



 *Ilirija d.d.*

FINANCIAL STATEMENTS FOR THE PERIOD 01/01 – 30/09/2024

Biograd na Moru, October 2024



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OVERVIEW OF KEY PERFORMANCE INDICATORS FOR THE PERIOD 01/01 – 30/09/2024

(in EUR)	I-IX 2024	I-IX 2023	INDEX 2024/2023
Financial indicators			
Total revenues	27,724,211.90	25,527,644.05	108.60
Operating revenues	27,481,001.01	25,399,606.16	108.19
<i>Hotel sector</i>	8,967,128.66	8,203,418.94	109.31
<i>Nautics</i>	8,062,177.01	7,426,339.68	108.56
<i>Camping</i>	7,672,624.63	7,407,143.77	103.58
<i>Real-estate sector</i>	1,629,288.25	1,559,252.88	104.49
<i>Other sector and profit centers</i>	1,149,782.46	803,450.89	143.11
Revenues from sales	27,250,342.27	25,289,249.88	107.75
EBITDA	10,776,806.01	10,362,530.52	104.00
EBITDA margin	39.22%	40.80%	96.12
EBIT	8,426,225.32	8,139,531.49	103.52
Profit	8,072,639.22	7,771,558.85	103.87

in EUR	I-IX 2024	I-IX 2023	INDEX 2024/2023
Balance sheet indicators			
Net debt	0.00	1,620,375.23	0.00
Net financial assets	996,772.97	0.00	0.00
Interest coverage	22.83	21.12	108.10
Capital investments	1,394,626.24	3,002,539.57	46.45
ROE	13.61%	13.53%	100.59
ROA	10.78%	10.41%	103.55
Adjusted ROCE	14.60%	14.06%	103.84

in EUR	I-IX 2024	I-IX 2023	INDEX 2024/2023
Indicators of the financial position			
Value of assets	74,905,576.20	74,655,202.25	100.34
Capital	59,316,822.15	57,440,564.06	103.27
Total liabilities	15,588,754.05	17,214,638.19	90.56

in EUR	I-IX 2024	I-IX 2023	INDEX 2024/2023
ACHIEVEMENTS ON THE CAPITAL MARKET			
Market capitalization	72,887,337.60	60,337,200.00	120.80
EV	71,861,307.65	61,957,575.23	115.98
EV / EBITDA	6.67	5.98	111.53
P / E	8.99	9.40	95.64
EPS	3.36	2.66	126.32
DPS	0.70	0.55	127.27

Physical indicators	I-IX 2024	I-IX 2023	INDEX 2024/2023
Hotel sector			
Number of accommodation units	435	435	100.00
Overnight stays of tourists	113,024	106,549	106.08
Occupancy days	123	118	104.24
Annual occupancy	44.80%	43.15%	3.82%
Nautics			
Number of berths	805	805	100.00
Contracted vessel	745	732	101.78
Transith berth, overnight stays of vessels	6,461	7,446	86.77
Transith berth, inbound sail of vessels	2,614	2,929	89.25
Port service - number of operations	3,402	3,198	106.38
Days of work	365	365	100.00
Camping			
Number of accommodation units	1,130	1,130	100.00
Days of work	183	183	100.00
Occupancy days	110.08	114.37	96.25
<i>Mobile homes</i>	87.56	88.91	98.48
<i>Individuals</i>	47.73	56.25	84.85
<i>Fixed lease</i>	183.00	183.00	100.00
<i>Lump sum</i>	183.00	183.00	100.00
Occupancy	60.15%	62.50%	96.24
<i>Mobile homes</i>	47.85%	48.59%	98.48
<i>Individuals</i>	26.08%	30.74%	84.84
<i>Fixed lease</i>	100.00%	100.00%	100.00
<i>Lump sum</i>	100.00%	100.00%	100.00
Overnight stays of tourists	318,010	325,881	97.58

Physical indicators	I-IX 2024	I-IX 2023	INDEX 2024/2023
DMC Ilirija Travel			
Number of events	239	175	136.57
Number of people (events)	31,093	17,518	177.49
Real-estate sector			
Number of leesses	36	34	105.88
Common expenses	34	32	106.25
Common areas	24	26	92.31
Advertising space	8	8	100.00
Garage - number of parking spaces	410	410	100.00
Rented area (m2)	9,445.32	9,464.72	99.80
Number of vehicle	547,354	538,570	101.63



HOTEL
MARTINA
SUNBURE
BIOGRAD NA MORU
Jadrolinija



KEY INFORMATION FOR THE PERIOD 01/01 – 30/09/2024

1 The 2024 reporting period was marked by the realisation of the best operating results in both total and operating revenue, at the Company level and at the level of all its sectors. All key operating profitability indicators (operating profit, profit, EBIT-DA and EBIT) were also achieved, which represents the best Company results in terms of operating profitability with simultaneous further strengthening of the balance sheet position demonstrated through an increase in asset and capital value, strengthened liquidity and maintenance of a high self-financing level. We would like to note that the Company had no net debt, i.e. it achieved net value of financial assets, thereby further strengthening its balance sheet position.

The achievements of the Company are the result of the growth in business activities at the level of all its sectors, especially the hotel sector and the destination management company Ilirija Travel, the business activities of which demonstrated strong growth in the pre-season, while maintaining growth in the season and post-season, thereby significantly contributing to the overall operating results of the Company for the nine months of 2024.

