



CROATIAN FINANCIAL SERVICES
SUPERVISORY AGENCY
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Zagreb, 20th December, 2018

KONČAR – ELECTRICAL INDUSTRY Inc. SUPERVISORY BOARD MEETING

At its Meeting held on 20th December, 2018, the Supervisory Board considered the estimation of business operations of the KONČAR Group in 2018 and adopted 2019 Business Plan in accordance with the Agenda.

It is estimated that the Končar Group Companies are going to achieve the consolidated incomes from sales of products and services for the time period January to December, 2018, in the amount of HRK 2.7 billion. 2018 business year has been marked with an increase of contracted projects. Contracted projects are higher by HRK 486 million in the comparison with the same time period of 2017. Contracted projects at the end of 2018 are estimated to be HRK 3.4 billion making them higher by 11 percent compared to the beginning of the year.

Pursuant the adopted 2019 Business Plan, KONČAR Group Companies plan to generate incomes from sales of products and services in the amount of HRK 3.1 billion. It is estimated that incomes from sales of goods and services in the domestic market are going to be achieved in the amount of HRK 1.3 billion and in exporting markets in the amount of HRK 1.8 billion. The share of export in the total incomes from sales of products and services is planned to be 58 percent. New markets with a significant amount of the export in 2019 are going to be Tanzania, Guinea, Bangladesh, Georgia, Ireland and Malesia.

It is planned to contract new projects in the amount of HRK 3.5 million in 2019.

It is planned that investments will amount to HRK 259.1 million in 2019. A larger part of planned investments will be financed from the in-house asset sources.

Končar Electrical Industry Inc. Managing Board