Classeditori

# Total revenues up 10.7% to Euro 73.23 million Ebitda showing a strong improvement, from Euro -7.97 to -0.71 million Pro-forma Ebitda, with Gambero Rosso data from 1 January 2018, is Euro 0.73 million in the black

### Consolidated group net income improves by Euro 7.16 million

Milan, 15 April 2019 - The Class Editori S.p.A. Board of Directors today approved the draft financial statements of the parent company and the consolidated financial statements, the first year in which Gambero Rosso data is included, starting from June 2018.

## Operating performance for the year 2018

**Total revenues** for the year ended 2018 amounted to Euro 73.23 million, up 10.7% from Euro 66.16 million the previous year. **Operating costs** amounted to Euro 73.95 million (Euro 74.13 million in 2017).

Ebitda amounted to Euro -0.71 million, a clear improvement compared to Euro -7.97 million in 2017. Under the assumption of consolidation of Gambero Rosso from the beginning of the year, pro-forma Ebitda is positive and amounts to Euro 0.73 million, highlighting a significant turnaround compared to the margins achieved in recent years.

Non-core income (charges) for the year 2018 are Euro 4.89 in the black (-0.98 million in 2017). Depreciation and provisions for funds recorded an increase of 13.7% compared to 2017.

**Ebit** shows an improvement of about Euro 12.23 million, with a balance of Euro -3.21 million, compared with Euro -15.45 million the previous year. Under the assumption of consolidation of the Gambero Rosso income statement from January 2018, Ebit amounts to Euro -2.66 million.

2018 financial income and expenses are Euro 2.73 million in the red, against Euro -0.88 million in 2017, year in which a financial income from the fair value of Telesia warrants was recorded amounting to Euro 0.95 million.

**Pre-tax losses** for the Class Editori company and its subsidiaries as at 31 December 2018 shows an improvement of approximately Euro 10.38 million, amounting to Euro -5.94 million compared to Euro -16.32 million in 2017.

**Group net profit** after minority interests improved by approximately Euro -7.16 million, amounting to Euro -8.37 million compared to Euro -15.54 million in 2017. Under the assumption of consolidation of Gambero Rosso from the beginning of the year, the pro forma net result amounts to Euro -8.04 million.

The balance sheet and income statement for the period are presented below, highlighting the values resulting from the Gambero Rosso consolidation.



## **Balance Sheet of the Publishing House - Assets**

€uro/000	31/12/18	of which Gambero R.
Intangible fixed assets with an indefinite life	63,443	13,511
Other intangible assets	10,507	3,714
Intangible assets	73,950	17,225
Property, plant and equipment	4,214	1,148
Investments measured at equity	6,867	
Investments in subsidiaries	100	100
Other equity investments	395	130
Non-current trade receivables	2,981	
Non-current tax receivables	18,519	2,355
Other non-current receivables	3,421	114
NON-CURRENT ASSETS	110,447	21,072
Inventories	2,591	1,129
Trade receivables	66,641	7,651
Financial receivables	8,575	
Tax receivables	5,721	720
Other receivables	11,223	460
Liquid funds	2,287	158
CURRENT ASSETS	97,038	10,118
TOTAL ASSETS	207,485	31,190



# **Balance Sheet of the Publishing House - Equity and Liabilities**

Euro/000	31/12/18	of which Gambero R.
Share capital	40,785	10,322
Share premium reserve	58,467	
Legal reserve	2,544	209
Other reserves	(74,224)	146
Net profit (loss) for the year	(8,374)	558
Group net equity	19,198	11,235
Capital and reserves attributable to NCIs	9,115	3
Net profit (loss) attributable to NCI	546	(2)
Equity attributable to NCI	9,661	1
SHAREHOLDERS' EQUITY	28,859	11,236
Financial payables	60	60
Deferred tax liabilities	1,227	
Other current payables	4,326	4,326
Provisions for risks and charges	555	
Severance indemnities and other payroll provisions	7,038	664
NON-CURRENT LIABILITIES	13,206	5,050
Financial payables	83,150	3,797
Trade payables	51,060	4,967
Tax payables	7,492	3,327
Other payables	23,718	2,813
CURRENT LIABILITIES	165,420	14,904
TOTAL LIABILITIES	178,626	19,954
TOTAL LIABILITIES AND EQUITY	207,485	31,190



