

## About Ibisco®

Ibisco is dealing with development and marketing of corporate finance software. The guiding principles in developing our software are easy, logical and reliable use, a broad range of potential applications, and compatibility with standard PC software platforms. Our customers are financial professionals in companies, consultancies, and financial institutions. Ibisco software offers unparalleled performance among corporate finance software applications.

## Ibisco® Finplan2016®

Ibisco Finplan® is financial software based on Microsoft® Office and designed for a wide range of applications in the area of corporate finance. Finplan assists financial professionals with their day-to-day work and improves productivity and quality in a highly cost effective manner. In short - Finplan is empowering financial professionals.

## Finplan features

- Financial performance analysis.
- Financial planning (budgeting).
- Rating analysis.
- Capital budgeting.
- Corporate valuation.
- Reporting.

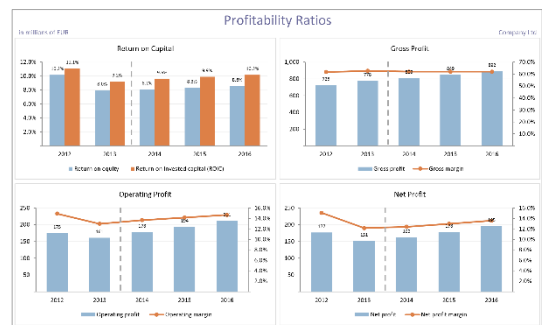
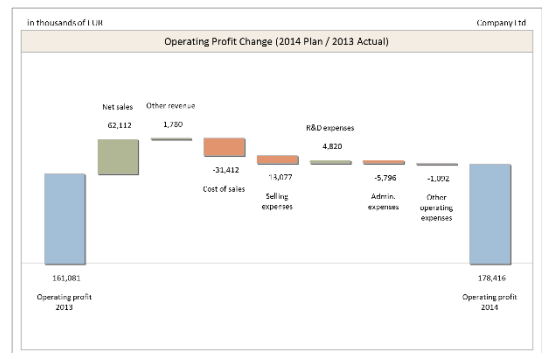
Finplan can be easily connected with various operating software and data sources.

Finplan user needs very little of training to get the necessary knowledge for comfortably using the software.

Finplan is based on International Financial Reporting Standards (IFRS).

Finplan enables the user to focus his resources on the content rather than on detailed technical issues which Finplan takes care of instead.

Income Statement				
In thousands of EUR				
	2013	2014		
	Actual	Plan	% Plan	Chg Plan
Net sales	1,242,241	1,304,353	100.0%	+5.0%
Growth rate	5.9%	5.0%	-	-0.9%
Cost of sales	464,243	495,654	38.0%	+6.8%
Gross profit	777,998	808,699	62.0%	+3.9%
Marketing and selling expenses	378,228	391,306	30.0%	+3.5%
Contribution	399,770	417,393	32.0%	+4.4%
Research and development expenses	148,299	143,479	11.0%	-3.3%
Contribution	251,471	273,914	21.0%	+8.9%
General administrative expenses	68,552	74,348	5.7%	+8.5%
Contribution	182,919	199,566	15.3%	+9.1%
Other operating expenses	21,838	22,930	1.8%	+5.0%
Operating profit	161,081	176,636	13.5%	+9.7%
Operating margin	13.0%	13.5%	-	+0.6%



## Finplan makes financial professionals more productive

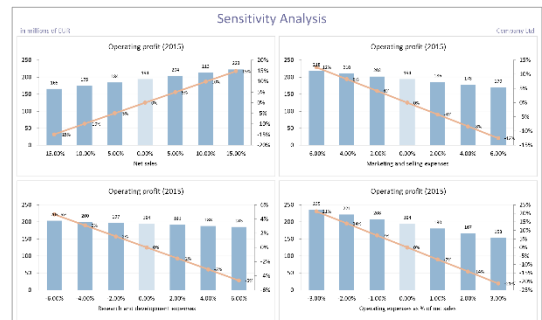
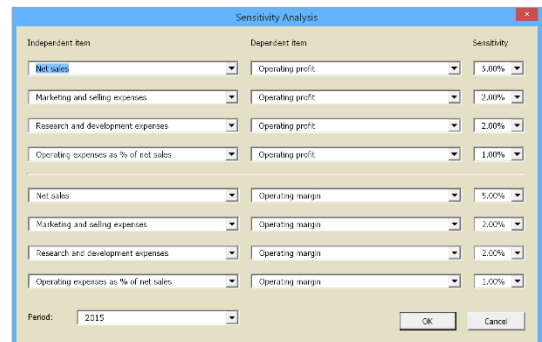
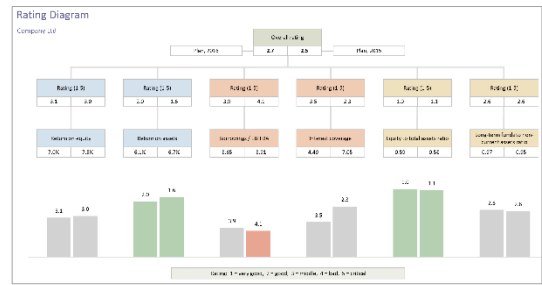
There are numerous ways in which Finplan can help financial professionals in their daily work.

- Finance managers use Finplan to prepare and review business plans and budgets for their companies.
- Financial advisors rely on Finplan to advise their corporate clients regarding business plans, funding structures, potential acquisitions, capital budgets, etc.
- Investors evaluate potential investments or analyse their portfolio companies.

## Finplan advantages

Finplan has number of advantages in comparison to own Microsoft Excel applications.

- Reduces risks.
- Reduces costs.
- Reduces time for corporate finance tasks.
- Easier, faster and more reliable usage compared to own applications.
- Standardised using and saving of projects enables seamless projects exchange between users.
- Increases quality of decision making in corporate finance area.



*Ibisco Finplan enables financial professionals to make smarter decisions in less time with significant cost savings. In short - Finplan is empowering financial professionals.*

**Ibisco d.o.o.**

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