Corporate Profile

10 November 2010

Recommendation	Previous	From date	52-week target
Market Perform	Market Perform	20 October 2010	1.78

Herti

Business Summary

Herti was founded in 1993 as a start-up company. It is producing various types of closures for bottles. The packaging products are sold to producers of alcoholic and non-alcoholic beverages but part of the closures are designed for the use by the pharmaceutical industry. The company is exporting more than 80% of its production. Main markets are the European Union, Russia and ex-Soviet countries. Herti's business model includes the whole process of production as well as the sell to clients. The company is making market researches in its sector to respond the necessities in different economic sectors.

The company's holding structure includes four subsidiaries:

- Tihert JSC – 100% of the capital;
- Herti UK – 100% of the capital;
- Herti France – 100% of the capital;
- Herti Group International – 49.00%.

The company also owns 5.6% stake in the first Bulgarian packaging recovery organization – the non-profit company Ecopack Bulgaria. Herti is fulfilling its obligations for separate waste collection and recovery of packaging released on the market in Bulgaria according to the current legislation.
Herti is expanding its product portfolio through research and development activities. The company is applying the requirements of the world quality standards and the principles of good corporate management. It was certified under ISO 9001:2008 in December 2009.

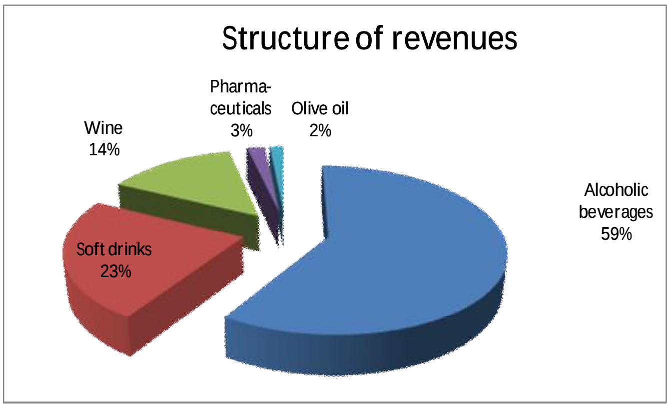
Current Market Activity

Herti is among the low liquid shares on the Bulgarian stock market. The initial public offering during the first quarter of 2008 faced many obstacles in terms of limited investors' demand. The ambitious plan to raise capital and to sell existing shares through the stock exchange coincided with the first major decline of international markets. Investors turned toward the low-risk shares of large and well-know companies.
The trading activity with Herti's shares decreased substantially after the end of the first quarter according to the decline of overall market activity and the lower prices of stocks. The huge price gains to BGN 2.00 of Herti's shares is consequence of the low liquidity. The position remained aside of the market correction due to the lack of trading.

Valuation Ratios		Profitability and Growth Ratios	
Enterprise Value	33 952 000	Return on Capital	-
Dividend Yield - Gross	-	Return on Equity	-
Trailing P/E (ttm)	-	Return on Assets	-
Forward P/E (2010)	-	EBITDA Margin	8.6%
PEG Ratio (1yr expected)	-	Net Profit Margin	-
Price/Sales (ttm)	0.93	Revenue Growth	19%
Price/Book (mrq)	1.99	EPS Growth	-
Enterprise Value/Revenues (ttm)	1.31	Capital Growth	-0.1%
Enterprise Value/EBITDA (ttm)	15.28	Assets Growth	4.2%

Sales

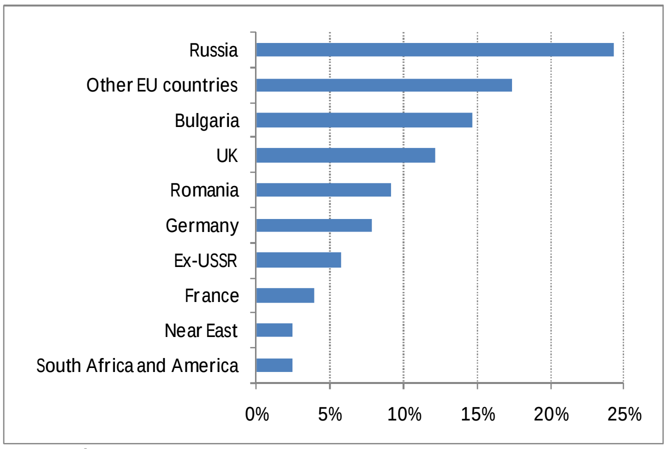
The largest part of the revenues comes from the packaging products for alcoholic beverages. In 2010, a significant change in the structure of sales by industry took place, the share of soft drinks increased to 23% of total revenues.
The Bulgarian Soft Drinks Association reported a continuing increase in the consumption of soft drinks during the third quarter by 3%. Revenues in the sector remained below the level of 2009 by 5%. The crisis changed the consumer behavior in the country and the decline will continue during the first half of 2010.



