



ALLTERCO
All Teracomm Companies

Technology holding company with a focus on the future

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1.1. Overview of the Group

Allterco is a **telecommunication leader** with over **15 years of experience** in mobile value-added products and services. Through its 12 companies, the holding offers opportunities to businesses of in the following areas:

- Turnkey solutions for Mobile Network Operators (MNOs) and large corporate clients
- Micropayments through MNOs (Connectivity)
- Mobile marketing and notifications

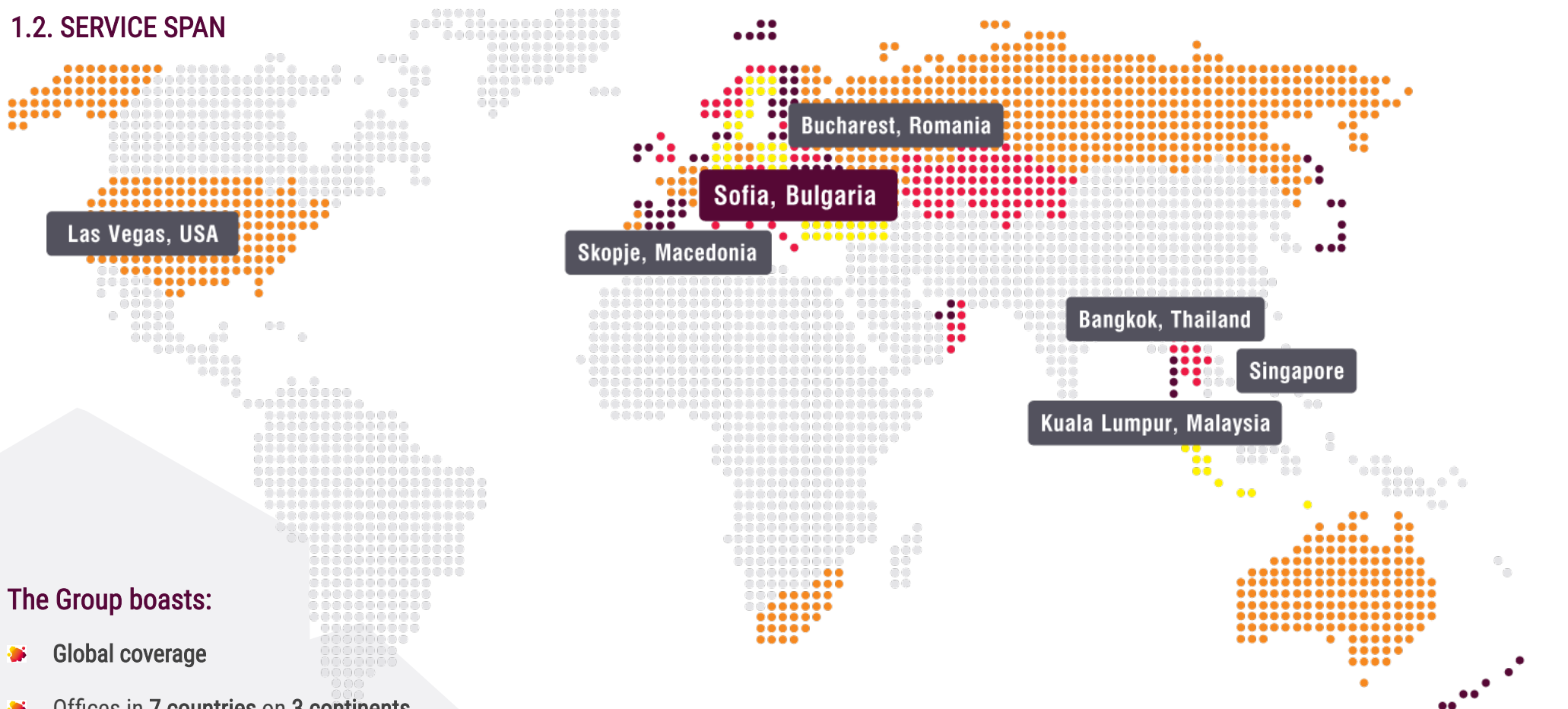
Since 2015 Allterco has undertaken major steps in its development by turning to a new, innovative and highly promising segment:

Internet of Things

The group has narrowed its focus to the **two most interesting and high-potential niches** in this segment: **home automation and wearable technology**.



1.2. SERVICE SPAN



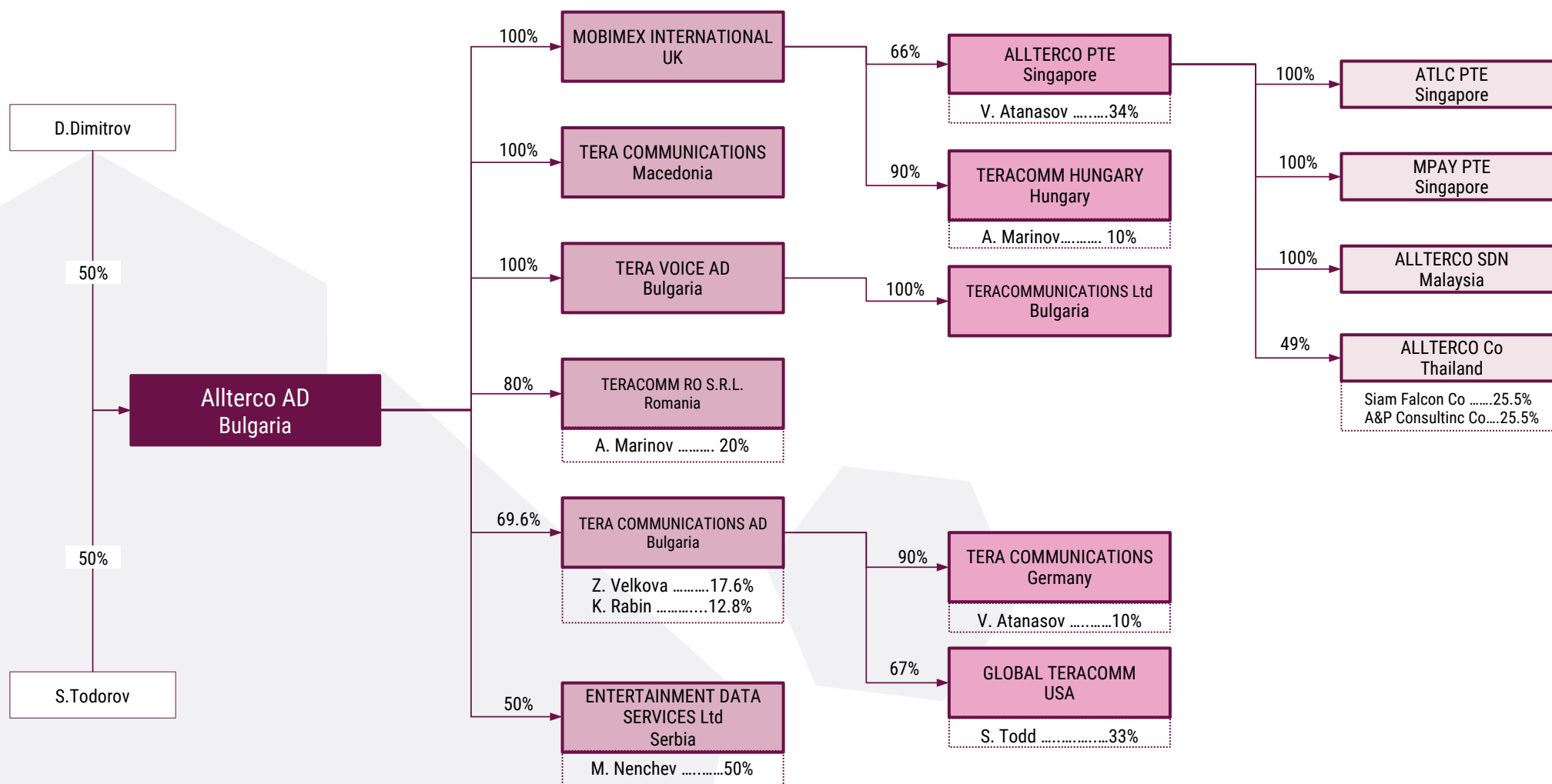
The Group boasts:

- 🌐 Global coverage
- 🌐 Offices in **7 countries** on **3 continents**
- 🌐 Direct relationships with over **20 mobile operators**
- 🌐 Access to over **1 billion** end-users
- 🌐 Over **300 corporate clients** and partners
- 🌐 Annual revenue surpassing **BGN 28 million**
- 🌐 **100+ employees** of over **10 nationalities**

1.3. GROUP STRUCTURE

During 2015 the corporate structure of Allterco has been thoroughly re-organised and restructured in consideration of the prospective IPO. In the course of the reorganisation, the equity of the highly productive companies from the lower levels in the Group in Bulgaria and abroad was acquired directly by Allterco AD. At the same time, companies with no operating activities or whose activity was insignificant or not in line with Allterco's business development strategy were sold or liquidated. Through sales Allterco AD disposed of a part of its holdings, mostly levels in the middle of its corporate structure, with the purpose of optimising maintenance costs, including management and consultancy remunerations.

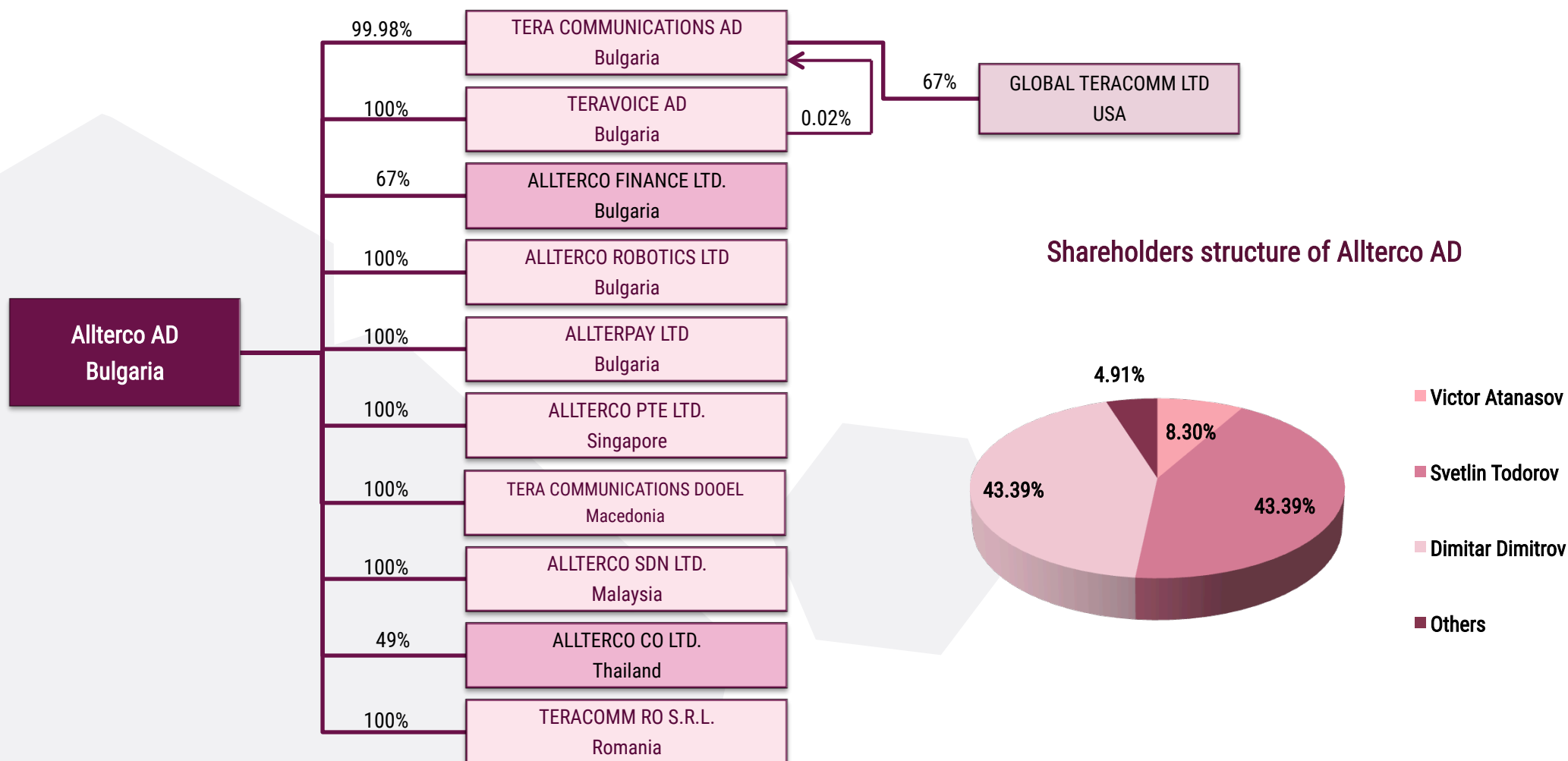
Group structure before the 2015 restructuring:



1.3. GROUP STRUCTURE - CONTINUED

The new corporate structure of Allterco allows the top management to communicate directly with the management of the daughter companies regarding operational tasks and everyday challenges, as well as regarding the accomplishment of long-term and short-term business goals and ambitions. In 2015 Allterco AD acquired almost all holdings from the daughter companies' minority interest holders; in most instances in exchange of equity in the mother company.

