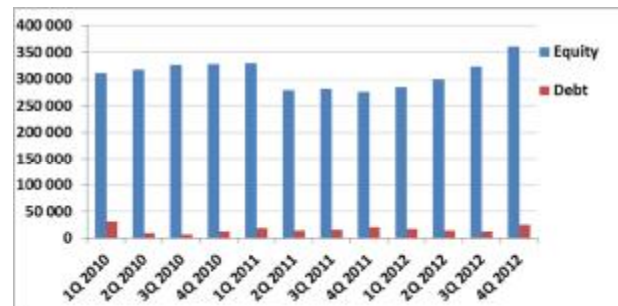
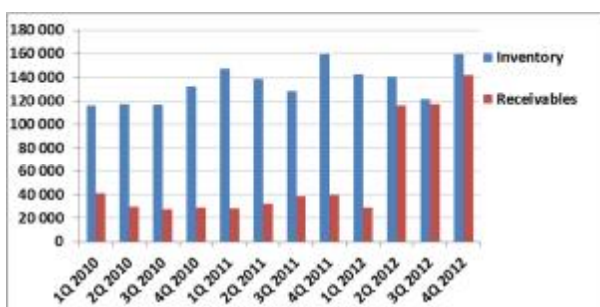
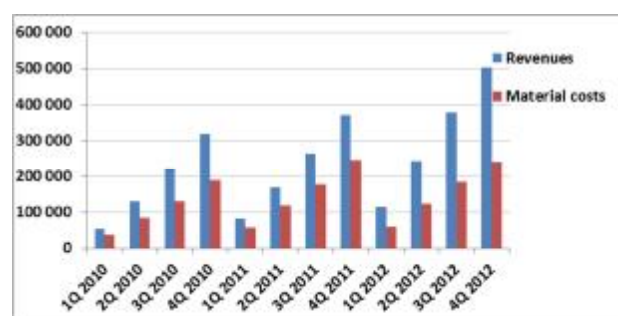
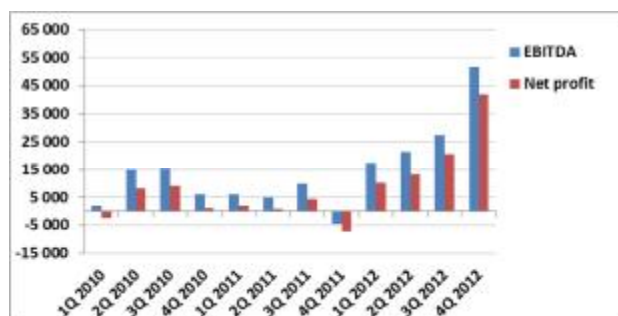


- The net profit of Bulgartabac Holding (57B) for 4Q 2012 posted significant increase on both - yearly and quarterly basis. For the last five years, the result lagged only behind 3Q 2008.
- The company had BGN 62 million cash as of the end of the year. The serious decrease comparing to 2011 was mainly due to the tender offers toward the minority shareholders of subsidiaries that have been delisted – Sofia BT, Blagoevgrad BT and Pleven BT.
- The revenues declined by 6% q-o-q. The decreased consumption and the contra-band continued to have negative effect but the company managed to keep its market share in Bulgaria at the same level as 2011. During the last year Bul-

gartabac Holding entered several new markets in EU, Asia, Far East and Africa.

- The short-term liabilities amounted BGN 41 million and the receivables – BGN 141.5 million.
- The main risk in front of the company is the rate of exchange and mainly the rate of US dollar. The main part of the revenues – BGN 41 million or 66% are in USD as well as 66% of the short-term liabilities.
- The preliminary planned investments for 2012 were BGN 17.6 million and the holding fulfilled BGN 13.6 million. The largest investments were in Blagoevgrad BT – BGN 12.9 million.
- The forthcoming elections in Bulgaria could have direct effect on the company's activity, because of probable legal changes.

	4Q 2012	q-o-q	y-o-y
Revenues	124 263	-6.40%	16.87%
Costs, incl. depreciation	77 690	-28.67%	-31.36%
Interest expenses	4 548	1.52%	18.53%
EBITDA	682	232.68%	140.99%
EBIT	51 681	88.60%	-1270.05%
Net profit	47 133	105.61%	-671.0%
Assets	41 957	103.95%	-693.9%
Long-term assets	616 143	15.60%	12.16%
Inventories	217 785	4.36%	-1.22%
Receivables	159 497	31.57%	0.09%
Cash	24 841	-11.22%	435.48%
Equity	62 511	23.43%	-49.42%
Long-term loans	360 333	11.68%	31.12%
	25 475	115.76%	93.7%



*Source: Bulgartabac Holding; *000 BGN

Financial Data

Statement of Income (in '000 BGN)	2008	2009	2010	2011	2012
Sales	307 298	274 370	317 412	371 037	501 509
Production expenses	218 633	191 427	209 778	276 626	312 173
Personnel expenses	84 216	76 277	74 341	75 842	72 714
Net income from financial activities	43 308	14 816	5 405	(1 891)	1 373
Other revenues and expenses	0	0	0	0	0
EBITDA	47 757	21 482	38 698	16 678	117 995
Depreciation	16 733	16 027	15 524	15 018	17 205
EBIT	31 024	5 455	23 174	1 660	100 790
Interest expense	1 597	1 494	1 111	834	1 382
Pretax income	29 427	3 961	22 063	826	99 408
Taxes	1 676	549	3 072	386	10 634
After-tax income	27 751	3 412	18 991	440	88 774
Minority interest	0	238	2 891	261	2 737
Net income	27 751	3 174	16 100	179	86 037
Earnings per share in BGN	3.77	0.43	2.19	0.52	11.68