Source: Herti

Retail prices of soft drinks in Bulgaria were flat in 2009 as compared to the previous year. However, the production is declining due to the shrinking personal income, the rising unemployment and the weaker touristic season last year. Herti reported increased demand for caps from the wine industry, which is expected to continue. Producers of wine are switching from cork to aluminum closures to cut costs that could affect further positively the company's revenues in the coming quarters. Bulgarian alcohol drinks market posted increase but the demand remained subdued. The growth of revenues during the first half of the year was mainly due to the recovery of demand from existing clients. The global economic growth is supporting the consumption of beverages and we expect that Herti will continue to post better quarterly results in terms of sales. 20% of the increase was due to shipments to new clients.

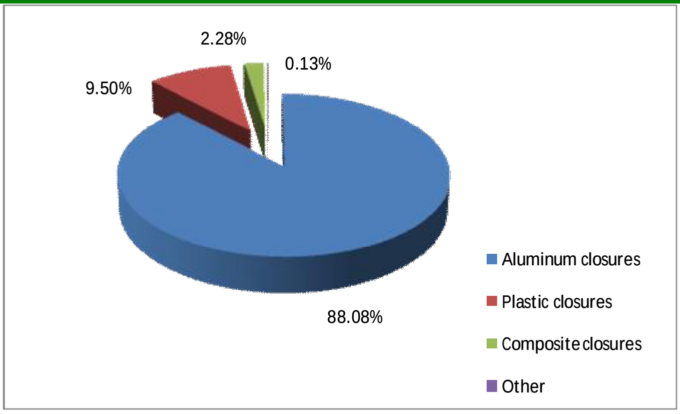
The packaging products and solutions of Herti are exported to broad range of markets. The share of sales to Russia is declining due to the growing importance of the EU markets and mainly to United Kingdom and France. Herti is expecting to increase substantially its sales to Western Europe after the establishment of subsidiaries in those countries.
The increase in sales to South Africa and America was due to the demand of the wine industry.



Source: Herti

The results for the first half of 2010 confirmed the expectations that subsidiaries in France and United Kingdom will contribute to the expansion in the both markets. Herti is also entering other new markets in Europe – the company is exporting aluminum closures for wine bottles to Germany as well as to Austria.

The aluminum closures segment remained the largest product segment of Herti with 86% of revenues. Share of composite closures is rising at the expense of plastic closures, which declined to 9.5% of all revenues.
In addition, the export of wine in packages with plastic closures to Russia faced some difficulties. The continuing decline in export to Russia suggests that the market is shrinking in terms of domestic demand.



Source: Herti

Costs

The price of aluminum was relatively stable during the third quarter but approached the year's highs. The metal maintained its share in total costs of materials to 54% at the end of the quarter. The metal is determining the final cost of production. As expected, the appreciation of aluminum put some pressure on the financial results of Herti.
The last price increase coincides with growing concerns about U.S. economy entering a new recession. This means that the market is under the influence of other positive factors in addition to expectations for global growth and may lead to continued growth of aluminum during the recovery of developed economies.

