

## I. STATEMENT OF FINANCIAL POSITION

Note	GROUP		COMPANY	
	31/12/2018	31/12/2017	31/12/2018	31/12/2017
<b>ASSETS</b>				
<b>Non-current Assets</b>				
Own-used tangible fixed assets	253.496,44	224.423,41	253.496,44	224.423,41
Intangible Assets	22.570,08	31.523,85	22.570,08	31.523,85
Investments in subsidiaries	0	0	12.000,00	12.000,00
Deferred tax assets	159.840,19	159.824,41	159.840,19	159.824,41
Other long-term Receivables	10.246,94	10.246,94	10.246,94	10.246,94
	<b>446.153,65</b>	<b>426.018,61</b>	<b>458.153,65</b>	<b>438.018,61</b>
<b>Current assets</b>				
Reserves	40.057,14	51.955,65	40.057,14	51.955,65
Receivables from Customers	2.618.237,14	2.396.896,18	2.629.666,72	2.396.152,18
Available for sale financial instruments	0,00	72.696,78	0	72.696,78
Financial instruments at fair value through profit & loss	66.243,11	0,00	66.243,11	0,00
Other Receivables	225.385,75	197.773,87	225.377,04	196.486,41
Cash and cash equivalents	459.114,18	406.625,48	437.992,85	391.316,26
	<b>3.409.037,32</b>	<b>3.125.947,96</b>	<b>3.399.336,86</b>	<b>3.108.607,28</b>
<b>TOTAL ASSETS</b>	<b>3.855.190,97</b>	<b>3.551.966,57</b>	<b>3.857.490,51</b>	<b>3.546.625,89</b>
<b>EQUITY</b>				
Share Capital	1.465.000,00	1.465.000,00	1.465.000,00	1.465.000,00
Reserves	2.351,43	-50.215,81	2.351,43	-50.215,81
Retained Earnings	-190.959,77	-180.756,26	-182.709,89	-177.426,60
<b>Shareholder's Equity of the Parent Company</b>	<b>1.276.391,66</b>	<b>1.234.027,93</b>	<b>1.284.641,54</b>	<b>1.237.357,59</b>
Minority interests	3.750,12	8.670,34	0,00	0,00
<b>Total Equity</b>	<b>1.280.141,77</b>	<b>1.242.698,27</b>	<b>1.284.641,54</b>	<b>1.237.357,59</b>
<b>LIABILITIES</b>				
<b>Long-term Liabilities</b>				
Liabilities of defined employee benefits	190.200,70	159.550,83	190.200,70	159.550,83
Other long-term liabilities	381.260,22	586,94	381.260,22	586,94
	<b>571.460,92</b>	<b>160.137,77</b>	<b>571.460,92</b>	<b>160.137,77</b>
<b>Short-term liabilities</b>				
Suppliers	997.027,29	951.471,38	996.161,08	951.471,38
Current tax liabilities	249.268,44	209.501,20	249.050,76	209.501,20
Short-term loan liabilities	93.901,37	0,00	93.901,37	0,00
Other Liabilities	663.391,18	988.157,95	662.274,84	988.157,95
	<b>2.003.588,28</b>	<b>2.149.130,53</b>	<b>2.001.388,05</b>	<b>2.149.130,53</b>
<b>Total Liabilities</b>	<b>2.575.049,20</b>	<b>2.309.268,30</b>	<b>2.572.848,97</b>	<b>2.309.268,30</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>3.855.190,97</b>	<b>3.551.966,57</b>	<b>3.857.490,51</b>	<b>3.546.625,89</b>