Balance Sheet (in '000 BGN)	2008	2009	2010	2011	2012
Total Assets	788 662	646 849	559 983	549 156	616 143
Equity subscriptions receivable	0	0	0	0	0
Fixed assets	199 859	207 117	214 511	226 030	249 767
Tangible fixed assets	197 312	203 347	212 350	220 279	217 785
Financial investments	320	320	320	320	320
Current assets	588 803	439 732	345 472	323 126	366 376
Inventory	107 232	113 851	132 351	159 349	159 497
Receivables	260 060	178 757	29 098	39 598	141 541
Financial assets	34 395	12 487	0	0	0
Cash and cash equivalents	186 709	133 984	183 595	123 595	62 511
Total liabilities + equity	788 662	646 849	559 983	549 156	616 143
Equity	371 582	313 251	327 941	274 670	360 333
Registered capital	7 367	7 367	7 367	7 367	7 367
Capital funds	101 089	107 915	106 815	107 146	145 958
Earnings	263 126	197 969	213 759	160 157	207 008
Liabilities	417 080	333 598	232 042	274 486	255 810
Long-term payables	18 380	20 967	27 151	35 678	38 840
Long-term bank loans	6 226	5 230	6 782	13 149	25 475
Short-term bank debt	6 310	16 703	6 486	6 494	0
Short-term payables	350 022	253 191	153 104	192 950	205 313
Other liabilities	0	0	0	0	0
Working capital	232 471	169 838	185 882	31 082	161 063

Cash Flow Statement (in '000 BGN)	2008	2009	2010	2011	2012
Net income	27 751	3 174	16 100	19 156	86 037
Depreciation	16 733	16 027	15 524	8 718	17 205
Changes in Working capital	6 310	(62 633)	16 044	(6 475)	129 981
Other operating cash flow items	(39 645)	23 890	(25 170)	3 721	(251 270)
Net cash from operating activities	11 149	(19 542)	22 498	13 395	(18 047)
Capital expenditures	(12 533)	(14 647)	(518)	(26 433)	(14 456)
Other investing cash flow items	26 421	31 803	2 829	(3 042)	(30 818)
Net cash from investing activities	13 888	17 156	2 311	(23 595)	(45 274)
Issuance/ Retirement of Stock, Net	0	0	0	0	0
Issuance/ Retirement of Debt, Net	2 662	9 382	0	9 400	26 472
Dividends paid	(8 350)	(59 401)	(10 296)	(58 244)	(679)
Other financing cash flow items	(739)	(383)	0	(870)	(23 511)
Net cash from financing activities	(6 427)	(50 402)	(10 296)	(49 714)	2 282
Net change in cash	18 610	(52 788)	14 513	2 474	(61 039)
Beginning-of-period cash	168 047	186 657	133 869	148 382	123 543
End-of-period cash	186 657	133 869	148 382	123 543	62 504
Cash per share	25.34	18.17	20.14	0.11	8.48

Financial and Performance Indicators	2008	2009	2010	2011	2012
Valuation Ratios					
Price/Earnings (P/E)	3.19	41.49	14.09	60.81	6.68
Book Value (BV)	50.44	42.52	44.51	37.28	48.91
Price/Book (P/B)	0.24	0.42	0.69	0.84	1.59
Sales Per Share	41.71	37.24	43.08	50.36	68.07
Price/Sales (P/S)	0.29	0.48	0.71	0.62	1.15
Price/Cash per share	1.99	6.86	7.18	15.22	5.57
EV (in BGN)	(85 766)	19 638	56 583	127 379	537 607
EV/Sales	-0.28	0.07	0.18	0.34	1.07
EV/EBITDA	-1.80	0.91	1.46	7.64	4.56
EV/EBIT	-2.76	3.60	2.44	76.73	5.33
Liquidity					
Current ratio	1.65	1.63	2.16	1.62	1.78
Quick ratio	1.35	1.21	1.34	0.82	1.01
Debt Management					
Debt to total assets	0.53	0.52	0.41	0.50	0.42
Interest coverage	19.43	3.65	20.86	1.99	72.93
LT Debt/Equity	0.07	0.08	0.10	0.18	0.18
Total Debt/Equity	1.12	1.06	0.71	1.00	0.71
Asset Management					
Inventory turnover	2.87	2.41	2.40	2.33	3.14
Days sales outstanding	305	235	33	38	102
Fixed asset turnover	1.54	1.32	1.48	1.64	2.01
Total asset turnover	0.39	0.42	0.57	0.68	0.81
Profitability					
Profit margin on sales	9.0%	1.2%	5.1%	0.0%	17.2%
EBITDA margin	15.5%	7.8%	12.2%	4.5%	23.5%
Basic earning power	3.9%	0.8%	4.1%	0.3%	16.4%
Return on assets	3.5%	0.5%	2.9%	0.0%	14.0%
Return on equity	7.5%	1.0%	4.9%	0.1%	23.9%
Return on investments	7.0%	0.9%	4.4%	0.1%	20.3%
Dividend Information					
Dividend Yield	-	1.75%	23.35%	-	-
Dividend per share	-	0.31	7.19	-	-
Number of shares:					
	7 367 222	7 367 222	7 367 222	7 367 222	7 367 222
Price in BGN - period end:					
	12.00	17.88	30.80	31.40	78.00
Market cap in BGN - period end:					
	88 406 664	131 689 093	226 910 438	231 330 771	574 643 316

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HOLD	Market performance, +/-5% as compared to SOFIX and BG40
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