

LIST OF ABBREVIATIONS

WEEE - waste electrical and electronic equipment/e-waste

EEE - electrical and electronic equipment

 $\boldsymbol{WBA}\;$ - waste batteries and accumulators

WGC - waste grave candles

LHA - large household appliances

C&F - cooling and freezing appliances

TV - TV sets and monitorsSA - small appliances





Welcome

to the ZEOS Annual Report for 2017! Its design is yet again based upon an image of a tree and its rich branching. Our business operations keep developing - spreading just like branches of a tree and our company keeps growing

to the ZEOS Annual Report for 2017! Its design is yet again based upon an in Our business operations keep developing - spreading just like branches of a stronger, just like a trunk of a treer year by year, one annual ring at a time. Every day brings a new challenge; every challenge brings a new task; and things through thoroughly before we act because we are aware of our responsibility of the policy of th Every day brings a new challenge; every challenge brings a new task; and every task sets a new goal. We think things through thoroughly before we act because we are aware of our responsibilities toward the environment. The fresh green colour in our annual report reflects the efforts we put into preserving it. It symbolises the greenest solutions we strive to develop and use in our daily operation. When we set our goals, we carefully plan our path to meet them, and then follow it step by step - one tiny line at a time until we achieve it.

Such is the story of our 2017 Annual Report. Leaf through it and find out about our successes, our challenges and

- CONTENTS

 Oli Director's report

 5 2017 in brief

 10 The characteristics of ZEOS' operation

 7 Plans for the future

 8 WEEE collection within the ZEOS scheme

 10 Management of WEEE

 11 Collected, processed and recycled quantities of WEEE according to the collection and processing groups

 12 Management of lamps

 13 Collected, processed and recycled quantity of waste lamps

 14 Management of waste batteries

 15 Collected and processes quantity of waste batteries

 16 Collected and processes quantity of waste batteries

 17 Collected and recycled waste grave candles

 18 WEEE and waste batteries collection network

 19 Our collection network is consumer-friendly!

 20 Treatment and processing of collected WEEE

 21 ZEOS eko-sistem

 22 Awareness-raising activities

 23 Traditional campaigns and events with the youth

 24 Traditional campaigns and events with local communities

 25 Life E-waste governance

 26 Educational and awareness-raising activities within the project

 76 Financial report

 77 Auditor's report

 78 WEEE forum

 28 ZEOS company card

DIRECTOR'S REPORT



Our challenges are our opportunities

In the year 2017, our operation was marked by planned business and project achievements, encouraging surpluses, but also by accidents and unforeseen events. Because ZEOS operates in the field of environmental preservation, the events, which have an impact on the environment must have a priority, and that's why I am going to address them first.

There have been two fires, which almost ground the collection of certain types of waste to a halt. The first one happened in May at the Kemis, d.o.o. hazardous waste management facility (Vrhnika), where we collect and process waste batteries and lamps. The second one occurred in June in the waste grave candles processing centre Eko Plastkom, d.o.o. (Ljutomer). Both fires cut off our collecting processes in an instant and weakened our operations for the duration of the whole year. We addressed the situation by an active search for new partners with adequate capacities. We also initiated the process to acquire new environmental licences. Both fires and the difficulties they have caused are the reason why we didn't meet all of our targets for waste lamps, waste batteries and waste grave candles collection. Following our business plan and the new agreements we have reached, all of the waste, which we haven't managed to collect, will be collected in the year 2018.

However, with all the other types of WEEE collection our targets were not only met but exceeded. We have collected 8,799 tonnes of WEEE and thus exceeded the legal objective. Instead of 41% of collected WEEE regarding the quantity of EEE placed on the market in the previous three years, we have reached the 48,5% collection rate, which puts us among the most efficient schemes in the European Union. By further development of existing collection processes and the inclusion of new producers, we have also managed to optimise the cost-efficiency of the processes, which ensures the stability of their financing. This way we will be able to meet our legal objectives and fulfil all obligations towards our members, producers and importers of EEE. A system as efficient as this could only be built with their full support, and we thank them for it from our hearts.

Our carefully planned public relations and awareness-raising activities are without a doubt among the most significant contributors to our good results. For the last two years, activities within the LIFE E-waste Governance project play a significant role here. They enabled us to place **618 street containers** in 162 municipalities and install **67 Green corners** in shopping centres. We initiated the production of a **mobile collector** for WEEE collection in rural areas; we **developed efficient digital tools**, we were very active on the social platforms and carried out **more than 70 events**, workshops, conferences and debates. Our efforts have been rewarded not only by an increase of collected WEEE but also by a stronger media presence.

With collective schemes for e-waste, waste batteries and waste grave candles treatment ZEOS plays a significant role in the treatment of special waste flows and represents a crucial link between numerous participants in the process. We are aware that our work is vital for environment protection; therefore our decisions and actions are carefully planned from the environmental point of view. We operate today, but always with the future generations on our mind.