Group structure after the 2015 restructuring:



1.4. MANAGEMENT



Dimitar Dimitrov

- Entrepreneur with over 14 years of experience in Telecommunications, Media and Technology;
- One of the founders of Allterco AD;
- Chairman of the Board of Directors of Allterco AD;
- CEO of the Group;
- Managing director of Tera Communications AD



Victor Atanasov

- More than 10 years of experience in Telecommunications;
- Member of the Board of Directors of Allterco AD;
- CMO of the Group;
- Managing director of Allterco PTE, Singapore, Allterco SND, Malaysia, and Allterco Co Ltd, Thailand



Svetlin Todorov

- Entrepreneur with over 17 years of experience in Telecommunications, Media and Technology;
- One of the founders of Allterco AD;
- Deputy chairman of the Board of Directors of Allterco AD



Svetozar Iliev, CFA

- More than 15 years of experience in Finance, 10 of which in Telecommunications, Media and Technology;
- CFO of the Group.

Independent members of the Board of Directors of Allterco AD:

Nikolay Martinov

More than 15 years of experience in Finance, Capital Markets and public companies. In the period 1997 – 2006 he built Karoll AD as an institutional player on the Bulgarian Stock Exchange (BSE). In 2004 he had a leading role in the first IPO on the BSE. Currently, he is a managing partner at IMPETUS Capital, a private equity company.

Rashko Kostov

Over 10 years of experience in Computer Technologies, and more specifically, in sales, maintenance and repair of computer hardware, building computer networks and providing software services. He is a managing director of Jar EOOD.

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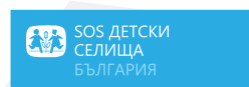
2.1. TURNKEY SOLUTIONS FOR MNOs AND LARGE CORPORATE CLIENTS

- ✿ **Loyalty programs** and brand awareness
- ✿ **Infotainment and content** management services
- ✿ **Branded Android** store and applications
- ✿ **Mobile portals** – software solutions enabling connection with mobile applications
- ✿ **Ring Back Tone** – personalised ringback sounds heard by callers
- ✿ **Game space** – mobile portal for computer games
- ✿ **QuizzMaster** – platform for quizzes
- ✿ **Sport club** – sports news portal
- ✿ **MegaSMS** – promotional campaigns such as Champion League, Big Fish, Get Cash and Hangman
- ✿ **Books Forge** – mobile library with free and premium (paid) content



2.2. MICROPAYMENTS THROUGH MNOs (CONNECTIVITY)

- ✿ **Technical connectivity** for mobile payments, servicing large MNOs, media companies and government organisations;
- ✿ **SMS payments** – through all mobile operators in Bulgaria, Romania, Macedonia, Singapore, Malaysia and Thailand;
- ✿ **SMS parking** – software for the management of parking payments in ten cities in Bulgaria and one in Macedonia;
- ✿ **Premium SMS and voice-based payments** – the simplest and most affordable method of small payments for the use of online services;
- ✿ **Voice payments** – payments through calls to the vendors' phone number, usually at premium rates (the 0900 type). The payment is charged on the subscriber's mobile operator monthly bill.
- ✿ **Direct carrier billing (DCB)** – direct payments for goods and services for less than BGN 20 through the mobile operator networks. These payments are rather new for South-East Europe, Allterco's major market, and are gaining popularity.



2.3. MOBILE MARKETING AND MOBILE NOTIFICATIONS

- ✿ **Mobile marketing** - provides for a **direct interaction between a business and its clients** and for the **execution of promotional and advertising campaigns**. The campaigns are carried out through a combination of different means, such as SMS, MMS, Facebook applications, coupons, vouchers, tickets, prizes and more. **Allterco plays the role of a media agency**, participating in the entire process – from concept set-up to execution and reporting of results. So far **Allterco has developed more than 40 successful campaigns**.
- ✿ **Mobile notifications** – one of the **most effective and reliable means for information transmission in real time** gaining popularity amongst different businesses. Mobile notifications are **used in a variety of industries** such as **banking, insurance, courier services, retail chains and other**. Presently, Allterco Group offers these services in **Bulgaria, Serbia, Romania and Macedonia**.



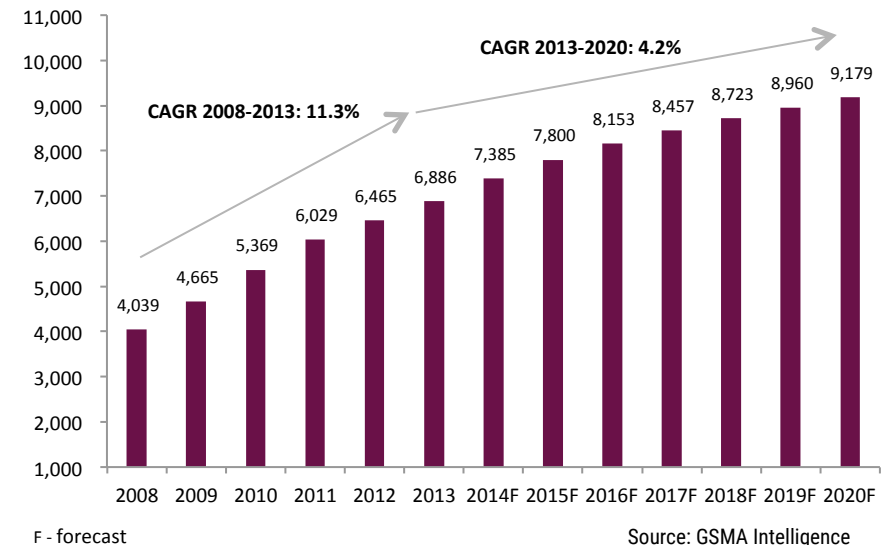
2.4. GLOBAL MOBILE TELECOMMUNICATION MARKET OVERVIEW

In just a decade the mobile industry has scaled dramatically. Between 2004 and 2014 the number of unique subscribers to a mobile service has grown from slightly over 1 billion to 3.7 billion. The projections reveal that the mobile connections will increase at a compounded annual growth rate (CAGR) of 4.2% between end-2013 and end-2020, to reach nearly 9.2 billion SIM connections by the end of the period. The major growth will come from markets in Africa and Asia-Pacific.

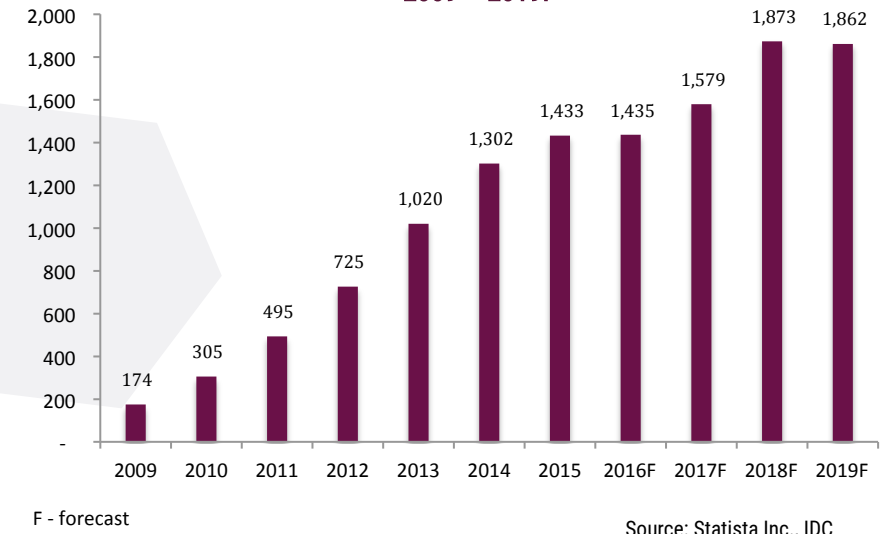
However, despite the success of the industry to date, revenue growth for the mobile operators is expected to slow down. A recent GSMA analysis forecast revenue growth of 3.1% per annum out to 2020, whereas growth has been about 4% in the 2008-2014 period and more than 10% in the 2002-2008 period. This is largely due to slowing subscriber and connection growth.

A driving force behind the detriment of traditional revenues (voice and messaging) for the mobile operators, along with the competitors, technological advancement and regulatory factors, have been the new entrants to the mobile ecosystem, and particularly, the new online messaging services such as WhatsApp and Skype. The global consulting company McKinsey believes that with the increasing smartphone adoption in the coming years, this trend is likely to accelerate, increasing the pressure on mobile operators.

Global mobile connections (excl. M2M), in million, 2008 – 2020F



Global smartphone shipments in million, 2009 – 2019F



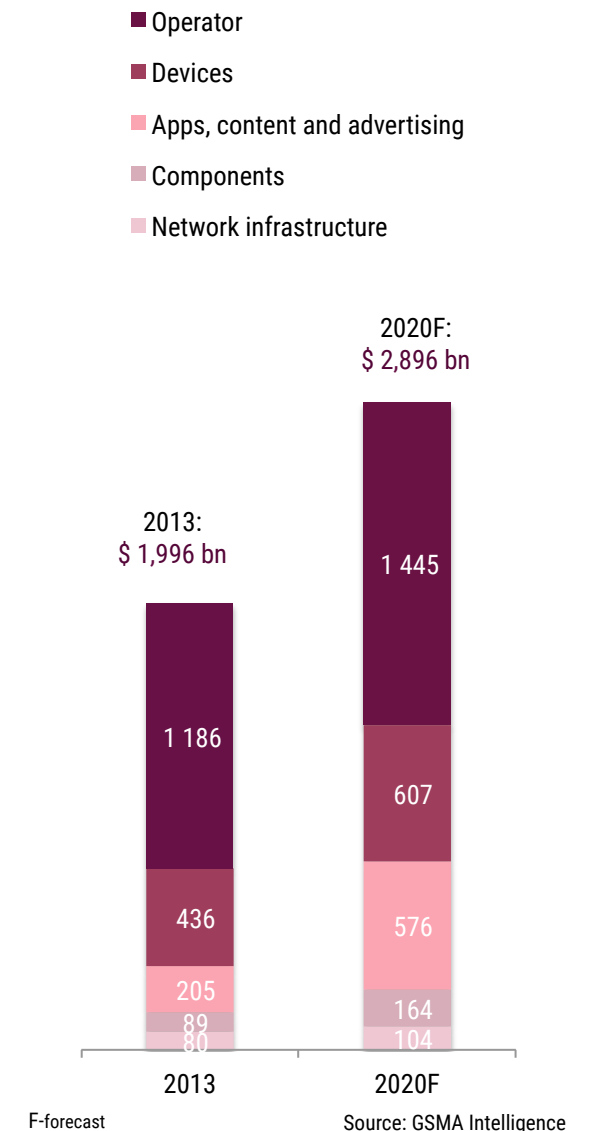
2.5. MOBILE VALUE-ADDED SERVICES: OPPORTUNITIES FOR THE MNOs

While operators' traditional revenues are on the downside, GSMA projects revenues in the broader mobile industry to grow at over 5% per annum. By far the fastest growth will come from the areas of applications, content and advertising. This growth is fueled by the very factors that have created a deflationary pressure on operators' core services revenues: the rapid adoption of smartphones, which has provided consumers with access to a wide variety of communication services beyond the traditional services of voice and messaging, as well as the new generation fast data connectivity technology. In addition, the intensifying competition and shifting customer loyalties are throwing the focus on differentiation.

The industry has identified three broad ways to optimise economics for the operators, while retaining the central (billing) relationship with the customer:

- ✿ **Rebalance the product and services portfolio:** moving away from metered products to data bundles and flat-rate voice and SMS plans;
- ✿ **Consider partnerships with over-the-top players (OTT, companies offering access to audio, video and media content over the Internet, without using cable or mobile operators):** typically, operators can generate value for OTT players by providing them with a go-to-market channel, billing capabilities, and the ability to bundle data with their services;
- ✿ **Mobile value-added services (MVAS)**

Mobile ecosystem total revenue forecasts by category



2.6. MVAS MARKET TENDENCIES

MVAS includes all services provided to the end-customers beyond standard voice calls that allow mobile operators to develop another stream of revenue. In this definition, SMS, MMS and data access are also included as a part of MVAS, however, they're now considered as core services for mobile phone operators. The projections of Digi-Capital, Global Industry Analysis and Sandler Research place global MVAS market value in the range of US\$700bn in 2017-2018, predicting CAGR to 2018 at 10-11%.

In developed markets usage of standard voice calling has been going down in the last years, from 89% in 2012 to 77% in 2015 and is expected to go further down to 74% in 2016, substituted by messaging (including SMS), voice and video services delivered by "over-the-top" players, according to reports by Deloitte.

Apart from its potential as a growth driver, MVAS can play the role of a key service differentiator and as a means to grow customer loyalty and improve the customer experience. However MVAS is beyond the core offering for the MNOs and as such operators face costs and prefer instead of managing these services by themselves, to partner with other MVAS players, such as media companies, payment intermediaries, app stores, content aggregators and technology enablers, which have the necessary technological and organisational capability to exploit the niche left by the MNOs.