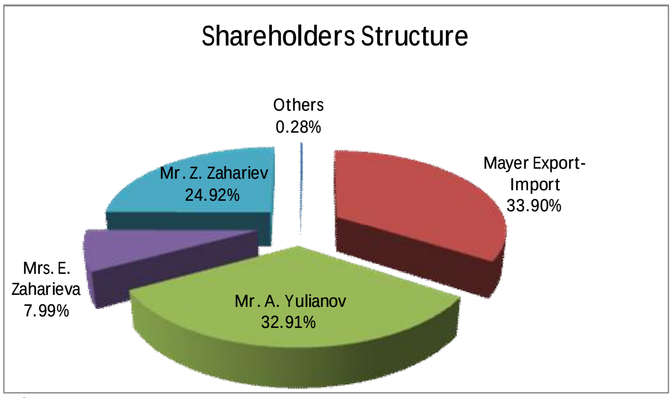
Source: Bloomberg

Certificates For Quality

Herti completed successfully the certification procedure under the BRC/IOP Global Standard for Packaging and Packaging Materials and has been approved. This Standard is a product certification designed to protect consumers' rights and help traders to follow the requirements of the EU for good practices. The certificate provides proof of technical competence and helps producers and retailers reaching full law compliance. It is applied by suppliers in Europe, Africa, the Middle East, Asia, Australia, North and South America. Herti will have the opportunity of free trade with all the companies in the scheme - Tesco, Sainsbury, Marks&Spencer, Asda, Boots, Safeway, Co-op.

Shareholders Structure

Main shareholders of Herti are physical persons. Joseph Mayer is the first long-term investor in the company and is a shareholder from 1997. His trading company Mayer export-import is Austria-based. During the 2008 IPO the existing shares that were offered for sales were from the stake of Mayer export-import. Large shareholders continued to sell small amount of shares during the first quarter of 2010 and the free-float increased to 0.28%. It remains too low to have liquid trading.



As of 30 June 2010
Source: Herti

Financial Analysis

The global economic and financial crisis put under severe stress the industrial companies in terms of their revenues and debt servicing. Herti is operating in a niche that also has been affected by the global slowdown. The decline during the crisis had positive effect on several indicators. The company's investments in modernization and capacity expansion have been financed through long-term bank loans. The initial public offering was unable to raise enough capital due to the difficult stock market conjuncture and could not improve the level of debts.

Liquidity	2006	2007	2008	2009	9M 2010
Current ratio	1.19	0.93	1.03	1.08	1.24
Quick ratio	0.77	0.62	0.73	0.79	0.87

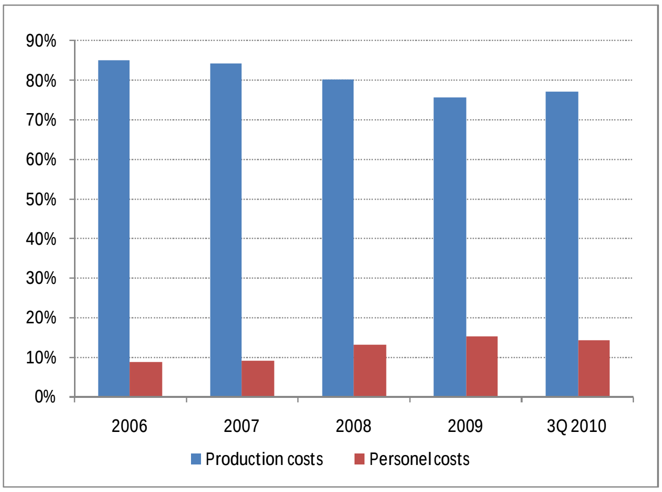
The liquidity ratios posted sizable changes during the third quarter of the year as current assets of Herti increased. Company's receivables are rising, which is following the upward trend of revenues. Herti is maintaining a very good liquidity and is ensuring the continuous process of production despite the crisis and the difficult access to bank loans in Bulgaria. The large difference in the two liquidity ratios in 2007 as compared to 2006 was due to the huge investments in machines and the rising debt levels of the company. However, the current and the quick ratios improved since 2007 despite the slight increase of bank loans. The change during the first half of 2010 was small despite the large increase of revenues on yearly basis. Quick ratio decreases due to the increase in current liabilities, but the change is insignificant and the ratio remains above the average for recent years.Herti's management and the specific area of operations are insuring stable balance between current assets and current liabilities. The improvement of ratios on yearly basis is a result of the gradual decrease of debts.

Debt Management	2006	2007	2008	2009	9M 2010
Total Liabilities / Total Assets	60.9%	57.7%	60.2%	56.5%	58.4%
LT Debt / (LT Debt + Share Equity)	5.3%	13.7%	21.0%	19.1%	26.1%
LT Debt / Share Equity	7.9%	24.9%	40.2%	35.3%	47.5%
Operating Cash Flow to Total Liabilities	24.2%	-5.3%	4.4%	13.4%	14.6%
Interest Coverage Ratio	1.79	1.43	0.01	0.63	0.81

Long-term debt increased during the quarter at the expense of short-term bank loans. This is the main reason for the higher values of some ratios despite that total bank loans actually decreased. Long-term debt-to- equity rose to 47% in the last non-consolidated report. The rising debt levels in 2007 and 2008 financed the investment program of Herti.