Despite the fact that expenses increased at a higher rate than revenue, the Company managed to achieve both operating profitability and growth across all its indicators, ensuring an adequate and optimum level of profitability, which it considers a success given that the business environment was marked by a signifi-

cant increase in salary costs due to a deficit of qualified and professional staff in tourism and catering and the challenges of Croatian tourism in the main season due to the strong return of competitive destinations in the Mediterranean and a lower number of arrivals from the key outbound markets of Croatian tourism.

2 Total revenue was generated in the amount of EUR 27,724,211.90, constituting an increase of 8.60% compared to the same period of 2023, when it amounted to EUR 25,527,644.05, as a result of an operating revenue increase of 8.19% and a financial revenue increase of 89.95%.

Operating revenue was generated in the amount of EUR 27,481,001.01, constituting an increase of 8.19%, i.e. EUR 2,081,394.85 compared to the same period of the previous year, when it amounted to EUR 25,399,606.16. Operating revenue increased as a result of revenue increase across all sectors due to an increase in demand and an increased volume of business activities in the pre-season, as well as the maintained increase in demand in the main season in the hotel sector and the destination management company Ilirija Travel, followed by a revenue increase in other tourism sectors, i.e. in the nautical, camping and real estate sectors.

The hotel sector generated revenue in the amount of EUR 8,967,128.66, constituting an increase of 9.31%, i.e. EUR 763,709.72 compared to the same period of the previous year, when it amounted to EUR

8,203,418.94. Increase in revenue was the result of a significant increase in demand in the pre-season and a high occupancy rate in the main season, which ultimately contributed to a significant revenue increase in the hotel sector. Furthermore, the hotel sector generated the best revenue yet in the reporting period, thereby strongly contributing to revenue increase at the Company level.

The destination management company Ilirija Travel, an integrated and complementary product to all tourist services and facilities of the Company with an emphasis on the development of selective forms of tourism in the pre-season and post-season, generated revenue in the amount of EUR 1,143,201.50 compared to the same period of the previous year, when it amounted to EUR 784,110.23. In relative terms, the revenue of the destination management company Ilirija Travel grew at the highest rates, i.e. it increased by 45.80%, while in absolute terms, it increased by EUR 359,091.27, generating a strong increase in demand and an increase in business activities in the pre-season and the post-season, as well as in other sectors of the Company.

Furthermore, with EUR 8,062,177.01 in generated revenue compared to EUR 7,426,339.68 in the same period of 2023, the nautical sector achieved growth of 8.56%, i.e. EUR 635,837.33. For the most part, the nautical sector generated its revenue in the segment of vessel accommodation, i.e. contracted berths, where the growth of operating indicators was accompanied

by the increase in revenue from contracted berths. The revenue from business cooperation, services and other revenue also increased, meaning that the operating growth, i.e. the growth of key operating indicators and increase in revenue of the nautical sector continued in the reporting period, achieving the best result yet as at the end of the third quarter of the business year.

In the camping sector, revenue amounted to EUR 7,672,624.63, constituting an increase of 3.58% compared to the same nine months of the previous year, when revenue amounted to EUR 7,407,143.77. The generated revenue is the result of the increase in revenue from lump sums, holiday homes and revenue from other services, which, despite the absence of growth in operating indicators, enabled the camping sector to maintain its continuity of operating growth and achieve the best operating results in terms of revenue for the nine months of the business year.

The real-estate sector, i.e. the City Galleria Business and Shopping Centre, generated revenue in the amount of EUR 1,629,288.25, which, compared to the generated revenue of EUR 1,559,252.88 in the same period of the previous year, constitutes an increase of 4.49% due to the increase in revenue from leases and common costs, as well as garage revenue with the centre's continued high occupancy rate and a 7% increase in the average monthly lease fee per square metre of rental area (ARM).

3 Total operating expenses amounted to EUR 19,651,572.68, constituting an increase of 10.68%, i.e. EUR 1,895,487.48 compared to EUR 17,756,085.20 in the same period of the previous year, as a result of an increase in operating expenses by 11.75% and depreciation by 5.74%.

The operating expenses amounted to EUR 16,947,405.89 and compared to the same period of 2023, when they amounted to EUR 15,165,113.53, they increased by EUR 1,782,292.36 as a result of increase in the following:

(I) salary costs, which were 12.73%, i.e. EUR 752,053.79 higher as a consequence of average net salary trends at the Company level following average net salary trends at the level of the Republic of Croatia, representing a fundamental goal that the Company wants to achieve in the segment of personnel management and development, through care for the financial position of the Company employees. Furthermore, the increase in salary costs was partly a consequence of the earlier hiring of employees due to a significant deficit of quality and professional labour in the hospitality industry, i.e. the timely hiring of employees for the main season, as well as the increased volume of business activities in the pre-season, i.e. an earlier start of the business year,

(II) costs related to various types of lease fees, which were higher by EUR 294,941.39, i.e. by 65.13% as a result of higher allocations for employee accommoda-

tion and payment of fees for the lease of unvalued parts of the campsite based on the Act on Unvalued Construction Land and the Ordinance on the Arrangement of Leases on Parts of the Campsites Owned by the Republic of Croatia,

(III) costs from non-production services, which were higher by EUR 215,122.86, i.e. by 17.35%, mainly generated from the increase in the cost of entertainment programme organisation services due to increased business activities and the development of the year-round offer through the destination management company Ilirija Travel, and

(IV) cost of maintenance of facilities and equipment, which were higher by EUR 117,633.36, i.e. by 13.08% with the aim of improving service quality and standards and maintaining the achieved level of facility competitiveness and categorisation.

4 In the reporting period, growth was achieved across all key operating profitability indicators (operating profit, profit, EBITDA and EBIT) as a result of growth in business activities at the level of all sectors.