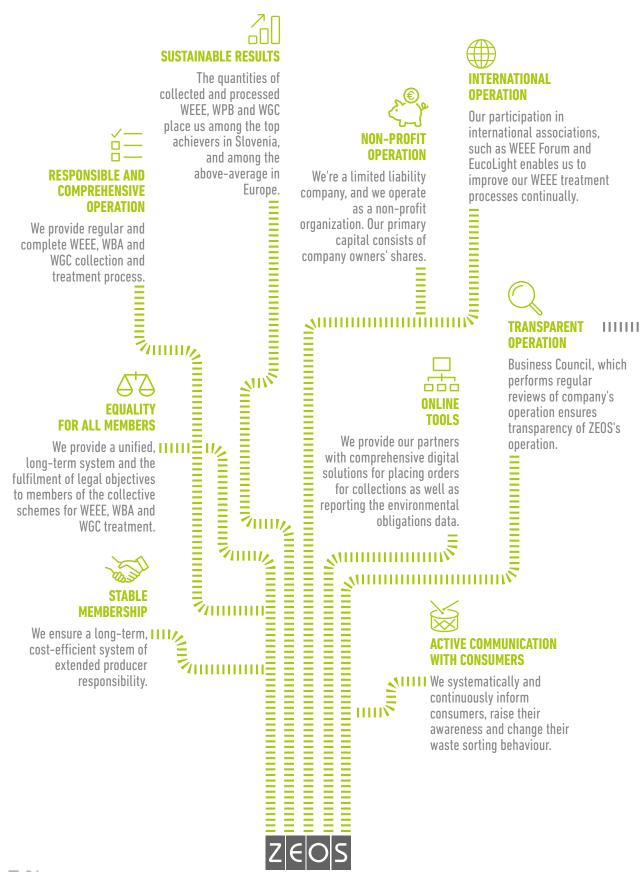
The year 2018 brings a whole array of new challenges and projects. To reach the 2021 mandatory collection rates, we will continue to expand our collection network, ensure the collection and processing rates in accordance with legal obligations and standards and remain proactive in the field of informing and raising awareness of the consumers.

Every single product which once entered the market as new and innovative is bound to become waste, and thus, our challenge. At ZEOS we see challenges as opportunities!

Emil Šehić, M.Sc., Director



The characteristics of ZEOS'



operation



AVTERA. d. d. member: Grega Vrhovnik, president of Business Council deputy: Zvonko Minov

BSH HIŠNI APARATI, d. o. o. Nazarje member: Tomaž Mihelič deputy: 1

> EKOSIJ. d. o. o. member: Miha Garibaldi deputy: Gregor Kosec

ELECTROLUX, d. o. o. Zagreb member: Slaven Matijević deputy: Damir Bencek

GORENJE. d. d. member: Marina Borkovič deputy: Marijan Penšek

MERCATOR, d. d. member: Božo Virant deputy: /

MERKUR, d. d. – in liquidation member: Andrej Vodenik Merkur, trgovina in storitve, d. d. deputy: Iztok Šinkovec Big Bang, d. o. o.

MIKROPIS HOLDING, d. o. o. Žalec member: Janez Uplaznik deputy: Stane Baša

Plans for the future

Meeting all the legal objectives for WEEE collection so far, our eyes are already set on the 2021 objective imposed by the Decree on the management of waste electrical and electronic equipment (Official Gazette of the RS, no. 55/15, 103/15, 47/16): to collect 65% of WEEE regarding the quantity of EEE placed on the market in the previous three years.

In Slovenia, 32,000 tonnes of EEE (16 kilograms per capita) are placed on the market annually. This number puts Slovenia among the states with above the average sales of EEE, which increases the quantities of e-waste in the process.

The efficiency of WEEE collection in Slovenia is high. We collect approximately 40% of WEEE regarding the quantity of EEE placed on the market in the previous three years. Considering ZEOS's market share the number is 48,5%. But there is still a lot we need to do to meet the 2012 target (65%), so a new strategic plan, which we will follow in the coming years has been developed.

We are aware that the quantity of WEEE keeps growing due to constant changing of technologies and functionalities of EEE. To collect more, we will focus on the living standard and habits of consumers. We will expand and improve our collection-network by adding locations, which are close to households, and we will continue to raise awareness of citizens about the importance of proper WEEE treatment.

One of our most significant future challenges is to raise the efficiency of LCD, LED and plasma displays collection. As they are much thinner and lighter than the old TV sets with cathode ray tubes, their average mass is much lower. A more efficient collection is therefore pivotal to meet the objective (65%).