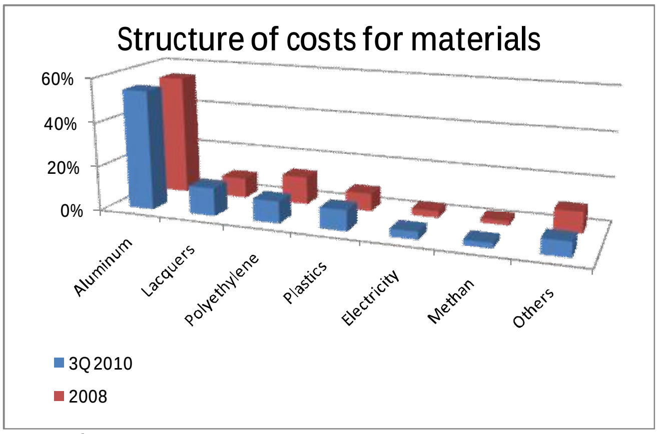
The level of debts is serious hurdle for the companies with lower profits and plans to invest during the credit crisis. Herti improved its capability to service the debt during 2010. EBIT is still below the interest expenses but the difference is shrinking.

The costs of goods sold maintained their percentage of total revenues during the quarter due to the stable prices of aluminum.
Rising prices of production will maintain the costs at lower than the average level. However, the recovery of the global economy will keep price pressure on raw materials.
The optimization of the production and the large investments in modern equipment during the previous two years will contribute for the below average COGS-to-revenues as compared to 2006-2008. We don't expect to see further decrease of the ratio.



Source: Herti

Aluminum remains the primary material cost for Herti. The metal represented 54% of all costs for basic materials during the first half of 2010. The decrease of metal costs in the structure of expenses in the first quarter proved to be short-lived. Changes in other categories of expenditures are also affected by changes in product mix of Herti.
The dynamics in aluminum prices forced the company to increase the prices of its products. Currently, Herti is negotiating with its trading partners.



Source: Herti

Herti faced an increase of wage and social insurance costs as a percentage of total revenues in 2009. The main reason was the 27% decline of sales last year. Herti's politic to human resources is to avoiding the job cuts. The adjustments of the job number is due to the voluntary went off and retirements. Herti's goal is to maintain its specialists as the company expects that during the periods of rising revenues the labor costs will decrease their share to 10% of sales. 2010 confirmed the trend of falling labor costs as percentage of total revenues.

Prognosis

The declining worldwide consumption of beverages is having negative impact on the revenues of Herti during 2009. This started to change in 2010 and Herti is already posting 20% increase of annual revenues for the first nine months of the year. This trend will persist for the coming quarters due to the high aluminum prices and the global recovery of demand.
The profit margins are lower than our expectations from year ago as raw materials appreciated. We are lowering our expectations for EBITDA margin for 2010 and the best case scenario is Herti to post low net profit. Our prognoses for the next two years are maintained at present levels due to the expected improvement of revenues.

BGN '000	2006	2007	2008	2009	2010E	2011E	2012E
Sales	23638	27 783	30 965	22 529	27 035	32 442	37 308
Growth		*17.54%*	*11.45%*	*-27.24%*	*20.00%*	*20.00%*	*15.00%*
EBITDA	1564	1 613	2 030	2 006	2 366	2 920	3 171
EBITDA margin	*6.62%*	*5.81%*	*6.56%*	*8.90%*	*8.75%*	*9.00%*	*8.50%*
EBIT	712	599	573	499	866	1 420	1 671
EBIT margin	*3.01%*	*2.16%*	*1.85%*	*2.21%*	*3.20%*	*4.38%*	*4.48%*
Net Profit	359	-339	-651	-290	-	-	-
Net Profit margin	*1.52%*	*-1.22%*	*-2.10%*	*-1.29%*	-	-	-

Data for 2010 and beyond are estimations of ELANA Trading:

SWOT Analysis

Strenghts	Weaknesses
Diversification by markets and products Modern equipment Complete packaging solutions Specific niche Logistic advantages	High debt level Larger drop of revenues as compared to the decline of clients' industries
Opportunities	**Threats**
Certification procedure under the BRC/IOP Global Standard for Packaging Rising number of clients Improving profit margin during period of sales growth	Continuing decline of consumption of beverages in the main markets