The operating profit amounted to EUR 10,533,595.12, constituting an increase of 2.92%, i.e. EUR 299,102.49 compared to the same period of 2023, when it amounted to EUR 10,234,492.63, while the profit for the reporting period amounted to EUR 8,072,639.22 EUR, constituting an in-

crease of 3.87%, i.e. EUR 301,080.37. EBITDA was also generated in the amount of EUR 10,776,806.01, decreasing by 4%, i.e. EUR 414,275.49 compared to EUR 10,362,530.52 in the same period of the previous business year. EBIT was also generated in the amount of EUR 8,426,225.32, decreasing by 3.52%, i.e. EUR 286,693.83 compared to EUR 8,139,531.49 in the same period of the previous business year.

5 As at the end of the third quarter of the business year, the value of assets amounted to EUR 74,905,576.20, showing an increase of EUR 250,373.95 compared to the same period of the previous year, when it amounted to EUR 74,655,202.25. The increase resulted from an increase in current assets, which were 11.81% higher.

6 In the reporting period, capital amounted to EUR 59,316,822.15, increasing by 3.27%, i.e. EUR 1,876,258.09 compared to the same period of the previous year, when it amounted to EUR 57,440,564.06, as a result of the increase in profits from the current and past years.

7 Total liabilities of the Company amounted to EUR 15,588,754.05, decreasing by 9.44%, i.e. EUR 1,625,884.14 compared to the same period of the previous year, when they amounted to EUR 17,214,638.19, as a result of a decrease in long-term liabilities by 13.71%.

8 Net debt, which includes both current and non-current liabilities towards banks, minus cash at bank, in hand, and deposits, amounted to EUR 0.00

for the nine months of 2024, i.e. for the first time, the Company had no net debt, which had amounted to EUR 1,620.375.23 in the same period of the previous year. Furthermore, the Company achieved a net value of financial assets in the amount of EUR 996,772.79 for the first time.

In the reporting period, the Company maintained its continuous reduction of net debt not only compared to the same period of 2023, but also compared to all previous business years. By reducing net debt and simultaneously achieving net value of financial assets, the Company continued to strengthen its financial and capital stability and liquidity.

9 Own sources of funds amounted to 79.19% of the total sources of funds (equity and reserves), while other sources of financing amounted to 20.81% as at 30/09/2024, meaning that the Company was able to maintain a high degree of self-financing and, therefore, a lower degree of indebtedness compared to the same period of the previous year. At the end of the third quarter of 2024, the balance sheet showed further continuous strengthening of the financial position of the Company, as reflected in the further increase in asset value, increase in capital and reserves, ability to self-finance and a continuous decrease of its net debt, i.e. the absence of net debt and the achievement of net value of financial assets for the first time.

10 The average share price amounted to EUR 26.85,

constituting an increase of 9.32 % compared to the same period of the previous year, when the average price amounted to EUR 24.56. In the reporting period, the last share price amounted to EUR 30.20, constituting an increase of 20.80%. This led to proportional growth of market capitalisation, calculated by multiplying the number of shares and the last achieved share price and amounting to EUR 72,887,337.60, representing an increase of EUR 12,550.137.60 compared to the same period of 2023, when it amounted to EUR 60,337,200.00.

11 In the reporting period, the Company acquired 5,943 own shares pursuant to the Decision of the General Assembly of 26 April 2024 granting authority to the Management Board to acquire own shares. Following this acquisition, as at 30 September 2024, the Company holds 10,986 own shares, constituting 0.45% of the share capital.

12 The General Assembly of the Company, held on 26 April 2024, took note of the Company's Annual Report for 2023 together with the Audit Report for 2023, Report of the Supervisory Board on the Performed Supervision of the Company's Operations for 2023, and the Management Board's Report on the Acquisition of Own Shares in 2023. The General Assembly adopted the Decision on the Approval of the 2023 Report on the Remuneration of Management Board and Supervisory Board Members, the Decision on Granting Discharge to the Company's Management Board for the 2023 Business Year, Decision on Granting Discharge

to the Members of the Supervisory Board for the 2023 Business Year, Decision on Granting Authority to the Management Board for the Acquisition of Own Shares, Decision on Confirmation of the Previously Approved Policy on the Income of the Management Board Members and the Decision on the Appointment of the Authorised Auditing Company "UHY RUDAN d.o.o.", Ilica 213, Zagreb, PIN (OIB): 717995390000 to Perform Auditing Activities in 2024.

Also, the Decision on the Use of Company Profit for the 2023 Business Year was adopted at the General Assembly, according to which the generated net profit in the 2023 business year (after tax) in the amount of EUR 3,279,530.22, shall be distributed as follows:

- EUR 1,593,618.72 into the retained profit, and
- EUR 1,685,911.50 into dividend distribution.

The dividend per share amounts to EUR 0.70.

13 Pursuant to the Decision of the General Assembly on the Use of Profit, the Company paid to the shareholders a dividend in the total amount of EUR 1,685,911.50, i.e. EUR 0.70 per share. The amount of the dividend paid in 2024 was higher by 27%, i.e. EUR 362,203.40 compared to the dividend paid in 2023, which amounted to EUR 1,323,708.10, and it represented a dividend yield of 2.7%.

14 At the session held on 16 September 2024, the Supervisory Board, in order to standardise the term of office of its members, made a decision on the recall and re-election of all members of the Supervisory Board and established a proposal for an invitation in-

cluding the agenda for the convocation of an extraordinary General Assembly of the Company, which was convened for 25 October 2024.

