

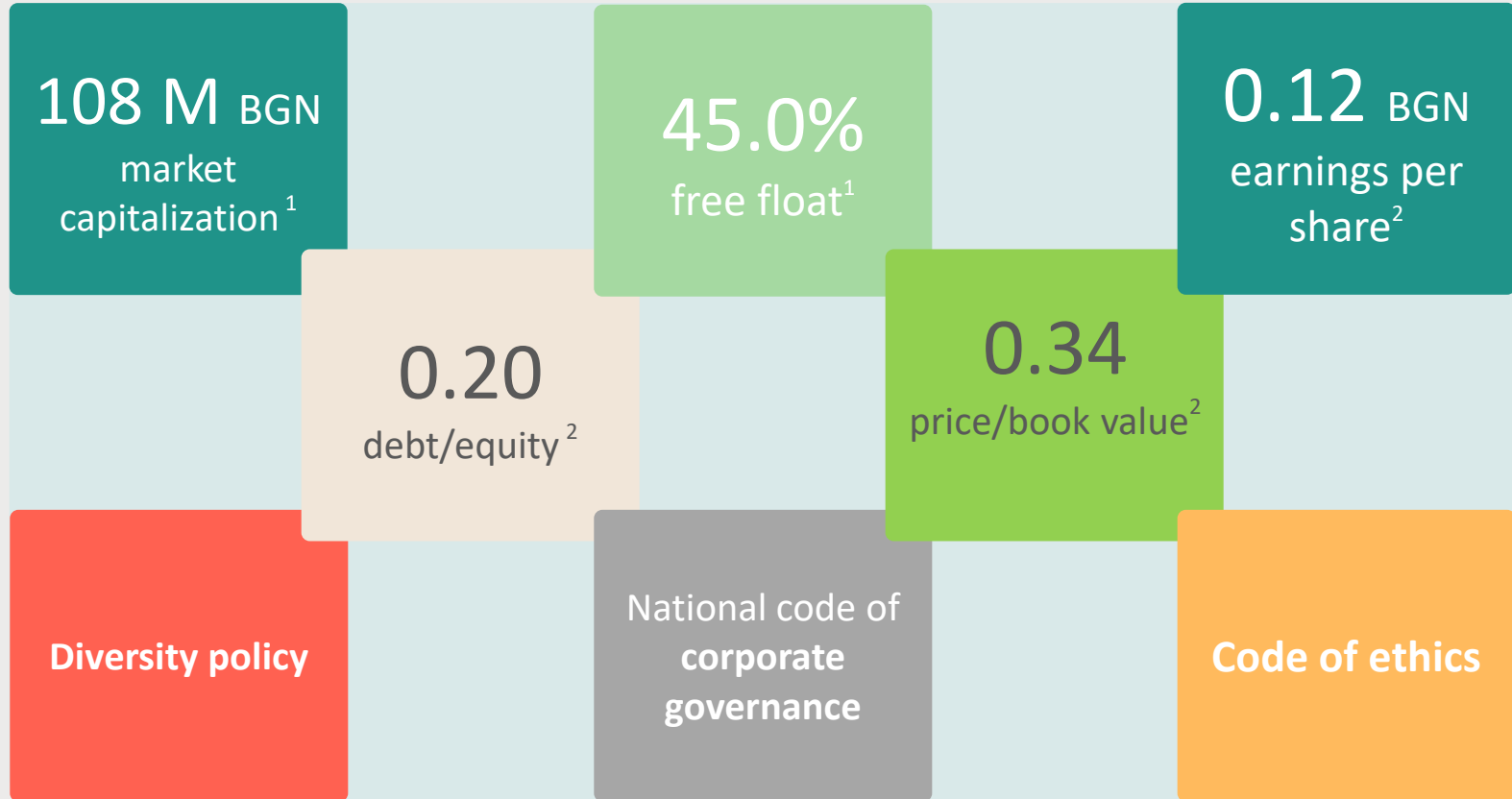


# INDUSTRIAL HOLDING BULGARIA

Daneta Zheleva, CEO

INVESTOR | SOFIA,  
DAY | 10 DECEMBER 2018

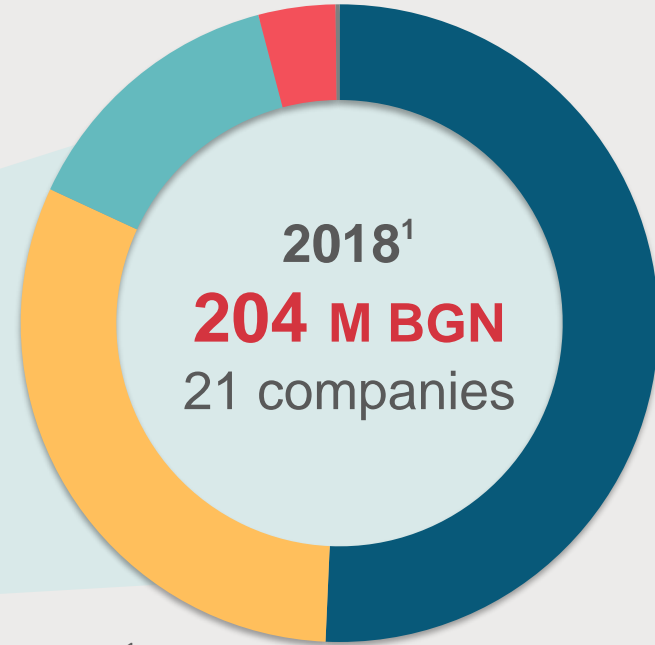
# IHB in brief



# The Story of our Portfolio

## Development of IHB over the years

- Focus on strategic industries
- Consolidation of investments
- Profitable one-off deals



## Investments across segments 2018<sup>1</sup>

mill. BGN

■ Maritime transport: 103

■ Shipbuilding and ship repair: 64

