulated depreciation/amortization when an item of property, plant and equipment or an intangible asset is revalued. The amended standards clarify that the gross carrying amount is adjusted in a manner consistent with the revaluation of the carrying amount of the asset and that accumulated depreciation/amortization is the difference between the gross carrying amount and the carrying amount after taking into account accumulated impairment losses.

#### IAS 24 Related Party Disclosures

The amendments are related to key management personnel. The amendments clarify that a management entity providing key management personnel services to the reporting entity or to the parent of the reporting entity is a related party of the reporting entity. Consequently, the reporting entity should disclose as related party transactions the amounts incurred for the service paid or payable to the management entity for the provision of key management personnel services. However, disclosure of the components of compensation to key management personnel that is paid through another entity is not required.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

#### 2.1.1. Changes in IFRS (continued)

#### 2.1.1.4 New and revised standards effective in the current year (continued)

Amendments to IAS 19 Defined Benefit Plans: Employee Contributions

The amendments to IAS 19 clarify how an entity should account for contributions made by employees or third parties that are linked to services to defined benefit plans, based on whether those contributions are dependent on the number of years of service provided by the employee. For contributions that are independent of the number of years of service, the entity may either recognize the contributions as a reduction of the service cost in the period in which the related service is rendered, or to attribute them to the employees' periods of service either using the plan's contribution formula or on a straight-line basis; whereas for contributions that are dependent on the number of years of service, the entity is required to attribute them to the employees' periods of service. Retrospective application is required.

Amendments to IAS 1 Disclosure initiative

The amendments to IAS 1 give some guidance on how to apply the concept of materiality in practice.

Annual improvements to IFRSs 2012-2014 Cycle

The Annual Improvements to IFRSs 2012-2014 Cycle include a number of amendments to various IFRSs, which are summarized below.

IFRS 5 Non-current Assets Held for Sale and Discontinued Operations

The amendments to IFRS 5 introduce specific guidance in IFRS 5 for when an entity reclassifies an asset (or disposal group) from held for sale to held for distribution to owners (or vice versa). The amendments clarify that such a change should be considered as a continuation of the original plan of disposal and hence requirements set out in IFRS 5 regarding the change of sale plan do not apply. The amendments also clarify the guidance for when held-for-distribution accounting is discontinued.

IFRS 7 Financial Instruments: Disclosures

The amendments to IFRS 7 provide additional guidance to clarify whether a servicing contract is continuing involvement in a transferred asset for the purpose of the disclosures required in relation to transferred assets. Specifically,

- Servicing contracts. If an entity transfers a financial asset to a third party under conditions which allow the transferor to derecognize the asset, IFRS 7 requires disclosure of all types of continuing involvement that the entity might still have in the transferred assets. IFRS 7 provides guidance on what is meant by continuing involvement in this context. The amendment adds specific guidance to help management determine whether the terms of an arrangement to service a financial asset which has been transferred constitute continuing involvement. The amendment is prospective with an option to apply retrospectively.
- Interim financial statements. The amendment clarifies that the additional disclosure required by the amendments to IFRS 7, 'Disclosure Offsetting financial assets and financial liabilities' is not specifically required for all interim periods, unless required by IAS 34. The amendment is retrospective.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

#### 2.1.1. Changes in IFRS (continued)

# 2.1.1.4 New and revised standards effective in the current year (continued)

IAS 19 Employee Benefits

The amendments to IAS 19 clarify that the rate used to discount post-employment benefit obligations should be determined by reference to market yields at the end of the reporting period on high quality corporate bonds. The assessment of the depth of a market for high qualify corporate bonds should be at the currency level (i.e. the same currency as the benefits are to be paid). For currencies for which there is no deep market in such high quality corporate bonds, the market yields at the end of the reporting period on government bonds denominated in that currency should be used instead.

#### IAS 34 Interim Financial Reporting

The amendments clarify the requirements relating to information required by IAS 34 that is presented elsewhere within the interim financial report but outside the interim financial statements. The amendments require that such information be incorporated by way of a cross-reference from the interim financial statements to the other part of the interim financial report that is available to users on the same terms and at the same time as the interim financial statements.

Amendments to IAS 16 Property Plant and Equipment and IAS 38 Intangible Assets

The amendments to IAS 16 prohibit entities from using a revenue-based depreciation method for items of property, plant and equipment. The amendments to IAS 38 introduce a rebuttable presumption that revenue is not an appropriate basis for amortization of an intangible asset. This presumption can only be rebutted in the following two limited circumstances (i) when the intangible asset is expressed as a measure of revenue; or (ii) when it can be demonstrated that revenue and consumption of the economic benefits of the intangible asset are highly correlated.

#### Amendments to IFRS 11 Joint Arrangements

The amendments to IFRS 11 provide guidance on how to account for the acquisition of a joint operation that constitutes a business as defined in IFRS 3 Business Combinations. Specifically, the amendments state that the relevant principles on accounting for business combinations in IFRS 3 and other standards (e.g. IAS 12 Income Taxes regarding the recognition of deferred taxes at the time of acquisition and IAS 36 Impairment of Assets regarding impairment testing of a cash-generating unit to which goodwill on acquisition of a joint operation has been allocated) should be applied. The same requirements should be applied to the formation of a joint operation if and only if an existing business is contributed to the joint operation by one of the parties that participate in the joint operation.

A joint operator is also required to disclose the relevant information required by IFRS 3 and other standards for business combinations.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

#### 2.1.1. Changes in IFRS (continued)

#### 2.1.1.4 New and revised standards effective in the current year (continued)

Amendments to IAS 16 Property Plant and Equipment and IAS 41 Agriculture

The amendments to IAS 16 and IAS 41 define a bearer plant and require biological assets that meet the definition of a bearer plant to be accounted for as property, plant and equipment in accordance with IAS 16, instead of IAS 41.

The produce growing on bearer plants continues to be accounted for in accordance with IAS 41.

Amendments to IAS 27 Separate Financial Statements

The amendment to IAS 27 allows entities to use the equity method to account for investments in subsidiaries, joint ventures and associates in their separate financial statements.

The amendments focus on separate financial statements and allow the use of the equity method in such statements. Specifically, the amendments allow an entity to account for investments in subsidiaries, joint ventures and associates in its separate financial statements:

- at cost:
- in accordance with IFRS 9 (or IAS 39 for entities that have not yet adopted IFRS 9); or
- using the equity method as described in IAS 28 Investments in Associates and Joint Ventures.

The same accounting must be applied to each category of investments.

The amendments also clarify that when a parent ceases to be an investment entity, or becomes an investment entity, it should account for the change from the date when the change in status occurs.

The amendments apply retrospectively for annual periods beginning on or after 1 January 2016 with earlier application permitted.

Amendments to IFRS 10, IFRS 12 and IAS 28 Investment Entities: Applying the Consolidation Exception

The amendments clarify that the exemption from preparing consolidated financial statements is available to a parent entity that is a subsidiary of an investment entity, even if the investment entity measures all its subsidiaries at fair value in accordance with IFRS 10. Consequential amendments have also been made to IAS 28 to clarify that the exemption from applying the equity method is also applicable to an investor in an associate or joint venture if that investor is a subsidiary of an investment entity that measures all its subsidiaries at fair value.

The amendments further clarify that the requirement for an investment entity to consolidate a subsidiary providing services related to the former's investment activities applies only to subsidiaries that are not investment entities themselves.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

## 2.1.1. Changes in IFRS (continued)

#### 2.1.1.4 New and revised standards effective in the current year (continued)

Amendments to IFRS 10, IFRS 12 and IAS 28 Investment Entities: Applying the Consolidation Exception (continued)

Moreover, the amendments clarify that in applying the equity method of accounting to an associate or a joint venture that is an investment entity, an investor may retain the fair value measurements that the associate or joint venture used for its subsidiaries.

Lastly, clarification is also made that an investment entity that measures all its subsidiaries at fair value should provide the disclosures required by IFRS 12 *Disclosures of Interests in Other Entities*.

The amendments apply retrospectively.

During 2016 the Group has not elected early adoption of standards, revisions and interpretations, effective for future reporting annual periods. The Group anticipates that the adoption of these standards, amendments to the existing standards and interpretations would have no material impact on its financial statements in the period of initial application, except for IFRS 9 and IFRS 15, the impact of which has not yet been evaluated.

## 2.2. Subsidiary companies and consolidation

These financial statements are consolidated financial statements, prepared in accordance with the accounting and tax legislation in the Republic of Bulgaria. The Parent company has control over other entities, therefore pursuant to the Accountancy Act in the Republic of Bulgaria and based on IFRS 10 - Consolidated Financial Statements, it should prepare consolidated financial statements.

A subsidiary is an entity controlled by the another company. Control is presumed to exist when: (i) the investor has power over the investee; (ii) the investor is exposed, or has rights, to variable returns from its involvement with the investee and; (iii) the investor has the ability to use its power to affect its returns.