1 ABOUT ILIRIJA D.D.

1.1 BASIC INFORMATION

ILIRIJA d.d. is a public joint stock company registered for hospitality and tourism with registered office in Biograd na Moru, Tina Ujevića 7, that has been active in the Croatian tourist market for over **67** years. The business operations of ILIRIJA d.d. is based on the principles of corporate social responsibility as an integral part its corporate values.

In its business operations, the Management Company applies the Code of Corporate Governance of the Zagreb Stock Exchange and HANFA. The data on the operations are public and transparent, and at all times available to all national, financial and other institutions, shareholders, banking institutions, funds, associations, business partners, institutional, individual and other investors in the regulated capital market in the Republic of Croatia. In its business operations, the Company covers all key segments of the Adriatic Mediterranean tourism offer that is: **hotel sector** (hotels: Ilirija****, Kornati****, Adriatic***, Villa Donat****/***), **nautical sector** (Marina Kornati and Hotel port Ilirija-Kornati), **camping** (campsite „Park Soline“****), **hospitality** (restaurant “Marina Kornati”, restaurant “Park Soline”, Beach bar “Donat”, “Lavender” lounge bar), **destination management company/DMC Ilirija Travel** (Arsenal in Zadar, Villa Primorje ****, diffuse hotel Ražnjevića

dvori AD 1307, event boat “Nada”), **sports-recreation and entertainment center** (Tennis center Ilirija with 20 tennis courts and Beach Club Ilirija (Aquatic Center) with hospitality facilities), and since the month of December 2016, the Company’s portfolio includes the **Commercial-Shopping Center City Galleria** in Zadar with more than 28.500m² gross area in total six floors and total 9.445,32m² net rented floor area.

Its business is based on providing services by using its capacities (hotels, nautics, camping) at the same time providing additional amenities and services, thus creating a high-quality integrated and complementary tourism product in the domestic and international tourism market, presented under the brand Ilirija Travel. Destination management company was established as a result of the modern tourism demand, conditioned by the technological, social, market factors and trends of ever more demanding customer or market.

1.2 CHRONOLOGICAL OVERVIEW OF THE COMPANY'S DEVELOPMENT

Year 1957 | The Company was incorporated and domiciled in Biograd na Moru, where it operates today, although the beginnings of the company date back to 1934 when the first hotel called ILIRIJA in Biograd na Moru was built. These are also the first beginnings of organized tourism not only in Biograd but also in the entire Biograd Riviera, by which the Company becomes the pioneer and the leader of all tourism activities in the Biograd region.

Years 1969-1972 | The construction of new hotel facilities (Hotel Kornati**** and Hotel Adriatic***), the overall reconstruction and construction of hotels Ilirija**** and building an annex to the hotel Villa Donat ****/** in Sv. Filip and Jakov.

Year 1976 | Start of construction of the first nautical tourism port in Croatia, according to the first building permit in the Republic of Croatia for the construction of the first nautical port issued by the former Municipality of Biograd na Moru, number: UP/I-03-4-318/1977 as of 10th March 1977, Hotel port Ilirija-Kornati, situated in Biograd na Moru, with a total of 100 berths and the purchase the first charter fleet of 40 vessels, by which the Company became a pioneer of development of the nautical tourism.

Year 1986 | Extended nautical capacities of the Company by constructing the nautical tourism Port Marina Kornati, located in Biograd na Moru, with total port area (aquatorium) of 131.600 m² with a total capacity of 705 berths on land and sea. Today, Marina Kornati is among the Top 3 Croatian marinas according to the number of berths, technical equipment, quality of service, cleanliness and neatness.

Year 1988 | The construction of Tennis center, located in a pinewood Soline right next to the old town center Biograd na Moru (400m from the hotel, 150m from the main beach), on an area of 48.000 m² with 20 tennis courts (14 clay and 6 artificial grass tennis courts).

Year 1988 | The construction of Aquatic Center, that is, a beach facility as a part of a unique, technological and functional unit of the existing hotel capacities, that is basically an Olympic outdoor swimming pool with many additional amenities, as a supplement to the existing and basic hotel amenities. Built as a swimming, beach and sports, entertainment and hospitality facility with bleachers with the capacity of 4,000 seats and a terrace of 1.000 m², whereby it represents a center for holding almost all sports, entertaining and dance events in the City Biograd na Moru.

Year 1989 | Construction of an annex to the hotel Kornati**** and administrative building of the Company.

Year 1991-1992 | Completion of the remaining part of the port area, i.e. the capacities of the Port of Nautical Tourism Marina Kornati, by building docks in the southern and western aquatorium.

Year 1993 | The Croatian Privatization Fund, makes a decision on the transformation of HTP Ilirija into a joint stock company.

Year 1999 | The Company was privatized and is in major ownership of the company Arsenal Holdings d.o.o. from Zadar, which is in major ownership of Mr. Davor Tudorović.

Year 1999 | The Company starts boat show organized as Spring Open Days, mainly intended for companies that operate in the marina, as the first such event in North Dalmatia. Wishing for Biograd na Moru, to be top nautical event, at which all sectors of the boating and charter business will be presented in a short period, the Open Days grew into a boat event - Biograd Boat Show. Since 2004 Biograd Boat Show has been organized as the first autumn boat show in Croatia.

Year 2000 - 2024 | During this period, i.e. as at 30 September 2024, the Company invested EUR 92.563.934,03 in construction, reconstruction, extension, upgrading, renovation and adaptation of accommodation facilities and establishments of the Company in order to enhance the quality, improve the overall service and standards in all sectors of the Company, develop new products, improve and increase the categorization of the accommodation facilities and nautical capacities, expand hospitality facilities with an aim to create a high-quality, recognizable and competitive tourism product and enhance the quality of the offer of the destination itself together with the purchase of the City Galleria Business and Shopping Centre, which resulted in a growth in total revenue and newly created value in the mentioned period in the amount of EUR 183.419.889,48.