■ Port activities: 28

■ Machine building: 8

■ River cruises: -

■ Other activities: 1



# Well diversified across segments...

## Maritime transport

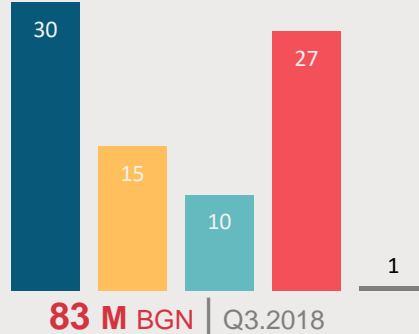
- IHB Shipping Co
- Emona
- Karvuna
- Tirista
- Odria
- Serdika

## Shipbuilding and ship repair

- Bulyard Shipbuilding industry
- IHB Shipdesign

## Revenue across segments

mill. BGN



## Port activities

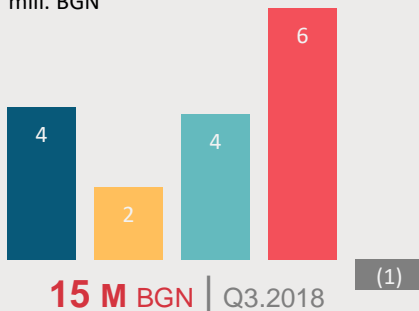
- KRZ Port Burgas
- Odessos PBM
- Bulport logistics