2.7. MAJOR CATEGORIES OF MVAS

Allterco offers three main groups of mobile value-added services, which can be positioned in the fields of **M-Infotainment**, **M-Connectivity** and **M-Commerce**.

M-Infotainment

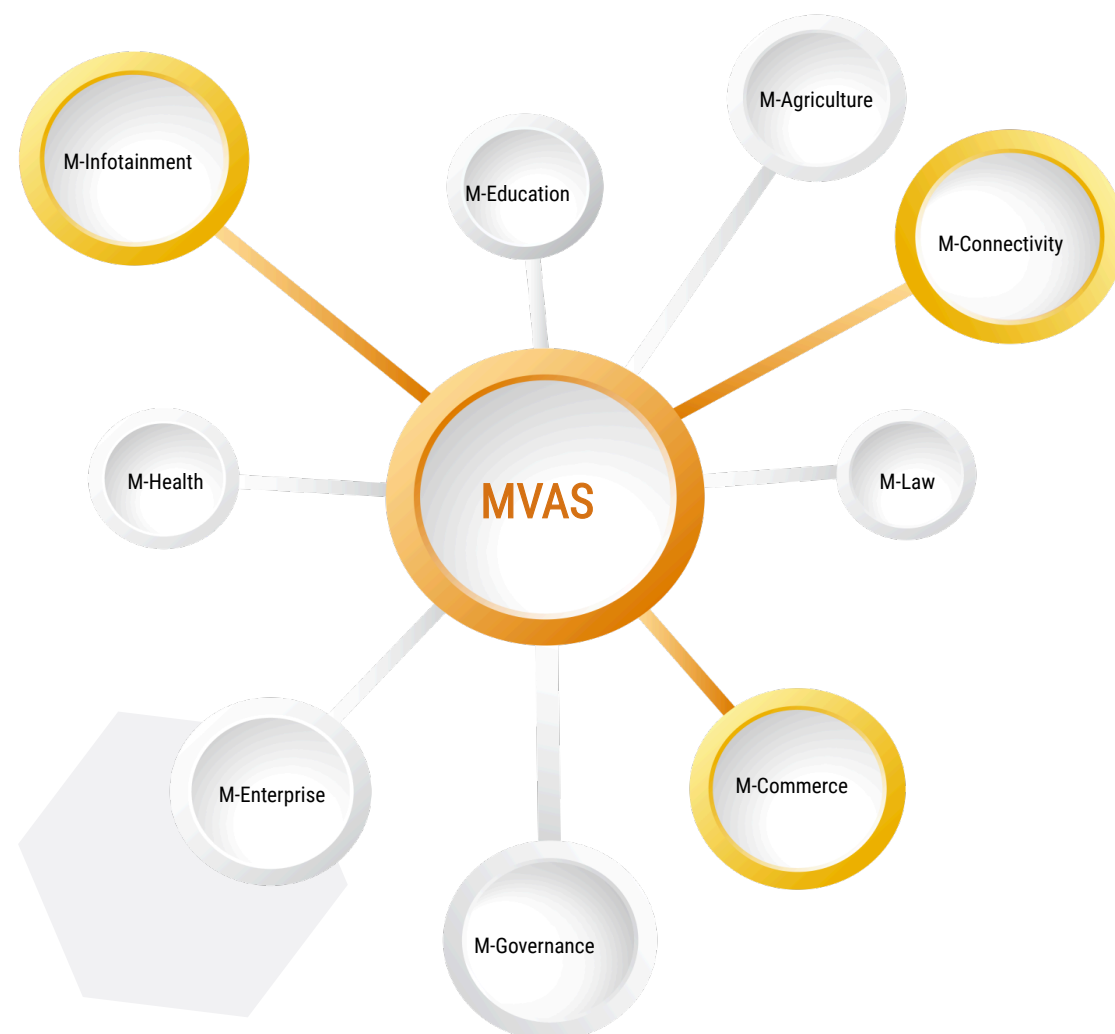
Information and entertainment related services have been the key revenue driver of the MVAS industry. Examples include news and updates, caller ring-back tones, games, music, video streaming, dating and chatting services, polls and contests, mobile TV, popular content, applications, mobile portals, etc.

M-Connectivity

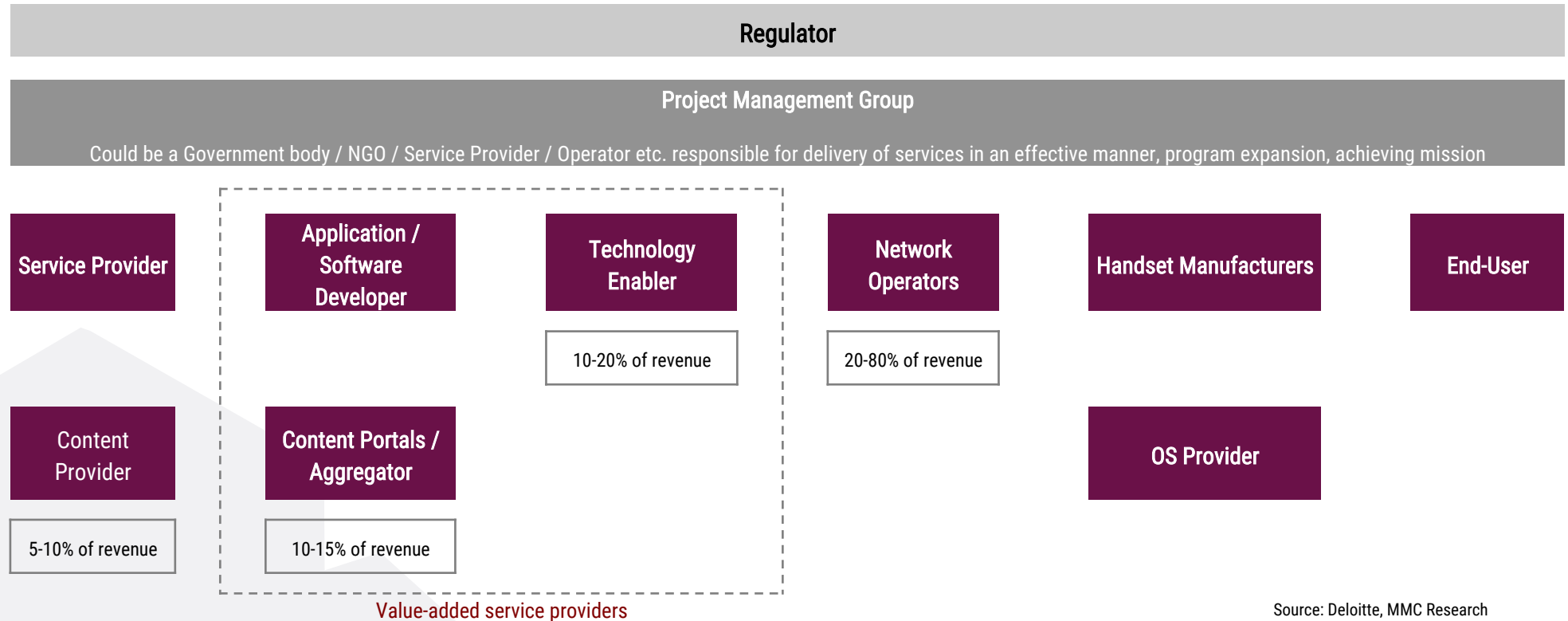
Continuous access to information, communication, entertainment, sharing and socializing, powered by mobile, defines contemporary connectivity. This segment is rising, and the development of Internet of Things and the ability for remote control of various devices through the mobile phone, makes it even more attractive.

M-Commerce

GSMA estimate the 2014 worth of M-Commerce at US\$204bn with projections to reach US\$626bn in 2018. M-Commerce can be broadly described as services, which involve some transaction using the mobile phone and can be grouped in three categories: M-Finance, M-Retail and M-Advertising.



2.8. MVAS VALUE CHAIN



ALLTERCO's roles are:

- **Technology enabler**
- **Software developer**
- **Content aggregator**

and they put it in a unique position in the MVAS spectrum with the potential to tap on the tremendous growth in the industry through competitive offerings both to the MNOs and third party vendors and organizations.

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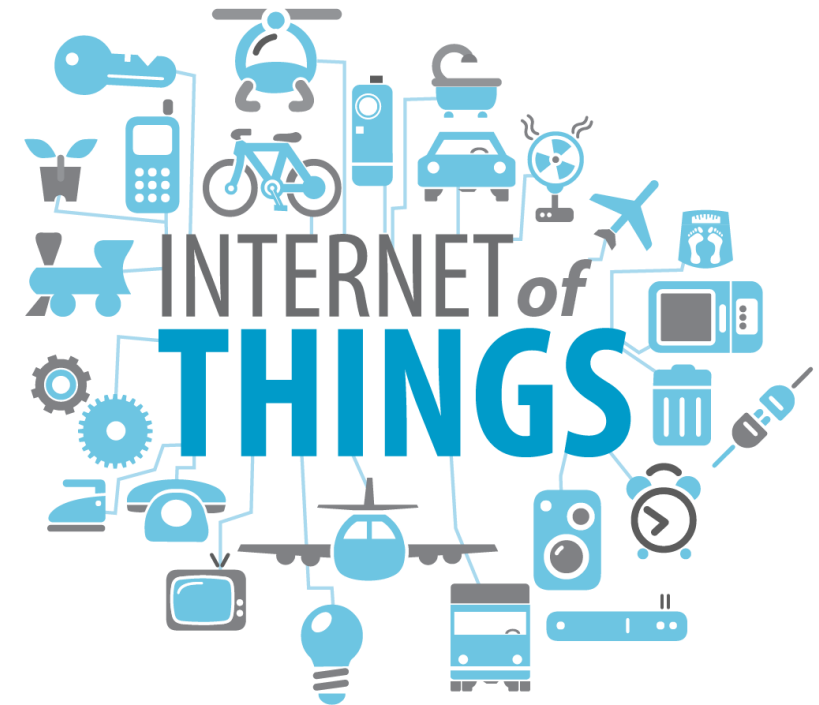
3.1. INTERNET OF THINGS (IoT)

Gartner defines IoT as the network of physical objects that contain embedded technology for communication, touch or interaction with their internal state or their external environment. Generally, the opportunities, which IoT offers, are the following:

- ✿ A world in which **people and devices** are steadily connected to the internet;
- ✿ An opportunity to **connect all devices** used in our daily life;
- ✿ **Analysis and management** of collected information;
- ✿ **Efficient use** of 'the things';
- ✿ **New services**, healthcare/security/environment monitoring;
- ✿ Resource and expense **optimisation**.

While IoT can be found almost anywhere, it can be grouped in five key sectors, which present promising opportunities for the generation of new revenue and profit streams, namely:

- ✿ connected **wearable devices**;
- ✿ connected **cars**;
- ✿ connected **houses**;
- ✿ connected **cities** and
- ✿ **industrial internet**.



Internet of Things (IoT)

2016

87%
haven't heard of IoT



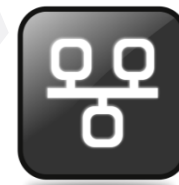
\$2 trillion
in revenues



2.6 billion
smartphones



9 billion
connected devices



5.5 million
new devices per day



Internet of Things (IoT)

2020

4 billion
users



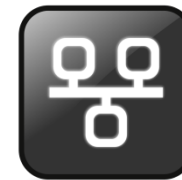
\$7 trillion
in revenues



25 million
applications



28 billion
connected devices



50 trillion
GB in data



The Future of the Internet of Things (IoT)



By 2020 **90% of the cars will be connected to the internet**, compared to 10% in 2012.



By 2017 **82% of the companies** in the whole world will have IoT application implemented into their business in some way



In 2016 **52% of the producers** in the whole world will offer “smart” products.



By 2017 „smart “ security of houses will turn into the **second largest service sector** by revenues.



IoT has the potential to **reduce electricity consumption** with up to **40%**.



The “smart” kitchen can save around **15% of the expenses** for food and beverages.



By 2017 the IoT market will **surpass** the PC, tablet, and phone market combined.

3.2. ALLTERCO'S PRODUCTS IN THE IoT SEGMENT

Since 2015 the Group decided to diversify its product base and has directed its efforts towards the IoT segment. Allterco has developed new and innovative products: a GSM-GPS smartwatch for kids – MyKi™, a home automation and security system - She™, and a product line of Wi-Fi accessories/devices - Shelly™.

MyKi™ smartwatch

The smartwatch for kids MyKi™ is a new and innovative product developed by Allterco. It comes with embedded SIM card, GPS receiver, microphone, speaker, and touch sensor. It allows parents to stay connected with their children and monitor their location real time. Among the core functions of the device, the leading benefits are:

- 🔥 Thanks to the embedded touch sensor, parents will know whether or not the child is wearing the watch and will receive a notification when the watch is off the wrist.
- 🔥 The smartwatch has an LCD display showing date, time and all new incoming calls and messages.
- 🔥 Through the speaker parents can talk to their child as well as send voice messages.
- 🔥 With reception from a mobile operator, the smartwatch can perform voice and text messaging as well as support incoming and outgoing calls.
- 🔥 Through the embedded accelerator the smartwatch measures the kid's steps and activity during the day and offers information on burned calories.
- 🔥 The smartwatch records the kid's activity even when connection is lost. When connection with the server is established later on, information is automatically synchronised.
- 🔥 Information on kid's location is updated in short time intervals.
- 🔥 The smartwatch settings are configured with the help of a free smartphone and tablet application or with the help of a computer browser with access to the internet.



