

SPEEDY

Annual activity report

Investor relations

2017

Dear Shareholders,

The main goal of the Investors Relations Manager is establishing an effective communication between Speedy AD and its existing and perspective investors and delivering information about the company necessary for making informed investment decision, as well as communication with regulatory authorities and the stock exchange. The main activities were:

- ✓ Creating and maintaining communication with current and prospect investors;
- ✓ Disseminating regular and ad hoc information about Speedy AD;
- ✓ Organizing the shareholders meetings;
- ✓ Administrative activities;
- ✓ Supporting the management bodies in preparation and publishing the financial reports;
- ✓ Activities for complying the Speedy's activity in line with regulatory framework, regulating public companies.
- ✓ Developing the new corporate web-site in its investor's part

Communication with investment society

Speedy has had a short presence on the Bulgarian capital market but has attracted the attention from the investment community. We achieved our goal to build investors base with balanced participation of individual, institutional, local and international shareholders. We are delighted by the fact that company's endeavours to apply good corporate governance practices has gained the investors' trust. The efforts to present the company as an attractive investment opportunity has continued through various channels of communication with investors:

- Disseminating regular press-releases in specialized media, informing for important events in the company activity;
- Presenting the company in personal meetings with local and international institutional investors;
- Participating in investment forums and events;
- Communications to the investors' inquiries;
- Publishing the financial reports in English

After the acquisitions of companies in Bulgaria and Romania of key importance was to exploit the new opportunities and integration of the of the courier markets with neighbouring countries. After the strong investment and revenue growth in 2016, during 2017 the focus was on optimizing the processes in the Group and completion of logistic network and software integration in DPD Romania. It improved the profitability but slow down the growth. It was important to communicate with investors the new developments and to gain the trust of the shareholders and prospective investors that the company moves in the proper direction.

Disseminating regular and ad hoc information about Speedy AD

Speedy AD is registered in the public companies register, held by FSC on 19th July 2012. As a public company, it is mandatory to publish information about its financial results and important developments in its activity. In the course of the year were published financial statements for each quarter of 2016 both on consolidated and stand-alone bases.

All the reports were prepared in a manner to present complete and precise information about the company in line with the legal requirements and the best corporate governance practices. All the reports and ad-hoc information were publish in the corporate web-site, after filing them in X3news, FSC and BFB-Sofia AD.

In the corporate web-site current and prospect investors can access information about financial reports, prospectus and announcement for important developments, as well as corporate information. Some of the information already available in English.

Organizing the shareholders meetings

In the course of last year, the regular general meeting of shareholders approved decisions for distributing dividend in line with its dividend policy. On the same meeting were acknowledged the results from capital increase under art. 112 (3) of POSA where the capital was increased with 41 700 shares.

Administrative activities

During 2017 all Board of Directors Meetings were summoned in compliance with legal and internal rules. The invitations with the agenda, along with the relevant materials were timely delivered to all members. The minutes of the meetings are recorded and keep in a due manner.

As a public company, Speedy AD has to comply with a wide range of rules and procedures, protecting the investors' interests and disseminating information. After registering the company as a public, an action to adopt its activity in line with legal requirements and implementation of good corporate practices. In 2013, Speedy AD adopted the National Code for Corporate Governance, as well as procedures for dealing with insider information and avoiding conflict of interests, rules for announcing information, etc. Constantly legal framework is monitored for changes and its implementation.

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Investors relations