The acquisition method is applied ('purchase method') in the reporting of the subsidiaries acquisition. At their acquisition, assets and liabilities of the respective subsidiaries are measured at their fair values at the acquisition date. Any excess of the fair values of the identifiable assets and liabilities of the subsidiary over the cost of acquisition is recognized in profit or loss for the reporting period.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

#### 2.2. Subsidiary companies and consolidation (continued)

As of December 31, 2016 and 2015 the Group includes the following subsidiary companies, which financial statements are consolidated:

Subsidiary	Activity	Share as of December 31, 2016 %	Share as of December 31, 2015 %
Engineering EAD	Installation	100.00%	100.00%
Filkab Solar Ltd.	Design and construction of electrical equipment	70.00%	70.00%
Mak Kab DOO, Macedonia	Trade	100.00%	100.00%
Filkab Distribution, Romania	Trade	71.43%	71.43%
Filkab Solar Energy AS, Turkey	Design and construction of electrical equipment	100.00%	100.00%
Filkab MIG, Serbia	Trade	51.00%	51.00%
Gespro Green Energy S.R.L., Romania	Maintenance of PV park	100.00%	100.00%
Solar Remus SRL, Romania	Maintenance of PV park	99.80%	-

In 2014 two new subsidiaries Filkab Solar Ltd. and Filkab Solar Enerji A.Ş., Turkey, were registered where the Parent company has participation of 100%. As of December 31, 2014 the registered share capital of Filkab Solar Enerji A.Ş. is distributed into 100 000 shares with a nominal value of TRY 1 each, and from which 25% are paid in. In 2015 the registered share capital is fully paid in.

In 2015 established was a new subsidiary Filkab MIG DOO, Serbia, in which 51% of the share capital are owned by the Parent company, and acquired is the company Gespro Green Energy S.R.L. in Romania, producing solar energy, where 100% of the share capital are owned by the Parent company. Following sale of shares in the subsidiary Filkab Solar Ltd., the participation of the Parent company is reduced to 70%.

In 2016, acquired was Solar Remus SLR in Romania, producing solar energy, where 99.80% of the share capital are owned by the Parent company.

Foreign subsidiaries in the Group prepare and present their financial statements in accordance with their national accounting standards. In case of identified differences between reporting of transactions in accordance with IFRS and the applicable national standards, related consolidation adjustments and reclassifications for unification of the accounting policies are performed.

The financial statements of foreign subsidiaries are translated into the presentation currency of the Parent company in accordance with IAS 21 The Effects of Changes in Foreign Exchange Rates (see also note 2.4). For the purposes of consolidation the financial statements of the subsidiaries and the separate financial statements of the Parent company are combined on a line by line basis for assets, liabilities, equity, income and expenses.

For the purposes of consolidation eliminated are all intragroup balances as at December 31, 2016 and 2015, transactions performed within the Group, as well as intragroup profits and losses including the unrealized ones. Eliminated is the share owned by the Parent company in the share capital of the subsidiaries with the carrying amount of the investment in the respective company.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

# 2.2. Subsidiary companies and consolidation (continued)

The results of operations of the subsidiary companies, acquired or left during the respective period are included in the consolidated statement of comprehensive income since the acquisition date and to the date on when the control is lost.

Non-controlling interests, presented in the consolidated financial statements are determined in accordance with IFRS 10 Consolidated Financial Statements and present the portion of net assets of subsidiaries attributable to interests that are not owned directly or indirectly through other subsidiaries of the Parent company. Non-controlling interest as at the date of the business combination is calculated as a share of the fair values of the acquired identifiable assets and liabilities.

Profit or loss and each component of other comprehensive income are attributable to the owners of the Parent company and to non-controlling interests. Total comprehensive income is allocated to the owners of the Parent company and non-controlling interests, even if this results in a negative balance of the non-controlling interests.

Changes in the Parent company's ownership interest in a subsidiary, that do not result in losing control, are reported as equity transactions (i.e. transactions with owners in their capacity as owners). In such circumstances, the carrying amounts of the controlling and non-controlling interests are adjusted to reflect changes in their relative interests in the subsidiary. Any difference between the amount by which the non-controlling interests are adjusted and the fair value of the consideration paid or received is recognized directly in equity and attributed to the owners of the Parent company.

#### 2.3. Goodwill

Positive purchase goodwill presents the excess of the acquisition cost over the Group's share in the fair values of the identifiable assets and liabilities assumed of the acquired company at the date of the exchange transaction and is recognized as an asset. Where the acquisition cost is lower than the net assets acquired by the Group, the acquirer should reassess the identification and measurement of the identifiable assets acquired and liabilities assumed, and the cost of the business combination and should recognize immediately in the statement of comprehensive income any residual difference after the reassessment.

After its initial recognition, under the requirements of IFRS 3 Business Combinations, effective for annual periods beginning after March 31, 2004, positive goodwill is not amortized. Test for impairment is performed at the end of each reporting period.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

#### 2.4. Functional and presentation currency, and foreign currency transactions

#### Functional and presentation currency

Functional currency is the currency in the primary economic environment in which an entity operates and in which mainly generates its cash inflows and outflows. It reflects the underlying transactions, events and conditions that are relevant to the entity.

The Group prepares its financial statements in the national currency of the Republic of Bulgaria - the Bulgarian Lev, adopted by the Group as its functional currency.

These consolidated financial statements are presented in thousand Bulgarian Levs (BGN'000).

#### Foreign currency transactions

Transactions in foreign currency are initially recorded at the official rate of exchange of the respective national bank as of the date of the transaction. The foreign exchange rate differences, arising upon the settlement of these monetary positions or at restatement of these positions at rates, different from those when initially recorded, are reported in the statement of comprehensive income for the respective period.

As of December 31, 2016 and 2015 the monetary positions denominated in foreign currency are stated at the closing exchange rate of the Bulgarian National Bank (BNB). Since 1999 the Bulgarian Lev is pegged to the EURO at the rate of 1.95583 BGN/EUR. The closing exchange rate of the Bulgarian lev to the Romanian leu (new), Macedonian denar and Serbian dinar (calculated using the closing exchange rate of the Macedonian and Serbian national banks to the euro) and the Turkish lira (new) for the periods, for which these consolidated financial statements are prepared, is as follows:

Foreign currency	<b>December 31, 2016</b>	<b>December 31, 2015</b>
Romanian leu	1  RON = 0.4309  BGN	1  RON = 0.4318  BGN
Macedonian Denar	1  MKD = 0.0318  BGN	1  MKD = 0.0314  BGN
Turkish lira	1  TRY = 0.5276  BGN	1  TRY = 0.6143  BGN
Serbian dinar	1  RSD = 0.0158  BGN	1  RSD = 0.0161  BGN

#### Translation of foreign operations

Assets and liabilities of foreign operations, including positive goodwill and adjustments to fair value, arising on acquisition, are translated into Bulgarian lev at the exchange rate, effective as at the date of the financial statements. Income and expenses of foreign operations are translated into Bulgarian lev as at the date of transaction. For 2016 and 2015, in accordance with IAS 21 The Effects of Changes in Exchange Rates, an average exchange rate is used for recalculating the foreign operations results.

Exchange rate differences, arising on translation, are recognized as a separate item of equity as reserves from foreign currency adjustments, where they are reported to the disposal of the foreign operation.

For the purposes of presenting these consolidated financial statements, exchange differences arising on a monetary item, that is essentially a part of the net investment of the reporting entity in a foreign operation, are initially recognized as a separate item in equity and are reported as profit or loss after the disposal of the net investment.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

# 2.5. Accounting estimates and reasonable assumptions

The preparation of the financial statements in accordance with the IFRS requires management to make certain accounting estimates and reasonable assumptions that affect some of the reported amounts of assets, liabilities, revenues and expenses. These estimates and assumptions are based on the best estimates of management, taking into account historical experience and analysis of all factors of significance in the circumstances as of the date of the financial statements. The actual results could differ from those estimates, presented in these consolidated financial statements (see also note 4).

# 3. Definition and valuation of the statement of financial position and statement of comprehensive income items

# 3.1. Property, plant and equipment and intangible assets

Property, plant and equipment are non-current assets that are held by the Group for use in the production or supply of goods or services, for rental to others, or for administrative purposes and are expected to be used during more than one period.

Intangible assets are identifiable non-monetary assets without physical substance.

Property, plant and equipment and intangible assets are recognized and initially carried at cost, including the purchase price, import duties and non-refundable taxes, as well as any costs directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management. After initial recognition, property, plant and equipment and intangible assets are stated at cost less accumulated depreciation and impairment loss, if any (see also note 3.2).

The aquisition cost of an item of property, plant and equipment and an intangible asset is recognized in the statement of financial position only if: (i) it is probable that future economic benefits associated with the asset; will flow to the Group; and (ii) the acquisition cost of the asset can be reliably measured.