Stock Information (BSE Ticker: HTV; Bloomberg: HTV BU)

Last Price	Market Cap	1Y Range	Average Volume
2.00	24 028 000	BGN 1.00 – BGN 3.10	135
Beta	**1Y Change**	**SOFIX Change**	**BG40 Change**
-	-16.01%	8.01%	11.84%

Valuation

The stocks of Herti are low liquid due to the unsuccessful IPO in the beginning of 2008 when the capital has been increased by only 14 000 shares. The valuation of the stock is based on the comparison by multiples of the companies in the sector of packaging products. We picked only European companies. Despite the economic uncertainties and the lack of comparable historical data of Herti in time of significant crisis, we also use discounted cash flows to calculate intrinsic value of the stock.

Multiples Analysis

The loss of Herti is leading to negative price-to-earnings ratios. The last increase of the price to BGN 2.00 resulted to significantly higher multiples as compared to the average for the previous year. Price-to-book and price-to-sales ratios are currently at the average levels for the market. The steady improvement of financials has its positive effect on multiples.
EV/EBITDA also improved this year but remained relatively higher. However, we expect that EV/EBITDA will gradually improve over time following the rising revenues and the possibility of higher production prices. Moreover, the stock price could easily return to BGN 1.2 that will improve all multiples to levels not seen during the last year and half.

Multiples	2008	2009	3Q '10
Price/Earning (P/E)	-41.77	-47.64	-155.02
Equity (BV)	1.01	1.01	1.01
Price/Book Value (P/B)	2.56	1.14	1.99
Sales Per Share	2.36	1.88	2.15
Price/Sales (P/S)	1.09	0.61	0.93
EV (thousand BGN)	41 564	23 906	33 952
EV/Sales	1.47	1.06	1.31
EV/EBITDA	29.63	11.92	15.28

* Estimations and calculations: ELANA Trading
Data for trailing twelve months

Sector Comparison

The production of closures for bottles is only a specialized part of the packaging industry where lots of companies are operating in Europe. Few of them are competitors of Herti but using the average multiples of broader number of companies gives a better valuation. The table is showing the main multiples of companies in Western and Eastern Europe and the average values for all companies.

	P/E	P/B	P/S	EV/EBITDA
Eastern Europe	43.41	1.42	0.83	10.34
Western Europe	16.56	1.49	0.62	6.74
Average	26.50	1.46	0.70	8.09

Source: Bloomberg

The markets in Eastern Europe have higher multiples than the average for developed markets.
We excluded from the peer group stocks with unreasonably high multiples, which has its implication on price-to-earnings and EV/EBITDA ratios. Other average multiples increased during the last quarter due to the rising stock prices n Europe.
The calculation of the average price-to-earnings ratios excludes the losses during the last 12 months and there is large percentage of companies on the red. This is artificially lowering the value of the indicator as it is representing only the profitable companies. When the sum of all profits and losses are divided by the aggregate market capitalization, the P/E ratio will be much higher. The indicator is the least suitable to value a company during this stage of the economic

cycle. EV/EBITDA is also very different for the companies in Western and Eastern Europe. It is due to the worsening profits as well as the growing debts of the companies in Emerging Europe. It is better indicator for the profitability. The difference between multiples in Eastern and Western Europe is significant. We prefer more conservative approach to the valuation and this is why we use the average for all companies in the sector.

Peers Comparison

The loss is preventing the use of price-to-earnings ratio for valuation purposes. EV/EBITDA is much better indicator for the valuation because it is including all cash flows that are generated by the company. Its average value decreased significantly compared to the sample of companies in the previous analysis. This leads to a change in valuation of Herti, following the higher P/B and P/S in Europe. The weighted share price is now BGN 1.25 compared to BGN 1.08 in the previous analysis. We did not change the weight of each multiple.