The advantage of MyKi™ over the existing smartwatch products in the market is that in order to function, Allterco's smartwatch does not require a smartphone. Thanks to the embedded SIM card the parents are connected to the child, regardless of its location. On top of that, MyKi™ is extremely affordable and does not command additional expenses for the parents..

3.2. ALLTERCO'S PRODUCTS IN THE IoT SEGMENT - CONTINUED

She™ - Home automation system

- An innovative system for **management of home devices**;
- Control of **all electric devices** – compatibility with thousands of models;
- **Integration with all types** of TV sets, audio systems, ACs, lighting, kitchen appliances, and security systems;
- **Cost optimisation**, information analysis, efficiency;
- Employed in **residential and business buildings** facility management, **factories and industrial plants**;
- **Unique business model** – distribution of She™ through the mobile network operators;
- **Affordable price**, no initial charges;
- **Very user friendly**.

She™ can be incorporated in the business environment when it comes to “smart” management of offices, storage rooms, entire residential or business buildings, warehouses, refrigeration rooms and other. She™’s functionalities turn it into an ideal solution for entrepreneurs focusing on building energy efficiency, building safety and security, as well as considerable improvement of the work environment in the office space. She™ can be used for lighting, security and electric device management, a direction fostering considerable energy efficiency and therefore, improved business costs.



3.2. ALLTERCO'S PRODUCTS IN THE IoT SEGMENT - CONTINUED

Shelly™ Making internet & electricity compatible.

Shelly™ is a product line of various wireless devices, which can be used in home and industrial automation leading to the optimization of energy costs. The devices are entirely compatible with She™ but can also work independently. They are characterized with low-energy consumption and can be built-in with minor or no hardware modifications – a feature turning them into an affordable retrofit tool. Each Shelly™ product integrated with a home or industrial device can turn that device 'smart' with a minimal cost for producers and users.



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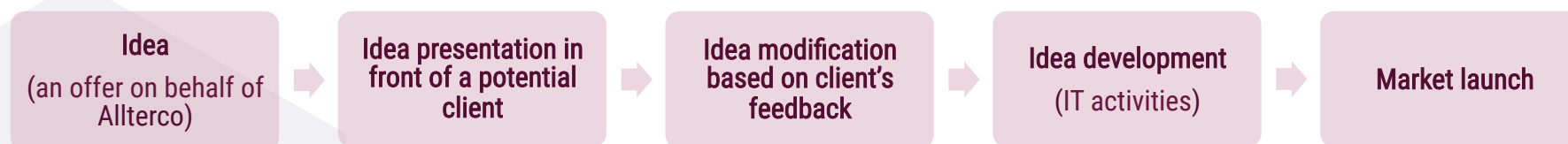
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4. REVENUE GENERATION MODEL

Allterco's business model follows the development of mobile communications. Each of Allterco's 4 business lines has its own model of functioning and revenue generation.

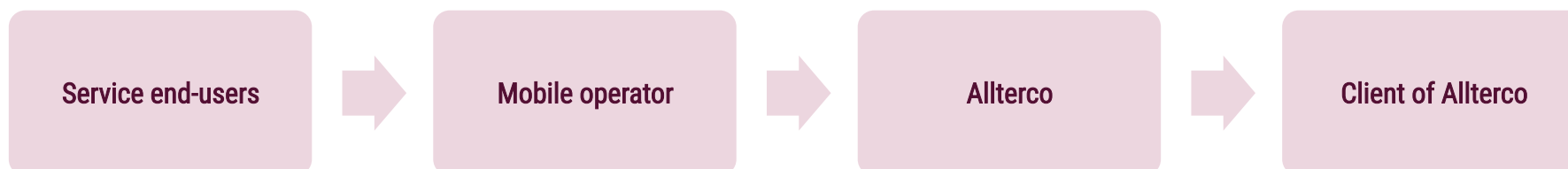
4.1. IN THE SEGMENT OF SOLUTIONS FOR MOBILE OPERATORS AND LARGE CORPORATE CLIENTS

This type of service is usually performed on behalf of the client (a mobile operator in most cases) where the client has the obligation to popularise the service (via advertising in own website or text messaging to end-users) while Allterco has the obligation to manage the service itself. Generally, the implied business model in the corporate service is the following:



In this type of service revenues are generated based on subscriptions by mobile operators' end-users. End-users pay for Allterco's service via their monthly mobile carrier bill. This way, the mobile operator collects the entire monthly revenue but at the same time it forwards a report to Allterco disclosing information on generated monthly traffic (number of text messages, minutes used or events), realised revenue (number of text messages times unit price), unpaid user bills for the period (fraud), and collected bills for previous periods. From the total net revenue, the mobile operator withholds a certain percentage negotiated in advance for each service, while the remainder is transferred to the Issuer. In other words, these services are offered on a 'revenue share' basis in which every partner, depending on preliminary agreements, receives a fraction of the mutually generated revenues based on pre-agreed terms. Allterco, on its behalf, pays to the content right holders, for distributed prizes related to the campaign, and to subcontractors, if engaged.

4.2. IN THE SEGMENT OF MICROPAYMENTS



In this type of services Allterco's clients (in the face of businesses and service providers) sign a contract with a daughter company of the Group for technical connectivity (provision of a short number with the use of which service end-users can pay for provided services, as well as provides access to mobile operators' billing systems). Next, the Issuer's clients advertise these services and respective short numbers to the attention of end-users who pay for the service itself. This way, end-users gain access to a 'micropayments' platform, with the help of an outgoing text message to the short number of the service provider (Allterco's client), against which, via an incoming text message, they receive a service access code. In the end of the month, the amount of micropayments is added to the mobile operator's bill. Therefore, on one bill, end-users pay for both, traditional and Mobile Value-Added Services.

Micropayments are also offered on a 'revenue share' basis. Allterco bills the mobile operator for the Mobile Value-Added Services net of the mobile operator's share. Next, Allterco generates a report for its clients (businesses and service providers) in which it discloses information on the short numbers and revenue share withheld by Allterco and the mobile operator. In turn, the client bills Allterco for the remaining revenue share (total MVAS revenues minus respective percentages withheld by the mobile operator and Allterco). Allterco settles with its clients after it receives the revenues from the mobile operators.

4.3. IN THE SEGMENT OF MOBILE MARKETING AND MOBILE NOTIFICATION

When it comes to mobile notifications, Allterco purchases large text message packages from the mobile operators at a discounted price per unit. Next, Allterco resells the packages at a premium to clients who want to take advantage of Allterco's MVAS in the area of mobile notifications.

When it comes to mobile marketing, the Issuer develops and presents to its clients mobile marketing concepts. Depending on the approved by the client marketing campaign reach, Allterco calculates the cost, adds a profit premium, and makes an end price offer to the client. The production cost of the service depends on its type and reach. Typical costs influencing the full production cost of the campaign or part of it are:

- ✿ the price of text messages charged to end-users;
- ✿ expenses associated with the development of web and mobile campaign sites;
- ✿ provision and creation of content for websites;
- ✿ preparation of advertising materials;
- ✿ purchase of prizes or voucher printouts (if the campaign requires them);
- ✿ delivery services linked to the prize distribution;
- ✿ maintenance of a call center for the duration of the campaign;
- ✿ overall campaign management and other.



4.4. IN THE SEGMENT OF THE INTERNET OF THINGS (IoT)

At the current stage, the Issuer has developed 3 groups of devices falling in the IoT segment: She™ - home and office automation and security system, Shelly™ - Wi-Fi device series, and MyKi™ - smartwatch for kids. These devices are offered mainly through the mobile operators because they all need a SIM card for full functional capacity. The delivery of parts and product development is planned around the orders placed by the mobile operators. Allterco's IoT products are paid for in full at delivery to the MNOs, or, with existing payment installment options, or, based on the number of products sold. At the same time, the MNOs have the option to offer the IoT products on a subscription basis, with a plan that includes additional services such as free voice and internet services.

For She™ and Shelly™, in addition to the market price of the devices, the mobile operators pay a monthly service and maintenance fee for data processing performed by Allterco's on its proprietary cloud system.



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5.1. Overview

The insignificant annual revenue growth in 2015 was mainly due to major changes in the working terms with the mobile operators in Bulgaria, as well as to some regulatory changes in Singapore, both affecting the service provision conditions.

The contraction of the profit margins was due to significantly increased advertising expenses related to the aggressive expansion in the USA, where the provision of traditional mobile value-added services offered by Allterco was restricted due to legislative changes in 2012. Nevertheless, the 2015 revenue of Global Teracomm (the USA subsidiary of Allterco) surged by more than 640% y-o-y, thanks to the incurred marketing expenses.

Due to the essence of its business activities, the Group does not own any significant tangible assets. Instead, the majority of the assets are comprised of trade receivables and goodwill, with each accounting for 45% of the total consolidated assets of the Group. The goodwill was raised in 2015 as a result from the restructuring of the Group in preparation for the IPO. Traditionally, the trade receivables have a long collection period, due to the payment terms of the mobile operators, which are beyond Allterco's control.

In order to match its cash flows and in line with the long collection period of cash from the mobile operators, Allterco applies a long payables period to its trade partners as well. Consequently, trade payables comprise over 80% of Group's consolidated liabilities.

The Group finances its activities mainly with own funds generated from operations. Interest-bearing debt consists of liabilities related to financial leases and a bank loan. As at the end of first quarter of 2016 the Group uses a credit line with an upper limit of EUR 500 000 to finance its working capital needs.

Financials on a consolidated basis (in BGN'000)	2013	2014	2015	Q1'15*	Q1'16*	H1'15*	H1'16*
Revenue	30 646	28 272	28 279	6 168	7 251	12 253	14 879
EBITDA	2 535	2 624	1 227	-641	156	40	325
<i>EBTIDA margin</i>	<i>8.3%</i>	<i>9.3%</i>	<i>4.3%</i>	<i>-10.4%</i>	<i>2.2%</i>	<i>0.3%</i>	<i>2.2%</i>
Net Income, including:	1 947	1 962	705	-726	-90	-179	72
<i>Minority interest</i>	<i>422</i>	<i>251</i>	<i>-10</i>	<i>-190</i>	<i>0</i>	<i>-39</i>	<i>-2</i>
<i>Net income margin</i>	<i>6.4%</i>	<i>6.9%</i>	<i>2.5%</i>	<i>-11.8%</i>	<i>-1.2%</i>	<i>-1.5%</i>	<i>0.5%</i>
Non-current assets, including:	6 751	6 426	16 575	6 393	16 602	6 644	16 744
<i>PPE</i>	<i>381</i>	<i>333</i>	<i>956</i>	<i>375</i>	<i>1 057</i>	<i>643</i>	<i>1 190</i>
<i>Goodwill</i>	<i>5 829</i>	<i>5 842</i>	<i>15 457</i>	<i>5 821</i>	<i>15 465</i>	<i>5 791</i>	<i>15 465</i>
Current assets, including:	12 565	14 733	17 632	14 592	17 546	11 474	13 572
<i>Trade receivables</i>	<i>9 724</i>	<i>11 681</i>	<i>15 350</i>	<i>11 758</i>	<i>14 187</i>	<i>9 639</i>	<i>10 709</i>
<i>Cash and cash equivalents</i>	<i>2 238</i>	<i>2 539</i>	<i>1 937</i>	<i>2 191</i>	<i>2 386</i>	<i>1 115</i>	<i>1 785</i>
Total assets	19 316	21 159	34 207	20 985	34 148	18 118	30 316
Equity, including:	10 312	10 878	19 625	10 064	19 616	9 909	19 799
<i>Retained earnings</i>	<i>3 728</i>	<i>3 902</i>	<i>5 058</i>	<i>3 366</i>	<i>4 968</i>	<i>3 047</i>	<i>5 127</i>
<i>Minority interest</i>	<i>1 197</i>	<i>1 355</i>	<i>55</i>	<i>1 165</i>	<i>55</i>	<i>1 291</i>	<i>45</i>
Long-term liabilities	155	138	1 008	138	986	112	982
Short-term liabilities, including:	8 849	10 143	13 574	10 783	13 546	8 097	9 535
<i>Trades payable</i>	<i>7 423</i>	<i>6 950</i>	<i>11 929</i>	<i>8 310</i>	<i>11 853</i>	<i>5 789</i>	<i>7 847</i>
Interest-bearing debt	204	189	323	157	389	138	387
Sales per share, SPS	5.6	5.2	2.1	1.1	0.5	2.2	1.1
Earnings per share, EPS**	0.28	0.31	0.12	-0.10	-0.01	-0.03	0.01
Dividend per share, DPS	0.15	0.13	-	-	-	-	-
Book value per share, BVPS	1.7	1.7	1.5	1.6	1.5	1.6	1.5
Return on equity, ROE	18.2%	18.5%	4.6%	-6.9%	-0.5%	-1.7%	0.4%
Return on assets, ROA	12.9%	11.5%	3.5%	-3.4%	-0.1%	-0.5%	0.6%
Interest-bearing debt/ Equity	0.02	0.02	0.02	0.02	0.02	0.01	0.02

* Unaudited data

** Based on the net income/ loss attributable to the shareholders of the parent company and the weighted average number of shares

5.2. REVENUE

Allterco operates in several markets in different regions of the world, which allows certain revenue diversification but still the Bulgarian entities generate 40% of the consolidated sales of the Group. Other leading markets are Singapore, Romania, USA, Macedonia and Malaysia. Allterco also offers services in Thailand, Russia, South Africa, Croatia and Serbia.