## Machine building

- ZMM Bulgaria holding
- ZMM Sliven
- ZMM Nova Zagora
- IHB Metal Castings

## EBIT across segments

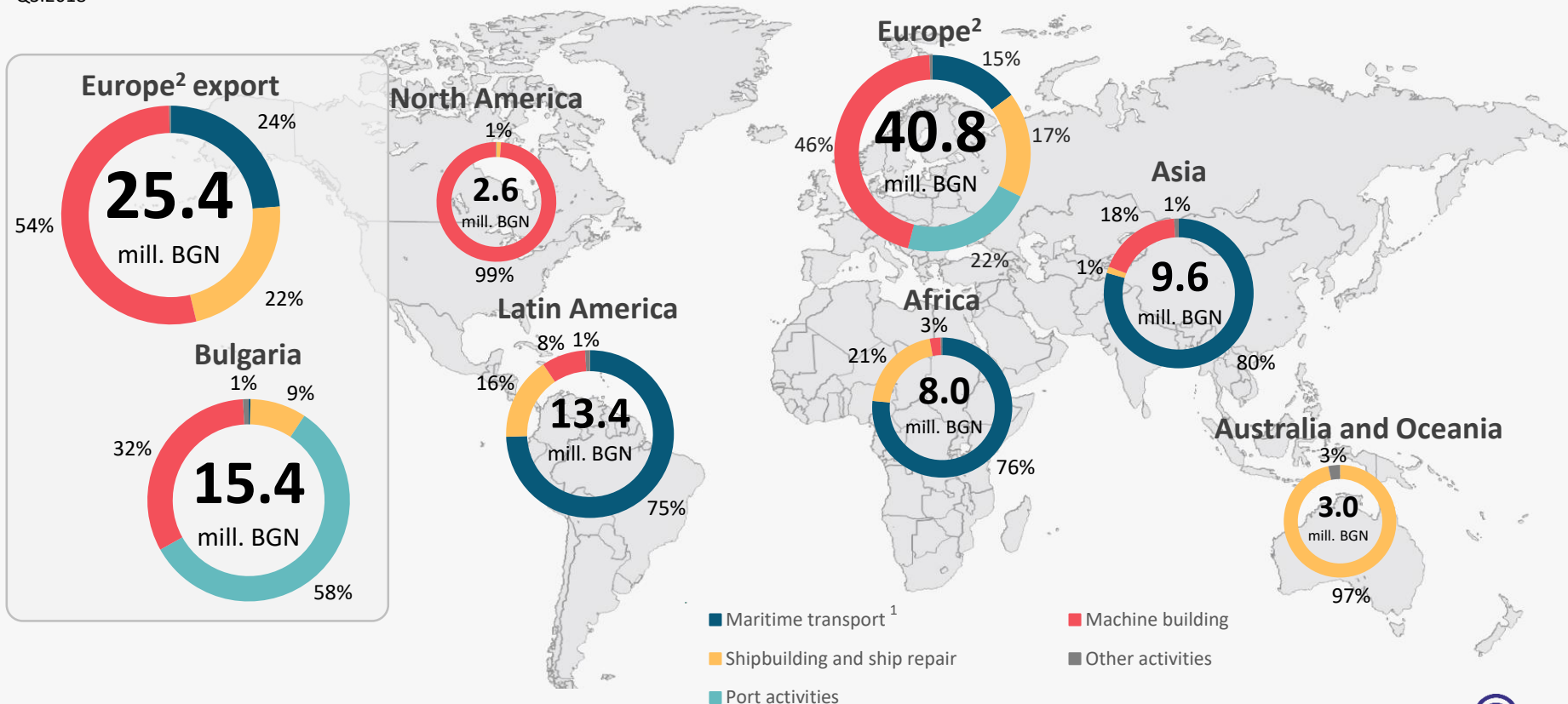
mill. BGN



# ...in Bulgaria and worldwide

## Revenue from core business

Q3.2018