Objective: 65%





WEEE collection within the ZEOS scheme









WASTE LAMPS





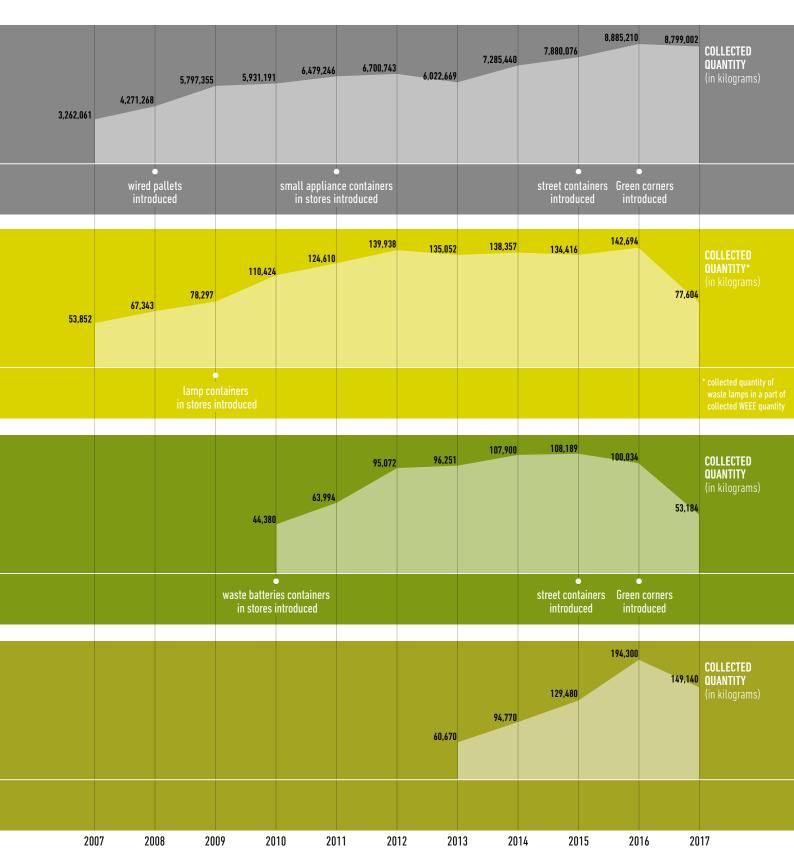




WASTE GRAVE CANDLES

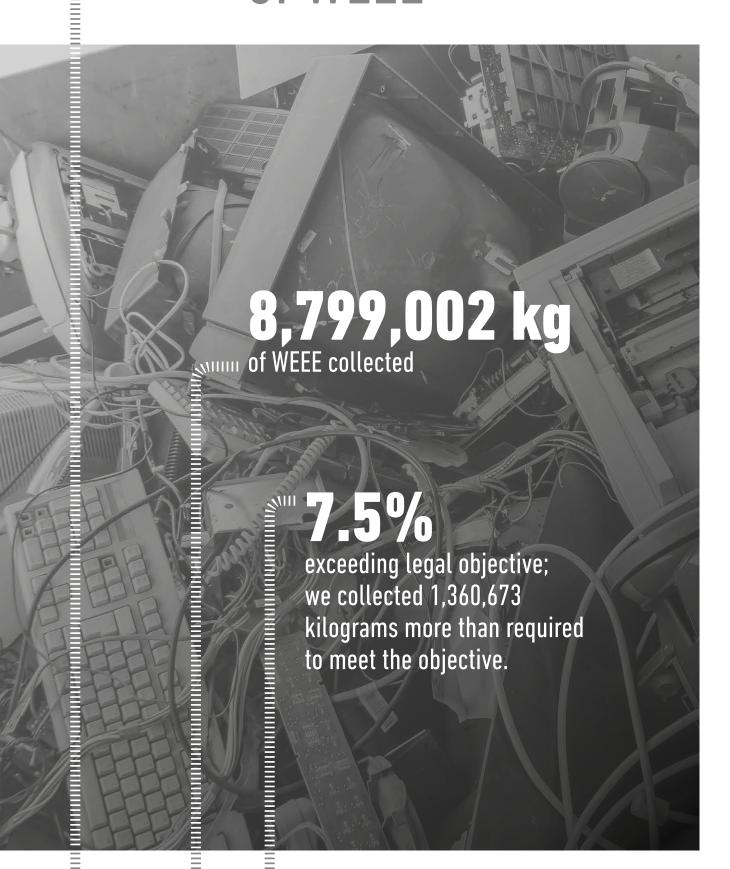
79,210

e-waste collections have been made so far

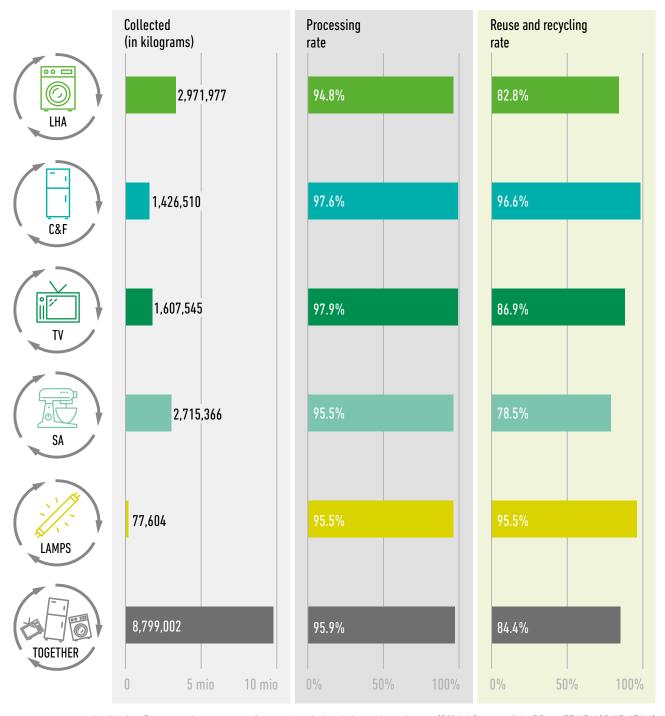




Management of WEEE



Collected, processed and recycled quantities of WEEE according to the collection and processing groups



 $Legislation: Decree \ on \ the \ treatment \ of \ waste \ electrical \ and \ electronic \ equipment \ (Official \ Gazette \ of \ the \ RS, \ no. \ 55/15, \ 103/15, \ 47/16)$

In the year 2017, our collection **rate reached 48.5%** (objective: **41%** of collected WEEE regarding the quantity of EEE placed on the market in the previous three years). Our efficient and consumer-friendly collection network, transparent and correct collaborations with our collecting partners as well as stable financing of e-waste treatment costs by our participants have all contributed to such good results. So did our awareness-raising activities and collection campaigns, which run within the Life E-waste Governance project as well as outside of it. All this adds to more efficient collecting as well as proper sorting and treatment of WEEE.