#### Consolidated Income Statement, highlighting Gambero Rosso's contribution

Euro/000	31/12/18	of which Gambero R.	31/12/18 Pro Forma
Revenues from sales	68,559	8,967	75,203
Other revenues and income	4,675	512	4,648
Total Revenues	73,234	9,479	79,851
Purchase costs	(2,851)	(241)	(3,059)
Service costs	(51,018)	(4,550)	(54,434)
Payroll costs	(16,921)	(1,914)	(18,423)
Other operating costs	(3,156)	(127)	(3,209)
Gross operating profit (Ebitda)	(712)	2,647	726
Net non-core income (charges)	4,887	(379)	4,737
Depreciation, amortisation and writedowns	(7,388)	(1,381)	(8,126)
Operating result (Ebit)	(3,213)	887	(2,663)
Financial income (charges), net	(2,726)	(240)	(2,883)
Result before tax	(5,939)	647	(5,546)
Income taxes	(1,889)	(91)	(1,957)
(Profit)/Loss attributable to non-controlling interests	(546)	2	(537)
Result attributable to owners of the parent	(8,374)	558	(8,040)

**Group consolidated shareholders' equity**, excluding non-controlling interests, amounts to Euro 19.20 million at 31 December 2018, compared with Euro 10.77 million at 31 December 2017.

On 29 May 2018 the capital increase of Class Editori S.p.A. by PIM S.p.A. was subscribed through the transfer of the controlling interest in Gambero Rosso S.p.A. The increase in Class Editori S.p.A.'s shareholders' equity amounted to Euro 15.05 million, of which Euro 11.41 million as a share capital increase and Euro 3.64 million as an increase in the share premium reserve.

The **net debt of the Publishing House** amounts to Euro 72.35 million at 31 December 2018, compared with Euro 67.33 million at 31 December 2017. The difference compared to the end of 2017 takes into account the entry of Gambero Rosso in the scope of consolidation.

#### Operating performance for the year 2018 - Class Editori S.p.A. parent company

Total operating revenues decreased from Euro 15.07 million as at 31 December 2017 to Euro 14.72 million as at 31 December 2018, due to the discontinuation of the Case & Country publications, which on the other hand allowed the company to achieve cost savings. Operating costs decreased by approximately 9.5% compared to 2017, from Euro 23.89 million to Euro 21.61 million. This reduction is primarily attributable to the reduction of service costs.



Ebitda increased from a negative balance of Euro 8.82 million in 2017 to Euro -6.89 million at the end of the 2018 financial year.

Non-core income/(charges) were Euro 1.10 million in the red in 2018 (Euro -2.70 million in 2017). Depreciation and amortisation amounted to Euro 1.07 million in 2018. Financial income and charges were Euro 1.98 million in the red, compared to a net income of Euro 319 thousand recorded the previous year. This change is almost entirely attributable to the fair value valuation of warrants held in the Telesia company. The net result after taxes showed a loss of Euro 11.06 million (Euro -11.55 million in 2017). The company approved to carry forward the loss for the year.

#### Market trends and main economic - financial events during the year

The publishing house recorded a 2% growth in advertising in Italy on a like-for-like basis, against an advertising market that remained substantially unchanged (-0.2% based on *Nielsen* data for January - December 2018).

Telesia's GO TV (company with shares traded on the AIM market), Class Editori's second media, stands out among those which contributed to the positive trend, with an 8% increase in turnover compared to the previous year.

In 2018, as certified by *Analytics'* real traffic data of digital systems, MF-Milano Finanza's website registered a daily average of 142,323 unique users, an increase of 11% compared to 2017, and a monthly average of 2.19 million unique users, up 11.5% compared to 2017. The average number of pages viewed on a daily basis jumped 11.9% to 1.59 million pages in 2018, and the average number of pages viewed on a monthly basis increased by 11.9% compared to 2017, reaching 48.4 million.

The number of readers following the website news in real time on Twitter was close to 100 thousand for MF/Milano Finanza and exceeds 40 thousand for Italia Oggi.

With regard to the printed and digital circulation of publications, MF-Milano Finanza reported an average circulation of approximately 55,000 copies for the year, Class of approximately 30,000 copies and Capital of approximately 30,000 copies (Ads data).