<sup>1</sup> The geographical region is at the unloading port

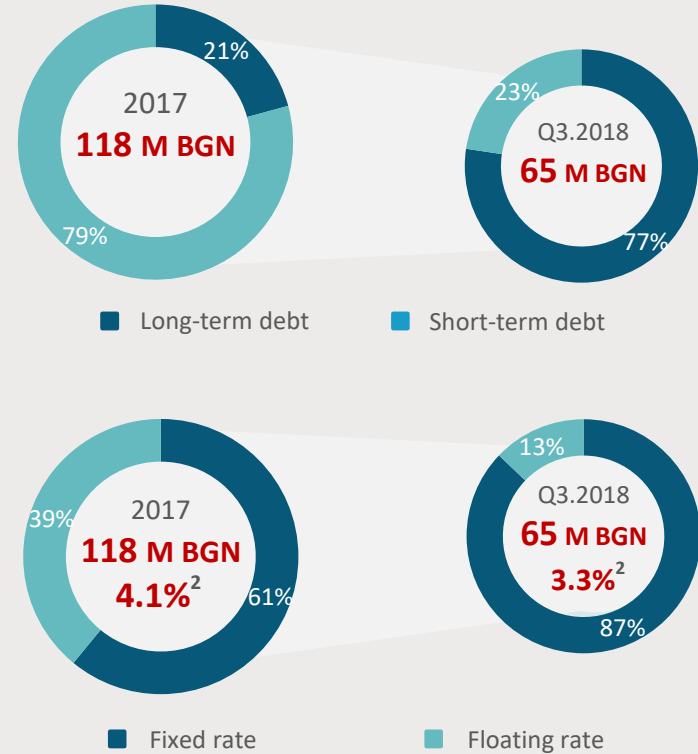
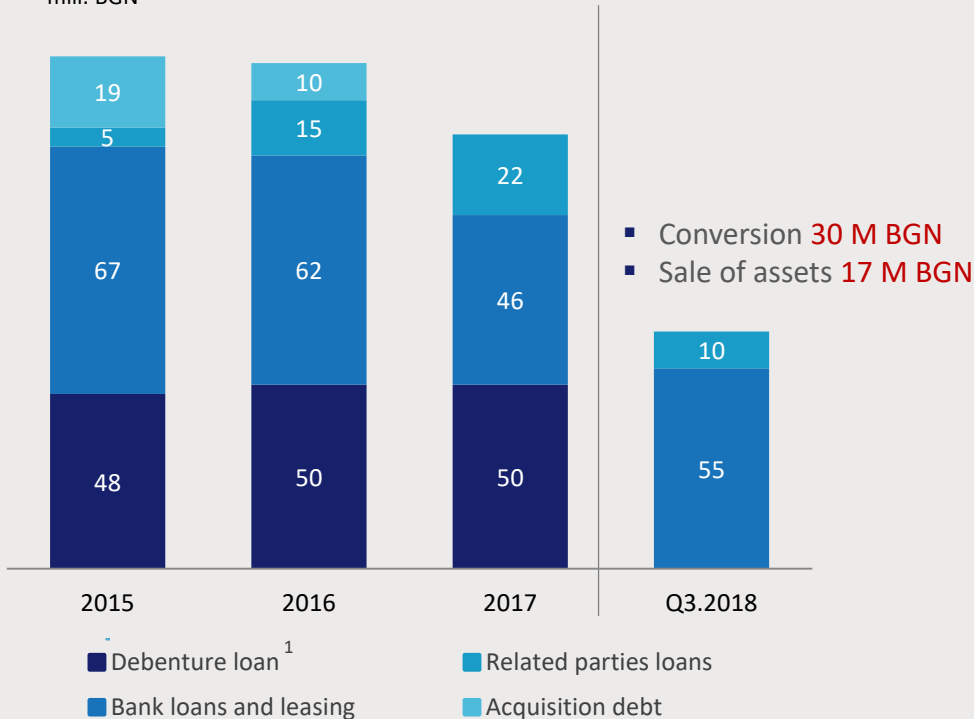
<sup>2</sup> incl. Turkey and Russia