Subsequent costs are capitalized in the carrying amount of the asset, only if they satisfy the recognition criteria mentioned above. All other subsequent costs are recognized in profit or loss for the period as incurred.

Depreciation is charged over the estimated useful lives, using the straight-line method.

The useful life of the assets is defined in terms of the asset's expected utility to the Group, and is a matter of judgment based on the experience with similar assets. The useful life of non-current assets in years is estimated, as follows:

Useful life	2016	2015
Administrative and commerce buildings	25 years	25 years
Machines and equipment	4-8 years	4-8 years
Computers and software	2 years	2 years
Transport vehicles	4- 10 years	4- 10 years
Office equipment	7 years	7 years
Intangible assets	2-7 years	2-7 years

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All amounts are in thousands of BGN, unless otherwise stated

#### 3.1. Property, plant and equipment and intangible assets (continued)

Depreciation of an asset begins in the month, following the month in which the asset is available for use and ceases at the earlier of the date when the asset is classified as held for sale, in accordance with IFRS 5 Non-current Assets Held for Sale and Discontinued Operations, and the date when the asset is derecognized.

The depreciation method applied to an asset and its estimated useful life are reviewed at least at each financial year-end, and changes are made to reflect the future usage of the asset or the expected pattern of consumption of the future economic benefits embodied in the asset. Such changes, if any, are accounted for prospectively as a change in an accounting estimate in accordance with IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors.

Land, assets under construction and fully depreciated assets are not depreciated.

#### 3.2. Impairment of property, plant and equipment and intangible assets

As of the date of preparation of the financial statements, the management of the Group reviews the carrying amounts of its property, plant and equipment and intangible assets to determine whether there is any indication for impairment of these assets. If any such indication exists, the recoverable amount of the respective asset is estimated. Where it is not possible to estimate the recoverable amount of an individual asset, the Group estimates the recoverable amount of the cash-generating unit, to which the asset belongs.

The recoverable amount is the higher of the asset's fair value less costs to sell the asset and its value in use. If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount is reduced to its recoverable amount. Impairment loss is recognized in profit or loss immediately.

Where an impairment loss subsequently reverses, the carrying amount of the asset (cash generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognized for the respective asset in prior periods. A reversal of an impairment loss is recognized in profit or loss immediately.

#### 3.3. Inventories

Inventories are assets held for sale in the ordinary course of business of the Group, in the process of production for such sale or in the form of materials or supplies to be consumed in the production process or in the rendering of services.

Inventories are stated at the lower of cost and net realizable value. Cost comprises of all costs of purchase, costs of conversion and other costs incurred in bringing the inventories in their present location and condition—transportation, customs duties and other similar costs. Net realizable value represents the estimated selling price less all estimated costs to be incurred in completing the production and selling.



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#### 3.3. Inventories (continued)

The costs on conversion of inventories include costs directly attributable to the units of production. They also include a systematic allocation of fixed and variable production overheads that are incurred in converting materials into finished goods. The costs of conversion of each product, which are not separately identifiable, are allocated between the products on a rational and consistent basis.

Upon consumption, the cost of inventories is defined by application of the weighted average cost method.

#### 3.4. Financial instruments

A financial instrument is a contract that gives rise to both a financial asset of one entity and a financial liability or equity instrument of another entity.

Financial assets and liabilities are recognized in the statement of financial position only when the Group becomes a party to the contractual provisions of the instrument. Financial assets are derecognized from the statement of financial position when the contractual rights to the cash flows from the financial asset expire, or the financial asset is transferred and the transfer qualifies for derecognition in accordance with the derecognition requirements of IAS 39 Financial Instruments: Recognition and Measurement. Financial liabilities are removed from the statement of financial position only when they are extinguished — i.e. when the obligation specified in the contract is discharged or cancelled, or expired.

On initial recognition financial assets (liabilities) are measured at fair value plus, in the case of financial assets (liabilities) not reported at fair value through profit or loss, transaction costs, which are directly attributable to the acquisition or issue of the financial assets (liabilities).

For the purposes of subsequent measurement, in the current and prior reporting periods the Group classifies the financial assets and liabilities into the following categories: trade and other receivables and financial assets and liabilities (other than those, reported at fair value through profit or loss). The classification under each category depends on the purpose and term of the respective contract.

The effective interest method is a method of calculating the amortized cost of a financial asset or a liability (or group of financial assets/liabilities) and of allocating the interest expense or interest income over the relevant period. The effective interest rate is the rate that exactly discounts the estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, a shorter period to the net carrying amount of the financial asset or liability.

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All amounts are in thousands of BGN, unless otherwise stated

# 3.4. Financial instruments (continued)

#### 3.4.1. Trade and other receivables

Trade and other receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are originated when the Group provides cash, goods or services, having no intention to trade the receivable incurred. These receivables are stated at their amortized cost, calculated based on the effective interest rate method. For current receivables, which are expected to be settled within normal credit terms, the amortized cost is approximately equal to their nominal value.

#### 3.4.2. Cash

For the purposes of cash flow presentation, cash represents cash on hand and cash in bank accounts of the Group. For the cash flow statement presentation purposes, cash receipts from customers and cash payments to suppliers are presented as their gross amounts, including value added tax (VAT).

#### 3.4.3. Impairment of financial assets

As of the date of preparation of the financial statements the Group's management assesses whether there is any objective evidence for impairment of all financial assets, except for financial assets reported at fair value through profit or loss. A financial asset is impaired if, and only if, there is objective evidence of impairment as a result of one or more events that have occurred after the initial recognition of the asset, resulting in a decrease of the estimated future cash flows. It may not be possible to identify a single, discrete event, rather than a combined effect of several events that may have caused the impairment.

#### Trade and other receivables

The Group recognizes impairment of trade receivables, whether there is objective evidence, that the Group would not be able to collect all amounts due at their maturity date. The Group considers as indications for potential impairment significant financial problems of the debtor, the probability that the debtor will be a subject to a bankruptcy procedure or non-fulfillment of the contract terms, as well as payment delay for more than 120 days after maturity date. If any of these indications for impairment occurs, the impairment loss is calculated as a difference between the carrying amount and the present value of the expected future cash flows, discounted by the original effective interest rate for similar assets. Current receivables are not discounted if the discounting effect is immaterial. Impairment is recorded by using a separate impairment account, which is shown as a reduction to receivables in the statement of financial position and the impairment expenses are stated as Other expenses in the statement of comprehensive income. If a receivable is non-collectable and there is a recognized impairment loss for it, the receivable is written off by decrease of the respective allowance account. The recovery of the loss from impairment of trade receivables is reported as a decrease of the item, in which the impairment has been previously recorded.



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All amounts are in thousands of BGN, unless otherwise stated

#### 3.4. Financial instruments (continued)

#### 3.4.4. Trade and other payables

Trade and other payables incurred as a result of purchases of goods and services, which are not classified as financial liabilities measured at fair value through profit or loss, are stated in the statement of financial position at amortized cost, calculated based on the effective interest rate. For current payables, which are expected to be settled within normal credit terms, the amortized cost is approximately equal to their nominal value.

#### 3.4.5. Borrowings

Loans are initially recorded at the fair value of the proceeds received, net of transaction costs. After initial recognition, loans are measured at amortized cost, and any difference between the initial cost and maturity cost is recognized in the profit or loss over the loan period, using the effective interest rate method. If no transaction costs have been incurred in negotiating an interest bearing loan, the loan is not subject to amortization. This also applies to bank overdrafts, where the borrower is entitled to multiple utilizations or repayments of the borrowed funds within a pre-determined overdraft limit.

Finance costs, including direct issue costs are included in profit or loss, using the effective interest rate method, except for transaction costs on bank overdrafts, which are recognized in profit or loss on a straight line basis over the overdraft period.

Loans are classified as current liabilities, unless the Group has an unconditional right to defer repayment of the liability for at least twelve months after the end of the reporting period.

#### 3.4.6. Factoring

The Group performs transactions for assignment of trade receivables to a third party, which is a specialized factoring company (factor). Essentially these transactions are factoring of trade receivables with right of recourse.

The Group does not derecognise these financial assets until the cash flows from the end customer are not received, as not all risks and rewards, related to the trade receivables are transferred along with the transfer of the financial assets. Under the terms of the contract with the factor, the Group also recognizes financial liabilities, related to the fees and commissions. These liabilities are recognized at their fair value, as they are not subject to subsequent revaluation due to their short-term nature.

Upon receipt of the cash flows by the factor, the cash flows received are recorded as a current liability. Upon receipt of the cash flows related to trade receivable from the factor, the trade receivable is written off against the financial commitment to factor.

Trade receivables, that are a subject of the factoring agreement, are subsequently measured at their amortized cost.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

## 3.4. Financial instruments (continued)

### 3.4.7. Share capital

The share capital of the Group is presented at historical cost as of the date of its registration.

# 3.5. Deferred income and prepaid expenses

In the statement of financial position of the Group deferred income and prepaid expenses comprise income and expenses that are prepaid in this period, but refer to future reporting periods - government grants (see also note 3.10), guarantees, insurance, subscriptions, rents and others.