Management of lamps

34.7%

collection rate regarding the average mass of lamps placed on the market in the previous three years

596,955 units

of lamps collected

PROCESSING

includes preparation and dissembling, as well as all initial stages for preparation, dissembling and other treatment processes.

Collected, processed and recycled quantity of waste lamps

Collecting 77.604 kilograms of waste lamps in 2017 means we have collected less than in the previous years. Until the fire the collection of waste lamps was well organized and ran smoothly - from January to June 49,6 tonnes of waste lamps were collected, an 87% collection rate regarding the quantities collected in the same period in 2016. To re-establish an undisturbed collection process, we have drafted and submitted a proposal to expand the capacity of our own waste lamps collection facility. The expansion will enable us to collect larger amounts of waste lamps, which remained stored at various waste holders and producers after the fire.

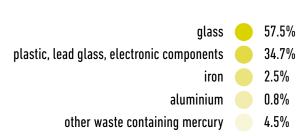


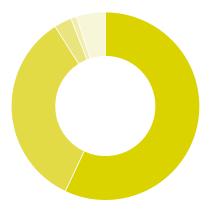
Legislation: Decree on WEEE (Official Gazette of the Republic of Slovenia no. 55/2015, 103/15, 47/16)

If we place all the collected waste lamps in a line, it will reach from Ljubljana to Bratislava!

Structure of recycled waste lamps

Waste lamps contain small levels of mercury and are therefore considered hazardous waste, which means they need to be disposed separately. They have to be handed over to designated treatment facilities, which provide total control over hazardous substances and prevent them from being released into the environment. During the recycling process the phosphor powder, which contains mercury, is separated and collected, while glass and metal parts provide secondary fractions: glass, which is reused in the production of new lamps, and metal and plastic, which are used as raw materials for a variety of new products.

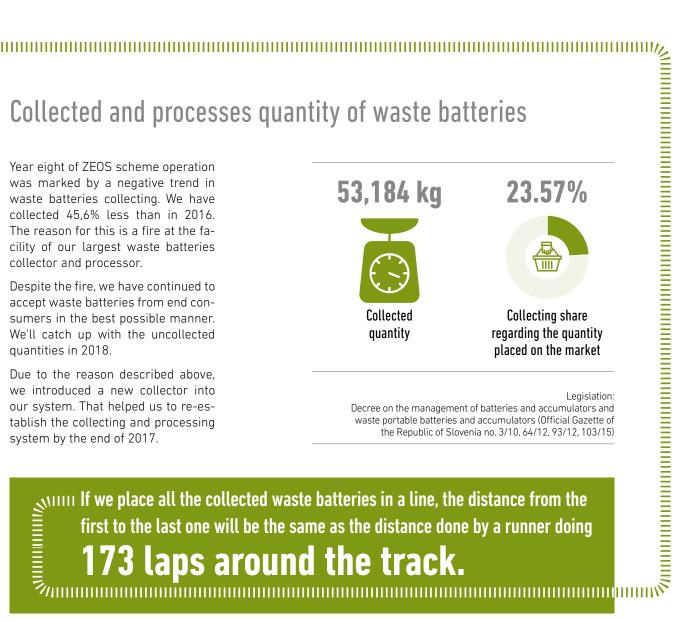






Management of waste batteries

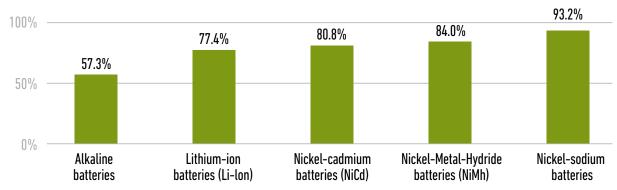




Processing of waste batteries

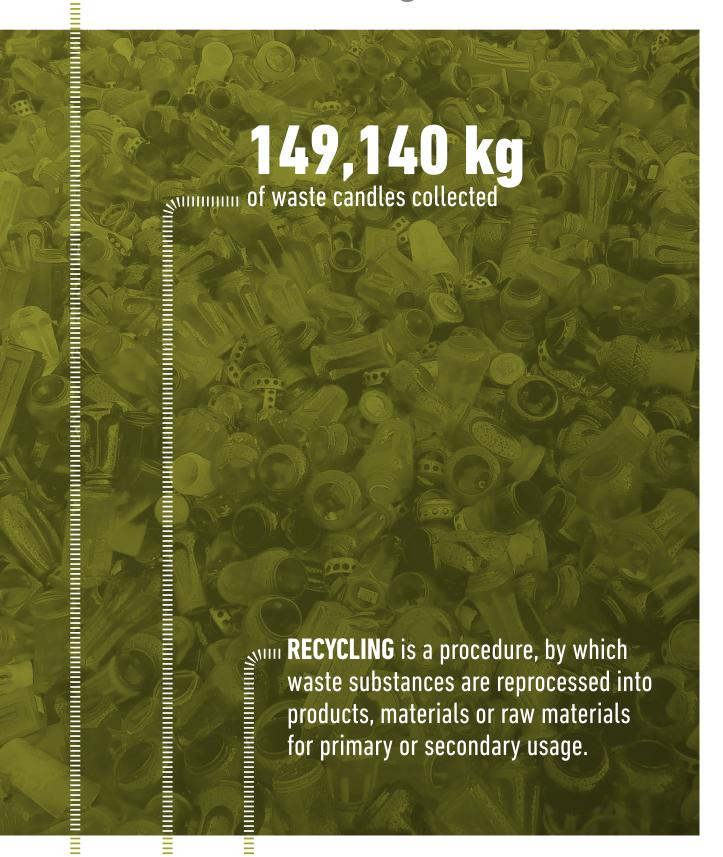
Properly disposed waste batteries of all types have a high recycling rate. In Slovenia, waste batteries are usually collected as mixed waste batteries. As such they are transfered to processing facilities of our partners outside the country, where they are sorted according to their type: Alkaline, Lithium-ion, Nickel-cadmium, Nickel-Metal-Hydride and Nickel-sodium battery.