The Group operates in 4 main business segments but the majority of the consolidated revenues (above 70%) come from its **micropayments business**.

Consolidated revenue (in BGN'000)	2013	2014	2015	Q1'15*	Q1'16*	H1'15*	H1'16*
Revenue	30 646	28 272	28 279	6 168	7 251	12 253	14 879
<i>change y-o-y, %</i>	16.0%	-7.7%	0.0%		17.6%		21.4%
Other revenue	222	303	229	21	30	77	79
<i>change y-o-y, %</i>	-43.4%	36.5%	-24.4%		42.9%		2.6%
Total revenue	30 868	28 575	28 508	6 189	7 281	12 330	14 958

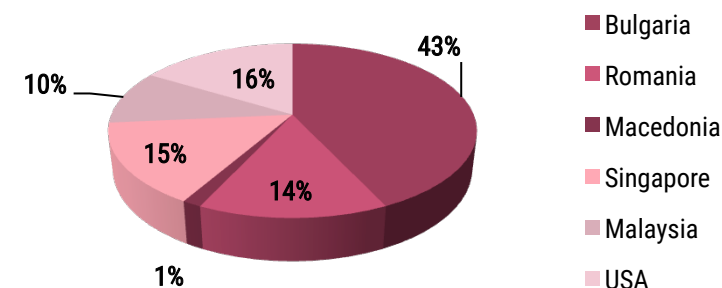
* Unaudited data

The insignificant increase in revenues on an annual basis for 2015 was mainly due to changes in the arrangements for doing business with the mobile operators in Bulgaria. Presently, the MNOs withhold a bigger share of the generated revenues and pay less to the end customers of Allterco. The growth of revenues in 2015 was stalled by changes in the arrangements for doing business in Singapore as well.

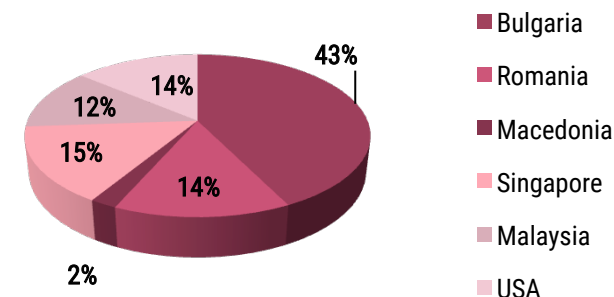
Allterco's management anticipates that the consolidated revenues of the Group will increase as a result of the following main drivers:

- the launch of direct carrier billing in Bulgaria and Romania;
- gradual recovery of the Singaporean market as participants adapt to new conditions of doing business;
- sales of "smart" devices from the IoT segment.

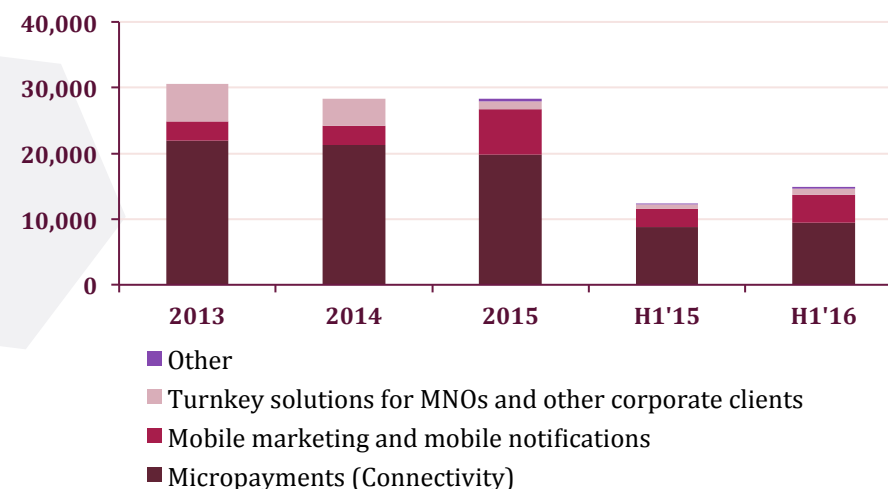
Consolidated Revenue Breakdown by markets for H1 2016



Consolidated Revenue Breakdown by Markets for 2015



Consolidated Revenue Breakdown by Segments



5.3. REVENUE BREAKDOWN BY SEGMENTS

Consolidated revenue by segments (in BGN'000)	2013	2014	2015	Q1'15*	Q1'16*	H1'15*	H1'16*
Turnkey solutions for MNOs and large corporate clients	5 827	4 097	1 230	340	369	702	909
<i>change y-o-y, %</i>	185.04%	-29.68%	-69.98%		8.53%		29.49%
Micropayments (Connectivity)	21 970	21 317	19 868	4 929	5 208	8 769	9 417
<i>change y-o-y, %</i>	-3.30%	-2.97%	-6.80%		5.66%		7.39%
Mobile marketing and notifications	2 849	2 857	6 882	899	1 530	2 775	4 274
<i>change y-o-y, %</i>	71.10%	0.29%	140.89%		70.19%		54.02%
Internet of things - MyKi™	0	0	139	0	135	0	260
Other	0	0	159	0	9	7	19
TOTAL	30 646	28 272	28 279	6 168	7 251	12 253	14 879

* Unaudited data

Micropayments are the main leading business segment for Allterco and currently generate more than 70% of the consolidated revenues of the Group. Consolidated revenues from this segment for 2015 slipped by 6.8% y-o-y, which was due to changes in the policies of some mobile operators that Allterco works with. The change was a decrease in the percentage that the mobile operator pays to Allterco's customers when their end users make payments via the network of the mobile operator. Consequently, the customers of Allterco – different suppliers of digital services and others, started to look for alternative payment methods. In order to overcome this situation and avoid the risk of losing clients, in 2016 Allterco launched Direct Carrier Billing (DCB) payments, which offer to the end customers a much higher rate of revenue retention and thus they are encouraged to use them. Consolidated revenues from micropayments for the first quarter of 2016 increased by 5.66% yearly to BGN 5.208 mln, mainly due to increased sales of the Malaysian entity of the Group.

The decrease in consolidated 2015 revenues from the segment of turnkey solutions for MNOs and large corporate clients coincided with the lack of any significant sporting events such as FIFA World Cup or the UEFA European Cup, which led to less revenue generated from the sports portals and applications. The decline in the consolidated revenues from the segment in 2014 compared to 2013 was due to some changes in the contracts with the mobile operators.

5.3. REVENUE BREAKDOWN BY SEGMENTS - CONTINUED

Consolidated revenue by segments (in BGN'000)	2013	2014	2015	Q1'15*	Q1'16*	H1'15*	H1'16*
Turnkey solutions for MNOs and large corporate clients	5 827	4 097	1 230	340	369	702	909
<i>change y-o-y, %</i>	185.04%	-29.68%	-69.98%		8.53%		29.49%
Micropayments (Connectivity)	21 970	21 317	19 868	4 929	5 208	8 769	9 417
<i>change y-o-y, %</i>	-3.30%	-2.97%	-6.80%		5.66%		7.39%
Mobile marketing and notifications	2 849	2 857	6 882	899	1 530	2 775	4 274
<i>change y-o-y, %</i>	71.10%	0.29%	140.89%		70.19%		54.02%
Internet of things - MyKi™	0	0	139	0	135	0	260
Other	0	0	159	0	9	7	19
TOTAL	30 646	28 272	28 279	6 168	7 251	12 253	14 879

* Unaudited data

In addition, in 2015, following the policy changes of the mobile operators, the portfolio of services offered in Asia and especially in Singapore was changed as well. This led to a decline in the sales of turnkey solutions for MNOs and large corporate clients. The expectation of Allterco's management is that in 2016, the market will adapt to the new business conditions and there will be a recovery in sales. Consolidated revenues from the turnkey solutions segment for the first quarter of 2016 registered an increase of 8.53% y-o-y to BGN 0.369 mln.

The significant growth in consolidated revenues for 2015 by 140% y-o-y generated from the segment of mobile marketing and notification was mainly due to new clients, attracted by the USA entity of the Group – Global Teracomm, as well as increased traffic from existing clients. The business scope of Global Teracomm is providing mobile and internet marketing services and the management is looking for more opportunities to expand the business. Thanks to the efforts for attracting new clients in 2015, a significant increase of more than 70% y-o-y to BGN 1.530 mln was realised in the consolidated revenues from mobile marketing and notification for the first quarter of 2016.

Furthermore, in 2015 the first MyKi™ smartwatches were sold through the distribution channel of one of the mobile operators in Bulgaria, a partner of Allterco. The smartwatch provoked a huge interest from customers and the available inventory was sold out almost immediately. For the first quarter of 2016 alone smartwatch sales totalled BGN 135 000.

5.4. REVENUE BREAKDOWN BY MARKETS

Consolidated revenue by markets (in BGN'000)	2013	2014	2015	Q1'15*	Q1'16*	H1'15*	H1'16*
Bulgaria	14 507	13 801	12 062	2 846	3 064	5 985	6 390
<i>change y-o-y, %</i>	<i>15.8%</i>	<i>-4.9%</i>	<i>-12.6%</i>		<i>7.7%</i>		<i>6.8%</i>
Romania	4 111	4 932	3 943	1 047	895	1 834	2 086
<i>change y-o-y, %</i>	<i>18.9%</i>	<i>20.2%</i>	<i>-20.1%</i>		<i>-14.5%</i>		<i>13.7%</i>
Macedonia	1 262	404	607	149	106	279	215
<i>change y-o-y, %</i>	<i>163.9%</i>	<i>-68.0%</i>	<i>50.3%</i>		<i>-28.86%</i>		<i>-22.9%</i>
Singapore	9 703	8 273	4 272	1 330	1 236	1 962	2 247
<i>change y-o-y, %</i>	<i>1.3%</i>	<i>-14.7%</i>	<i>-48.4%</i>		<i>-7.07%</i>		<i>14.5%</i>
Malaysia	7	334	3 467	379	887	835	1 496
<i>change y-o-y, %</i>		<i>4 615.7%</i>	<i>938.1%</i>		<i>134.0%</i>		<i>79.2%</i>
USA	1 056	528	3 928	417	1 063	1 358	2 445
<i>change y-o-y, %</i>	<i>171.6%</i>	<i>-50.0%</i>	<i>643.9%</i>		<i>154.92%</i>		<i>80.0%</i>
TOTAL	30 646	28 272	28 279	6 168	7 251	12 253	14 879

* Unaudited data

Allterco operates in several countries but the leading market remains the Bulgarian, which generates more than 40% of the consolidated revenue of the Group. The second most important and prospective market is the Asian. The drop in the revenues of the Singaporean entity of the Group in 2014 and 2015 was due to regulatory changes, which led to drastically decreased generated client traffic, especially in the beginning of 2015. Even though the market started to recover at the end of 2015, it was not enough to compensate the yearly drop from the beginning of the year. Data for the first quarter of 2016 indicated that the recovery continued unabated through the first months of 2016, however, the levels from Q1 of 2015 were not reached yet.

The performance of the Malaysian company in the Group – Allterco SND for 2015 was at the other extreme. Malaysia is a new and extremely promising market for Allterco with great potential for growth. Revenues of Allterco SND surged to BGN 3.467 mln in 2015 from BGN 0.334 mln a year earlier. Furthermore, the first data for 2016 showed that the positive trend continued through 2016 as Q1 sales reached BGN 0.887 mln up from BGN 0.379 mln for Q1 of 2015.