### 3.6. Income tax

Income tax expense comprises of current income tax and deferred tax.

The tax currently payable is based on the taxable profit (tax loss) for the period, by the application of the effective tax rate according to the tax legislation as of the date of the financial statements. Deferred tax is the income tax expected to be payable (recoverable) on taxable (deductible) temporary differences. Temporary difference is the difference between the carrying amount of an asset or liability and the corresponding tax basis.

Deferred income taxes are calculated using the balance sheet liability method. Deferred tax liabilities are recognized for all taxable temporary differences, whereas deferred tax assets are recognized for deductible temporary differences, only to the extent that it is probable that sufficient taxable profit will be generated by the Group against which the deductible temporary difference can be utilized.

Deferred tax assets and liabilities are calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset realized, based on the information available for the Group at the date of preparation of the financial statements. Deferred tax is recognized in profit or loss, except when it relates to items reported as other comprehensive income, in which case the deferred tax is also reported as other comprehensive income.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that the Group might recover the assets.

Deferred tax assets and liabilities are reported net when they are subject to a unified tax regime.

In accordance with the tax legislation enforceable for 2016 and 2015, the tax rate applied for the calculation of the current tax liabilities of the Group is 10%. The enforceable for 2017 tax rate of 10% is applied in the calculation of the amount of deferred tax assets and liabilities as of December 31, 2016. Pursuant to the requirements of the tax legislation for 2016, incomes of the subsidiaries abroad are taxed as follows: Macedonia - 10%; Romania - 16%; Turkey - 20%; Serbia - 15%.

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### 3.7. Leasing

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee.

Assets held under finance leases are recognised at the lower of the present value of the minimum lease payments and their fair value at the date of acquisition. The corresponding liability to the lessor is included in the statement of financial position of the Group as a finance lease obligation. Lease payments are allocated between principal and interest, so as to achieve a constant interest rate over the remaining liability on the principal. Interest is recognized in profit or loss.

For assets acquired under finance leases depreciation expense is recognized as the Group's policy regarding depreciation of assets acquired under leases, is no different from the policy for other depreciable assets, owned by the Group.

Leases, whereas a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases.

Rental costs under operating lease contracts, net of any incentives received by the lessor, are recognized in profit or loss on a straight line basis over the term of the respective lease contract.

## 3.8. Employee benefits

### Defined benefit plans

The governments of the respective countries where the Group operates, are responsible for the security of pensions under defined benefit plans. The entities within the Group have an obligation to transfer monthly installments under these plans for all employees at an amount and over a sum defined in the local regulations, and the contributions are recognized in the income statement at the time of their incurrence. According to all local legislations a guiding principle is the principle of accrual, not the effective salaries payment.

### Unused paid annual leaves accruals

According to the legislations in the countries, where the Group has established subsidiaries, the unused paid leave during the year can be used in subsequent reporting periods. Therefore, as of the balance sheet date the Group recognizes as a liability the undiscounted amount of the estimated expenses for unused paid annual leaves, expected to be paid to employees in future reporting periods with respect of their past service.

As of the end of each reporting period the Group recognizes as a liability the undiscounted amount of the estimated expenses for unused paid annual leaves, expected to be paid to employees in future reporting periods with respect of their past service.

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# 3.8. Employee benefits (continued)

### Retirement benefits

Legal provisions regarding retirement benefits are different for the countries, where the Group operates. Upon termination of an employee labour contract at retirement in some of the countries, the Group is liable to indemnify the respective employee to certain amount depending on the employee's experience within the Group.

Considering that the average age of employees of the subsidiaries abroad is far from retirement age, and taking into account the conventional staff turnover, management has assessed that the eventual impact of the retirement benefits expenses would have been insignificant. Resulting this assessment, and due to the high uncertainty and remoteness in time, accruals for employee retirement benefits are not recognized in these consolidated financial statements of the Group.

Pursuant the provisions of the Labour Code (LC) enforceable in the Republic of Bulgaria, in these consolidated financial statements provisions are accrued only for the Parent company and for a subsidiary in Bulgaria regarding an employee labour contract termination at retirement. Retirement benefits are at the amount of two gross salaries, if the employee's experience is less than ten years, or six gross salaries, if the employee's experience in the companies is over ten consecutive years.

In accordance with the requirements of IAS 19 Employee benefits, the Group recognizes a retirement benefits liability, which is determined estimated by a licensed actuary using the Projected Unit Credit Method. The current service costs and the interest on the obligation are recognized in profit or loss, and the actuarial gains and losses from adjustments based on experience and changes in the actuarial assumptions are charged or credited directly to equity, in reserve for actuarial recalculations, in the period, in which they arise. The subsequent changes in the reserve for actuarial recalculations are transferred directly in the retained earnings.

The past service costs are recognized as an expense on a straight line basis over the average period, until the benefits become vested. To the extent that the benefits are already vested, immediately following the implementation of or after changes in the retirement benefits plan, the Group recognizes the past service cost immediately.

The amount of the retirement benefits obligation, reported in the statement of the financial position represents the present value of the defined benefits obligation.

According to the requirements of the LC in the Republic of Bulgaria, on early retirement due to disability, the employees are entitled to benefits amounting to two gross monthly salaries, provided that their length of service is at least five years, and they have received no other such benefits during the last five years of service.

### 3.9. Provisions

Provisions are recognized in the statement of financial position when the Group has a present obligation (legal or constructive) as a result of past events, it is probable that a flow of resources embodying economic benefits will be required, to settle the obligation. Where the effect of the time value of money is material, provisions are discounted using a current pre-tax discount rate that reflects, where appropriate, the risks specific to the liability.

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### 3.10. Government grants

Government grants, (financing, government grants), are assistance by the government, government agencies and similar bodies in the form of transfers of resources to a company in return for future compliance with certain conditions relating to the operating activities of the company. Government grants may be (i) related to assets and (ii) related to income.

Government grants are recognized when there is reasonable assurance that: (i) the company will comply with the conditions attaching to them; and (ii) the grants will be received.

The government grants received by the Parent company are related to assets and the main condition is to purchase, produce or acquire in other manner property, plant and equipment and intangible assets.

Government grants, related to assets are presented in the statement of financial position as deferred income, that are recognized as income on a systematic and rational basis over the useful life of the acquired assets.

The government grants received by a subsidiary are related to income, intended to offset expenses on production of green energy and are recognized in profit or loss for the period, when they fall due.

### 3.11. Revenue and expenses recognition

Revenues and expenses are accrued when they arise, regardless of the cash receipts and payments. They are reported in compliance with the matching concept.

Revenues are carried at the fair value of the consideration received or receivable, less any discounts allowed by the entity.

Revenue is recognized when the amount of the revenue can be reliably measured and it is probable that future economic benefits will flow to the Group as a result of the transaction, and when all specific criteria for revenue recognition are met. It is considered that the amount of the revenue is not reliably measured until all contingencies related to the contract are dealt. The Group shall exercise judgment regarding the criteria for recognition of revenue based on its previous experience and the substance of each transaction and the class of each client.

## Sales of goods

The revenue from sales of goods is recognized when the following conditions have been met:

- The significant risks and rewards of the ownership over the goods are transferred to the buyer;
- The Group has not retained a continuing involvement and effective control over the management of the goods, which usually relates to the ownership of the goods;
- It is possible in the event of the transaction, the Group to receive economic benefits;
- The income and expenses directly attributable to the transaction can be reliably measured.

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# 3.11. Revenue and expenses recognition (continued)

### Income from services

Revenue, associated with a transaction involving the rendering of services, is recognized by reference to the stage of completion of the transaction at the end of the reporting period. Revenue recognition by reference to the stage of completion of the transaction is called the percentage of completion method, whereby revenue is recognized in the accounting period in which the services are rendered. In case the outcome of the transaction cannot be reliably measured, revenue is recognized to the extent the expenses incurred are recoverable.

### Interest income and dividends

Interest income is accrued by application of the effective interest rate method over the outstanding principal.

Dividend income is recognized, when the Group's rights to receive payment is established.

## Expenses

Expenses are recognized in the profit or loss, when a decrease of future economic benefits arise, regarding decrease of an asset or increase of a liability, which can be reliably measured.

When the economic benefits are expected to incur during more than one financial period and the corresponding revenue cannot be measured precisely but only indirectly, the expenses shall be recognized based on procedures for rational and systematic allocation.

### Interest expenses

Interest expenses are recognized in the period when they arise and are based on the outstanding principle and the applicable effective interest rate.

### Other income/expenses

Profit/(loss) from sale of property, plant and equipment is presented as other income/(expenses).

Compensations from third parties regarding impairment or loss of property, plant and equipment, are recognized in profit or loss, when such compensations become payable.

# 3.12. Comparative information for the current and previous reporting period

For comparative information purposes, some items from the previous reporting period have been reclassified.