PROCESSING RATES ACCORDING TO BATTERY TYPE



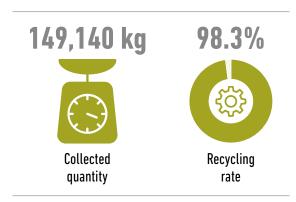


Management of waste grave candles



Collected and recycled quantity of waste grave candles

In the fifth year of ZEOS scheme operation, we have collected 149,140 kilograms of waste grave candles; 46.8% less than in the previous year. A fire, which broke out at our partner's facility for waste grave candle treatment (Eko Plastkom, d. o. o.) is the reason for that. It made the acceptance of waste candles very difficult as there were not enough free capacities available at any other treatment facility in Slovenia.

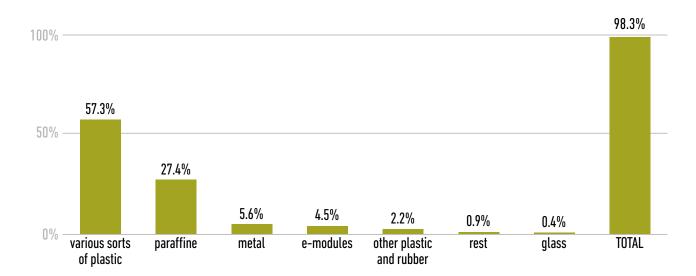


Legislation:
Decree on the management of waste grave candles
(Official Gazette of the Republic of Slovenia no. 78/08)

from Ljubljana to Salzburg!

Structure of recycled waste grave candles

Recycling waste grave candles preserves natural resources and protect the environment from emissions caused by burning or decomposing of plastic, the most frequently used material in grave candle casings production.





WEEE and waste batteries collection network





6,171,064 kg

69.7%











713,472 kg



Collected quantity*



8.1%



SHOPS







COMPANIES, SCHOOLS

992,255 kg



Collected quantity*

11.2%



COLLECTING FACILITIES

975,395 kg









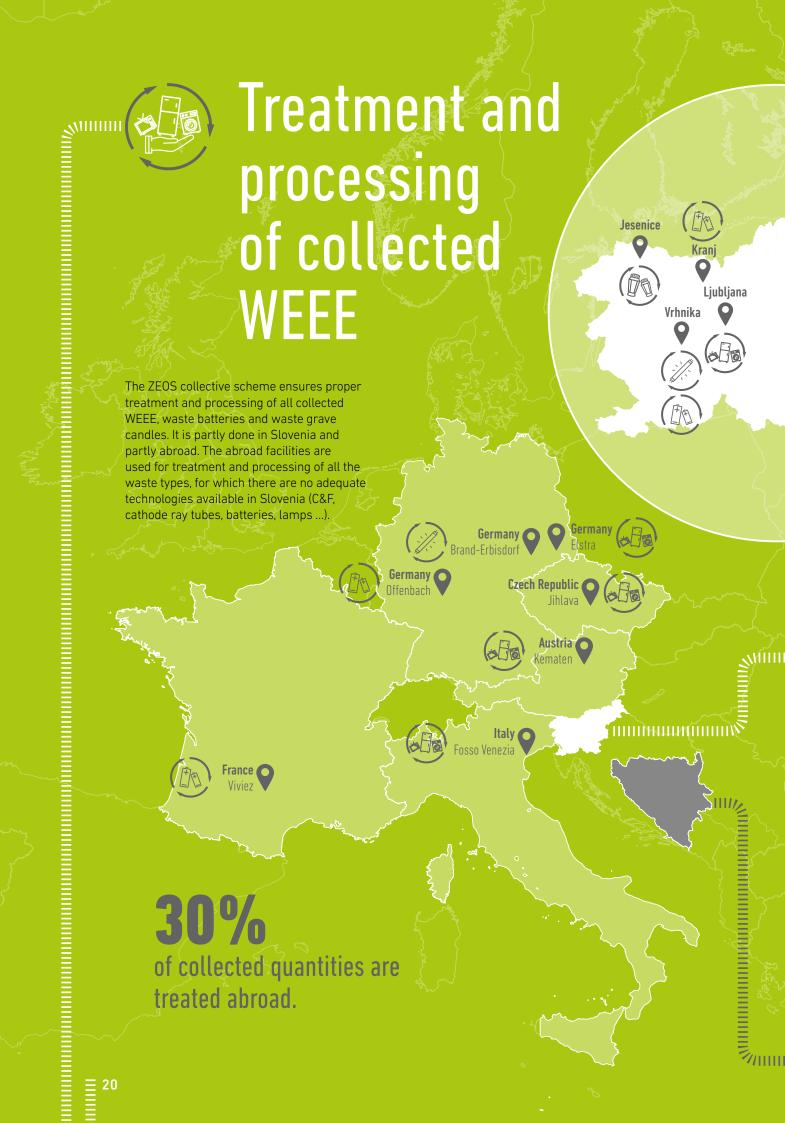




WEEE collections made (4.5% more than in 2016)

Our collection network is consumer-friendly!