5.5. GROUP'S REVENUE BY COMPANY

Company	Service	2013	2014	2015	Q1'15*	Q1'16*	H1'15*	H1'16*
		BGN'000	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000
Tera Communications JSCo, Bulgaria	Turnkey solutions for MNOs and large corporate clients	2 169	1 268	640	206	259	391	665
	Micropayments (Connectivity)	6 214	1 138	565	193	0	371	0
	Mobile marketing and notifications	1 792	2 324	2 948	481	454	1 412	1 481
	Other services	0	0	0	0	0	0	0
	Technical support	0	0	0	0	0	0	0
	TOTAL	10 176	4 731	4 153	880	713	2 174	2 146
Teravoice JSCo, Bulgaria	Turnkey solutions for MNOs and large corporate clients	379	167	204	52	44	81	86
	Micropayments (Connectivity)	3 952	8 903	7 407	1 914	2 163	3 723	3 879
	Mobile marketing and notifications	0	0	0	0	0	0	0
	TOTAL	4 331	9 070	7 611	1 966	2 207	3 804	3 965
Teracomm RO S. R. L., Romania	Turnkey solutions for MNOs and large corporate clients	153	183	117	49	53	78	121
	Micropayments (Connectivity)	3 957	4 750	3 826	998	842	1 756	1 965
	Mobile marketing and notifications	0	0	0	0	0	0	0
	TOTAL	4 111	4 932	3 943	1 047	895	1 834	2 086
Tera Communications DOOEL, Macedonia	Turnkey solutions for MNOs and large corporate clients	887	117	143	14	11	95	34
	Micropayments (Connectivity)	375	283	457	134	82	179	164
	Mobile marketing and notifications	0	4	7	1	13	5	17
	TOTAL	1 262	404	607	149	106	279	215
Allterco PTE, Singapore	Turnkey solutions for MNOs and large corporate clients	2 239	2 362	28	6	0	9	0
	Micropayments (Connectivity)	7 464	5 910	4 244	1 324	1 236	1 953	1 916
	Mobile marketing and notifications	0	0	0	0	0	0	331
	TOTAL	9 703	8 273	4 272	1 330	1 236	1 962	2 247
Allterco SDN, Malaysia	Turnkey solutions for MNOs and large corporate clients	0	0	99	13	2	48	3
	Micropayments (Connectivity)	7	334	3 368	366	885	787	1 493
	Mobile marketing and notifications	0	0	0	0	0	0	0
	TOTAL	7	334	3 467	379	887	835	1 496
Global Teracomm, USA	Mobile marketing and notifications	1 056	528	3 928	417	1 063	1 358	2 445
Allterco Robotics Ltd, Bulgaria	MyKi	0	0	139	0	135	0	260
	IT services			125	0	0	0	0
	TOTAL	0	0	264	0	135	0	260
Allterco Finance Ltd, Bulgaria	Financial services			34	0	9	7	19
TOTAL CONSOLIDATED REVENUE		30 646	28 272	28 279	6 168	7 251	12 253	14 879

* Unaudited data

5.6. OPERATING EXPENSES

Consolidated operating expenses of the Group for 2015 inched up by 5% y-o-y mainly due to a significant increase in selling expenses, which amounted to BGN 3.452 mln in 2015 up from BGN 0.564 mln a year earlier. These costs represent the advertising expenses associated with the significant increase in the weight of mobile advertising in the total revenues generated mainly by Global Teracomm, USA.

For the first quarter of 2016 consolidated operating expenses of Allterco rose by almost 6% y-o-y, mainly due to an increase in the expenses comprising the cost of sales and especially the advertising costs. Cost of sales for the Q1 of 2016 jumped by 11.5% y-o-y to BGN 5.554 mln as advertising expenses reached BGN 0.975 mln up from BGN 0.599 mln a year earlier.

Operating expenses (OPEX) of Allterco AD on an individual basis for the first quarter of 2016 dropped by 42.3% y-o-y to BGN 0.246 mln. Personnel costs accounted for 55% of the OPEX and cost of hired services comprised 37% of OPEX.

Consolidated expenses (in BGN'000)	2013	2014	2015	Q1'15	Q1'16	H1'15*	H1'16*
Cost of sales, including:	-21 638	-19 597	-17 438	-4 980	-5 554	-8 535	-11 240
<i>change y-o-y, %</i>	<i>59.7%</i>	<i>-9.4%</i>	<i>-11.0%</i>		<i>11.5%</i>		<i>31.7%</i>
- fees for short numbers, SMS, internet, VPN	-1 929	-3 800	-2 117	-754	-821	-1 018	-1 467
- rights, mobile content, prizes	-220	-220	-584	-30	-121	-148	-144
- payments to clients (clients' share)	-18 411	-14 950	-14 364	-3 564	-3 492	-6 157	-7 201
- advertising	-1 049	-478	-185	-599	-975	-1 150	-2 184
- cost of goods sold	0	-25	-54	0	-111	0	-179
- personnel costs	-29	-123	-135	-33	-34	-62	-65
General administrative expenses, including:	-5 798	-5 999	-6 611	-1 870	-1 709	-3 764	-3 434
<i>change y-o-y, %</i>	<i>6.9%</i>	<i>3.5%</i>	<i>10.2%</i>		<i>-8.6%</i>		<i>-8.8%</i>
- expenses for materials	-119	-162	-190	-41	-91	-97	-92
- cost of hired services	-682	-934	-1 331	-342	-201	-1 067	-792
- depreciation and amortization	-241	-296	-247	-69	-178	-135	-108
- personnel costs	-4 288	-4 314	-4 640	-1 300	-1 133	-2 399	-2 320
- taxes and fees	-70	-4	0	0	0	0	0
- other	-398	-289	-203	-118	-106	-66	-122
Selling expenses	-1 087	-564	-3 452	-37	-27	-47	-33
<i>change y-o-y, %</i>	<i>-76.6%</i>	<i>-48.1%</i>	<i>512.1%</i>		<i>-27.0%</i>		<i>-29.8%</i>
Other operating expenses	-51	-87	-27	-12	-13	-79	-34
TOTAL	-28 574	-26 247	-27 528	-6 899	-7 303	-12 425	-14 741
<i>change y-o-y, %</i>	<i>20.7%</i>	<i>-8.1%</i>	<i>4.9%</i>		<i>5.9%</i>		<i>18.6%</i>

* Unaudited data

Expenses on individual basis of Allterco AD (in BGN'000)	2013	2014	2015	Q1'15*	Q1'16*	H1'15*	H1'16*
General administrative expenses, including.:	-840	-1155	-1377	-427	-246	-793	-506
- expenses for materials	-3	-15	-5	-10	-4	-12	-7
- cost of hired services	-124	-280	-411	-86	-90	-172	-203
- depreciation and amortization	-22	-32	-15	-8	-3	-12	-6
- wages	-605	-770	-893	-316	-136	-556	-267
- social security expenses	-24	-27	-32	-7	-8	-17	-16
- other	-62	-31	-21	0	-5	-24	-7
Other operating expenses	-3	-2	-4	-2	-1	-3	-2
TOTAL	-843	-1157	-1381	-429	-247	-796	-508
<i>change y-o-y, %</i>	<i>15.0%</i>	<i>37.2%</i>	<i>19.4%</i>		<i>-42.4%</i>		<i>-36.2%</i>

* Unaudited data

5.7. EARNINGS

Consolidated earnings for 2015 decreased significantly due to the sharp increase of selling expenses, representing the advertising expenses related to the aggressive expansion of Global Teracomm in the US market. In addition, in 2015 the share of revenues from the turnkey solutions, which is the segment with the highest profit margin, declined. Although the revenues generated from micropayments increased, they could not compensate the decline in the revenue from turnkey solutions because they have the smallest profit margin. Consequently, the bottom line suffered and the net income margin shrank to 2.49% in 2015 from 6.94% a year earlier.

Allterco finished the first quarter of 2016 with a consolidated loss of BGN 90 thousand, down from a loss of BGN 726 thousand for Q1 of 2015. The decrease is due to faster increase of revenues compared to expenses. Consolidated revenues increased by 17.6% y-o-y to BGN 7.251 mln, while cost of sales rose by 11.5% yearly to BGN 5.554 mln. Thus, the gross profit jumped by 42.9% y-o-y to BGN 1.697 mln, boosting the gross profit margin. On the other hand, administrative expenses were curbed by 8.6% yearly to BGN 1.709 mln but the decrease was not enough and the Group finished the first quarter of 2016 with a negative bottom line.

Consolidated earnings (in BGN'000)	2013	2014	2015	Q1'15*	Q1'16*	H1'15*	H1'16*
Income/ Loss before taxation	2 134	2 228	862	-710	-44	-99	186
Taxes	-187	-266	-157	-16	-46	-80	-114
Net income/ loss	1 947	1 962	705	-726	-90	-179	72
<i>change y-o-y, %</i>	-25.3%	0.8%	-64.1%		-87.6%		-140.2%
Minority interest	422	251	-10	-190	0	-39	-2
Net income/ loss attributable to the shareholders of the parent company	1 525	1 711	715	-536	-90	-140	74
<i>change y-o-y, %</i>	-33.9%	12.2%	-58.2%		-83.2%		-152.9%
Earnings per share, EPS**	0.28	0.31	0.12	-0.10	-0.01	-0.03	0.01
Weighted average number of shares	5 488	5 488	5 795	5 488	13 500	5 488	13 500

* Unaudited data

** Based on the net income/ loss attributable to the shareholders of the parent company and the weighted average number of shares

Earnings on individual basis of Allterco AD (in BGN'000)	2013	2014	2015	Q1'15*	Q1'16*	H1'15*	H1'16*
Income/ loss before taxation	831	740	466	-293	-109	-385	-179
Taxes	0	0	0	0	0	0	0
Net income/ loss	831	740	466	-293	-109	-385	-179
<i>change y-o-y, %</i>	256.7%	-11.0%	-37.0%		-62.8%		-53.5%
Earnings per share, EPS***	0.15	0.13	0.08	-0.05	-0.01	-0.07	-0.01
Weighted average number of shares	5 488	5 488	5 795	5 488	13 500	5 488	13 500

* Unaudited data

** Based on the net income/ loss attributable to the shareholders of the parent company and the weighted average number of shares

Expenses for corporate taxes have not been charged and paid so far because traditionally 35% of the revenues of Allterco AD on an individual basis are from dividends. Dividends are deducted from taxable income under the Bulgarian taxation law and thus the company reports a tax loss.

5.8. FORECASTED INCOME STATEMENT ON A CONSOLIDATED BASIS FOR THE PERIOD 2016-2020 (IN BGN'000)

The management of Allterco has prepared forecasted consolidated and individual statements of comprehensive income of the Group for the next 5 years, covering the period 2016 – 2020 reflect their expectations and plans for future business development.

Indicators (in BGN'000)	2014	2015	2016F	2017F	2018F	2019F	2020F
Revenue	28 272	28 279	31 628	38 654	42 868	47 431	52 057
Cost of sales	-19 119	-17 253	-22 217	-26 976	-29 538	-31 940	-34 257
Gross profit	9 153	11 026	9 411	11 678	13 330	15 492	17 799
Other revenue	303	229	0	0	0	0	0
Administrative expenses	-1 389	-1 724	-2 004	-2 006	-1 929	-2 019	-2 133
Depreciation and amortisation expenses	-296	-247	-364	-421	-405	-406	-379
Advertising expenses	-478	-185	-187	-293	-303	-314	-327
Other operating expenses	-651	-3 479	-728	-786	-856	-947	-1 001
Personnel costs	-4 314	-4 640	-5 846	-6 347	-6 888	-7 090	-7 341
Operating profit/ EBIT	2 328	980	282	1 827	2 950	4 715	6 618
Financial income	0	0	0	0	0	0	0
Financial expenses	-100	-118	-38	-146	-67	-122	-130
Net financial income/ expenses	-100	-118	-38	-146	-67	-122	-130
Earnings before taxes/ EBT	2 228	862	244	1 680	2 883	4 593	6 488
Taxes	-266	-157	-212	-477	-463	-639	-842
Net income	1 962	705	32	1 203	2 420	3 954	5 646

Source: Allterco AD

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IPO SUMMARY AND SCHEDULE

IPO		Schedule	
Shares issued and outstanding	13 500 000	Subscription start date	20.09.2016
New shares subject to the IPO (in numbers)	1 500 000	Deadline for submission of orders	19.10.2016
Nominal value, BGN	1.00	Announcement of the IPO price and the allotment list	20.10.2016
Issue price range, BGN	1.10 – 2.20	Deadline for payment of the subscribed shares	25.10.2016
Condition for success of the IPO:	minimum 750 000 number of shares to be subscribed and paid	Registration on BSE and start of the trading (indicative)	28.11.2016
Net IPO proceeds, BGN	783 790 – 3 102 040		
Green shoe option	no		
Lock-up period	no		

USE OF PROCEEDS

Projects	% of total IPO proceeds
Setting up a research and development center in Bulgaria for development of new technologies in the IoT segment	35%
Working capital for production and market realization of She™ and MyKi™	35%
Investments for entering new markets in Latin America	20%
Advertising and participation in international exhibitions in order to promote the company and its services and products	10%

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7. VALUATION OF THE GROUP

The valuation of the group has been carried out on a consolidated basis by the application of two methods:

- 🔥 Discounted free cash flow (FCFF), and
- 🔥 Market value method (peer analysis).

7.1. DISCOUNTED FREE CASH FLOW VALUATION

The valuation has been carried out on a consolidated basis, as all the companies in the holding, apart from Allterco Robotics EOOD (100% owned by Allterco AD), operate in the same business segment – MVAS, and consequently offer the same services. This permits treating them as one entity.

The future potential, and respectively risks, of the new activity (Internet of Things) have been integrated in the model through:

- 🔥 revenues and profit margins forecasts include expected revenues and margins in the Internet of Things segment (by Allterco Robotics EOOD)
- 🔥 the model beta, used to calculate the cost of equity, is adjusted according to the projected revenue structure in the following years to reflect the risk from the new activity and the share of the expected revenues by Allterco Robotics in the total Group revenues.

The projections in the model are based on the forecasted statement of comprehensive income for the 2016 – 2020 period, prepared by the management of Allterco AD.