Notable events during the year include:

- on 1 March 2018 Class Editori sold a minority stake in Telesia S.p.A., company with shares traded on the AIM Italia market, to StarTip Srl (fully owned by Tamburi Investment Partners S.p.A.). The sale was executed at a price of Euro 1.49 million and resulted in a reduction of the stake held in Telesia S.p.A., from 77.17% to 65.74%;
- in the month of March the second edition of the Milan Marketing Festival was held, confirming the extraordinary recognition by investors for an authoritative initiative that has brought together a highly diverse audience, from young managers to some of the most qualified industry professionals;
- on 16 March 2018 the Board of Directors of Class Editori approved the binding proposal received on 14 March 2018 by PIM S.p.A., controlling shareholder of Gambero Rosso SpA, company with shares traded on the AIM Italia market. The proposal concerns the transfer to Class Editori by PIM of the controlling interest (67.48%) in Gambero Rosso;
- On 12 April 2018 the Board of Directors of Class Editori approved the capital increase pursuant to Article 6 , paragraph 1, no. 1 (a) of the company's Articles of Association and Article 2343 , paragraph 1, second sentence of the Italian Civil Code, for a total value of Euro 15,046,492.50, with the issue of 38,025,000 new Category A shares to be paid by contribution in kind, according to Article 2441, fourth paragraph, first sentence of the Italian Civil Code, through the transfer of 9,750,000 shares in Gambero Rosso S.p.a. (amounting to 67.48% of the share capital), with an issue price of the new Class Editori shares of Euro 0.3957. Following the subscription of the capital increase, the share capital of Class Editori increased from Euro 29,377,982.40 to Euro 40,785,482.40



and was divided into 135,931,608 Category A shares and 20,000 Category B shares, all without an indication of the par value. In consideration of the foregoing, the effectiveness of the capital increase and the contribution in kind entailed an obligation on the part of Class Editori, pursuant to Article 106 of the Consolidated Financial Act, to launch a public exchange offer in relation to other Gambero Rosso shareholders. Therefore, the Board of Directors also resolved to further increase the share capital, in tranches, for a maximum of Euro 5,497,830.00, with a total premium of Euro 1,753,807.77, by issuing a maximum number of 18,326,100 Category A shares with no nominal value, to be offered to the other shareholders of Gambero Rosso holding a total of 32.52% of the company's share capital and therefore of 4,699,000 shares of the company;

- on 28 June 2018 the Class Editori Board of Directors approved a new Business Plan for the 2018 2021 period, subsequently integrated and brought to the attention of the Board of Directors on 23 August 2018;
- On 6 November 2018 in Shanghai, an additional agreement was signed with the China Economic Information Service (CEIS) of the Xinhua News Agency, leading Chinese multimedia group controlled by the state, to jointly launch the Italian version of the Xinhua Silk Road Platform. The Italian version of the Xinhua Silk Road can count on all the advantages offered by the Xinhua News Agency's information network for the collection and dissemination of information on the new Silk Road, as well as on Class Editori's information platform concerning Italian companies and financial information, with the goal of deepening and developing the cooperation between the two countries;
- on 21 December 2018 the sale of a branch of the e-Class S.p.A. subsidiary was finalised, which includes contracts in force, purchase contracts and personnel related to the distribution and supply of information, news and data from the markets (with approximately Euro 5.4 million in capital gains).

#### Main events subsequent to 31 December 2018

- On 14 and 15 January 2019 Class Editori held its Board of Directors Meeting, during which an update of the Business Plan was approved.
- On 1 February 2019 Class Editori received approval from Consob, with decision no. 0055922/19, of the Prospectus relating to the public offer for the subscription of Category A ordinary shares in Class Editori, aimed at the exchange between these shares and shares in Gambero Rosso S.p.A. and admission to listing on the MTA of a maximum of 56,351,100 Category A ordinary shares in Class Editori, deriving from the capital increases in support of the business integration with the Gambero Rosso Group. The public exchange offer subscription period started on 4 February 2019 and finished 22 December 2019.
- On 27 February 2019 the final results of the Public Exchange Offer launched by Class Editori were announced, on all ordinary shares of Gambero Rosso S.p.A.: a total of 1,978,750 Gambero Rosso Shares were subscribed as part of the Initial Public Offering, representing 13.69% of the company's share capital and 42.11% of the total Gambero Rosso shares subject of the IPO. The total value of Gambero Rosso Shares subscribed as part of the IPO amounts to 7,717,125 newly issued Class Editori Shares, for a total capital increase of Euro 3,053,666.36(of which Euro 738,528.86 as a premium reserve). Class Editori's share capital therefore increased to Euro 43,100,619.90. Following the IPO, Class Editori's stake in Gambero Rosso rose from 67.48% to 81.17% of the share capital.
- With reference to Gambero Rosso, international events in the first quarter of 2019 continue to register positive trends, both in terms of the number of events, as well as participating companies and traders, despite the delay in making CMO (Common Market Organisation) contributions available to wine companies.



