

# Korado Bulgaria AD (4KX)

## Company profile (Fact Sheet) 2016/2017



### Highlights

- Best ever quarter in history Q1 2017 with record sales growth of 73% y/y
- Impressive stock performance: shares up 55% YTD, 96% y/y
- Sustainable dividend policy distribution started in 2014
- Robust sales growth due to the new high tech production line
- New Markets: Hungary, Ukraine, Russia, France

### Q1 2017 key financials

Sales	EBITDA	EPS	Dividend
+73% y/y	+85% y/y	0.15 BGN	0.26* BGN

Valuation Metrics**	
EV/Sales (TTM)	1.91
EV/EBITDA (TTM)	13.83
P/E (TTM)	17.8x
P/S (TTM)	2.0x
P/B (MRQ)	3.8x

### History

Korado Group is among Top 10 largest manufacturers of steel panel radiators in Europe. Korado Group acquired 98.2% in Korado Bulgaria in 1998, and later reduced its stake to 85.7% in 2015 by SPO, when major local institutional investors acquired stakes. The Group comprises of three manufacturing plants (two of which located in the Czech Republic, Korado a.s. and Licon Heat, and one in Bulgaria – Korado Bulgaria), and four trading companies (in Poland, Germany, UK and Austria).

### Strong and experienced management team at Korado AS and Korado BG

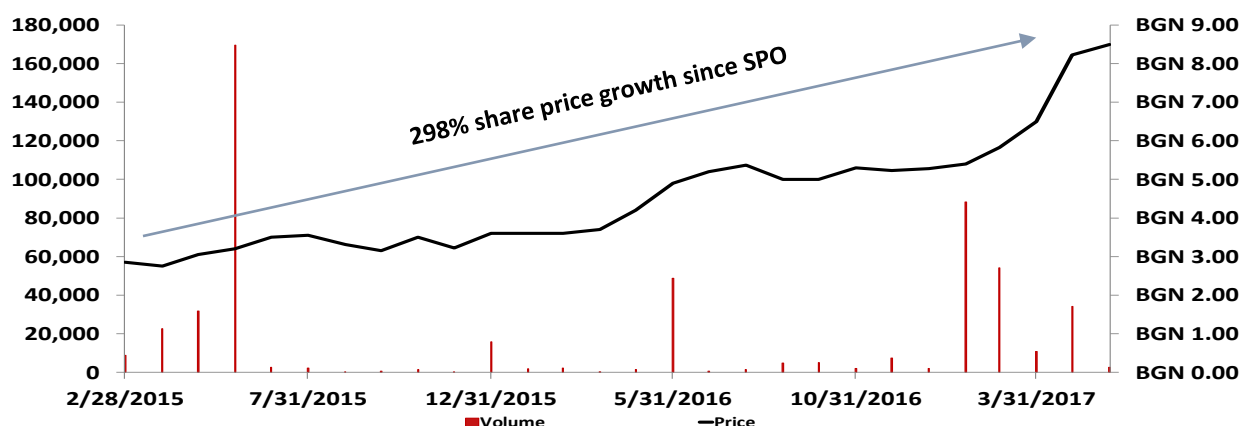
**Vojtěch Čamek**, CEO and CFO of KORADO a.s employed at KORADO from 2002. Former senior banker at Czechoslovak Central Bank and European Bank for reconstruction and development.

**Aleš Zouhar**, Executive Director Sales and Marketing KORADO a.s, employed at KORADO from 2004. Former CEO at American Jawa Ltd., managing director at MOTOKOV UK Ltd., held senior positions at Zetor a.s. and SKODA Great Britain Ltd.

**Jiří Řezníček**, Executive Director of KORADO Bulgaria since 2007, prior management positions at Gienger s.r.o. Zlín, Armaturka, a.s. Česká Třebová, Sigma K. P. Česká Třebová and others.

Shares Data**	
ISIN	BG11LUSTAT13
Ticker BSE	4KX
Shares Outstanding	8,779,067
Market Capitalization (BGN mln)	72.18
Enterprise Value (BGN mln)	70.39

Price Performance**	
Price Close	8.22
Last week:	17.5%
Last month	26.5%
Last 6 months	55.1%
Last year	95.8%



\* To be proposed at GMS on 23/05/2017 for 2016 dividend.