The weighted average cost of capital (WACC) is determined for BGN, while the risk-free rate of return is determined based on the 30-year generic German government bonds on the assumption for a minimal inflation differential.

An adjustment is added to the risk-free rate to compensate the effect of the non-standard quantitative easing measures by the European central banks after June 2014.

The beta used to calculate the cost of equity is bottom-up based on the betas for Software (Systems & Applications) and Electronics (General) in emerging markets.

The terminal value at the end of the forecasted period (2020) is calculated based on the assumption of 1.2% long-term growth rate.

7.1. DISCOUNTED CASH FLOW VALUATION - CONTINUED

Consolidated Financials (in BGN'000)		2014	2015	2016F	2017F	2018F	2019F	2020F
Revenue		28 272	28 279	31 628	38 654	42 868	47 431	52 057
	<i>change y-o-y, %</i>	-7.7%	0.0%	11.8%	22.2%	10.9%	10.6%	9.8%
EBITDA		2 624	1 227	647	2 247	3 354	5 121	6 997
	<i>change y-o-y, %</i>	3.5%	-53.2%	-47.3%	247.5%	49.3%	52.7%	36.6%
	<i>EBITDA margin, %</i>	9.3%	4.3%	2.0%	5.8%	7.8%	10.8%	13.4%
EBIT		2 328	980	282	1 827	2 950	4 715	6 618
	<i>change y-o-y, %</i>	1.5%	-57.9%	-71.2%	547.0%	61.5%	59.9%	40.4%
	<i>EBIT margin, %</i>	8.2%	3.5%	0.9%	4.7%	6.9%	9.9%	12.7%

Free Cash Flows to the Firm (in BGN'000)		2014	2015	2016F	2017F	2018F	2019F	2020F
EBIT		2 328	980	282	1 827	2 950	4 715	6 618
Effective tax rate		11.94%	18.21%	76.75%	26.25%	15.74%	13.56%	12.73%
EBIT*(1 – Effective tax rate)		2 050	802	66	1 347	2 485	4 076	5 776
Plus: depreciation and amortisation expenses		296	247	364	421	405	406	379
Less/Plus: increase/decrease of non-cash working capital		-1 072	613	553	-1 147	-409	-221	-587
Less: investment expenditures		-19	-711	-763	-671	-441	-400	-423
Free cash flows to the firm (FCFF)		1 255	951	220	-50	2 041	3 860	5 145
Weighted average cost of capital				12.72%	12.69%	12.58%	12.46%	12.38%
Present value of FCFF				211	-43	1 548	2 610	3 102
Terminal value								46 367
Present value of terminal value				27 957				
Present value of FCFF (2016-2020)				7 429				
Enterprise value				35 386				

7.1. DISCOUNTED CASH FLOW VALUATION - CONTINUED

Consolidated metrics	(in BGN'000)
Enterprise value	35 386
plus cash and cash equivalents	1 937
plus net IPO proceeds*	1 543
plus other non-operating assets	112
less interest bearing debt	323
less other non-operating liabilities**	1 770
less minority interest***	55
Equity value	36 830
Number of shares prior to the IPO (in th.)	13 500
Number of newly issued shares in the IPO (in th.)	1 500
Number of shares after the capital increase (in th.)	15 000
Post IPO value per share	2.46

* Net IPO proceeds in the event of 1 500 000 shares subscribed at minimal price of BGN 1.10 per share

** Include the liabilities resulting from Group restructuring in 2015 and the acquisition of minority holdings in the daughter companies, as well as other non-operating liabilities

*** At book value

Adjustment to management projections*								
Discount rate		70%	80%	90%	100%	110%	120%	130%
	10.0%	2.28	2.59	2.91	3.22	3.53	3.85	4.16
	11.0%	2.02	2.30	2.57	2.85	3.13	3.40	3.68
	12.0%	1.81	2.06	2.30	2.55	2.80	3.04	3.29
	13.0%	1.64	1.86	2.08	2.30	2.52	2.74	2.96
	14.0%	1.49	1.69	1.89	2.09	2.29	2.49	2.69
	15.0%	1.37	1.55	1.73	1.92	2.10	2.28	2.46
	16.0%	1.26	1.43	1.60	1.76	1.93	2.10	2.26

* Based on forecasts completion

Metrics	2016F	2017F	2018F	2019F	2020F
Risk-free rate (RFR)*	0.46%	0.46%	0.46%	0.46%	0.46%
Premium for ECB QE policy**	0.70%	0.70%	0.70%	0.70%	0.70%
Equity risk premium	6.00%	6.00%	6.00%	6.00%	6.00%
Country risk premium	2.68%	2.68%	2.68%	2.68%	2.68%
Lambda***	0.59	0.59	0.59	0.59	0.59
Specific risk premium	3.00%	3.00%	3.00%	3.00%	3.00%
Beta****	1.36	1.35	1.33	1.31	1.29
Cost of Equity	12.92%	12.90%	12.78%	12.66%	12.58%
Debt/Equity ratio	2.00%	2.00%	2.00%	2.00%	2.00%
Marginal tax rate	13.27%	13.27%	13.27%	13.27%	13.27%
After-tax cost of debt	2.32%	2.32%	2.32%	2.32%	2.32%
Weighted average cost of capital (WACC)	12.72%	12.69%	12.58%	12.46%	12.38%

* Based on the current yield of the 30-year generic German government bond, reported by Bloomberg

** Adjustment for the ECB QE program and the unusual low interest rates level

*** Weights country risk

**** Weighted beta based on the average values reported by Damodaran for the betas of Software (systems & application) and Electronics (general) sectors. The weighting is based on the revenue shares of MVAS and IoT. The change in beta through the years reflects the management expectations of the revenue structure of the IoT segment.

7.2. PEER BASED VALUATION

For the purpose of this valuation method a group of 14 peer companies has been identified from the long list of mobile services companies, whose offerings cover to a great extent the service portfolio of Allterco. Factors such as development stage, company size, financial results, and other, have been taken into account in the selection. The values for the standard multiples EV/EBITDA and EV/Sales have been determined in the range of 2.16 – 32.03 and 0.27 – 2.35 with median values of 7.40 and 1.00. These median values, applied to the 3-year average financial results of the Issuer, yield fair value of its shares of BGN 1.16 based on EV/EBITDA and BGN 2.13 based on EV/Sales, respectively. These values are taken into consideration in the setting of the minimum and maximum of the IPO price range.

Company	Ticker	Headquarters	EV/Sales	EV/EBITDA	P/B	P/S	P/E
Acotel Group SpA	ACO IM	Italy	0.27	na	1.11	0.47	na
Cliq Digital AG	CLIQ GR	Germany	0.67	2.78	0.42	0.27	12.21
Dalenys Group	NYS BB	Belgium	1.54	32.03	1.45	1.38	40.67
eServGlobal Ltd.	ESV AU	Australia	0.99	na	0.33	0.41	na
Evolving Systems Inc.	EVOL US	USA	2.35	9.83	1.91	2.30	16.00
HiPay Group	HIPAY FP	France	1.22	11.65	0.75	1.67	na
IMImobile PLC	IMO LN	UK	1.50	13.80	2.42	1.36	na
InternetQ PLC	INTQ LN	UK	0.54	2.16	0.74	0.51	8.06
mTouche Technology Bhd	MTTB MK	Malaysia	0.95	na	2.11	1.18	na
Net Mobile AG	N1M GR	Germany	0.95	7.40	10.95	0.88	na
OnMobile Global Ltd.	ONMB IN	India	1.00	5.62	1.69	1.38	na
StreamWide SA	ALSTW FP	France	1.04	2.64	1.21	1.82	69.88
Xura Inc.	MESG US	USA	1.53	na	2.35	1.32	na
YOC AG	YOC GR	Germany	0.99	na	na	0.80	na
<i>Average</i>			<i>1.11</i>	<i>9.77</i>	<i>2.11</i>	<i>1.12</i>	<i>29.36</i>
<i>Median</i>			<i>1.00</i>	<i>7.40</i>	<i>1.45</i>	<i>1.25</i>	<i>16.00</i>
<i>Min</i>			<i>0.27</i>	<i>2.16</i>	<i>0.33</i>	<i>0.27</i>	<i>8.06</i>
<i>Max</i>			<i>2.35</i>	<i>32.03</i>	<i>10.95</i>	<i>2.30</i>	<i>69.88</i>

Source: Bloomberg

Valuation based on	EV/EBITDA
Median value of EV/EBITDA	7.40
EBITDA (last 3-year average)	2 129
Enterprise value (in BGN'000)	15 752
less interest-bearing debt	323
plus cash and cash equivalents	1 937
plus other non-operating assets	112
less other non-operating liabilities	1 770
less minority interest	55
Fair value of equity (in BGN'000)	15 653
Number of shares (in th.)	13 500
Fair value per share in BGN	1.16

Valuation based on	EV/Sales
Median value of EV/Sales	1.00
Revenues (last 3-year average)	29 066
Enterprise value (in BGN'000)	28 920
less interest-bearing debt	323
plus cash and cash equivalents	1 937
plus other non-operating assets	112
less other non-operating liabilities	1 770
less minority interest	55
Fair value of equity (in BGN'000)	28 821
Number of shares (in th.)	13 500
Fair value per share in BGN	2.13

Source: Allterco AD, MMC (MM Consult EOOD)

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8.1. CONSOLIDATED INCOME STATEMENT OF THE GROUP FOR THE PERIOD 2013-30.6.2016 (in BGN'000)

Financials (BGN'000)	2013	2014	2015	31.3.2015*	31.3.2016*	30.6.2015*	30.6.2016*
Revenue	30 646	28 272	28 279	6 168	7 251	12 253	14 879
<i>change y-o-y, %</i>	<i>16.0%</i>	<i>-7.8</i>	<i>0.0%</i>		<i>17.6%</i>		<i>21.4%</i>
Cost of sales	-21 638	-19 597	-17 438	-4 980	-5 554	-8 535	-11 240
Gross profit	9 008	8 675	10 841	1 188	1 697	3 718	3 639
<i>change y-o-y, %</i>	<i>-30.0%</i>	<i>-3.7%</i>	<i>25.0%</i>		<i>43.0%</i>		<i>-2.1%</i>
Other revenue	222	303	229	21	30	77	79
Operating expenses (excl. D&A)	-6 695	-6 354	-9 843	-1 850	-1 571	-3 755	-3 414
EBITDA	2 535	2 624	1 227	-641	156	40	325
<i>EBITDA margin, %</i>	<i>8.3%</i>	<i>9.3%</i>	<i>4.3%</i>	<i>-10.4%</i>	<i>2.2%</i>	<i>0.3%</i>	<i>2.2%</i>
Depreciation and amortisation	-241	-296	-247	-69	-178	-135	-108
EBIT	2 294	2 328	980	-710	-22	-95	217
<i>EBIT margin, %</i>	<i>7.5%</i>	<i>8.3%</i>	<i>3.5%</i>	<i>-11.5%</i>	<i>-0.3%</i>	<i>-0.8%</i>	<i>1.5%</i>
Financial expenses	-160	-100	-118	0	-22	-4	-31
Income/ Loss before taxes	2 134	2 228	862	-710	-44	-99	186
Taxes	-187	-266	-157	-16	-46	-80	-114
Net income/ loss	1 947	1 962	705	-726	-90	-179	72
Minority interest	422	251	-10	-190	0	-39	-2
Net income/Loss attributable to the shareholders of the parent company	1 525	1 711	715	-536	-90	-140	74
<i>Net income margin, %</i>	<i>6.4%</i>	<i>6.9%</i>	<i>2.5%</i>	<i>-11.8%</i>	<i>-1.2%</i>	<i>-1.5%</i>	<i>0.5%</i>
Dividends	831	740	-	-	-	-	-
Weighted average number of shares for the period**	5 488	5 488	5 795	5 488	13 500	5 488	13 500
Earnings per share, EPS***	0.28	0.31	0.12	-0.10	-0.01	-0.03	0.01

* Unaudited data

** At the end of 2015 due to changes in the corporate structure the share capital was increased from BGN 5 488 000 to BGN 13 500 000, represented by 13 500 000 ordinary shares with nominal value of BGN 1

*** Net income/loss attributable to the shareholders of the parent company divided by the weighted average number of shares

Source: Allterco

8.2. ASSETS OF THE GROUP FOR THE PERIOD 2013-30.6.2016 (in BGN'000)

Assets of the Group (in BGN'000)	2013	2014	2015	31.03.2015*	31.03.2016*	30.6.2015*	30.6.2016*
Non-current assets							
Property, plant and equipment	381	333	956	375	1 057	643	1 190
Intangible assets	436	251	92	197	80	191	89
Investments in companies available for sale	44	0	0	0	0	0	0
Goodwill	5 829	5 842	15 457	5 821	15 465	5 791	15 465
Loans to related parties	47	0	0	0	0	19	0
Prepaid expenses	14	0	0	0	0	0	0
Other receivables	0	0	70	0	0	0	0
Total non-current assets	6 751	6 426	16 575	6 393	16 602	6 644	16 744
Current assets							
Inventories	0	0	92	0	72	0	168
Current portion of loans to related parties	5	5	0	0	0	0	0
Loans to other parties	38	10	32	10	32	10	33
Receivables from related parties	68	249	0	0	0	492	0
Trade receivables	9 724	11 681	15 350	11 758	14 187	9 639	10 709
Other receivables	430	194	177	325	313	84	411
Cash and cash equivalents	2 238	2 539	1 937	2 191	2 386	1 115	1 785
Prepaid expenses	62	55	44	308	556	134	466
Total current assets	12 565	14 733	17 632	14 592	17 546	11 474	13 572
TOTAL ASSETS	19 316	21 159	34 207	20 985	34 148	18 118	30 316