## II. Statement of Total Comprehensive Income (01/01/2018 - 31/12/2018)

Note	GROUP		COMPANY		
	31/12/2018	31/12/2017	31/12/2018	31/12/2017	
Turnover	10.963.488,51	10.850.171,48	10.961.010,89	10.848.765,03	
Cost of Sales	-10.129.029,18	-10.173.766,47	-10.128.730,13	-10.173.766,47	
<b>Gross profit</b>	<b>834.459,33</b>	<b>676.405,01</b>	<b>832.280,76</b>	<b>674.998,56</b>	
Administrative Expenses	-359.538,64	-317.756,86	-356.329,94	-309.736,09	
Provision Costs	-110.590,21	-79.664,48	-101.998,89	-79.664,48	
Other	-20.814,26	-7.776,02	-20.664,26	-7.776,02	
<b>Pre-tax Profit, financing and investment performance</b>	<b>343.516,22</b>	<b>271.207,65</b>	<b>353.287,67</b>	<b>277.821,97</b>	
Fiscal Income / Expenses	-41.697,88	-18.582,40	-41.628,88	-18.537,40	
<b>Pre-tax Profit</b>	<b>301.818,34</b>	<b>252.625,25</b>	<b>311.658,79</b>	<b>259.284,57</b>	
Income Tax	-144.722,80	-98.480,78	-144.722,80	-98.480,78	
<b>Net profit after-tax</b>	<b>157.095,54</b>	<b>154.144,47</b>	<b>166.935,99</b>	<b>160.803,79</b>	
<b>Other total revenues</b>					
<b>Transferable Assets</b>					
Variance in the reserve of the Available for sale financial instruments	0,00	19.094,10	0,00	19094,1	
Income Tax attributable	0,00	-5.537,29	0,00	-5537,29	
	<b>0,00</b>	<b>13.556,81</b>	<b>0,00</b>	<b>13.556,81</b>	
<b>Non-transferable Assets</b>					
Actuarial Profit / Loss pre-tax	-1.980,67	-5.839,32	-1.980,67	-5839,32	
Income Tax	495,17	1.693,40	495,17	1693,4	
	<b>-1.485,50</b>	<b>-4.145,92</b>	<b>-1.485,50</b>	<b>-4.145,92</b>	
<b>Other total revenues of fiscal year after-tax</b>	<b>-1.485,50</b>	<b>9.410,89</b>	<b>-1.485,50</b>	<b>9.410,89</b>	
<b>Aggregated total revenues of fiscal year</b>	<b>155.610,04</b>	<b>163.555,36</b>	<b>165.450,49</b>	<b>170.214,68</b>	
<b>Earnings after-tax</b>					
Divided to:					
Shareholders of the Parent Company	162.015,77	157.474,13	166.935,99	160.803,79	
Minority interests	-4.920,23	-3.329,66	0	0	
	<b>157.095,54</b>	<b>154.144,47</b>	<b>166.935,99</b>	<b>160.803,79</b>	
<b>Aggregated total revenues after-tax</b>					
Divided to:					
Shareholders of the Parent Company	160.530,27	166.885,02	165.450,49	170.214,68	
Minority interests	-4.920,23	-3.329,66	0	0	
	<b>155.610,04</b>	<b>163.555,36</b>	<b>165.450,49</b>	<b>170.214,68</b>	
Profit (loss) after-tax per share -basic	8.6	0,3240	0,3149	0,3339	0,3216

**4. STATEMENT OF CHANGES IN EQUITY GROUP**

	Share Capital	Reserves	Accumulated Profit/Losses	Minority interests	Total Equity
	Amount in €				
<b>Balances 01/01/2017</b>	<b>1.465.000,00</b>	<b>-63.772,62</b>	<b>-334.084,47</b>	<b>0,00</b>	<b>1.067.142,91</b>
Results of the fiscal period			157.474,13	-3.329,66	154.144,47
Reserves of Financial Instruments available for sale		13.556,81			13.556,81
Increase of Share Capital	0,00			12.000,00	12.000,00
Own Shares			0,00		0,00
Dividends					0,00
Net income registered directly in the equity (Actuarial deficit)	0,00		-4.145,92		-4.145,92
<b>Balances 31/12/2017</b>	<b>1.465.000,00</b>	<b>-50.215,81</b>	<b>-180.756,26</b>	<b>8.670,34</b>	<b>1.242.698,27</b>
<b>Balances 01/01/2018</b>	<b>1.465.000,00</b>	<b>-50.215,81</b>	<b>-180.756,26</b>	<b>8.670,34</b>	<b>1.242.698,27</b>
<b>Change of the accounting policy (I.F.R.S. 9)</b>		<b>52.567,24</b>	<b>-170.430,58</b>	<b>0,00</b>	<b>-117.863,34</b>
<b>Adjusted balances</b>	<b>1.465.000,00</b>	<b>2.351,43</b>	<b>-351.186,84</b>	<b>8.670,34</b>	<b>1.124.834,93</b>
Results of the fiscal period			162.015,77	-4.920,23	157.095,54
Reserves of Financial instruments available for sale		0,00			0,00
Increase/ Decrease of Share Capital Of the Subsidiary	0,00			0,00	0,00
Dividend			0,00		0,00
Net income registered directly in the Equity (Actuarial deficit)			-1.788,70		-1.788,70
Own Shares	0,00				0,00
<b>Balances 31/12/2018</b>	<b>1.465.000,00</b>	<b>2.351,43</b>	<b>-190.959,77</b>	<b>3.750,12</b>	<b>1.280.141,77</b>