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All amounts are in thousands of BGN, unless otherwise stated

### 3.13. Financial risk assessment and management

### 3.13.1. Financial risk factors

The Group's activities expose it to a variety of financial risks – market risk (comprising currency risk, interest rate risk and price risk); credit risk and liquidity risk. The Group does not use derivative financial instruments to manage financial risks.

#### 3.13.2. Market risk

### Currency risk

The Group performs transactions denominated in foreign currency primarily originated in EUR. As the EUR is fixed to the Bulgarian Lev, the Group is not exposed to currency risk.

### Interest rate risk

As the Group has no significant interest bearing assets, the incomes and operating cash flows of the Group are independent from changes in market interest rates. Financial instruments that potentially expose the Group to interest rate risk are primarily the bank loans and finance lease contracts. As the contracted interest rate of the utilized short-term loans is floating, based on EURIBOR or SOFIBOR, plus a markup, the Group is potentially exposed to cash flow risk, while the utilized long-term loans are with a fixed markup, the Group is potentially exposed to fair value risk.

If the interest rates on the loans with floating interest rate during 2016, had been 1% higher/(lower) with all other variables held constant, the financial result after taxes would have been BGN 254 thousand lower/higher (2015: BGN 236 thousand).

## Price risk

The Group does not own any assets, the prices of which are dependent on the international market prices, so it is not exposed to price risk.

### 3.13.3. Credit risk

Financial assets that potentially expose the Group to credit risk are primarily its trade receivables. The Group has no significant concentration of credit risk in certain clients. Basically, the Group is exposed to credit risk, in case the clients do not meet their payment obligations. The Group's policy is directed to sales of goods on deferred payment to customers having favorable credit reputation, based on assessment of the customer's credit history and creditworthiness, expected sales volumes to the client, client's reputation, reference from contactors and others. For clients on deferred payment credit limits are defined, within which the clients are entitled to purchase goods on deferred payment. The credit limits are monitored by the Parent company's trade directorate on an ongoing basis.

### 3.13.4. Liquidity risk

Liquidity risk is the risk that the Group may have difficulties in paying its financial obligations. To manage this risk the management maintains an optimal level of quick liquid assets (cash and receivables), as well as the potential opportunity to demand additional credit line. The Group aims to make precise cash flow forecasts, which contributes to the effective management of the liquidity risk.

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# 3.13. Financial risk assessment and management (continued)

## 3.13.4. Liquidity risk (continued)

The Group's financial liabilities as at the end of the reporting period, are stated in the table below, classified according their contracted maturity. The amounts reported are the contracted non-discounted cash flows. The amounts due within twelve months after the end of the reporting period are approximately equal to their carrying amount, as the discounting effect for them is insignificant.

	Over 1 year	Up to 1 year
December 31, 2016		
Borrowings (note 24)	3 324	23 963
Finance lease liabilities (note 25)	218	119
Trade and other payables (note 23)	470	12 870
Total	4 012	36 952
December 31, 2015		
Borrowings (note 24)	2 705	21 888
Finance lease liabilities (note 25)	29	19
Trade and other payables (note 23)		12 770
Total	2 734	34 677

# 3.14. Capital risk management

The primary goal of the Group in capital risk management is to maintain the share capital level in such limits, so that the Group could maintain its normal activities on a going concern basis, as well as to provide returns to its owners.

The capital structure is measured by the gearing ratio, which is a ratio between the net debt and equity. The net debt is calculated as the difference between interest bearing loans and finance lease obligations on one side and cash on the other side. The gearing ratio shows the extent to which the Group finances its activities with equity or with borrowings.

	December 31,	December 31,
	2016	2015
Borrowings (note 24)	25 417	23 574
Finance lease liabilities (note 25)	317	43
Cash and cash equivalents (note 21)	(905)	(815)
Net debt	24 829	22 802
Equity	42 110	43 316
Gearing ratio	0.590	0.526



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All amounts are in thousands of BGN, unless otherwise stated

## 3.15. Estimates of fair value

Fair value of financial instruments that are not traded on an active market, is determined based on valuation techniques. To determine the fair value of some instruments the discounted cash flows method is applied. The fair values of current trade receivables and liabilities is assessed to be close to their nominal values, as the discounting effect for them is insignificant (see notes 20, 23 and 24).

# 4. Critical accounting judgments and sources of estimation uncertainty

The application of the adopted accounting policy requires the Group's management to apply certain accounting estimates and assumptions, which have significant effect on the financial statements. Such judgments rarely are equal to the actual results. Due to their nature the estimations are permanently reviewed and updated taking into account historical experience and analysis of all factors of significance, including expected future events, which the management believes are appropriate given the factual circumstances.

# Retirement benefits obligation

Retirement benefits obligation is determined on the basis of actuarial valuation. This valuation requires certain assumptions about discount rates, future salary increases, staff turnover and mortality rates to be made. Due to the long term nature of the personnel benefits on retirement, these assumptions are subject to considerable uncertainty. As of December 31, 2016, the Parent company's defined benefits obligation is at the amount of BGN 270 thousand (2015.: BGN 306 thousand). Additional information about the defined benefits obligation is presented in note 26.

Useful lives of property, plant and equipment, and intangible assets

Financial reporting of property, plant and equipment, and intangible assets involves the use of estimates of their expected useful life and residual values, that are based on judgments by the management of the Group.

## Valuation of inventories

By the acquisition the inventories are recognized at cost comprising all costs of purchase, costs of conversion and other costs incurred in bringing the inventories in their present location and condition—transportation, customs duties and other similar costs.



for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

# 4. Critical accounting judgments and sources of estimation uncertainty (continued)

At the end of each reporting period the inventories are valued at the lower of cost and net realizable value. The net realizable value represents the estimated selling price less all estimated costs to be incurred for the completing of the conversion and sale. The assessment is performed based on the best estimate of the management for the sales prices of the inventories as at the date of preparation of the financial statements.

# Impairment of receivables

Allowance for impairment of trade receivables is recognized, whether there is objective evidence, that the Group would not be able to collect all amounts due at their maturity date. Significant financial problems of the debtor, the probability that the debtor will be subject to a bankruptcy procedure or financial reorganization, non-fulfillment of the contract terms or delay in payment are considered by the management, by the determination and classification of individual amount for impairment.

Assessment of the estimated loss from doubtful and uncollectable receivables is performed on an individual basis at the end of each financial year, depending on the overdue period. All doubtful receivables, not collected as at the date of the financial statements and for which indications for impairment existed, are impaired.

### Corporate income tax

For its activities the Group is subject to tax audits by the Bulgarian tax authorities. The Group recognizes liabilities for expected tax obligations from future tax audits on the basis of assessment of management whether additional taxes would be due for payment. When the finally payable taxes resulting from such events are different from the preliminary recorded taxes, these differences will be reported as short-term corporate income taxes payable and will affect the deferred taxes for the period in which this difference has occurred.

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All amounts are in thousands of BGN, unless otherwise stated

### 5. Revenue

	December 31, 2016	December 31, 2015
Revenue from sale of goods	59 418	58 615
Revenue from sale of finished goods	4 210	6 856
Revenue from rendering of services	8 883	8 696
Total	72 511	74 167
Revenue from sale of goods, is as follows:		
	December 31,	December 31,
	2016	2015
Cables and wires	37 714	37 509
Electrical and automation equipment	9 277	9 184
Lighting fixtures and electrical materials	5 385	5 188
Transformer substations, complete distribution systems and others	3 335	3 073
Cable accessories	2 154	2 506
Renewable energy sources	320	676
Other	1 233	479
Total	59 418	58 615
Revenue from sale of finished goods is, as follows:		
	December 31,	December 31,
	2016	2015
Electrical LV-switchboards	1 254	1 692
Construction projects	836	2 413
Concrete transformer substations	641	1 351
Other	1 479	1 400
Total	4 210	6 856
6. Other income		
	December 31, 2016	December 31, 2015
Income from financing	155	426
Surpluses of assets	60	1
Waste products	31	5
Rents	7	<b>-</b> .

For 2015 income from government grants at the amount of BGN 152 thousand relate to acquisition of assets and BGN 274 thousand relate to production of green energy. For 2016 income from government grants at the amount of BGN 155 thousand relate to production of green energy. The expenses, that are compensated with the recognized income from government grants, relating to acquisition of assets, are depreciation expenses, and the expenses related to income – operating expenses, associated with electricity production in photovoltaic parks, owned by foreign subsidiaries.