- During its meeting held on 19 March 2019, Class Editori's Board of Directors unanimously approved the Report pursuant to Article 2441, paragraph 6 of the Italian Civil Code, regarding the proposal for a capital increase of Euro 5,000,000.00 to be deliberated, under the mandate contained in Article 6, first paragraph, no. 1 (a) of the Articles of Association and the fifth paragraph of Article 2441 of the Italian Civil Code. The transaction provides for the issue of 17,857,143 new category A shares reserved to the C5 S.r.l. company, against payment in cash amounting to Euro 5,000,000.00 with an issue price per share of Euro 0.28. This value is approximately 30% higher than the average price recorded by the Class Editori share in the last six months (equal to Euro 0.22 per share).
- From 28 to 30 March 2019, the Fabbrica del Vapore in Milan became the international Marketing laboratory, thanks to the third edition of the Milan Marketing Festival organised by Class Editori under the patronage of the Municipality of Milan and the Lombardy Region.
- From 1 to 5 April 2019, the first edition of Milano Capitali was held, event organised under the patronage of the Municipality of Milan, Borsa Italiana (Italy's stock exchange) and leading money management associations, in order to promote the role of Milan as the capital of finance for development. The event (part of the Fuorisalone included in the Salone del Risparmio event event concerning the investment management industry in Italy) kicked off with an exhibition in the heart of the Galleria Vittorio Emanuele of a work created by sculptor Francesco Messina depicting a bull, the symbol of a dynamic and positive finance sector.
- On 12 April 2019, at the headquarters of the DLA Piper law firm, the process of signing the rescheduling agreement of the existing debt with leading banks began and all Class Editori group companies signed the relevant documents.
- On 12 April, the first edition of the Milan Agrifood & Travel global summit was held, organised by Class Editori and Gambero Rosso, the first event in which the integration of the two brands was presented, the merged company of excellence that characterises Made in Italy around the world. The Summit, attended by the Minister of agriculture and tourism Gian Marco Centinaio and numerous protagonists from associations and private enterprises in the sector was titled "the new Grand Tour d'Italia" and focused on promoting and enhancing the value of the territory through good food and wine, good living and hospitality of excellence.

#### **Future prospects**

After the drop in GDP recorded at the end of 2018, the national economic context does not yet offer signs of improvement. The revenue growth recorded by the Publishing House takes place in a market context that continues to show losses in turnover. Moreover, the full positive effect resulting from the entry into force of the measure provided for in Decree Law 50/17 has still not been fully realised, concerning the granting of a tax credit from 75% to 90% of the value of incremental investments in advertising campaigns in print and local TV made by companies and professionals. For this reason, in addition to the development programmes set out in the Industrial Plan, the Publishing House continues its cost containment strategy, covering all sectors and all prpduct/service categories (from rental expenses to the abolition of technology outsourcing contracts for Class Cnbc). The simplification of the corporate structure also continues. In terms of revenues the Publishing House has launched a series of projects aimed at increasing its market share in the digital advertising sector and a significant revenue growth is expected for GO TV Telesia. All this, combined with a continued focus on special and reoccurring events and initiatives in upcoming years and the development of previously described platforms (in particular the platform developed with the Xinhua News Agency for the New Silk Road project) based on meetings between companies and investors, everything is predicting a further improvement in operating results for the end of the year.