\*\* Valuation Metrics, Shares Data and Price Performance are presented as of 28.04.2017

#### DISCLAIMER:

The facts included in the present document have been acquired by valid sources, audited financial reports and public data. It is considered self-evident and granted that it is for information purposes solely and should not be considered as an offer or invitation for purchase or registration of market shares of any kind under any European or Bulgarian securities Acts.

# Financial performance and Segment information

Income Statement (BGN mln)	Q1 % y/y	2017 Q1	2016 Q1	2016	2015	2014	2013	2012
Revenues	73%	9.665	5.601	32.761	27.629	21.121	17.798	21.856
EBITDA	83%	1.645	0.898	4.336	2.964	1.917	1.046	0.875
EBIT	102%	1.373	0.681	3.323	2.167	1.501	0.661	0.524
Net Income*	103%	1.355	0.669	2.927	1.932	1.321	0.599	0.398
Dividend per share				0.26**	0.18	0.12		

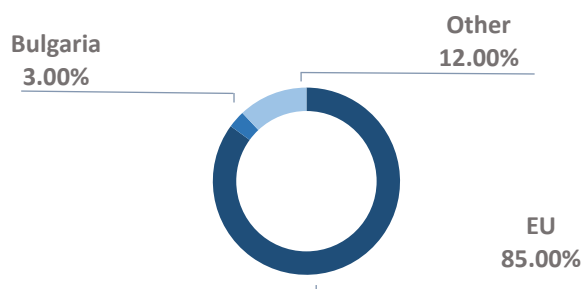
  

Balance Sheet (BGN mln)	Q1 % y/y	2017 Q1	2016 Q1	2016	2015	2014	2013	2012
Cash & ST Investments	327%	1.934	0.453	2.301	0.480	1.003	0.557	0.114
Fixed Assets	1%	14.991	14.910	15.181	13.565	10.004	4.638	3.413
Total Assets	23%	27.510	22.386	25.530	19.833	16.164	10.029	8.889
Current Liabilities	-12%	4.386	4.984	3.761	3.100	6.729	2.678	2.124
Total Liabilities	57%	8.568	5.446	7.943	3.562	7.040	2.941	2.286
Total Shareholders Equity	12%	18.942	16.940	17.587	16.271	9.124	7.088	6.603

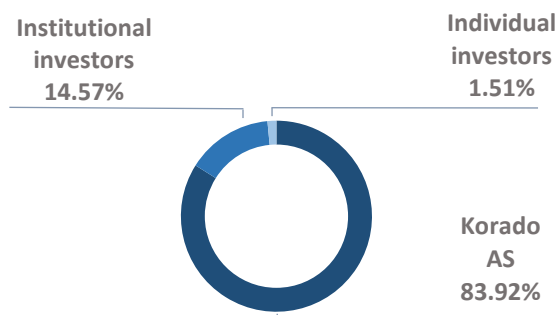
## Products

- **RADIK** – steel panel radiators
- **KORALUX** – towel rail radiators
- **KORATHERM** – design radiators
- **KORALINE** – convectors

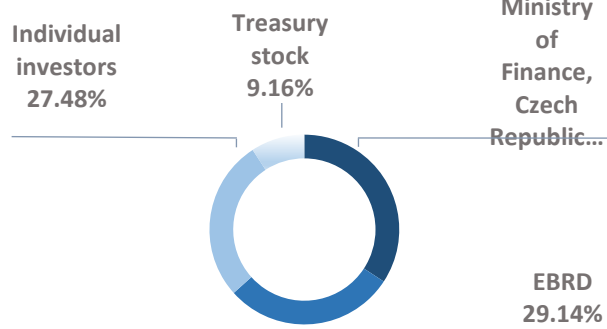
## Sales by Region



## Shareholder Structure Korado BG



## Shareholder Structure Korado AS



## Contacts

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## Events

**23/05/2017** General Shareholder Meeting

Further information about Korado and its shares are available on our website

[www.korado.bg](http://www.korado.bg)

All financial data as per audited financial statements

\* Quarterly net income stands for Profit before taxes

\*\*To be proposed at GMS on 23/05/2017

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