



LUG Spółka Akcyjna
Producent Opraw Oświetleniowych



Zielona Góra, 05.02.2019

Estimated consolidated selected financial data for the fourth quarter and cumulatively for the entire 2018

The LUG S.A. Management Board based in Zielona Góra ("LUG", "Issuer") provides estimated consolidated financial data for the fourth quarter and cumulatively for the entire year 2018.

[thousand PLN, %, pp]	Estimated consolidated financial results of IV quarter						IVQ 2018*	change IVQ 2018/2017*	CAGR 2015- 2018*
	IVQ 2015	IVQ 2016	IVQ 2017	IVQ 2018	change IV Q 2018/2017	CAGR 2015- 2018			
Sales revenues	31 404,87	34 274,56	39 281,01	50 167,00	27,7%	16,9%	50 167,00	27,7%	16,9%
Gross profit on sales	12 895,60	13 585,52	18 870,00	17 226,00	-8,7%	10,1%	19 382,00	2,7%	14,5%
<i>Gross margin on sales</i>	41,1%	39,6%	48,0%	34,3%	-13,7pp		38,6%	-9,4pp	
EBITDA	3 236,99	4 665,96	5 016,81	3 650,00	-27,2%	4,1%	5 806,00	15,7%	21,5%
<i>EBITDA margin</i>	10,3%	13,6%	12,8%	7,3%	-5,5pp		11,6%	-1,2pp	
Operational profit	2 535,34	3 377,81	3 713,83	1 158,00	-68,8%	-23,0%	3 314,00	-10,8%	9,3%
<i>Operational margin</i>	8,1%	9,9%	9,5%	2,3%	-7,1pp		6,6%	-2,8pp	
Net profit**	1 727,03	1 207,55	2 830,81	-698,00	-124,7%	-173,9%	1 458,00	-48,5%	-5,5%
<i>Net margin</i>	5,5%	3,5%	7,2%	-1,4%	-8,6pp		2,9%	-4,3pp	

** for the shareholders of the parent entity

* results after eliminating the negative impact of a one-off event



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Estimated consolidated financial results cumulatively for four quarters of 2018

[thousand PLN, %, pp]	I-IVQ 2015	I-IVQ 2016	I-IVQ 2017	I-IVQ 2018	change I-IV Q 2018/2017	CAGR 2015-2018	I-IVQ 2018*	change I-IV Q 2018/2017*	CAGR 2015-2018*
Sales revenues	109 581,00	120 857,00	142 305,00	169 762,00	19,3%	15,7%	169 762,00	19,3%	15,7%
Gross profit on sales	39 924,00	47 230,00	61 865,00	69 149,00	11,8%	20,1%	71 305,00	15,3%	21,3%
Gross margin on sales	36,4%	39,1%	43,5%	40,7%	-2,7pp		42,0%	-1,5pp	
EBITDA	8 360,00	9 948,00	12 298,00	13 797,00	12,2%	18,2%	15 953,00	29,7%	24,0%
EBITDA margin	7,6%	8,2%	8,6%	8,1%	-0,5pp		9,4%	0,8pp	
Operational profit	4 753,00	5 495,00	7 261,00	6 517,00	-10,2%	11,1%	8 673,00	19,4%	22,2%
Operational margin	4,3%	4,5%	5,1%	3,8%	-1,3pp		5,1%	0,0pp	
Net profit**	3 805,00	3 009,00	7 091,00	4 312,00	-39,2%	4,3%	6 468,00	-8,8%	19,3%
Net margin	3,5%	2,5%	5,0%	2,5%	-2,4pp		3,8%	-1,2pp	

** for the shareholders of the parent entity

* results after eliminating the negative impact of a one-off event

The information provided in the report are an estimate and may differ from the values to be published in the Consolidated periodic report of the LUG S.A. Capital Group for the fourth quarter of 2018.

The estimates have been prepared in accordance with the best knowledge of the Issuer's Management Board as at the date of their preparation and are based on the assumption that no circumstances will arise and will not materialize that could materially affect the financial result after the publication of the estimated data.

The estimated selected financial data will be monitored by the Issuer's Management Board regularly until the publication of the Consolidated Report of the LUG S.A. Capital Group for the fourth quarter of 2018, which will take place on February 12, 2019.

Any events that could have a significant impact on the above estimates, the Issuer will inform in the current report.

Current report LUG S.A.