Profit from sale of property, plant and equipment and materials

Other

**Total** 

73

505

4

100

357

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# 7. Materials expenses

	December 31, 2016	December 31, 2015
Materials for the production process	8 157	8 663
Fuels	388	528
Electricity and water consumption	244	210
Materials for transport vehicles	73	51
Maintenance materials	70	75
Office materials and consumables	56	14
Safety and protective equipment	23	26
Furniture and fittings	22	34
Materials for rental and aquired non-current assets	1	8
Other	6	8
Total	9 040	9 617

## 8. Hired services

	December 31, 2016	December 31, 2015
Hired services on a subcontractor and for production process	476	1 899
Transportation	372	242
Rents	248	1 021
Repairs and maintenance	221	271
Consulting services	200	257
Advertizing and promotion	157	136
Notary and legal advisory services	154	119
Charges	153	266
Insurances	122	131
Communication	77	67
Services on aquisition and maintenance of property, plant and equipment	57	-
Personnel trainings	7	6
Other	108	142
Total	2 352	4 557

# 9. Personnel expenses

	December 31, 	December 31, 2015
Remunerations	5 236	5 038
Social security expenses	805	839
Expenses on accrued retirement benefits obligation		
(note 26)	52	56
Total	6 093	5 933

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All amounts are in thousands of BGN, unless otherwise stated

# 10. Depreciation and amortization expenses

	December 31,	December 31,
	2016	2015
Depreciation of property, plant and equipment (note 15)	1 564	1 754
Amortization of intangible assets (note 16)	98	100
Total	1 662	1 854

For 2015 depreciation and amortization expenses at the amount of BGN 152 thousand are compensated with recognized income from government grants (see also note 6).

# 11. Cost of goods sold

	December 31, 2016	December 31, 2015
Cables and wires	32 694	32 844
Electrical equipment and automation	7 970	7 732
Lighting fixtures and electrical materials	4 323	4 557
Transformer substations, complete distribution systems and others	2 806	2 993
Cable accessories	2 200	1 893
Renewable energy sources	287	614
Other	865	78
Total	51 145	50 711

## 12. Other expenses

	December 31, 2016	December 31, 2015
Business trips – in the country and abroad	255	272
Social expenses	205	220
Taxes, charges and other similar expenses	199	191
Representation expenses	64	76
Shrinkage and waste of inventory	35	75
Fines and penalties	20	30
Receivables written-off	20	3
Donations	3	5
Loss on sale of property, plant and equipment and materials	-	74
Other expenses	105	48
Total	906	994

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

# 13. Finance income and expenses

	December 31, 2016	December 31, 2015
Finance income		
Interest income from trade loans	658	522
Interest income from delayed trade payments	29	8
Interest income from deposits in bank accounts	2_	3
Total interest income	689	533
Exchage rate differences gains, net	65	57
Other income	23	436
Total	777	1 026

For 2015 other income comprise income from a cession of trade payables at the amount of BGN 419 thousand.

	December 31, 2016	December 31, 2015
Finance expenses		
Interest expenses on bank loans	812	831
Interest expenses on retirement benefits provisions (note 26)	6	6
Interest expenses on a finance lease	10_	1
Total interest expenses	828	838
Bank charges, commissions and other expenses, net	280	295
Total	1 108	1 133

## 14. Income tax

Income tax expense comprises current income tax expense and deferred income tax expense in accordance with IAS 12 Income Taxes.

	December 31, 2016	December 31, 2015
Current income tax	186	28
Income tax from previous periods	44	
Deferred tax	10	68
Total tax expense	240	96

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All amounts are in thousands of BGN, unless otherwise stated

## 14. Income tax (continued)

Net deferred tax assets arising from tax effects on the taxable and deductible temporary differences are, as follows:

	December 31, 2016	December 31, 2015
Property, plant and equipment	(37)	(39)
Accruals	<u>-</u>	(5)
Deferred tax liabilities, total	(37)	(44)
Receivables and inventory	30	42
Tax losses carried forward	30	26
Retirement benefits provisions	27	31
Provisions on personal income	9	10
Unused paid annual leaves liabilities	4	6
Deferred tax assets, total	100	115
Deferred tax assets and liabilities, to be settled net	63	76
Deferred liabilities		(5)

For 2016 deferred taxes recognized directly in equity are at the amount of BGN 2 thousand (2015: BGN 1 thousand, see also the Statement of Comprehensive Income).

The reconciliation of the tax expense to the accounting profit, and a recalculation of the effective tax rate as at December 31, 2016 and 2015 are provided in the table below:

	December 31,	December 31,
	2016	2015
Accounting profit	926	866
Income tax at the applicable tax rate of 10%	93	87
Tax effect on permanent differences	12	6
Tax effect from income from financing		(15)
Tax effect from income from participation interest	(3) .	-
Tax effect from recognized temporary differences from previous periods	(5)	
Tax effect from consolidation adjustments	68	(10)
Tax effect from tax assets unrecognized during the current period	75	28
Total income tax expense	240	96
Effective tax rate	25.92%	11.09%



for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

## 15. Property, plant and equipment

	Lands	Buildings	Machines, and equipments	Trans- port vehicles	Computers and other assets	Assets under construction	Total
Cost of acquisition							
Balance at January 1, 2015	5 380	18 524	8 559	5 352	1 815	2 866	42 496
Additions	-	38	69	166	42	1 571	1 886
Disposals	(59)	-	-	(275)	(14)	(104)	(452)
Assset from business combination Differences from foreign currency	492	221	1 934	-	-		2 692
recalculations	(2)		2			(3)	(3)
Balance at December 31, 2015	5 811	18 783	10 564	5 243	1 843	4 375	46 619
Additions	-	-	452	199	138	2 234	3 023
Disposals	-	-	(34)	(210)	(29)	-	(273)
Assset from business combination Differences from foreign currency	149	103	4 256	-		. <u>-</u>	4 508
recalculations	1	-	(1)	-	. (3)	3	-
Balance at December 31, 2016	5 961	18 886	15 237	5 232	1 949	6 612	53 877
Depreciation							
Balance at January 1, 2015	1 056	4 737	6 026	3 944	1 659		17 422
Depreciation Francisco	132	758	463	276	125	-	1 754
Depreciation from business combination	2	13	221				236
On disposal	-	-		(94)	(14)	) -	(108)
Balance at December 31, 2015	1 190	5 508	6 710	4 126	5 1 770	-	19 304
Depreciation	89	761	377	284	53	-	1 564
Depreciation from business combination	_	8	589				597
On disposal	_		(34)	(175)	(28)	) -	(237)
Balance at December 31, 2016	1 279	6 277	7 642	4 235	5 1 795	5 <b>-</b>	21 228
Carrying amount							
At January 1, 2015	4 324	13 787	2 533	1 408	3 156	2 866	25 074
At December 31, 2015	4 621	13 275	3 854	1 117	7 73	4 375	27 315
At December 31, 2016	4 682	12 609	7 595	997	7 154	6 612	32 649

Assets acquired in 2016 and 2015 include mainly buildings, machinery, equipment and transport vehicles.

The Parent company has entered into contract for a government grant with the Bulgarian Small and Medium Enterprises Promotion Agency to the Ministry of Economy, Energy and Tourism of the Republic of Bulgaria, financed through the Operational programme "Development of the competitiveness of the Bulgarian economy 2007 – 2013". In 2013 under the project on the contract the Parent company has acquired computer equipment at the amount of BGN 73 thousand, for which the financing under the government grant contract is received in 2014 (see also note 27).

Property, plant and equipment with carrying amount of BGN 18 490 thousand (2015: BGN 21 483 thousand) serve as a collateral under bank loans utilized by the Group (see also note 24).

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

## 16. Intangible assets

	Software	Other intangible assets	Total
Cost of acquisition			
Balance at January 1, 2015 Additions	646	127	773
Additions	4	<b>-</b>	4
Balance at December 31, 2015	650	127	777
Additions	31	11	42
Assets from a business combination	<u>-</u>	153	153
Balance at December 31, 2016	681	291	972
Amortization			
Balance at January 1, 2015	317	114	431
Amortization	91	9	100
Balance at December 31, 2015	408	123	531
Amortization	91	7	98
Amortization from a business combination	-	32	32
Balance at December 31, 2016	499	162	661
Carrying amount			
At January 1, 2015	329	13	342
At December 31, 2015	242	4	246
At December 31, 2016	182	129	311

As disclosed in note 15 above, the Parent company has entered into contract for a government grant under the Operational programme "Development of the competitiveness of the Bulgarian economy 2007 – 2013". In 2013 under the project the Parent company has acquired software at the amount of BGN 402 thousand, for which the financing under the government grant contract is received in 2014 (see also note 27).

## 17. Investments in entities

As at December 31, 2016 the Group holds minority interest in the capital of two Bulgarian trade companies:

	Decer	nber 31, 2016	Decem	nber 31, 2015
Company	BGN'000	Participation %	BGN'000	Participation %
Elresurs Ltd.	5	5%	5	5%
Ikem AD	2	4%	2	4%
Total	7		7	

Investments in trade companies are presented at cost of acquisition in accordance with the requirements of IAS 27, as these investments are not quoted in an active market and their fair value cannot be reliably determined.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

## 18. Financial instruments by category

As of December 31, 2016 and 2015 the Group has no financial instruments, that are reported through profit or loss.