Year 2002 | The National Audit Office carried out the audit of transformation and privatization of ILIRIJA d.d. and issued an unqualified opinion on the transformation and privatization in full, with an emphasis that the process was carried out in accordance with the legislation and that no irregularities were determined that would affect the legal implementation of the process of transformation and privatization.

Year 2003 | The Company's shares were listed on the Zagreb Stock Exchange in the quotation of public joint stock companies.

Year 2005 | As part of the Company's business system, the multimedia center Arsenal in Zadar, built in the 17th century at the time of the Venetian Republic, following the completion of the revitalization and renewal according to the concept of "indoor town square," began conducting business activities.

Year 2009 | The Company's shares are listed on the Regular market of the Zagreb Stock Exchange, since the quotation of public joint stock companies was cancelled.

Year 2014 | The market was presented the event ship "Nada" a floating convention center with multifunctional purposes 36m in length and a capacity to accommodate 180 persons.

Year 2014 | As a part of the Company's business system, the first Croatian diffuse hotel Ražnjevića dvori AD 1307 was opened.

Year 2015 | Renovated Villa Primorje****, built in the second half of the 19th century, luxuriously decorated and equipped in line with the latest standards for facilities of its kind and category, has its own restaurant that offers the possibility of organizing a number of events.

Year 2015 | Recapitalization of the Company by Allianz ZB d.o.o., the compulsory pension fund management company, with headquarters in Zagreb, which has acquired 10% equity share in the ownership of the company.

Year 2015 | The Company's shares are transferred from the Regular to the Official market of Zagreb Stock Exchange which will contribute to even greater transparency and openness of the company to all of its stakeholders.

Year 2016 | The second recapitalization of the Company was successfully carried out in the month of November through which the share capital was increased by contributions in cash and by issuing New ordinary shares of the Company through public offering. The main purpose of the recapitalization is to raise funds for the acquisition of the Commercial-Shopping Center City Galleria in Zadar.

Year 2016 | On 19 December 2016, having acquired the Commercial-Shopping Center City Galleria in Zadar, the Company successfully completed and carried out the process of acquisition or buying of the real property which created a company with a wide range of economic activities, where in addition to tourism and hospitality sector consisting of hotel sector, nautics, camping and destination management as core business activities, the Company partly enters the real estate segment having acquired the modern Commercial-shopping center.

Years 2015 - 2017 | The investment cycle in Marina Kornati has been mainly completed by improving the quality of the accommodation of vessels by modernizing nearly seventy percent of the superstructure and the substructure of the marina or piers, allowing thus the accommodation for a larger category of vessels, better exploitation of the marina aquatorium, further enrichment and modernization of the offer by implementing the best existing technical solutions which contributes to further strengthening of the market position of Marina Kornati among the three leading ports of nautical tourism at the Adriatic Sea.

Year 2018 | The construction of the indoor swimming pool of useful surface area of approximately 500m² along with accompanying facilities, thus complementing the existing tourism offer of the hotel Ilirija Resort in the destination of Biograd na Moru.

1.3 COMPANY'S BODIES

1.3.1 COMPANY MANAGEMENT BOARD

Goran Ražnjević, President of the Management Board represents the Company solely and independently

1.3.2 SUPERVISORY BOARD

Goran Medić, President of the Supervisory Board

David Anthony Tudorović, Deputy President of the Supervisory Board

Davor Tudorović, Member of the Supervisory Board

Siniša Petrović, Member of the Supervisory Board

Darko Prebežac, Member of the Supervisory Board

1.3.3 SHAREHOLDERS' ASSEMBLY



1.4 SUBSIDIARIES

Ilirija d.d. owns 100% of its two subsidiary companies:

ILIRIJA GRAĐENJE d.o.o., with registered office in Biograd na moru, the registered objects of the company being the performance of construction works,

ILIRIJA NAUTIKA d.o.o., with registered office in Biograd na moru, the registered objects of the company being tourism, nautical and hospitality activities.
(not active)

1.5 AFFILIATED COMPANIES

Arsenal Holdings d.o.o., Perivoj Gospe od Zdravlja 1, Zadar, PIN: 59794687464, owns 1,429,032 shares of the company, accounting for 59.21% share in the Company's share capital, as well as for the same proportion of votes in the company's Assembly.

The parent company Arsenal Holdings d.o.o. is registered with the Commercial Court of Zadar, CRN: 060014554; the share capital is HRK 21,027,500.00, which corresponds to EUR 2,790,828.85, using the fixed conversion rate (7,53450).

The majority owner of Arsenal Holdings d.o.o. is Mr Davor Tudorović with a 75.25% share in its share capital, who also holds 95,744 shares of Ilirija d.d. accounting for 3.97% of its share capital.