Approval of the Reports and evaluation of requirements of the independence of Directors and Annual assessment on the size, composition and functioning of the Board of Directors and of its Committees



The Board has approved the Report on Remuneration pursuant to Article 123-ter of Decree no. 58/1998 and the Report on Corporate Governance. The Board also approved the Report of the Head of the Supervisory Board, pursuant to Law 231/2001, and the Report of the Head of Internal Audit and the Audit Plan scheduled for 2017.

The Board of Directors also approved the reports and evaluation of requirements of the independence of Directors and Annual assessment on the size, composition and functioning of the Board of Directors and of its Committees.

### Convocation of the Ordinary Shareholders' Meeting

The shareholders' meeting has been convened in ordinary session on 27 May 2019 at 9:30 AM in Milan, in Via Marco Burigozzo 5, in first convocation and, if necessary, in second convocation on 28 May 2019, at the same time and place, to act upon the following agenda items:

- 1. Approval of the annual financial statements and presentation of the consolidated financial statements as at 31.12.2018 and of the Reports of the Board of Directors, Board of Statutory Auditors and Independent Auditors. Related and consequent resolutions;
- 2. Report on Remuneration pursuant to Article 123-ter of Legislative Decree no. 58/1998;
- 3. Appointment of the Board of Directors and its Chairman, after setting the number of its members and their term of office; determination of the relative remuneration;
- 4. Appointment of the Board of Statutory Auditors and its Chairman; determination of the remuneration to the Board of Statutory Auditors;
- 5. Authorisation for the purchase and placement of own shares; simultaneous cancellation for the unused portion of the shareholders resolution of 22 May 2018, relative to the authorisation, purchase and the placement of own shares.

For additional information, please contact: Class Editori Gian Marco Giura Communications/Investor Relations – Tel: +39 02-58219395 E-mail: <u>gmgiura@class.it</u>

The management report as at 31 December 2018 will be made available to the public on the Publishing House's website, www.classeditori.it, prior to the legal deadline

Pursuant to Paragraph 2 of Article 154 bis of the Italian Financial Consolidation Act, the Manager of Corporate Accounting Documents, Daniele Lucherini, states that the accounting information included in this announcement corresponds to the documentary records, books and accounting entries.



## Consolidated statement of comprehensive income for the year ended 31 December 2018

(thousands of Euro)	31 December 2017	31 December 2018
Revenues	61,684	68,559
Other operating income	4,473	4,675
Total Revenues	66,157	73,234
Purchase costs	(3,056)	(2,851)
Service costs	(51,814)	(51,018)
Payroll costs	(16,237)	(16,921)
Other operating costs	(3,024)	(3,156)
Total operating costs	(74,131)	(73,946)
Gross operating profit – Ebitda	(7,974)	(712)
Net non-core income/(charges)	(976)	4,887
Depreciation, amortisation and writedowns	(6,497)	(7,388)
Operating result - Ebit	(15,447)	(3,213)
Net financial income/(charges)	(876)	(2,726)
Pre-tax profit (loss)	(16,323)	(5,939)
Income taxes	(1,321)	(1,889)
Net result	(17,644)	(7,828)
Results attributable to NCI	(2,106)	546
Result attributable to the group	(15,538)	(8,374)
Other components of comprehensive income		
Profit (loss) from the foreign currency translation of financial statements	(221)	78
Actuarial income/(charges) not recorded in income statement (IAS 19)	(184)	(124)
Capital increase expenses deducted from share premium		(425)
Total components of comprehensive income, net of tax effect	(405)	(471)
TOTAL COMPREHENSIVE INCOME	(18,049)	(8,299)
Attributable to: NON-CONTROLLING INTERESTS	(2,198)	531
OWNERS OF THE PARENT	(15,851)	(8,830)
TOTAL COMPREHENSIVE INCOME	(18,049)	(8,299)
Basic earnings per share	(0.18)	(0.06
Diluted earnings per share		



## Consolidated statement of financial position as at 31 December 2018 (assets)

ASSETS	31 December 2017	31 December 2018
(thousands of Euro)		
Intangible fixed assets with an indefinite life	42,056	63,443
Other intangible assets	9,878	10,507
Intangible assets	51,934	73,950
Property, plant and equipment	2,927	4,214
Investments in subsidiaries		100
Investments measured at equity	6,844	6,867
Other equity investments	265	395
Non-current trade receivables	3,183	2,981
Non-current tax receivables	17,741	18,519
Other receivables	3,211	3,421
NON-CURRENT ASSETS	86,105	110,447
Inventories	1,417	2,591
Trade receivables	55,217	66,641
Financial receivables	8,682	8,575
Tax receivables	5,152	5,721
Other receivables	9,738	11,223
Liquid funds	4,106	2,287
CURRENT ASSETS	84,312	97,038
TOTAL ASSETS	170,417	207,485



