



**Information in accordance with par. 87 section 3 and 4 of the  
Regulation of the Minister of Finance of 19th February 2009  
(Journal of Laws No 33, item 259)  
to the quarter report for the first quarter of 2017  
including the period  
from 01.01.2017 to 31.03.2017**

**TALEX<sup>®</sup> S.A.**

## 1. Information on the changes in the methods of assets and liabilities valuation and determination of the financial result

In the 1<sup>st</sup> quarter of 2017 there was no change in the methods of assets and liabilities valuation and determination of the financial result.

## 2. Rules adopted during preparation of the report:

- a. TALEX S.A. draws up the financial statement on the basis of provisions contained in the Accounting Act of 29th September 1994. Due to the fact, that the Company does not draw up consolidated financial statements, a separate financial statement according to MSR or US GAAP has not been drawn up. Reliable indication of differences in the value of the revealed data, particularly those concerning equity, net financial result and substantial differences regarding the adopted accounting principles, is not possible.
- b. According to article 3 section 1 point 9 of the Accounting Act the calendar year is considered **the financial year**.
- c. According to article 3 section 1 point 8 of the Accounting Act the calendar month is considered the reporting period. A balance of the general ledger accounts is drawn up at the end of every reporting period.
- d. Record and allocation of operating expenses are kept according to kinds on accounts under group 4 and at the same time according to types of activities and functions on accounts under group 5, with further reference to the costs of products sold or the financial result.
- e. Financial statements are drawn up using the profit and loss account by function of expenses.
- f. Cash flow account, in the part concerning operating activity, is drawn up using indirect method, in the part concerning investment and financial activities using the direct method.
- g. It is assumed that substantial for the assessment of the property and financial situation and the financial result is the event resulting in the change of total assets of more than 1%.
- h. The Company keeps account books using the computer technique based on the integrated ERP system - Microsoft Dynamics AX by Microsoft Ireland Operations Ltd.

### 2.1 Methods of assets and liabilities valuation:

- a. **Fixed assets and intangible assets** are covered by the analytical quantity and value register. They are valued according to acquisition prices or manufacturing cost decreased by depreciation and amortization write-offs in proportion to the period of their utilization, and also by the permanent impairment write-offs. Equipment with the value of less than PLN 250 is not entered into the fixed assets register only but is included in the cost of materials. In appropriate cases, by the decision of the Management Board, assets with the value of less than PLN 250 can be entered in the register of fixed assets. Such fixed assets are amortized once, in the month following the month in which they were put into use. Fixed assets and intangible assets with the initial value above PLN 250 are amortized on a straight line basis starting from the month following the month in which they were put into use. When determining the amortization period and the annual amortization rate, the economic useful life rate of the asset is taken into account.
- b. **Fixed assets under construction** are valued according to real costs incurred for the construction, assembly, adjustment and improvement of future fixed assets, decreased by the permanent impairment write-offs.
- c. **Long term investments** – do not occur.
- d. **Reserves** covering materials, commodities, finished products and production in progress are appraised according to absolute purchase prices:
  - **materials and commodities** - yearly consumption is appraised as follows:
    - commodities identified by serial numbers according to their price of purchase;
    - commodities and materials not identified by a serial number according to the FIFO principle "First in, first out".
  - **ready products** – do not occur.

- **production in progress** is appraised according to real, absolute production cost of a particular orders, in the amount not exceeding the value of the income described in the agreement.
- e. **Domestic receivables** are valued according to the nominal value set at their beginning. Receivables in foreign currencies at balancing date are valued at the average exchange rate set for a given currency by the National Bank of Poland. At balancing date the receivables and claims are indicated in the value corrected by revaluation write-offs in the following cases:
  - receivables from entities in liquidation – 100% write-off;
  - receivables that have been overdue for over half a year - 100% write-off.
- f. **Short-term financial assets** are priced at market value. Results of the differences between the priced value at the balancing day and the acquisition price regard revenues or financial costs. Domestic cash is valued at nominal value. Cash in foreign currencies at the balancing day is valued at the average exchange rate set for a given currency by the National Bank of Poland.
- g. **Primary capital (share capital)** is valued at the nominal value, in accordance with the entry in the National Court Register.
- h. **Supplementary capital** is priced at the nominal value resulting from capital increases and decreases.
- i. **Revaluation capital** is valued at nominal value resulting from capital increases and decreases.
- j. **Provisions for liabilities** include:
  - **provisions for retirement benefits** valued at the balancing day according to the following formula:  
the number of employees without the settled right to retirement at the balancing day x average monthly salary in the company x likelihood indicator of retirement severance payment, differentiated by the employee's age:
 