* Unaudited data

Source: Allterco

8.3. LIABILITIES AND EQUITY OF THE GROUP FOR THE PERIOD 2013-30.6.2016 (in BGN'000)

Liabilities of the Group (in BGN'000)	2013	2014	2015	31.03.2015*	31.03.2016*	30.6.2015*	30.6.2016*
Long-term liabilities							
Financial leasing	140	113	70	116	53	86	43
Other liabilities	0	0	903	0	903	0	903
Deferred taxes	15	25	35	22	30	26	36
Total long-term liabilities	155	138	1 008	138	986	112	982
Current liabilities							
Loans from related parties	0	17	0	0	0	0	0
Current portion of financial leasing	64	59	46	41	50	52	49
Loans	0	0	207	0	286	0	295
Payables to related parties	545	1 913	0	2 005	0	1 726	0
Trade payables	7 423	6 950	11 929	8 310	11 853	5 789	7 847
Payables to employees	63	66	80	82	92	48	110
Payables to social security	57	65	58	52	67	52	62
Tax payable	697	589	411	282	389	215	377
Other liabilities	0	484	843	11	809	215	795
Total current liabilities	8 849	10 143	13 574	10 783	13 546	8 097	9 535
TOTAL LIABILITIES	9 004	10 281	14 582	10 921	14 532	8 209	10 517

* Unaudited data

Equity of the Group (in BGN'000)	2013	2014	2015	31.03.2015*	31.03.2016*	30.6.2015*	30.6.2016*
Paid-in capital	5 488	5 488	13 500	5 488	13 500	5 488	13 500
Retained earnings	3 728	3 902	5 058	3 366	4 968	3 047	5 127
Reserves	142	182	215	182	215	180	263
Additional paid-in capital	0	0	668	0	668	0	668
Foreign currency exchange differences	-243	-49	129	-137	210	-97	196
Equity attributable to the shareholders of the parent company	9 115	9 523	19 570	8 899	19 561	8 618	19 754
Minority interest	1 197	1 355	55	1 165	55	1 291	45
TOTAL EQUITY	10 312	10 878	19 625	10 064	19 616	9 909	19 799

* Unaudited data

Source: Allterco

8.4. STATEMENT OF CASH FLOWS ON A CONSOLIDATED BASIS FOR THE PERIOD 2013-30.6.2016 (in BGN'000)

CONSOLIDATED CASH FLOWS (in BGN'000)	2013	2014	2015	31.3.2015*	31.3.2016*	30.6.2015*	30.6.2016*
Income before taxes	2 444	2 228	862	-710	-44	-99	186
Adjustments:							
depreciation and amortisation expenses	240	296	247	69	178	135	108
net financial expenses	160	100	116	9	27	4	31
(increase)/ decrease of trade and other receivables	-3 156	-1 881	-3 554	-212	605	1 830	3 979
increase/ (decrease) of trade and other payables	3 850	809	4 167	672	-116	-2 021	-4 129
change in goodwill	-1	-13	-9 615	21	-8	51	-8
change in reserves	5	40	5	0	0	0	0
foreign currency exchange differences	-148	182	167	-88	81	-50	102
Cash flows from operations	3 394	1 761	-7 605	-239	723	-150	269
Paid corporate tax	-187	-266	-157	-16	-46	-80	-114
NET CASH FLOWS FROM OPERATIONS	3 207	1 495	-7 762	-255	677	-230	155
Investments available for sale	0	44	0	0	0	0	0
Purchases of non-current tangible and intangible assets	-414	-63	-711	-57	-267	-385	-339
NET CASH FLOWS FROM INVESTMENT ACTIVITIES	-414	-19	-711	-57	-267	-385	-339
Proceeds from issuing common stocks	0	0	8 012	0	0	0	0
Additional paid-in capital	0	0	668	0	0	0	0
Increase/ (decrease) of financial leasing liabilities	115	-32	-56	-15	-13	-34	-24
Net financial (expenses)/ income	-160	-100	-116	-9	-27	-4	-31
Received/ (paid back) loans from related parties	45	64	-12	-12	0	-31	0
Received/ (paid back) loans	-401	28	185	0	79	0	87
Loss from purchases of treasury stocks	-2 042	0	0	0	0	0	0
Paid dividends	-531	-1 135	-810	0	0	-740	0
NET CASH FLOW FROM FINANCIAL ACTIVITIES	-2 974	-1 175	7 871	-36	39	-809	32
Increase (decrease) of cash and cash equivalents	-181	301	-602	-348	449	-1 424	-152
Cash and cash equivalents at the beginning of the period	2 419	2 238	2 539	2 539	1 937	2 539	1 937
Cash and cash equivalents at the end of the period	2 238	2 539	1 937	2 191	2 386	1 115	1 785

* Unaudited data

8.5. INCOME STATEMENT OF ALLTERCO AD ON AN INDIVIDUAL BASIS FOR THE PERIOD 2013-30.6.2016 (in BGN'000)

Financials	2013	2014	2015	31.3.2015*	31.3.2016*	30.6.2015*	30.6.2016*
Revenue from management services	1 005	1 052	950	145	143	313	208
<i>YoY change, %</i>	102.2%	4.7%	-9.7%	-	-1.4%	-	-33.6%
Other revenue including:	723	892	935	0	0	118	135
- dividends	682	696	680	0	0	0	0
TOTAL REVENUE	1 728	1 944	1 885	145	143	431	343
Expenses for materials	-3	-15	-5	-10	-4	-12	-7
Cost of hired services	-124	-280	-411	-86	-90	-172	-203
Depreciation and amortisation expenses	-22	-32	-15	-8	-3	-12	-6
Personnel costs	-629	-797	-925	-323	-144	-573	-283
Other administrative expenses	-62	-31	-21	0	-5	-24	-7
TOTAL ADMINISTRATIVE EXPENSES	-840	-1 155	-1 377	-427	-246	-793	-506
<i>YoY change, %</i>	15.2%	37.3%	21.3%	-	-42.0%	-	-36.2%
Other expenses	-3	-2	-4	-2	-1	-3	-2
EBIT	885	787	504	-284	-104	-365	-165
<i>EBIT margin, %</i>	88.1%	74.8%	53.1%	-195.9%	-72.7%	-116.6%	-79.3%
Financial expenses	-54	-47	-38	-9	-5	-20	-14
Income/ Loss before taxes	831	740	466	-293	-109	-385	-179
Taxes	0	0	0	0	0	0	0
Net income/ Loss	831	740	466	-293	-109	-385	-179
<i>YoY change, %</i>	256.7%	-11.0%	-37.0%	-	-62.8%	-	-53.5%
<i>Net income margin, %</i>	82.7%	70.3%	49.1%	-202.1%	-76.2%	-123.0%	-86.1%
Dividends	831	740	-	-	-	-	-
Weighted average number of shares for the period**	5 488	5 488	5 795	5 488	13 500	5 488	13 500
Earnings per share, EPS***	0.15	0.13	0.08	-0.05	-0.01	-0.07	-0.01

* Unaudited data

** At the end of 2015 due to changes in the corporate structure the share capital was increased from BGN 5 488 000 to BGN 13 500 000, represented by 13 500 000 ordinary shares with nominal value of BGN 1

*** Net income/loss attributable to the shareholders of the parent company divided by the weighted average number of shares

Source: Allterco

8.6. ASSETS OF ALLTERCO AD ON AN INDIVIDUAL BASIS FOR THE PERIOD 2013-30.6.2016 (in BGN'000)

ASSETS OF ALLTERCO AD (in BGN'000)	2013	2014	2015	31.03.2015*	31.03.2016*	30.6.2015*	30.6.2016*
Non-current assets							
Property, plant and equipment	25	9	38	44	35	40	32
Intangible assets	55	43	0	0	0	0	0
Investments in subsidiaries	5 905	5 905	15 771	5 905	15 772	5 904	15 772
Deferred taxes	1	1	1	0	0	0	0
Total non-current assets	5 986	5 958	15 810	5 949	15 807	5 944	15 804
Current assets							
Inventory	0	0	0	0	0	0	1
Current portion of loans to related parties	6	5	0	0	0	0	0
Receivables from related parties	353	606	321	642	554	274	847
Trade receivables	2	6	18	7	31	8	28
Other receivables	323	133	62	150	77	39	92
Cash and cash equivalents	600	829	486	804	516	300	619
Prepaid expenses	1	1	2	1	2	3	2
Total current assets	1 285	1 580	889	1 604	1 180	624	1 589
TOTAL ASSETS	7 271	7 538	16 699	7 553	16 987	6 568	17 393

* Unaudited data

Source: Allterco

8.7. LIABILITIES AND EQUITY OF ALLTERCO AD ON AN INDIVIDUAL BASIS FOR THE PERIOD 2013-30.6.2016 (in BGN'000)

LIABILITIES	2013	2014	2015	31.03.2015*	31.03.2016*	30.6.2015*	30.6.2016*
Long-term liabilities							
Loans from related parties	799	0	0	0	0	0	0
Financial leasing	4	0	0	0	0	0	0
Other liabilities	0	0	903	0	903	0	903
Total long-term liabilities	803	0	903	0	903	0	903
Current liabilities							
Received deposit from Group companies	0	1 241	772	1 579	1 179	1 385	1 660
Loans	0	17	0	0	0	0	0
Current portion of financial leasing liabilities	19	10	3	7	0	0	0
Payables to related parties	50	0	5	0	0	0	0
Trade payables	8	4	4	0	1	6	10
Payables to employees	4	7	4	0	7	0	5
Payables to social security	4	5	5	5	5	5	0
Tax payables	50	12	6	13	10	49	6
Other liabilities	0	0	349	0	343	6	340
Total current liabilities	135	1 296	1 148	1 604	1 545	1 451	2 021
TOTAL LIABILITIES	938	1 296	2 051	1 604	2 448	1 451	2 924

* Unaudited data

EQUITY	2013	2014	2015	31.03.2015*	31.03.2016*	30.6.2015*	30.6.2016*
Paid-in capital	5 488	5 488	13 500	5 488	13 500	5 488	13 500
Retained earnings	845	740	466	447	357	-385	287
Reserves	0	14	14	14	14	14	14
Additional paid-in capital	0	0	668	0	668	0	668
TOTAL EQUITY	6 333	6 242	14 648	5 949	14 539	5 117	14 469

* Unaudited data

Source: Allterco

8.8. STATEMENT OF CASH FLOWS OF ALLTERCO AD ON AN INDIVIDUAL BASIS FOR THE PERIOD 2013-30.6.2016 (in BGN'000)

CASH FLOWS ON INDIVIDUAL BASIS	2013	2014	2015	31.3.2015*	31.3.2016*	30.6.2015*	30.6.2016*
Cash received from customers	824	802	1 124	145	138	271	481
Cash paid to suppliers	-270	-570	-613	-114	-140	-232	-269
Payments/ proceed from financing of subsidiaries	638	1 391	727	306	199	0	-614
Tax payments	0	-8	-3	-58	-19	-92	-34
Payments to employees and social security	-647	-827	-925	-300	-137	-498	-257
Payments for banking commissions	-3	-3	-5	-1	-1	-2	0
Received interest	1	0	0	0	0	0	0
Cash flows from (positive and negative) currency exchange differences	-1	-1	-2	0	0	0	-3
NET CASH FLOW FROM OPERATING ACTIVITY	542	784	303	-22	40	-553	-696
Payments related to non-current tangible and intangible assets	-58	-4	-1	0	0	0	0
Payments for acquisition of shares in subsidiaries	-1	0	-262	0	-1	0	-1
NET CASH FLOW FROM INVESTMENT ACTIVITIES	-59	-4	-263	0	-1	0	-1
Proceeds from issuing share capital	0	0	135	0	0	0	0
Payments under financial leasing	-16	-14	-7	-3	-3	0	0
Proceeds from deposits of related parties	231	0	0	0	0	715	873
Payments on deposits of related parties	-7	0	0	0	0	0	0
Proceeds from borrowings	0	0	196	0	0	0	0
Cash flows related to interest, commissions, dividends and other	-189	-537	-707	0	-6	-691	-43
NET CASH FLOW FROM FINANCING ACTIVITIES	19	-551	-383	-3	-9	24	830
Increase (decrease) of cash and cash equivalents	502	229	-343	-25	30	-529	133
Cash and cash equivalents at the beginning of the period	98	600	829	829	486	829	486
Cash and cash equivalents at the end of the period	600	829	486	804	516	300	619

* Unaudited data

DISCLAIMER

This presentation summarises key information of the Prospectus for Initial Public Offering of shares of Allterco AD and is not an alternative to the Prospectus.