70%
of collected
quantities are
treated in
Slovenia.

We are transferring good practices to the Balkans.

ZEOS eko-sistem

ZEOS eko-sistem is a ZEOS subsidiary. It was established in 2013 to fulfil obligations of EEE producers in the Federation of Bosnia and Hercegovina. In five years of its operation, it collected 5,445,328 kilograms of WEEE.

THE YEAR 2017 IN BRIEF:



179 members of the collective scheme for WEEE management



30% of WEEE collected regarding the quantity of EEE placed on the market



20% exceeding legal objective



77 collecting locations established



9 awareness-raising events

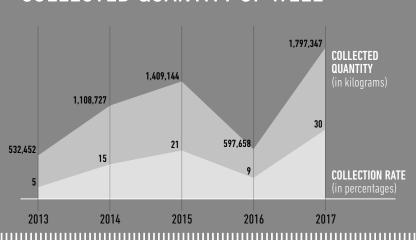


3 street containers (pilot project)



179,540 kg of WEEE treated abroad

COLLECTED QUANTITY OF WEEE





Awareness-raising

To make sure our messages reach the widest possible audiences in various target groups, we have established a whole array of awareness-raising communication channels:



- www.zeos.si www.e-odpadki.zeos.si www.otroskismeh.si www.stariaparati.si
- You www.youtube.com/odlocuj
- 🕝 www.facebook.com/eodpadki www.facebook.com/odlocuj
- •• www.flickr.com/photos/eodpadki/albums

In ZEOS we are aware that we can only meet our objectives with the full support of well-informed users of electric and electronic equipment. That is why we continue our efforts to educate public about the proper treatment of WEEE, waste batteries and waste grave candles by using various communication channels. Our goal is to alter the habits od end users and inspire them to dispose of WEEE properly. Motivating consumers to change their lifestyle and behaviour demands a long-term communication strategy which not only informs the public but actively involves it. To reach as many different groups of the population as possible, we carefully adapt our messages to the specifics of each targeted groups.



We are proud of our close and durable ties with schools and local communities, established through our constant efforts to inform consumers and raise their awareness about the importance of proper treatment of WEEE. In 2017 we have successfully performed numerous

TRADITIONAL CAMPAIGNS AND EVENTS:



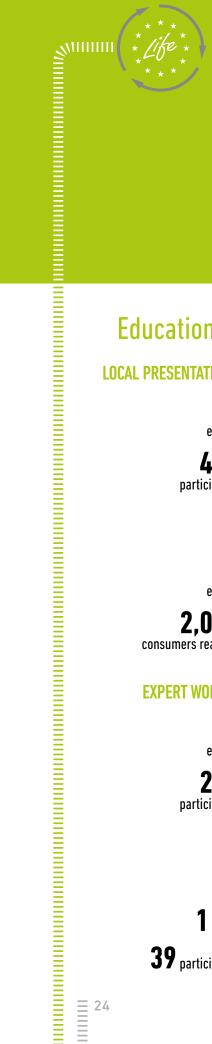
WITH THE YOUTH

Awareness about the importance of proper treatment of waste is best developed during childhood, both in the home as well as kindergarten or school environment. To help the process, we have prepared and performed a traditional action Ni debate - v Gorenje Surovino dajte stare aparate! (No discussion - give away your old appliances at Gorenje Surovina) with our partners. The campaign vielded 84 tonnes of old appliances and waste batteries collected by nine schools.

WITH LOCAL COMMUNITIES



In our efforts to inform citizens about the importance of sustainability, environmental protection and the necessity of proper treatment of WEEE and waste batteries we focus on the local communities. They are an essential target group considering the waste produced in households. With the help of our traditional collecting campaigns organized with our partners in nine municipalities, we successfully encouraged citizens to sort and properly dispose of their WEEE.



Life E-waste governance

Duration of the project: 1. 1. 2016 - 30. 12. 2020

Project Budget: 1,795,765.00 €

Funding: European Union (60%), Ministry of the Environment and

Spatial Planning of the Republic of Slovenia (10%).

Educational and awareness-raising activities within the project

LOCAL PRESENTATIONS OF STREET CONTAINERS

events

participants



ECO WORKSHOPS FOR THE YOUTH



16

660 participants

EVENTS AT RETAILERS

events

2,000



RENESS RAISING ACTIVITIES AT LOCAL EVENTS



events

21,800 participants reached

EXPERT WORKSHOPS AND CONFE

5 events

200 participants



WASTE BATTERIES COLLECTION CONTEST



contest

participants

INTERNATIONAL WORKSHOP

T event

39 participants



ROJECTS PHOTOGRAPHY EXHIBITION



The Life E-waste governance project enables us to organize and execute awareness-raising activities on a much larger scale. The primary purpose of these activities is to educate targeted audiences about the proper WEEE and waste batteries disposal and treatment. Through the project, we are also establishing a permanent educational and informative network infrastructure, which will enable a long-term influence on behaviour of end consumers, and help us meet the objectives imposed by the legislation.



Public communication activities within the project

5,000



SOCIAL NETWORKS



1,320 Facebook likes

600 subscribers



FLYERS



255,400 flyers

distributed to households

1,186 advertisments

(Radio 1 has 250.000 daily listeners)



MEDIA CUVERAGE



700 articles and reports

(TV, radio, deigiatl media, printed media)

TELEPHONE SURVEY



72.3% responders

name environment protection as the primary motivation for proper treatment of WEEE (N=653).