### Consolidated statement of financial position as at 31 December 2018 (liabilities and equity)

LIABILITIES	31 December 2017	31 December 2018
(thousands of Euro)		
Share capital	29,378	40,785
Share premium account	55,254	58,467
Legal reserve	2,544	2,544
Other reserves	(60,863)	(74,224)
Net profit (loss) for the year	(15,538)	(8,374)
Group net equity	10,775	18,198
Capital and reserves attributable to NCIs	7,859	9,115
Net profit (loss) attributable to NCIs	(2,106)	546
Equity attributable to NCI	5,753	9,661
SHAREHOLDERS' EQUITY	16,528	28,859
Financial payables	72,215	60
Deferred tax liabilities	1,231	1,227
Other current payables		4,326
Provisions for risks and charges	555	555
Severance indemnities and other payroll provisions	6,799	7,038
NON-CURRENT LIABILITIES	80,800	13,206
Financial payables	7,903	83,150
Trade payables	40,600	51,070
Tax payables	2,157	7,492
Other payables	22,429	23,718
CURRENT LIABILITIES	73,089	165,420
TOTAL LIABILITIES	153,889	178,626
LIABILITIES AND NET EQUITY	170,417	207,485

### Consolidated net financial position

€ (thousands)	31/12/2017	31/12/2018	of which	Changes	Change %
			Gambero R.		
Liquid funds	4,106	2,287	158	(1,819)	(44.3)
Current financial receivables	8,682	8,575	-	(107)	(1.2)
Non-current financial payables	(72,215)	(60)	(60)	72,155	99.9
Current financial payables	(7,903)	(83,150) *	(3,797)	(75,247)	note below
Net financial position	(67,330)	(72,348)	(3,699)	(5,018)	(7.5)

(\*) This reclassification is due to the fact that as at 31/12/2018 the process of restructuring of the debt in the medium term had not yet been completed.

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## Statement of consolidated cash flows for the year ended 31 December 2018

PPERATING ACTIVITIES		
Vet profit (loss) for the year	(15,538	(8,374
Adjustments:		
- Depreciation and amortisation	5,40	5,98
elf-financing	(10,136	(2,393
Change in inventories	23:	(1,174
Change in current trade receivables	5,29	(11,424
Change in current trade payables	1,33	10,46
Change in other current receivables	1,99	(1,485
Change in other current payables	57	1,28
hange in current tax receivables/payables	57	4,76
Cash flows from operating activities (A)	(125	(39
NVESTING ACTIVITIES		
Lhange in intangible fixed assets	(1,621	(26,977
Change in tangible fixed assets	(463	(2,307
hange in equity investments	(66	(253
Cash flows from investing activities (B)	(2,150	(29,537
INANCING ACTIVITIES		
hange in amounts due to banks and other lenders	1,92	3,09
Lhange in tax receivables	-	10
hange in provisions for liabilities and charges	(90	-
Lhange in non-current tax receivables/payables	1,13	(782
Change in non-current trade receivables/payables	(62	20
Change in other non-current receivables/payables	20-	4,11
Lhange in severance indemnities	21:	23
Change in equity reserves	1,14	16,79
Change in equity attributable to NCI	(588	3,90
Cash flows from financing activities (C)	3,87	27,67
Change in liquid funds (A) + (B) + (C)	1,60	(1,819
iquid funds, start of year	2,50	4,10
iquid funds, end of year	4,10	2,28