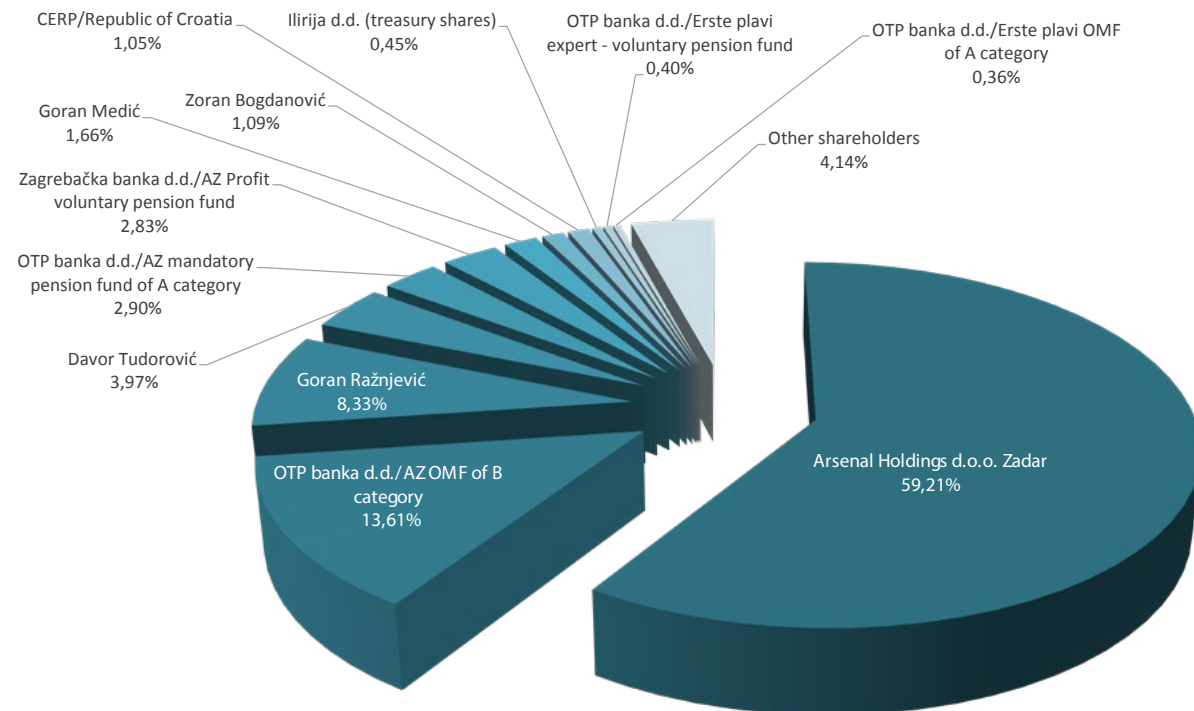
1.6 OWNERSHIP STRUCTURE OF THE COMPANY AND OVERVIEW OF TRADING IN COMPANY'S SHARES AT THE ZAGREB STOCK EXCHANGE

The share capital of the Company amounted to EUR 30,420,000.00, and it is divided into 2,413,488 no-par-value ordinary shares.

As at 30 September 2024, there were no significant changes in the ownership structure, while an overview of the major shareholders of the Company as at 30 September 2024 is provided below.

Owners - shareholders	Number of shares	Share in %
Arsenal Holdings d.o.o. Zadar	1,429,032	59.21
OTP banka d.d./AZ OMF of B category	328,506	13.61
Goran Ražnjević	201,120	8.33
Davor Tudorović	95,744	3.97
OTP banka d.d./AZ mandatory pension fund of A category	69,898	2.90
Zagrebačka banka d.d./AZ Profit voluntary pension fund	68,200	2.83
Goran Medić	40,000	1.66
Zoran Bogdanović	26,216	1.09
CERP/Republic of Croatia	25,342	1.05
Ilirija d.d. (treasury shares)	10,986	0.45
OTP banka d.d./Erste plavi expert - voluntary pension fund	9,726	0.40
OTP banka d.d./Erste plavi OMF of A category	8,631	0.36
Other shareholders	100,087	4.14
TOTAL	2,413,488	100.00

OWNERSHIP STRUCTURE OF THE COMPANY AS AT 30/09/2024



TRADING IN COMPANY'S SHARES ON THE CROATIAN CAP- ITAL MARKET IN THE PERIOD 01/01–30/09/2024

(amounts in EUR)	I-IX 2024	I-IX 2023	% of change
Total turnover	342,105.00	431,712.20	-20.76%
Average share price	26.85	24.56	9.32%
Average turnover per transaction	4,887.21	8,810.45	-44.53%
Average daily turnover	9,774.43	21,585.61	-54.72%
Last share price	30.20	25.00	20.80%
Market capitalization*	72,887,337.60	60,337,200.00	20.80%
Market capitalization**	64,802,152.80	59,275,265.28	9.32%
Number of shares:	2,413,488	2,413,488	