Financial report

ZEOS has published a summary of audited financial statements with the auditor's statement for the fiscal year 2017 in accordance with the good practice of notifying the new partners in the WEEE management scheme, suppliers, business associates, state authorities and the public.

The summaries are based on the financial statement, which has been prepared in accordance with the International Financial Reporting Standards as adopted by the EU. The summaries do not include all the information required by the International Financial Reporting Standards. Therefore, the information in this summary does not wholly represent the information in the audited financial statements of ZEOS. Those who wish to be more informed about the company's finances and the results of its operation must consider the financial statement summaries along with the latest audited financial statements with all the information required by the framework of financial reporting. In the case of ZEOS, the framework applied is the Financial Reporting Standards, as adopted by the EU.

Access to audited financial statements

The entire audited annual report of the company for the fiscal year 2017, including the audited financial statements for the same fiscal year, can be viewed at ZEOS's headquarters with prior appointment. In accordance with legal provisions in force, the size of the company frees ZEOS of the obligation to submit its annual report to the Agency of the republic of Slovenia for Public Legal Records and Related Services.

Explanation 1: Criteria for the preparation of financial statement summariesy

Considering the facts stated above, we deem the presentation of the balance sheet and the profit and loss of the company's operation sufficient.

Explanation 2: In accordance with the company's statute and Decree (55/15, 47/16) net profit is directed into the collective scheme provisions.

	BALANCE SHEET	31.12.2017	31.12.2016
	ASSETS	6,316,592	5,960,262
A.	Non-current assets	882,988	712,293
T.	Intangible assets	12,008	14,996
II.	Property, plant and equipment	411,639	224,393
III.	Investment property		
IV.	Investments in associates		
٧.	Investments in subsidiaries	401,235	401,235
VI.	Other long-term investments		
VII.	Deferred tax assets	58,106	71,669
B.	Current assets	5,433,604	5,247,969
I.	Assets classified as held for sale		
11.	Inventories	4,526	7,774
III.	Current investments	4,582,927	4,785,425
IV.	Trade receivables	574,388	370,678
V.	Other current assets	117,314	69,494
VI.	Cash and cash equivalents	154,450	14,598

	EQUITY AND LIABILITIES	6,316,592	5,960,262
A.	Equity	2,227,912	1,647,828
I.	Share capital	481,724	476,907
II.	Capital surplus (share premium)	4,433	
III.	Legal and statutory reserves	352,723	47,691
IV.	Retained earnings	1,394,356	1,128,193
٧.	Revaluation adjustments	-5,323	-4,963
VI.	Own shares		
B.	Non-current liabilities	2,813,142	3,250,490
l.	Provisions	2,813,142	3,130,013
11.	Deferred tax liabilities		
III.	Non-current financial liabilities		120,477
C.	Current liabilities	1,275,538	1,061,945
l.	Current financial liabilities	652,030	402,000
II.	Trade payables	229,033	374,018
III.	Other current liabilities	308,753	269,334
IV.	Corporation tax liabilities	85,722	16,593

	INCOME STATEMENT	2017	2016
1.	Revenue	2,711,188	2,299,183
2.	Changes in inventories		
3.	Other operating income	555,739	525,773
4.	Gross profit	3,266,927	2,824,956
5.	Costs of goods, materials and services	-2,275,120	-2,217,460
6.	Employee benefits expense	-242,436	-229,166
7.	Amortisation and depreciation expense	-93,661	-41,814
8.	Other operating expenses	-21,208	-51,149
9.	Provisions		
10.	Results from operating activities	634,503	285,367
11.	Financial income	121,120	174,314
12.	Financial expenses	-37,097	-25,450
13.	Profit or loss before income tax	718,525	434,233
14.	Income tax expense	-147,331	-58,220
15.	Profit or loss for the period	571,194	376,014

Auditor's report



Deloitte.

Deloitte Revizija d.o.o. Dunajska cesta 165 1000 Ljubljana Slovenija

Tel: = 386 (0)1 3072 800 Fax: = 386 (0)1 3072 900 www.deloitte.si

INDEPENDENT AUDITOR'S REPORT ON THE SUMMARY FINANCIAL STATEMENTS of ZEOS, d.o.o., intended for publication

Opinion

The summary financial statements, which comprise the summary balance sheet as at 31 December 2017 and the summary income statement for the year then ended, are derived from the audited financial statements of ZEOS, d.o.o. for the year ended 31 December 2017.

In our opinion, the summary financial statements are consistent, in all material respects, with those audited financial statements, in accordance with the Companies Act (ZGD) and the materiality criterion and nature of the purpose of the summary financial statements.

Summary Financial Statements

The summary financial statements do not contain all the disclosures required by the International Financial Reporting Standards as adopted by the EU.

Reading the summary financial statements and the auditor's report thereon, therefore, is not a substitute for reading the audited financial statements and the auditor's report on the audited financial statements.

The Audited Financial Statements and Our Report Thereon

We expressed an unmodified audit opinion on the audited financial statements in our report dated 12 April 2018

Management's Responsibility for the Summary Financial Statements

Management is responsible for the preparation of the summary financial statements in accordance with the Companies Act and the materiality criterion and nature of the purpose of the summary financial statements.

Auditor's Responsibility

Our responsibility is to express an opinion on the summary financial statements based on our procedures, which were conducted in accordance with International Standard on Auditing (ISA) 810 Engagements to Report on Summary Financial Statements, whether or not the summary financial statements are consistent with, in all material respects, the audited financial statements.

DELOITTE REVIZIJA d.o.o.

Tina Kolenc Praznik Certified Auditor

For signature please refer to the original Slovenian version. Deloitte.