## Income Statement of the parent company as at 31 December 2018

	31 December	31 December
	2017	2018
Revenues	5,874,861	5,575,508
Other revenues and income	9,196,432	9,144,785
Total operating revenues	15,071,293	14,720,293
Purchase costs	(333,631)	(251,849)
Service costs	(22,054,793)	(19,536,967)
Payroll costs	(886,372)	(1,104,852)
Other operating costs	(616,205)	(717,213)
Total operating costs	(23,891,001)	(21,610,881)
Gross operating profit – Ebitda	(8,819,708)	(6,890,588)
Net non-core income/(charges)	(2,704,521)	(1,102,423)
Depreciation, amortisation and writedowns	519,685	(1,068,372)
Operating result - Ebit	(11,004,544)	(9,061,383)
Net financial income/(charges)	319,280	(1,982,483)
Pre-tax profit (loss)	(10,685,264)	(11,043,866)
Income taxes	(864,934)	(18,220)
NET RESULT	(11,550,198)	(11,062,086)



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ASSETS	31 December	31 December
	2017	2018
NON-CURRENT ASSETS		
Intangible fixed assets with an indefinite life	122,464	122,464
Other intangible assets	562,239	296,938
Total intangible fixed assets	684,703	419,402
Property, plant and equipment	1,186,247	868,108
Shareholdings	53,199,301	66,758,305
Other trade receivables	3,183,090	2,981,325
Deferred tax assets	13,770,667	12,345,389
Other receivables	2,977,746	2,683,324
TOTAL NON-CURRENT ASSETS	75,001,754	86,055,853
CURRENT ASSETS		
Inventories	216,135	221,541
Trade receivables	50,695,891	46,109,074
Financial receivables	15,241,601	9,083,815
Tax receivables	1,693,776	2,110,957
Other receivables	5,104,502	5,892,009
Liquid funds	2,716,653	700,555
TOTAL CURRENT ASSETS	75,668,558	64,117,951
TOTAL ASSETS	150,670,312	150,173,804



# Statement of the parent company's financial position as at 31 December 2018 (liabilities and equity)

LIABILITIES	31 December	31 December	
	2017	2018	
Share capital	29,377,982	40,785,482	
Share premium reserve	55,253,756	58,467,496	
Legal reserve	2,543,881	2,543,881	
Other reserves	1,734,744	1,726,737	
Retained earnings (accumulated losses)	(57,895,441)	(69,445,639)	
Net profit (loss) for the year	(11,550,198)	(11,062,086)	
SHAREHOLDERS' EQUITY	19,464,724	23,015,871	
NON-CURRENT LIABILITIES			
Financial payables	60,650,388		
Severance indemnities and other payroll provisions	373,430	393,618	
NON-CURRENT LIABILITIES	61,023,818	393,618	
CURRENT LIABILITIES			
Financial payables	6,122,821	68,930,814	
Trade payables	61,296,583	54,996,073	
Tax payables	269,328	449,935	
Other payables	2,493,038	2,387,493	
TOTAL CURRENT LIABILITIES	70,181,770	126,764,315	
TOTAL LIABILITIES	131,205,588	127,157,933	
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	150,670,312	150,173,804	



# Separate statement of cash flows of the parent company for the year ended 31 December 2018

	2017	2018
OPERATING ACTIVITIES		
Net profit (loss) for the year	(11,550,198)	(11,062,086)
Adjustments:		
- Depreciation and amortisation	770,218	648,073
Self-financing	(10,779,980)	(10,414,013)
Change in inventories	22,189	(5,406)
Change in trade receivables	14,224,967	4,788,582
Change in trade payables	(27,268,548)	(6,300,510)
Change in other current and non-current receivables	28,233,994	5,664,701
Change in other payables	(1,667,298)	(105,545)
Change in tax receivables/payables	1,387,736	1,188,704
Cash flows from operating activities (A)	4,153,060	(5,183,487)
INVESTING ACTIVITIES		
Property, plant and equipment	(51,235)	(8,889)
Intangible assets	(62,040)	(55,744)
Equity investments	(3,917,306)	(13,559,004)
Cash flows from investing activities (B)	(4,030,581)	(13,623,637)
FINANCING ACTIVITIES		
Change in amounts due to banks and other lenders	(1,997,729)	2,157,605
Change in provisions		
Change in severance indemnities	247,898	20,188
Change in equity reserves	3,440,224	14,613,233
Cash flows from financing activities (C)	1,690,393	16,791,026
Change in liquid funds (A) + (B) + (C)	1,812,872	(2,016,098)
Liquid funds, start of year	903,781	2,716,653
Liquid funds, end of year	2,716,653	700,555