**4. STATEMENT OF CHANGES IN EQUITY COMPANY**

	Share Capital	Reserves	Accumulated Profit/Losses	Total Equity
Amounts in €				
<b>Balances 01/01/2017</b>	<b>1.465.000,00</b>	<b>-63.772,62</b>	<b>-334.084,47</b>	<b>1.067.142,91</b>
Results of the period			160.803,79	160.803,79
Reserves of financial instruments available for sale		13.556,81		13.556,81
Increase of Share Capital	0,00			0,00
Own Shares	0,00			0,00
Dividends			0,00	0,00
Net income registered directly in the equity (Actuarial deficit)			-4.145,92	-4.145,92
<b>Balances 31/12/2017</b>	<b>1.465.000,00</b>	<b>-50.215,81</b>	<b>-177.426,60</b>	<b>1.237.357,59</b>
<b>Balances 01/01/2018</b>	<b>1.465.000,00</b>	<b>-50.215,81</b>	<b>-177.426,60</b>	<b>1.237.357,59</b>
<b>Change of the accounting policy (I.F.R.S. 9)</b>		<b>52.567,24</b>	<b>-170.430,58</b>	<b>-117.863,34</b>
<b>Adjusted balances</b>	<b>1.465.000,00</b>	<b>2.351,43</b>	<b>-347.857,18</b>	<b>1.119.494,25</b>
Results of the period			166.935,99	166.935,99
Reserves of financial instruments available for sale		0,00		0,00
Increase/ Decrease of Share Capital	0,00			0,00
Dividends			0,00	0,00
Net income registered directly in the Equity (Actuarial deficit)			-1.788,70	-1.788,70
Own Shares	0,00			0,00
<b>Balances 31/12/2018</b>	<b>1.465.000,00</b>	<b>2.351,43</b>	<b>-182.709,89</b>	<b>1.284.641,54</b>

**IV. STATEMENT OF CASH FLOWS**

	<b>GROUP</b>		<b>COMPANY</b>	
	<u>1/1-31/12/2018</u>	<u>1/1-31/12/2017</u>	<u>1/1-31/12/2018</u>	<u>1/1-31/12/2017</u>
<b><u>Operating performance</u></b>				
<b>Pre-tax Profit</b>	301.818,34	252.625,25	311.658,79	259.284,57
Plus/Less adjustments for:		0		
Depreciations	39.951,46	37.529,01	39.951,46	37.529,01
Provisions	38.230,63	15.293,10	38.230,63	15.293,10
Performance from investment activities	3.654,45	-177,45	3.654,45	-177,45
Debit interests	-35.251,81	18.759,85	-35.251,81	18.714,85
Decrease / Increase of Receivables	-380.583,56	-391.467,50	-394.035,89	-389.436,04
Increase/ Decrease of Reserves	11.898,51	-21.820,45	11.898,51	-21.820,45
Decrease / Increase of liabilities (excluding banks)	48.244,04	360.046,84	46.043,81	360.046,84
Paid-up Debit interests	35.251,81	-18.759,85	35.251,81	-18.714,85
Paid-up Income Tax		0	0,00	0,00
<b>Total inflows / outflows from operating activities</b>	<b>63.213,87</b>	<b>252.028,80</b>	<b>57.401,76</b>	<b>260.719,58</b>
<b><u>Investment performance</u></b>				
Acquisition of tangible and intangible financial instruments	-108.131,27	-146.342,68	-108.131,27	-146.342,68
Payments from acquisition of holdings and financial instruments	0,00	0,00	0,00	-12.000,00
Collections from the sales of holdings, financial instruments and fixed assets	44.329,50	0,00	44.329,50	0,00
Income from financial instruments / Credit Interests	76,60	177,45	76,60	177,45
<b>Total inflows / outflows from investment activities</b>	<b>-63.725,17</b>	<b>-146.165,23</b>	<b>-63.725,17</b>	<b>-158.165,23</b>
<b><u>Financial performance</u></b>				
Collections from issued/ undertaken loans	260.000,00	12.000,00	260.000,00	0,00
Payments for loans and interests	-207.000,00	0,00	-207.000,00	0,00
Paid dividends		0,00	0,00	0,00
<b>Total inflows / outflows from financing activities</b>	<b>53.000,00</b>	<b>12.000,00</b>	<b>53.000,00</b>	<b>0,00</b>
<b>Net increase/ decrease from cash and cash equivalents of the period</b>	<b>52.488,70</b>	<b>117.863,57</b>	<b>46.676,59</b>	<b>102.554,35</b>
Cash and cash equivalents in the beginning of the period	406.625,48	288.761,91	391.316,26	288.761,91
<b>Cash and cash equivalents in the end of the period</b>	<b>459.114,18</b>	<b>406.625,48</b>	<b>437.992,85</b>	<b>391.316,26</b>