# Strong balance sheet

## Structure of debt

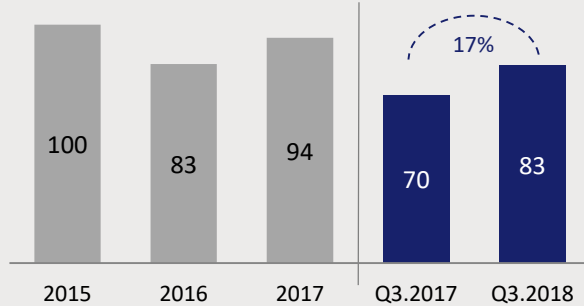
mill. BGN



# Improving profitability

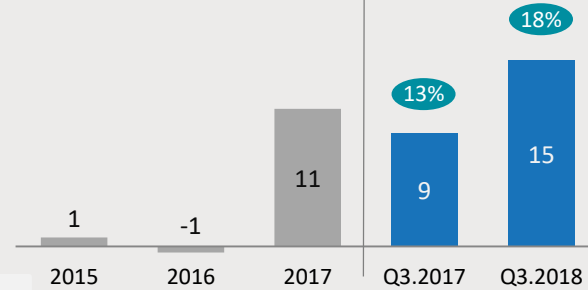
## Revenue

mill. BGN



## EBIT

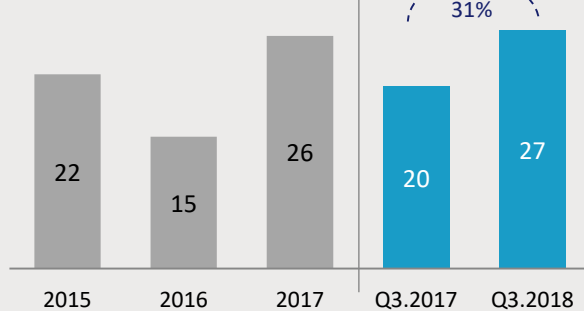
mill. BGN



growth margin

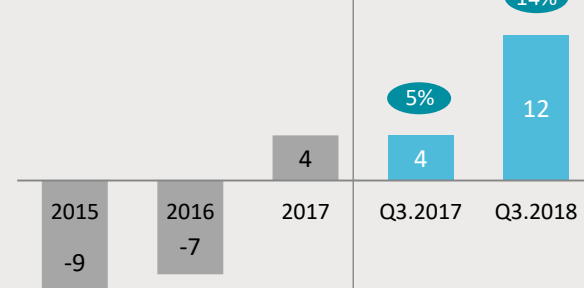
## EBITDA

mill. BGN



## Net profit

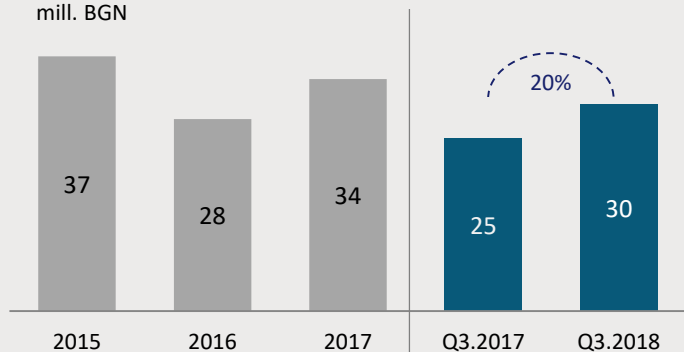
mill. BGN



# Maritime transport

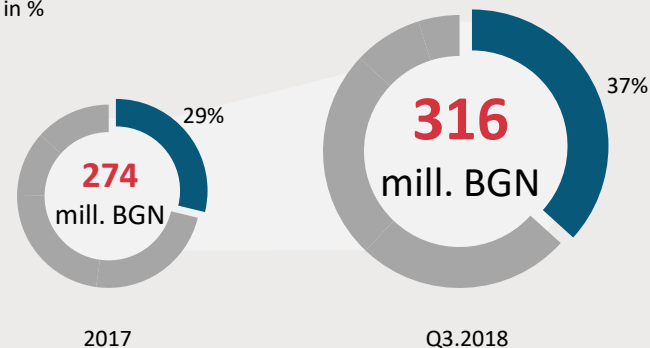
## Revenue

mill. BGN



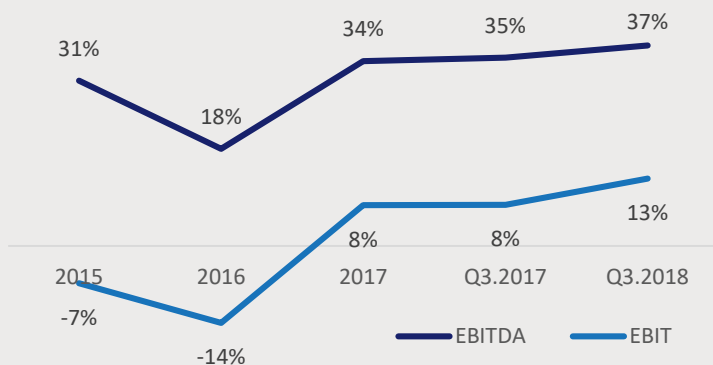
## Share of net assets

in %



## EBITDA margin and EBIT margin

in %