up to 25 years	5%
26-30 years	16%
31-35 years	27%
36-40 years	37%
41-45 years	48%
46-50 years	60%
51-55 years	73%
56-60 years	85%
61-65 years	99%
over 66years	100%
  - **provision for unused holiday leaves:** created at the end of the year as the product of the statutory daily remuneration and the number of days of unused holiday leave
  - **provision for deferred income tax** created to the amount of income tax payable in the future in relation to the occurrence of positive transient differences between the book value and the tax value of assets and liabilities. The amount of income tax resulting from negative transient differences is shown in the prepayments and accrued income on account of deferred income tax.
  - **other provisions** include the costs of future solutions for business transactions for which revenues and the provision for the VAT with due interests have been accrued before the balance sheet date.
- k. **Domestic liabilities** are estimated in the amount requiring payment. Liabilities in foreign currencies at the balancing day are valued at the average rate set for a given currency by the National Bank of Poland

## 2.2. Information on significant changes in estimation values;

In the reporting period there was no significant change in the estimates.

## 3. Additional information:

### **3.1 A concise description of significant achievements or failures of the issuer during the period covered by the report, including the most important events related to the issuer;**

In the reported period sales revenues amounted to PLN 19,752 thousand and were lower by about 15% in comparison to the revenues in the comparable period in 2016. At the same time, revenues from the sale of services increased by over 7% but the revenues from the sale of goods and materials decreased by nearly 24%.

The return on the sale of goods and materials in the analysed period decreased and amounted 6.3% (8.6% for the 1<sup>st</sup> quarter of 2016). However, the return on the sale of products increased, from 23.5% (for the 1<sup>st</sup> quarter of 2016) to 31.2% (for the 1<sup>st</sup> of 2017). In the forthcoming months of 2017 the Company plans to maintain the profitability of the services on the level of more than 30%.

In the past quarter the share of the revenues from the sale of products (services) in the total sales comprised over 67% (53% in the comparable period), which together with the increase of the profitability of the sale of services resulted in the increase of gross profit by more than 15%.

The Company finished the first quarter of this year with the net profit of PLN 898 thousand.

On 20 March 2017 the Company concluded the agreement with the Board of the Wielkopolska Region which functions as an Institution in charge of Management of the Wielkopolska Regional Operational Programme for the years 2014-2020. The subject of the agreement is the subsidy to the Company's project entitled „Development of theoretical foundations and a prototype of a hybrid decision-making and rating system.” The maximum value of the grant amounts to PLN 2.49 million. The funding has been granted to the Company within the framework of the Wielkopolska Regional Operational Programme for 2014-2020 (priority axis 1 „Innovative and competitive economy”, Action: 1.2 „Enhancing the innovative potential of enterprises in Wielkopolska region”).

In the past quarter of 2017, the Company continued to fulfil the orders received from strategic customers from banking and financial.

### **3.2 A description of factors and events, particularly of untypical ones, having a significant influence on the financial results achieved;**

The results of the Company are significantly affected by the economic downturn in a given period. In the reported period there were no other untypical events that might significantly influence the financial results.

### **3.3 Explanations concerning the seasonality or periodicity of the issuer's activity in the presented period;**

The Company records the highest sales in the last quarter of the year, which is connected with the execution of investment budgets by the largest clients of the Company at the end of the year.

### **3.4. Information on write-downs revaluing supplies to the net value obtainable after the reversal of such write-downs.**

In the first quarter of 2017 the Company did not recognize a revaluation write-down on service inventories.

### **3.5 Information on write-downs for impairment of financial assets, tangible fixed assets and fixed assets, intangible assets or other assets, and on reversal of such write-downs.**

The Company did not make the above described write-downs.

### **3.6 Information on creation, increase, use and dissolution of reserves (in PLN thds);**

Title of the provision	State as at 01.01.2017	Creation of the provision	Use of the provision	Dissolution of the provision	State as at 31.03.2017
- for the provisions for retirement severance pay	209	-	-	-	209
- for unused holiday leaves	407	-	-	-	407
- for remunerations	1,087	-	1,087	-	0
- for future costs	66	-	3	-	63
- for the costs of warranty repairs	208	-	3	-	205
<b>Total</b>	<b>1,977</b>	<b>-</b>	<b>1,093</b>	<b>-</b>	<b>884</b>

### 3.7 Information on assets and provisions due to deferred income tax (in PLN thds);

Title of the assets	State as at 01.01.2017	Creation of the provision	Use of the provision	State as at 31.03.2017
- due to unpaid remunerations	227	-	202	25
- due to write-offs to doubtful accounts	24	-	-	24
- due to provisions for retirement severance pay	40	-	-	40
- due to invoicing of future periods services	77	-	-	77
- due to invoicing of advance payments for deliveries	392	-	161	231
- due to the costs of remaining provisions	5	-	2	3
- due to provisions for the warranty repairs	1	-	-	1
- due to revaluation write-down on inventories	40		1	39
- due to IRS transaction assesment	44	-	-	44
- due to unpaid invoices	19	-	3	16
- due to tax loss	0	167	167	0
<b>Total assets</b>	<b>869</b>	<b>167</b>	<b>536</b>	<b>500</b>
<b>Title of provision</b>				
- due to positive difference in tax depreciation	26	3	5	24
- due to recorded revenues due	216	-	216	0
<b>Total provision</b>	<b>27</b>	<b>3</b>	<b>321</b>	<b>24</b>

### 3.8 Information on significant transactions of purchase and sales of fixed assets;

In the reporting period there were no significant transactions of purchase or sale of fixed assets.