Multiples	Value	Price	Weight
P/B	1.46	1.47	35%
P/S	0.70	1.52	35%
EV/EBITDA	8.09	0.67	30%
Price (BGN)			1.25

Calculations: ELANA Trading

Discounted Cash Flows

Our discounted cash flows model has been adjusted to include the projected income for the period of 2011 until 2020. This has small effect on the intrinsic value of Herti's shares. However, the company's increase of the working capital in 2010 coincided to the rising revenues. We are using the average level of working capital as percentage of annual sales for the last five years. This has positive effect on the cash flow for 2011, which contributed to the increase of intrinsic value of shares to BGN 1.78.
The better revenues for 2010 could not lead to positive financial results but EBIT maintained good level of increase. Rising revenues, also supported from higher prices of Herti's products will have positive effect on the cash flow for the next several years. We maintain our expectations for 20% increase of revenues for 2010 and 2011. Some volatility on quarterly basis is possible but reasons will be more seasonal than economic. Moreover, the growth of Herti is based also on expansion to new markets. Growth rates for the years after 2015 are very modest. The projected long-term growth rate is 3.00% with WACC of 10%. We also provide a sensitivity analysis to the change of the growth rate and the discounting factor. The price is between BGN 1.00 and 4.50. The new intrinsic value of Herti's share is BGN 1.78.

Herti *BGN'000*	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Terminal Year
EBIT	1 135	1 306	1 694	1 863	2 515	2 666	2 799	3 203	3 315	3 431	3 534
EBIT(1-T)	1 022	1 175	1 524	1 677	2 264	2 400	2 520	2 882	2 983	3 088	3 180
Add: D&A	1 784	2 052	2 117	2 329	2 012	2 133	2 240	2 038	2 109	2 183	2 249
Less: Investments	1 784	2 052	2 117	2 329	1 006	1 333	1 680	2 038	2 109	2 183	2 249
Less: Change NWC	-1 575	170	176	148	130	106	93	78	71	74	67
FCF	2 596	1 005	1 348	1 529	3 139	3 094	2 986	2 804	2 912	3 014	3 113
PV FCF	2 360	830	1 013	1 044	1 949	1 746	1 532	1 308	1 235	1 162	

Sum of PV FCF	14 181
PV of Continuing Value	17 145
Total PV Free Cash Flows	31 326
Less: Outstanding Debt	9 950
Plus: Financial Assets	26
PV of Equity	**21 402**
Number of Shares	12 014
Price Per share	**1.78**

Growth Rate

WACC \ SA	1.0%	2.0%	3.0%	4.0%	5.0%
8.0%	2.18	2.47	2.88	3.48	4.50
9.0%	1.77	1.97	2.24	2.61	3.16
10.0%	1.46	1.60	**1.78**	2.02	2.36
11.0%	1.21	1.31	1.44	1.61	1.83
12.0%	1.00	1.08	1.17	1.29	1.45

Calculations: ELANA Trading

Valuation

The both methods have average price per share of BGN 1.51, comparing to BGN 1.40 from our last calculations. This is below the last market price but is higher than the average from the beginning of 2010. The difference between both methods is rising due to the expected growth of revenues.