### Financial assets

	December 31, 2016	December 31, 2015
Trade and other receivables (note 20)	17 594	22 731
Cash and cash equivalents (note 21)	905	815
Total	18 499	23 546
Tutai		

### Financial liabilities

	December 31,	December 31, 2015
	2016	2015
Trade and other payables(note 23)	13 340	12 770
Bank loans (note 24)	25 417	23 574
Finance lease liability (note 25)	317	43
Total	39 074	36 387

### 19. Inventory

	December 31, 2016	December 31, 2015
Goods	27 421	27 056
Work in progress	1 253	1 716
Materials	678	795
Finished goods	310	260
Total	29 662	29 827

At the end of 2012 a review of the net realizable value of the goods and finished products was performed, resulting in an identified excess over the cost for certain items at the amount of BGN 479 thousand, therefore impairment is charged to profit and loss for the period. In 2016 and 2015 a portion of the impairment was reversed at the amount of BGN 12 thousand and BGN 37 thousand, respectively.

As of December 31, 2016 inventories at the amount of BGN 16295 thousand (2015: BGN 15295 thousand) are pledged as a collateral on bank loans utilized by the Group (see also note 24).

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

### 20. Trade and other receivables, net

	December 31, 2016	December 31, 2015
Trade receivables, gross	16 024	21 147
Impairment	<u>-</u>	(547)
Trade receivables, net of impairment	16 024	20 600
Refundable taxes, other than income taxes	934	156
Deposits granted	532	660
Trade loans granted and interest receivables	384	718
Advances granted	312	406
Receivables from related parties (note 33)	274	212
Court receivables	61	55
Prepaid expenses	12	43
Other receivables	68	135
Total	18 601	22 985

The carrying amount of trade and other receivables, denominated in original currency is, as follows:

	December 31, 2016	December 31, 2015
Bulgarian lev (BGN)	11 690	13 354
Euro (EUR)	1 926	5 907
Romanian lei (RON)	2 373	697
Macedonian denar (MKD)	2 122	2 261
Unated States dollar (USD)	6	57
Turkish lira (TRY)	216	525
Serbian denar(RSD)	175	76
British pound (GBR)	93	108
Total	18 601	22 985

Receivables from related parties are disclosed in note 33.

Group's policy regarding the monitoring of receivables and indications for impairment is disclosed in note 3.4.3. Trade receivables, that are overdue up to 3 months after their maturity date, are not considered non-performing.

The movement of the impairment of trade receivables is, as follows:

	December 31, 2016	December 31, 2015
Balance at the beginning of the period	547	704
Written-off	(547)	(157)
Balance at the end of the period		.547

As of December 31, 2016 trade receivables of the Group at the amount of BGN 1 673 thousand serve as a collateral to bank loans utilized by the Group (see also note 24).

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

### 20. Trade and other receivables, net (continued)

As at December 31, 2016 financial assets held by the Group comprise trade and other receivables. To determine their fair value the Group uses the discounted cash flows method. As these financial instruments are short-term and with a negligible short defer of maturity, their carrying and fair values are approximately equal. Carrying and fair values of long-term financial instruments are approximately equal. The Group classifies its financial assets in Level 2 - inputs, other than quoted prices included within Level 1, that are either directly or indirectly observable.

## 21. Cash and cash equivalents

	December 31, 2016	December 31, 2015
Cash in bank accounts	853	751
Cash on hand	52	64
Total	905	815

As at December 31, 2016 cash on bank accounts of the Group at the amount of BGN 46 thousand serve as a collateral on bank loans utilized by the Group (see note 24).

## 22. Income taxes refundable/(payable)

	December 31, 2016	December 31, 2015
Balance at the beginning of the period	(18)	20
Corporate income tax accrued	(186)	(28)
Offset against other taxes	-	(21)
Corporate income tax paid	171	11
Balance at the end of the period, including:	(33)	(18)
Income taxes refundable	14	-
Income taxes payable	(47)	(18)

# 23. Trade and other payables

	December 31, 2016	December 31, 2015
Non-current trade payables	470	
Payables to suppliers	11 878	11 606
Advances received from customers	828	988
Payables on taxes	231	709
Payables to employees and social securities payable	506	556
Guarantees	120	72
Other	44	104
Total current liabilities	13 607	14 035
Total trade and other payables	· 14 077	14 035

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

## 23. Trade and other payables (continued)

The Group has no payables to related parties.

As at December 31, 2016 financial liabilities of the Group comprise trade and other payables. To determine their fair value the Group uses the discounted cash flows method. As the financial liabilities are short-term and with a negligible short defer of maturity, their carrying and fair values are approximately equal. The Group classifies its financial liabilities in Level 2 - inputs, other than quoted prices included within Level 1, that are either directly or indirectly observable.

## 24. Borrowings

As at December 31, 2016 and 2015 the Group has bank loans received, as follows:

	December 31, 2016	December 31, 2015
Short-term loans	22 847	21 517
Long-term loans	2 570	2 057
Total	25 417	23 574

All short-term bank loans received by the Group are at a floating interest rate and a fixed markup. The interest rate is bound to 1-month and 3-month EURIBOR and to 1-month SOFIBOR, therefore the interest rates are updated on an ongoing basis. The bank loans terms can be renegotiated after one year of their allocation, after a respective financial analysis by the bank-creditor.

Bank loans granted to the Group are secured by a mortgage on property, plant and equipment, pledge of inventories, trade receivables and cash funds (see also notes 15, 19, 20 and 21).

Financial liabilities held by the Group as of December 31, 2016 include interest bearing loans. To determine their fair value the Group uses the discounted cash flows method. The Group classifies its financial liabilities in Level 2 - inputs, other than quoted prices included within Level 1, that are either directly or indirectly observable.

### 25. Finance lease liabilities

As at December 31, 2016 the Group has liabilities under financel lease contracts for acquisition of transport vehicles.

The fair value of the finance lease liabilities is approximately equal to the present value of the minimum lease payments.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

# 25. Finance lease liabilities (continued)

	Minimum lease payments		Present value of minimum lease payments	
	December 31, 2016	December 31, 2015	December 31, 2016	December 31, 2015
Finance lease liabilities				
Up to one year	119	18	109	15
Between two and five years	218	30	208	28
Less: Interest on leases	(20)	(5)		-
Present value of finance lease liabilities	317	43	317	43
Less: Present value of finance lease liabilities up to one year			(109)	(15)
Present value of finance lease liabilities over one year			208	28

## 26. Retirement benefits obligation

Movement of the retirement benefits obligation, recognized in the statement of financial position is, as follows:

	December 31,	December 31,
-	2016	2015
Balance at the beginning of the period	306	255
Expenses on current length of service	52	56
Interest expenses	6	6
Benefits paid	(72)	(18)
Actuarial gain, arising from changes in the financial assumptions	(38)	(1)
Actuarial (gain)/loss, arising from adjustments due to experience	17	8
Actuarial gain, arising from changes in the demographic assumptions	(1)	
Balance at the end of the period	270	306

For the years ended December 31, 2016 and 2015 expenses on current length of service are included in the personnel expenses.

Retirement benefits obligation liability as at December 31, 2016 and 2015 includes:

	December 31, 2016	December 31, 2015
Benefits on attainment of retirement age	268	305
Benefits on early retirement	2	1
Total	270	306

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

## 26. Retirement benefits obligation (continued)

The amounts, recognized in the statement of comprehensive income, regarding retirement benefits obligation are, as follows:

	December 31, 2016	December 31, 2015
Expenses on current length of service	52	56
Interest expenses	6	6
Expenses, recognized in profit or loss	58	62
Actuarial gain, arising from change in the financial assumptions	(38)	(1)
Actuarial (gain)/loss, arising from adjustments due to experience	17	8
Actuarial (gain)/loss, arising from changes in the demographic assumptions	(1)	-
Actuarial (gain)/loss, recognized in other comprehensive income	(22)	7
Total	36	69

The movement of the reserve on retirement benefits obligation is, as follows

	December 31, 2016	December 31, 2015
Balance at the beginning of the period	167	173
Actuarial gain/(loss), recognized in other comprehensive income, gross	22	(7)
Deferred taxes, directly recognized in equity	(2)	1
Balance at the end of the period	187	167

Provision is accrued upon adoption of the following basic financial assumptions:

	December 31, 2016	December 31, 2015
Discount rate	2%	2.5%
Future remunerations increase	2%	5%
Future remunerations increase after the fifth year	1.5%	3%

The demographic actuarial assumptions used are based on the following:

- data for the personnel turnover for the Company for the last three years;
- mortality rate data for the overall mortality of the population of Bulgaria, according to data of the National Statistical Institute for the period from 2011 to 2013.