## Strengths

- experienced management
- operational cost 75% of market
- Bulgarian crews

## Risks

- volatile market
- increasing interest rates
- ecological norms

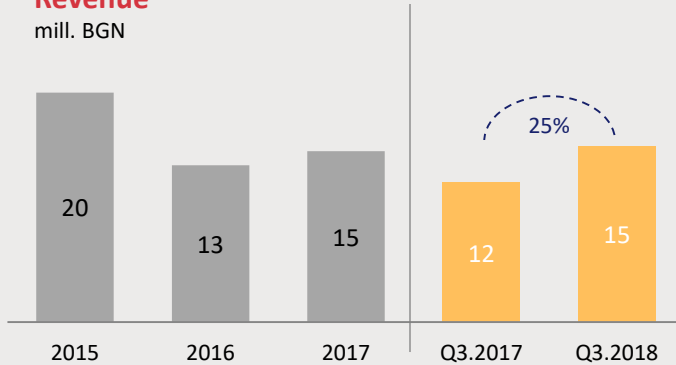




# Shipbuilding and Ship repair

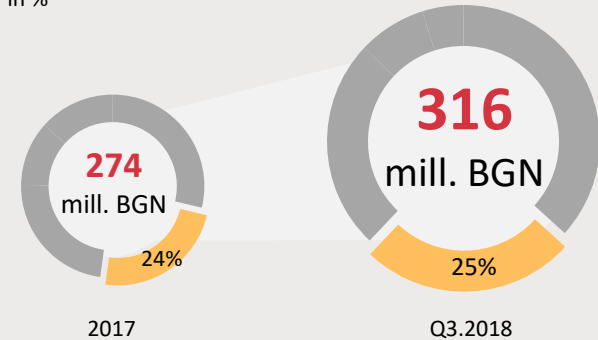
## Revenue

mill. BGN



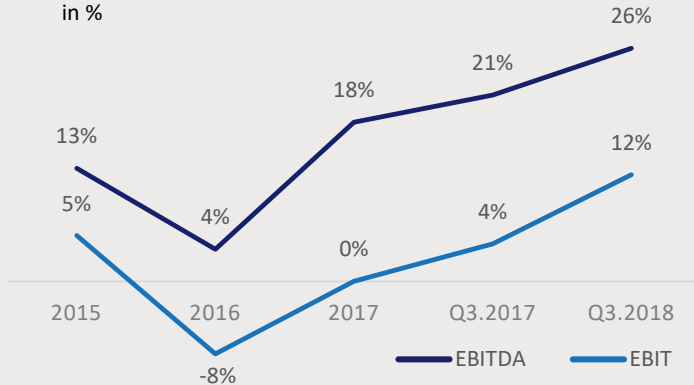
## Share of net assets

in %



## EBITDA margin and EBIT margin

in %



## Strengths

- specific assets
- ship design
- diversified revenue

## Risks of environment

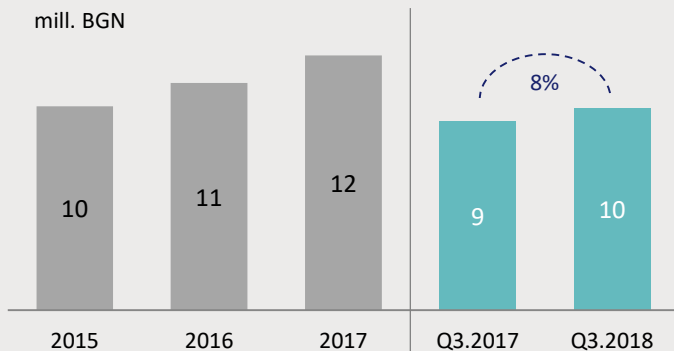
- personnel
- price of energy and metals
- volatile freight market