### 3.9 Information concerning significant liability due to the purchase of tangible fixed assets;

In the reporting period there were no significant liability due to the purchase of tangible fixed assets.

### 3.10 Information on significant settlements under court proceedings;

In the reporting period there were no significant settlements under court proceedings.

### 3.11 Indication of the corrections of the errors in previous periods;

In the reporting period there were no corrections of the errors of previous periods.

### 3.12. Information on changes in the economic situation and conditions of conducting business activity, significantly influencing the fair

**market value of financial assets and financial liabilities of the entity, whether the assets and liabilities are recognized in the fair market value or corrected purchase price (amortized cost);**

In the opinion of the Company the economic situation in the first quarter of 2017 and the conditions in which the Company conducted its activity did not influenced the fair value of financial assets or liabilities.

**3.13 Information on non-repayment of the credit or loan or violating significant provisions of the credit or loan agreement, in relation to which no corrective measures were undertaken until the end of the reporting period;**

As at the day of the report compilation, the Company is not in arrears with the repayment of the credit or loan and has in no way infringed any provisions of the credit or loan agreement.

**3.14 Information on conclusion of one or many transactions between an issuer and the entity dependent, if they are significant and were concluded on the terms other than market ones;**

The Company is not an affiliated entity.

**3.15 In case of financial instruments evaluated in their fair value - information concerning a change in a manner (method) of its valuation;**

In the first quarter of 2017 the Company did not change the valuation method of the financial instruments.

**3.16 Information on change of classification of financial assets as a result of changing the purpose or use of those assets;**

In the first quarter of 2017 the Company did not change the classification of the financial instruments.

**3.17 Information concerning the issue, redemption and repayment of debt and capital securities;**

In the presented period no issue, redemption or repayment of debt and capital securities took place.

**3.18 Information concerning the paid (or declared) dividend, jointly and calculated per one share, with the division into ordinary and preference shares;**

In the first quarter of 2017 TALEX did not pay dividends.

The Ordinary General Meeting of Shareholders held on 26 April 2017 adopted the resolution on dividend payment. The total amount allocated to the payment of dividend shall be calculated as the product of the number of shares participating in the dividend and the amount of PLN 1.10 (i.e., the amount allocated for dividend per share) and at the date of publication of this report is equal to PLN 3,292,719.10. All shares of the Company, excluding the shares purchased by Talex under the Buy-back Programme, are covered by the dividend. The total number of shares acquired by the Company to the day of publication of this report is 6,711. The dividend will be paid in two equal instalments, meaning that each instalment per share participating in the dividend amounts to PLN 0.55. It has been settled that 22 May 2017 is the dividend record date while the days of dividend payment are: 6 June 2017 (for the first instalment) and 3 October 2017 (for the second instalment).

**3.19 Indication of events, which took place after the day for which the abridged quarterly financial statement was drawn up, not included in this statement, but which could substantially influence the future financial results of the issuer;**

After the date this report has been done, that is after of 26 April 2017, the Company concluded the agreement (on 28 April 2017; publication of the current report No. 11/2017) with Eurocash S.A. with its registered office in Komorniki. The subject of the agreement is the delivery of IT solutions. The net value of the agreement, expressed in convertible foreign currencies, translated into Polish zlotys amounts to PLN 9 milion.

### 3.20 Information concerning changes in contingent liabilities or assets, which have taken place since the end of the last financial year;

Title of contingent liability	State as at 01.01.2017	Increase of liability	Expiration of liability	State as at 30.09.2017
- due to guarantee and warranty	185	-	28	157
- due to performance bonds	3,440	-	222	3,218
- bid bonds	593	-	-	593
- payment guarantees	162	-	-	162
<b>Total</b>	<b>4,380</b>	<b>-</b>	<b>250</b>	<b>4,130</b>

### 3.21 Other information which may significantly affect the evaluation of the property and financial standing and the financial result;

As at the day of publication of the report for the first quarter 2017 there were no significant events in the Company, which could have had a significant influence on the assessment of its employment, property, financial situation, and fulfillment of commitments by the issuer.