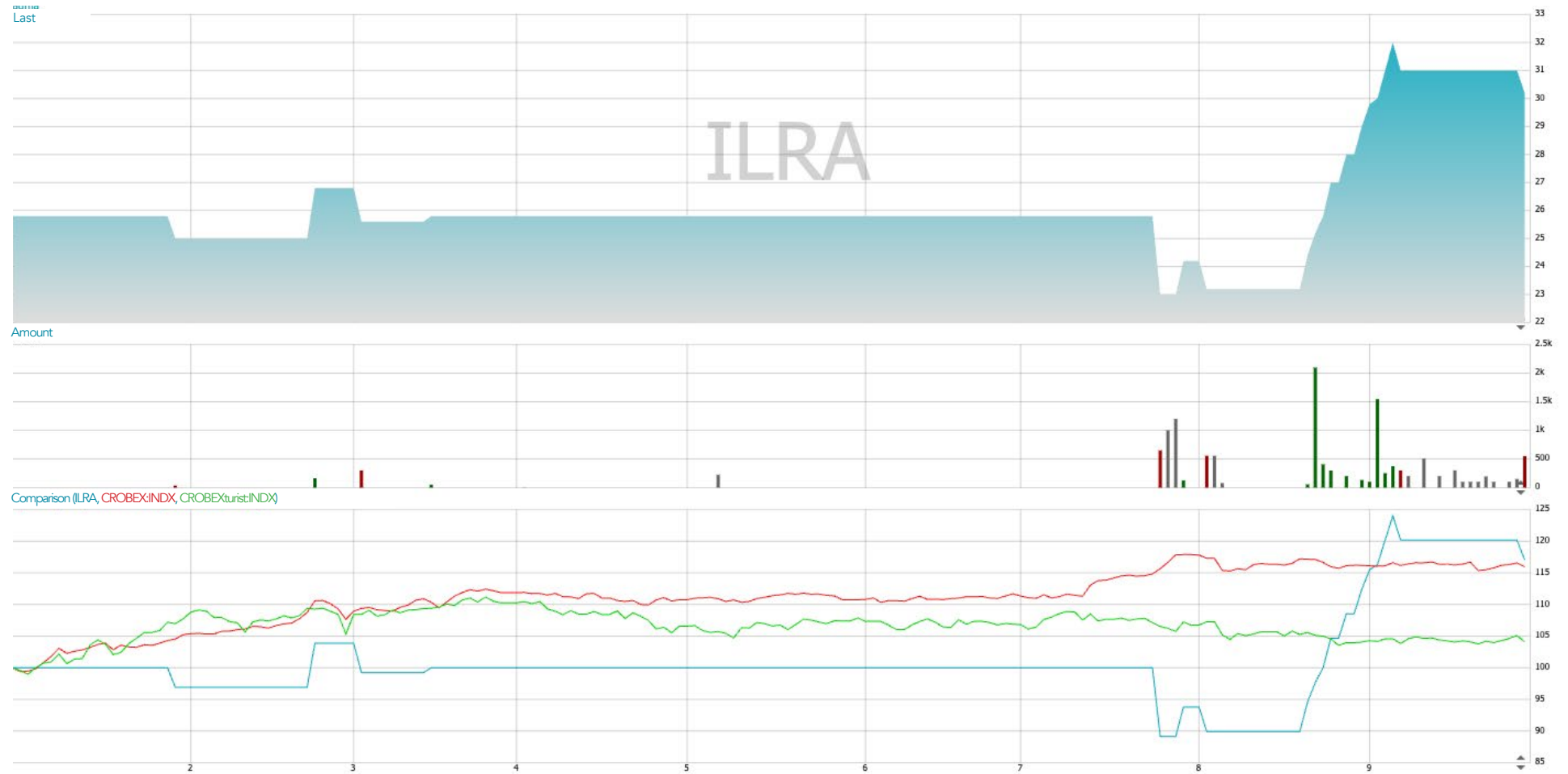
*indicated by the methodology of calculation according to the last share price multiplied with number of shares

** indicated by the methodology of calculation according to the average share price multiplied with number of shares

In the reporting period, a total of 12,743 shares of the Company were traded and a turnover in the amount of HRK 342,105.00 was generated, constituting a 20.76% increase compared to the same period of the previous year when 17,581 shares were traded and a turnover of HRK 431,712.20 was generated. As a result, compared to the same period of the previous year, both the average turnover per transaction and the average daily turnover were lower, i.e. they were generated in the amount of EUR 4,887.21 and EUR 9,774.43, respectively.

Furthermore, the average share price in the reporting period increased by 9.32% to the amount of EUR 26.85, while the last share price reached EUR 30.20, i.e. it increased by 20.80%. At the same time, the market capitalisation of the Company, calculated by multiplying the last achieved share price and the number of shares, was higher by 20.80% and amounted to EUR 72,887,337.60.

The movement of the ILRA share with the shown volume of trading and comparison with CROBEX and CROBEXTURIST index movement is shown in the following graph



1.7 COMPANY BUSINESS MODEL

The Company has been present on the domestic and international tourism markets for over six decades and in 2016, with the acquisition of the City Galleria Business and Shopping Centre, it became a company with a wide range of activities, the portfolio of which is composed of 5 sectors:

- **Hotel sector** – 4 hotels, 435 rooms, 910 beds
- **Nautics** – 805 berths, 2,000 persons
- **Camping** – 1,130 pitches, 3,390 persons
- **Destination management company/DMC Ilirija Travel** – through which 234 special events for 30,560 persons were organised in 2023
- **Real-estate segment** – City Galleria Business and Shopping Centre in Zadar, one of the two largest shopping centres in the wider Zadar region

ILIRIJA d.d. is one of few tourism companies in the Republic of Croatia with such a diverse offer that includes all the segments of the Adriatic or Mediterranean tourism offer in its portfolio (hotel, nautical and camping sectors), additionally strengthened by the destination management company Ilirija Travel and the real-estate sector. With regards to such a di-

verse portfolio, it is worth noting that the Company manages all business processes (management and operations) within the sector or facility.

Diverse tourism and real-estate portfolios are based on the resources of the region and on a continuous investment in the improvement of the existing contents and products as well as the development of new ones, which is also the foundation of the Company's business and development policy. The presence on the market spanning more than six decades as well as knowledge and experience gained, enable the Company to maximize its economic, financial, market and human resources potential. **By developing a complementary and integrated product through the destination management company, the Company strives for achieving one of its strategic goals – year-round business operations of its tourism sectors**, with an emphasis on the hotel and camping sectors, through high-standard extension of the high season to pre-season and post-season and creating added value for both the Company and the destination, or the wider community. Through the destination management company, the Company also contributes to the development and recognizability of the destination by organizing events and by offering contents and programs it organises in its own facilities.