# Port activities

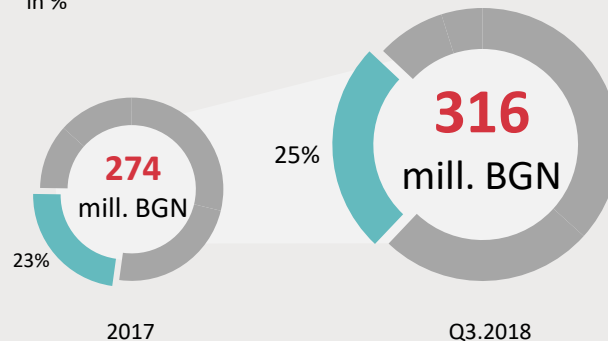
## Revenue

mill. BGN



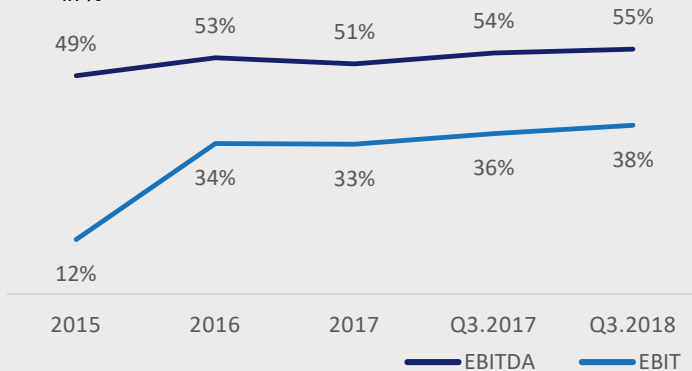
## Share of net assets

in %



## EBITDA margin and EBIT margin

in %



## Strengths

- potential for development of both ports
- location
- speed and quality

## Risks of environment

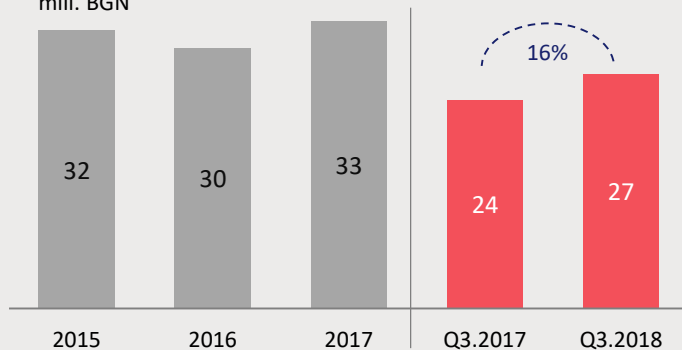
- dependence on regional economy
- regional competition
- personnel