Deloitte REVIZIJA D.O.O.
Liubliana, Slovenija 3

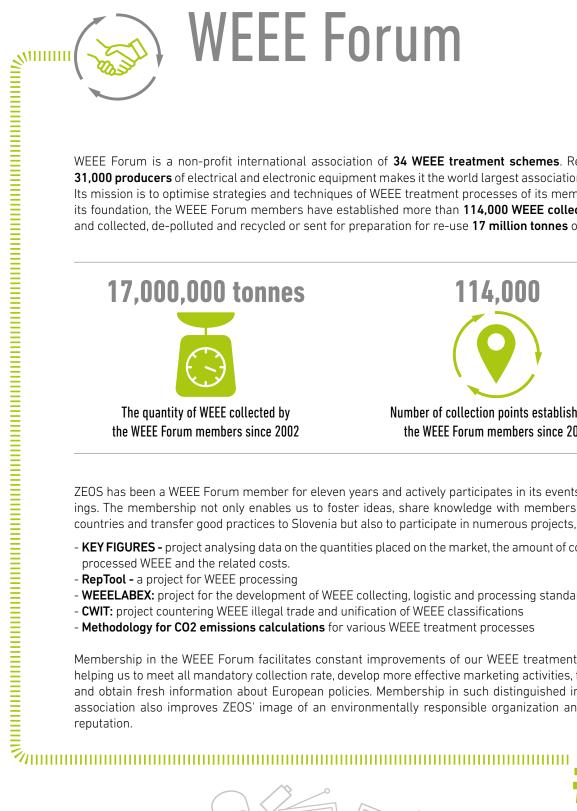
Liubliana, 12 April 2018

TRANSLATION ONLY - SLOVENIAN ORIGINAL PREVAILS

ime pelatiti se nanaka na Devatte Touche Inhmatsu Limited, pravno osebo, ustanovjeno v saladu z zakonodajo Združenega kraljestva Velike Britanije in Severne liški je i Quantiku i Lik pravate company immed by guaraniemi, in mie ko mjenih čarse, od katarin je vsaka ločena in samostojna pravna oseba. Podroben obs. pravne organizaranista združenia Deksite Touche Tohmatsu Limited vi njimih družu čanić je na vojn ne http://www.Zdejoide.com/svervjeges/abbor/deloide/articles/abbor/delo

Družka (Janua Delotte Tauche Tahviatko Umited

(Selattic Revolpa di Lon - Di užba vpisana pri Okrožnem sodičču v Ujubljani - Malična Sievilla (1647/05000 - Di St. za DDV 5102560085 - Osnovni kapital 74,219,30 EUR



WEEE Forum is a non-profit international association of 34 WEEE treatment schemes. Representing 31,000 producers of electrical and electronic equipment makes it the world largest association of its kind. Its mission is to optimise strategies and techniques of WEEE treatment processes of its members. Since its foundation, the WEEE Forum members have established more than 114,000 WEEE collection points and collected, de-polluted and recycled or sent for preparation for re-use 17 million tonnes of WEEE.





Number of collection points established by the WEEE Forum members since 2002

ZEOS has been a WEEE Forum member for eleven years and actively participates in its events and meetings. The membership not only enables us to foster ideas, share knowledge with members from other countries and transfer good practices to Slovenia but also to participate in numerous projects, such as:

- KEY FIGURES project analysing data on the quantities placed on the market, the amount of collected and
- WEEELABEX: project for the development of WEEE collecting, logistic and processing standards

Membership in the WEEE Forum facilitates constant improvements of our WEEE treatment processes, helping us to meet all mandatory collection rate, develop more effective marketing activities, foster ideas and obtain fresh information about European policies. Membership in such distinguished international association also improves ZEOS' image of an environmentally responsible organization and builds its





ZEOS collective schemes members

387 members of the collective scheme for WEEE management

3 F FAVORIT ŽGUR d.o.o., 🗚 A2S d.o.o., ABB d.o.o., AC CENTER, Aleksander Ciglarič s.p., ADIDAS d.o.o., ADRIA DOM d.o.o., ADVANT d.o.o., AGRO LINDAU d.o.o., AGROCENTER, d.o.o., AHATSERVIS d.o.o., AKORN DISTRIBUTION d.o.o., AKTIVA VAROVANJE d.d., ALARM AUTOMATIKA d.o.o., ALBA, d.o.o., ALBRACO, d.o.o., AL-MA-ELECTRONIC, d.o.o., Ljubljana, ALTA PC BIRO d.o.o., AMITEH d.o.o., ANIKOM, d.o.o., APOLLO d.o.o., APOLLONIA d.o.o., AQUA VIVA d.o.o., ARIS JABOLKO d.o.o., ARMSTRONG-KORII ŠEK d.o.o. AS DOMŽAI E MOTO CENTER d.o.o. ASIST d.o.o. ASSECO SEE d.o.o. ALIDAX d.o.o. ALIDIO BM d.o.o. AVIDA d.o.o. AVITERA d.o.o. 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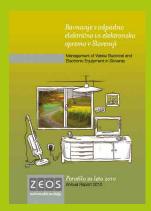
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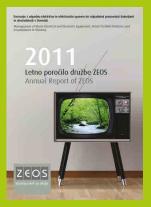
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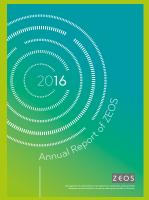












For more information on our work and growth in the previous years, please see our annual reports for 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015 and 2016.



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