## Personnel turnover is, as follows:

	December 31,	December 31,
Age	2016	2015
18 – 30 years	4%	4%
31-40 years	3%	3%
41 - 50 years	2%	2%
51 – 60 years	1%	1%
over 60 years	0%	0%

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

## 26. Retirement benefits obligation (continued)

Under the provisions of the present Collective Labour Contract and pursuant to the Labour Code of the Republic of Bulgaria, the employees are entitled to retirement benefits amounting to two gross monthly salaries on attainment of retirement age or six gross monthly salaries if the length of service is in companies from the group for the last 10 consecutive years.

Defined benefit plan exposes the Group to the following actuarial risks:

Investment risk	The present value of the defined benefit plan liability is calculated using a discount rate of Bulgarian government securities, denominated in BGN, with maturity up to 10 years, and the data for the following periods is received by data interpolating.
Interest risk	A decrease in the interest rate of the Bulgarian government securities will increase the defined benefit plan liability.
Longevity risk	The present value of the defined benefit liability is calculated by reference to the best estimate of the mortality of plan participants.
Salary risk	The present value of the defined benefit plan liability is calculated by reference to the future salaries of plan participants. An increase in the salary of the plan participants will increase the plan's liability.

A sensitivity analysis based on reasonably possible changes in the respective assumptions, at the end of the reporting period, assuming all other assumptions held constant is, as follows:

	Less 1 %	Assumptions and results used	Plus 1 %
Discount rate	1%	2.0%	3.0%
Amount of the liability (BGN thousand)	304	270	243
Difference (BGN thousand)	34	-	(27)
Difference (%)	13%	-	(10%)
Salary growth	0.5%	1.50%	2,5%
Amount of the liability (BGN thousand)	244	270	304
Difference (BGN thousand)	(26)	<del>-</del>	34
Difference (%)	(10%)	•	13%
Probability of early retirement	1.13%	1.97%	2.97%
Amount of the liability (BGN thousand)	273	270	267
Difference (BGN thousand)	3	-	(3)
Difference (%)	1%	-	(1%)
Mortality assumption	-1 year	Mortality rate	+ 1 year
Amount of the liability (BGN thousand)	267	270	274
Difference (BGN thousand)	(3)	-	4
Difference (%)	(1%)	-	1%

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All amounts are in thousands of BGN, unless otherwise stated

### 26. Retirement benefits obligation (continued)

The sensitive analysis presented above may not be representative of the actual change in the retirement benefit obligation as it is unlikely that the change in assumptions would occur in isolation of one another as some of the assumptions may be correlated. In presenting the above calculations the projected unit credit method is used, the same as that applied in calculating the retirement benefit obligation liability, recognized in the statement of financial position.

### 27. Deferred income

In 2013 the Parent company has entered into contract for a government grant with the Bulgarian Small and Medium Enterprises Promotion Agency to the Ministry of Economy, Energy and Tourism of the Republic of Bulgaria, financed through the Operational programme "Development of the competitiveness of the Bulgarian economy 2007 - 2013".

In 2016, two subsidiaries received government grants related to income, intended to offset the costs of producing green energy.

The movement of the government grants is, as follows

	December 31, 2016	December 31,
	2010	2015
Balance at the beginning of the period under operational programmes	-	152
Balance at the beginning of the period – green certificates	-	-
Balance at the beginning of the period	_	152
Received green certificates	584	274
Recognized income from operational programmes	-	(152)
Recognized income from realized green certificates	(155)	(274)
Balance at the end of the period	429	-
including		
Balance at the end of the period under operational programmes	-	-
Balance at the end of the period – green certificates	429	-

# 28. Share capital

The share capital is presented at nominal value, according to the court decision for registration. As of December 31, 2016 and 2015 the share capital fully paid in at the amount of BGN 20,000 thousand is distributed into 2 000 000 shares with a nominal value of BGN 10 each.



for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

### 29. Reserves

	Legal reserves	Other reserves	Actuarial gain	Reserve from foreign currency translations	Total
Balance at January 1, 2015	2 040	7 331	173	(303)	9 241
Changes in equity for 2015					
Comprehensive income for the period		-	(6)	(74)	(80)
Balance at December 31, 2015	2 040	7 331	167	(377)	9 161
Changes in equity for 2016					
Comprehensive income for the period			20	(69)	(49)
Reserves allocated		2			2
Balance at December 31, 2016	2 040	7 333	187	(446)	9 114

Reserve from foreign currency translations is resulting from translation of the financial statements of the subsidiary entities abroad into the presentation currency of the Parent company.

Regarding establishment and use of the retirement benefit reserve (actuarial gain and loss) see notes 3.8 and 26.

Changes in the reserve from foreign currency translations include:

	December 31, 2016	December 31, 2015
Balance at the beginning of the period	(377)	(303)
Effect from recalculation of the net assets at the closing exchange rate as of the end of the period	(10)	(70)
Effect from translation of the statement of comprehensive income at average exchange rate for the period, and of the	(10)	(10)
statement of financial position at closing exchange rate as of the end of the period	(59)	(4)
Balance at the end of the period	(446)	(377)

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

# 30. Non-controlling interest

	December 31, 2016	December 31, 2015
Filkab Distribution, Romania	293	393
Filkab Mig Serbia	15	-
Filkab Solar Ltd. Bulgaria	42	43
Total	350	436

# 31. Cash flows from operating activities

	December 31, 2016	December 31, 2015
Profit/(Loss) before taxation for the period	926	866
Adjustments for:		
Depreciation and amortization	1 662	1 854
Receivables written-off and impairment reversed	16	3
Income from financing	-	(152)
Retirement benefit provision accrued	52	56
Loss from sale of property, plant and equipment, and materials Carrying amount of property, plant and equipment, and	(4)	74
materials written-off	36	<del>-</del>
Interest expenses and charges, net	396	583
	3 084	3 628
Changes in working capital, including:		
Trade and other receivables	5 515	5 761
Inventory	165	1 563
Trade and other payables	(5 818)	(6 343)
Cash flows generated from operating activities	2 946	4 609

### 32. Dividends

Based on a decision of the General meeting of the shareholders of the Parent company from March 2016, dividends are distributed from the accumulated profit at the amount of BGN 300 thousand, proportional to the shareholdings. In 2015 dividends are not distributed.

Dividends are reported as a decrease in retained earnings in the statement of changes in equity for 2016. As of December 31, 2016 the dividends are fully paid.

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

# 33. Related parties transactions

The subsidiary entities, that are controlled by the Parent company and included in the consolidation, are disclosed in note 2.2.

In 2016 and 2015 the Parent company performed transactions with the following related parties:

Related party	Nature of relationship
Management of the Company	Key management personnel
Poly Bolkans Ltd.	Company with participation of key management personnel
Consortium Filkab - Engineering	Consortium between the Parent company and a subsidiary entity

Related parties transactions relate mainly to: purchase-sale of goods and remunerations paid.

During 2016 and 2015 the transactions with related parties are, as follows:

Related party	December 31, 2016	December 31, 2015	December 31, 2016	December 31, 2015
	Sale of goods and services	Sale of goods and services	Purchase of goods and services	Purchase of goods and services
Consortium Filkab - Engineering	1 024	642	-	-

As at December 31, 2016 and 2015 the outstanding transactions with related parties are, as follows:

Related party	December 31, 2016	December 31, 2016	December 31, 2015	December 31, 2015
	Receivables	Payables	Receivables	Payables
Consortium Filkab - Engineering	220	-	119	_
Key management personnel	54	-	63	- -
Poly Bolkans Ltd.	-	-	30	-
	274	_	212	_

for the year ended December 31, 2016

All amounts are in thousands of BGN, unless otherwise stated

### 34. Business combination

As disclosed in note 2.2, in 2016 and 2015 the Parent company has acquired 99.80% of the shares in the share capital of Solar Remus SRL, Romania and 100% of the shares in the share capital of Gespro Green Energy S.R.L., Romania. The result from the business combinations is, as follows:

	December 31, 2016	December 31, 2015
ASSETS		
Property, plant and equipment	3 911	2 456
Intangible assets	121	
Trade and other receivables, net	79	25
Cash and cash equivalents	-	88
Green certificates	314	· <del>-</del>
TOTAL ASSETS	4 425	2 569
LIABILITIES		
Trade and other payables	5 930	1 398
Loans	-	1 261
TOTAL LIABILITIES	5 930	2 659
NET LIABILITIES	(1 505)	(90)
Cash payments on the aquisition	(4)	(1)
LOSS FROM BUSINESS COMBINATION	(1 509)	(91)

Net cash flow from the business combination is presented in the table below:

	December 31, 2016	December 31, 2015
AQUIRED NET LIABILITIES TOTAL	(1 509)	(91)
Group's share	(1 509)	(91)
Cash payments on the aquisition Cash and cash equivalents received	(4)	(1) 88
NET CASH FLOW PRESENTED IN THE CASH FLOW STATEMENT	(4)	87

### 35. Events after the date of the financial statements

As at the date of issuance of these consolidated financial statements, renegotiated are the maturity terms for repayment of revolving loans from three Bulgarian banks, at the total limit of EUR 23 427 thousand from February - May 2017 - to February - May 2018.