# Machine building

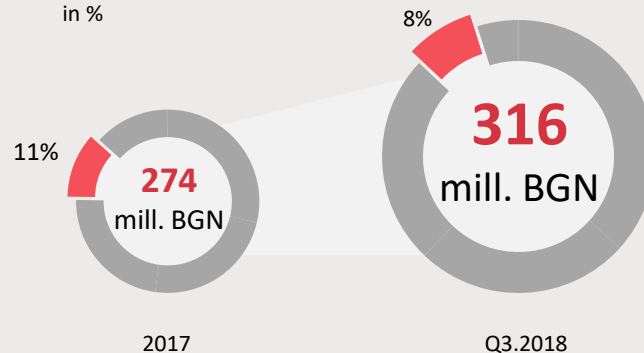
## Revenue

mill. BGN



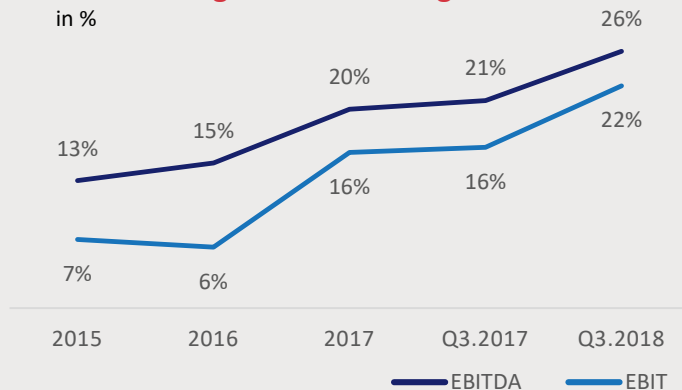
## Share of net assets

in %



## EBITDA margin and EBIT margin

in %



## Strengths

- strong brand
- wide product portfolio
- vertical integration

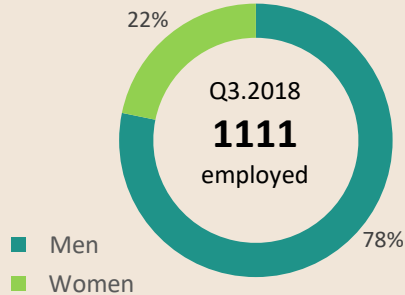
## Risks of environment

- personnel
- global politics
- price of energy and metals

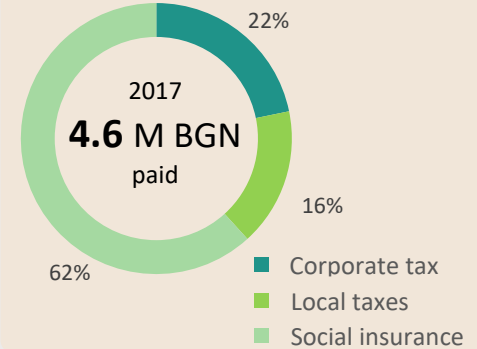


# Non-financial information

## Employees



## Communities

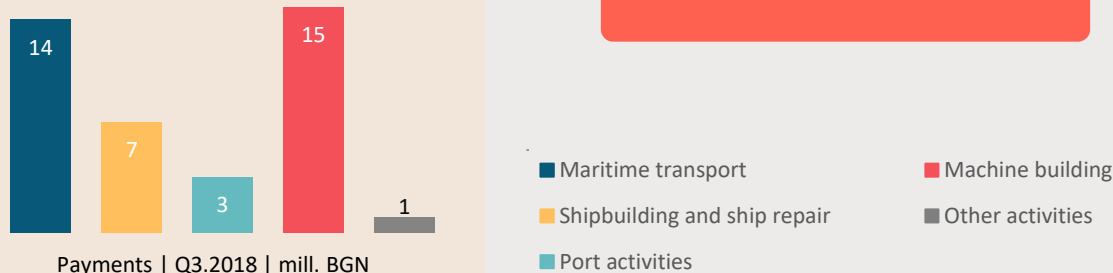


## Shareholders

Q3.2018

**12 M BGN**  
net profit

## Suppliers



## Customers

Q3.2018

**99%** in charter

**27%** core revenue growth

**62%** Customer retention rate

**83%** net Revenue retention rate



# CONTACTS

## Industrial holding Bulgaria PLC

37A, Fridtjof Nansen str., 7th floor, 1142 Sofia, BULGARIA

Tel: (359 2) 980 71 01, 981 55 06

Fax: (359 2) 980 70 72

E-mail: [office@bulgariaholding.com](mailto:office@bulgariaholding.com)

### Investor relations

Director:

Venelin Petkov

E-mail: [ir@bulgariaholding.com](mailto:ir@bulgariaholding.com)



Website:

[www.bulgariaholding.com](http://www.bulgariaholding.com)

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