Method	Price	Weight
Peers' Comparison	1.25	50%
DCF	1.78	50%
Price (BGN)		1.51

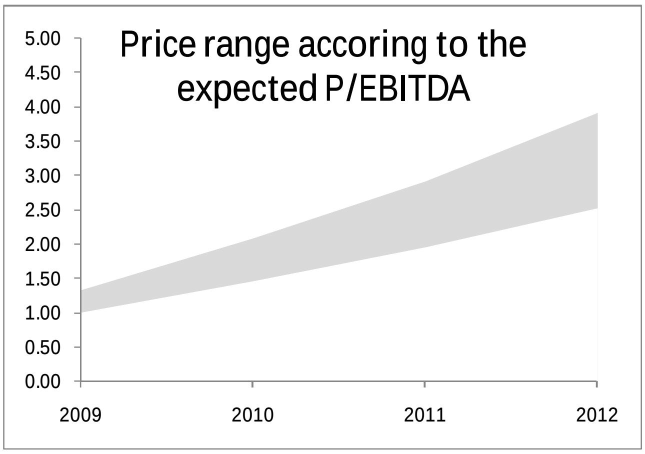
Calculations: ELANA Trading

Recommendation And Price Target

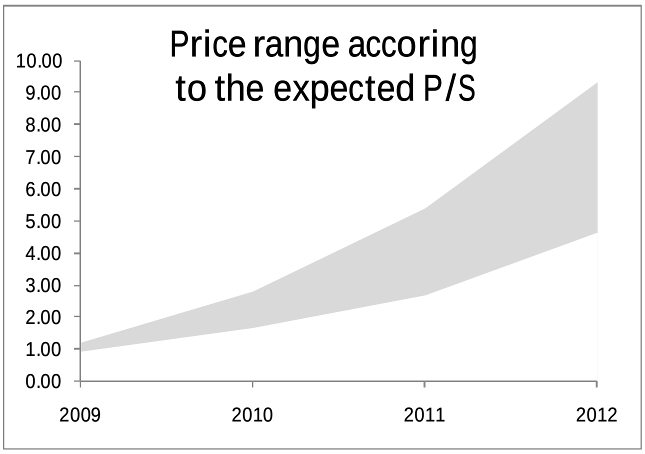
The current valuation has its flaws and some of them were already discussed. The comparison with European peers is based on their financial results that are under the negative influence of the deep economic and financial crisis – revenues and profits are at multi-year lows, whereas investors are requiring higher risk premiums as compared to the previous decade. We can expect that this market bias will gradually change over time. The risk appetite is returning and the valuation ratios are rising since March this year. On the other hand, the discounted cash flows model is very sensitive to the inflation and the nominal turnover of the company.

One alternative to those methods for valuation is the comparison of indicators like P/EBITDA or the price-to-sales to their values during the previous booming years. In 2007 Bulgarian stocks traded at very high multiples - P/S of 4 and P/EBITDA between 8 and 10. The reasons included the elevated expectations for the economy and the low liquidity of the Bulgarian stocks. Small companies posted huge price gains during the final years of the bull market.

The graphs are representing the probable price ranges according to the EBITDA and the revenues in two scenarios. In both cases we can expect higher multiples and renewed risk appetite that could support P/EBITDA and P/S. These price ranges are the possible scenarios if the company is a target for acquisition. The risk aversion is prevailing on the domestic market and P/S ratio of 3-4 looks extremely impossible during the next two years.



Calculations: ELANA Trading



Calculations: ELANA Trading

We give ***Market Perform*** recommendation of Herti's shares due to the low liquidity and the higher risk of small-caps. Our one-year price target is based on the DCF method and is BGN 1.78. The price target is already reflecting the global recovery but the risk appetite of domestic investors is very low.

Corporate Profile

10 November 2010

Financial Data (non-consolidated)

Statement of Income (in '000 BGN)	2006	2007	2008	2009	9M 2010
Sales	23 758	27 876	28 370	22 529	25 832
Production expenses	20 173	23 473	22 759	17 051	19 865
Personnel expenses	2 021	2 519	3 779	3 419	3 674
Net income from financial activities	48	(201)	(429)	(53)	(71)
Other revenues and expenses	51	0	0	0	0
EBITDA	1 663	1 683	1 403	2 006	2 222
Depreciation	852	986	1 394	1 507	1 579
EBIT	811	697	9	499	643
Interest expense	452	489	830	789	798
Pretax income	359	208	(821)	(290)	(155)
Taxes	0	16	0	0	0
After-tax income	359	192	(821)	(290)	(155)
Minority interest	0	0	0	0	0
Net income	359	192	(821)	(290)	(155)
Earnings per share in BGN	0.14	0.02	(0.07)	(0.02)	(0.01)

Balance Sheet (in '000 BGN)	2006	2007	2008	2009	9M 2010
Total Assets	16 614	30 266	31 223	28 621	29 828
Equity subscriptions receivable	0	0	0	0	0
Fixed assets	6 000	18 008	17 409	16 544	15 907
Tangible fixed assets	5 978	17 729	17 114	16 206	15 621
Financial investments	14	219	221	279	279
Current assets	10 614	12 258	13 814	12 077	13 921
Inventory	3 721	4 025	3 957	3 276	4 203
Receivables	6 055	7 343	9 333	8 542	9 692
Financial assets	0	0	0	0	0
Cash and cash equivalents	560	522	524	259	26
Total liabilities + equity	16 614	30 266	31 223	28 621	29 828
Equity	6 502	12 798	12 099	12 134	12 085
Registered capital	2 500	12 000	12 014	12 014	12 014
Capital funds	1 327	385	33	354	358
Earnings	2 675	413	52	-234	-287
Liabilities	10 112	17 468	18 808	16 171	17 427
Long-term payables	683	1 039	819	1 038	789
Long-term bank loans	511	3 190	4 864	4 284	5 743
Short-term bank debt	2 548	7 245	6 228	6 065	4 207
Short-term payables	6 365	5 994	7 213	5 100	7 004
Other liabilities	5	0	0	0	0
Working capital	1 701	(981)	373	912	2 710

Cash Flow Statement (in '000 BGN)	2006	2007	2008	2009	9M 2010
Net income	359	192	(821)	(290)	(155)
Depreciation	852	986	1 394	1 507	1 579
Changes in Working capital	0	(2 682)	1 354	539	(373)
Other operating cash flow items	(471)	947	(1 440)	(365)	397
Net cash from operating activities	740	(557)	487	1 391	1 448
Capital expenditures	(946)	(5 522)	(878)	(113)	(572)
Other investing cash flow items	0	(180)	0	42	0
Net cash from investing activities	(946)	(5 702)	(878)	(71)	(572)
Issuance/ Retirement of Stock, Net	0	0	43	0	0
Issuance/ Retirement of Debt, Net	1 204	5 990	1 493	(512)	(512)
Dividends paid	0	0	0	0	0
Other financing cash flow items	(572)	231	(1 143)	(1 073)	(597)
Net cash from financing activities	632	6 221	393	(1 585)	(1 109)
Net change in cash	426	(38)	2	(265)	(233)
Beginning-of-period cash	134	560	522	524	259
End-of-period cash	560	522	524	259	26
Cash per share	0.22	0.04	0.04	0.02	0.00
Number of shares:	2 500 000	12 000 000	12 013 797	12 013 797	12 013 797
Price in BGN - period end:	n/a	n/a	2.58	1.15	2.00
Market cap in BGN - period end:	n/a	n/a	30 995 596	13 815 867	24 027 594

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Corporate Profile

10 November 2010

Financial and Performance Indicators	2006	2007	2008	2009	12M
Valuation Ratios					
Price/Earnings (P/E)	n/a	n/a	-37.75	-47.64	-155.02
Book Value (BV)	n/a	n/a	1.01	1.01	1.01
Price/Book (P/B)	n/a	n/a	2.56	1.14	1.99
Sales Per Share	n/a	n/a	2.36	1.88	2.15
Price/Sales (P/S)	n/a	n/a	1.09	0.61	0.93
Price/Cash per share	n/a	n/a	54.09	11.35	16.87
EV (in BGN)	n/a	n/a	41 564	23 906	33 952
EV/Sales	n/a	n/a	1.47	1.06	1.31
EV/EBITDA	n/a	n/a	29.62	11.92	15.28
EV/EBIT	n/a	n/a	4618.18	47.91	52.80
Liquidity					
Current ratio	1.19	0.93	1.03	1.08	1.24
Quick ratio	0.77	0.62	0.73	0.79	0.87
Debt Management					
Debt to total assets	0.61	0.58	0.60	0.57	0.58
Interest coverage	1.79	1.43	0.01	0.63	0.81
LT Debt/Equity	0.18	0.33	0.47	0.44	0.54
Total Debt/Equity	1.56	1.36	1.55	1.33	1.44
Asset Management					
Inventory turnover	6.38	6.93	7.17	6.88	6.15
Days sales oustanding	92	95	118	136	135
Fixed asset turnover	3.96	1.55	1.63	1.36	1.62
Total asset turnover	1.43	0.92	0.91	0.79	0.87
Profitability					
Profit margin on sales	1.5%	0.7%	-2.9%	-1.3%	-0.6%
EBITDA margin	7.0%	6.0%	4.9%	8.9%	8.6%
Basic earning power	4.9%	2.3%	0.0%	1.7%	2.2%
Return on assets	2.2%	0.6%	-2.6%	-1.0%	-0.5%
Return on equity	5.5%	1.5%	-6.8%	-2.4%	-1.3%
Return on investments	4.7%	1.1%	-4.6%	-1.7%	-0.8%
Dividend Information					
Dividend Yield	n/a	n/a	n/a	n/a	n/a
Dividend per share	n/a	n/a	n/a	n/a	n/a

Number of shares:	2 500 000	12 000 000	12 013 797	12 013 797	12 013 797
Price in BGN - period end:	n/a	n/a	2.58	1.15	2.00
Market cap in BGN - period end:	n/a	n/a	30 995 596	13 815 867	24 027 594

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Outperform	More than 5% higher as compared to SOFIX and BG40 performance
Neutral	Market performance, +/-5% as compared to SOFIX and BG40
Underperform	More than 5% lower as compared to SOFIX and BG40 performance

Frequency of Recommendations: No schedule of recommendations is available. The frequency of recommendations depends on specific factors to individual companies and the opinion of the analyst(s) for the necessity of minor or major changes.