1.8 BRANDS OF THE COMPANY



BIOGRAD
BOAT SHOW

Donat
BEACH BAR

ARSENAL
ZADAR

City Galleria



2 CORPORATE STRATEGY AND GOVERNANCE

2.1 VISION, MISSION AND FUNDAMENTAL VALUES

Vision - is to permanently secure position among the 3 leading tourism companies in the region of the North Dalmatia and among the 15 leading tourism companies in the Republic of Croatia in the key segments of the Croatian tourism offer (hotel sector, nautics and camping), be and stay the leader of the tourism and economic development of our region and destinations such as Biograd na Moru, Zadar and Sv. Filip i Jakov thereby developing the whole year's business by offering the complementary and selective forms of tourism offer in the destinations where we conduct business.

According to the foregoing, **the mission** is: increasing the assets and achieving the financial results of the business operations, which will ensure long-term business and financial stability, establish an optimal level of quality and competitiveness in business at the level of the overall Croatian tourist offer, with continuous investment in human resources and ensuring optimal employment level, ensuring and complying with sustainable development principle which is manifested in recognizing and satisfying the needs of tourists, protecting and restoring natural and cultural heritage and preserving the environment, i.e. creating a responsible and sustainable tourism offer.

Fundamental values:

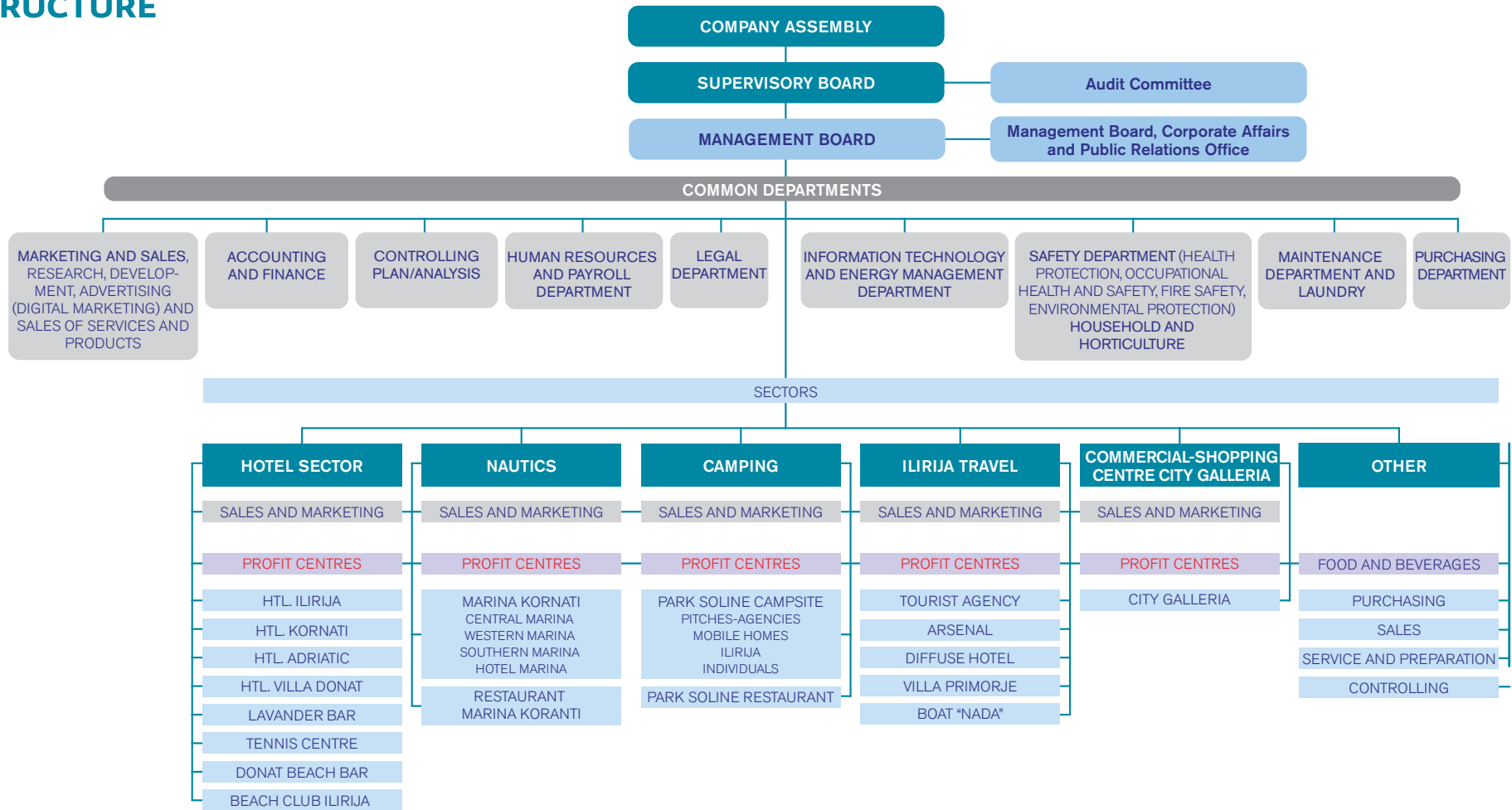
Respect and integrity – equality of treatment and attitude towards all our stakeholders constitute the basic values of our Company.

Quality – top quality product, professional service and individual approach to clients constitute the basis of the relationship towards our guests, at the heart of the Company's service.

Sustainability and responsibility – in business, investment, relationships with our employees, business partners, clients (guests), the local and regional community, with shareholders and in day-to-day business, through the integration of economic, social and environmental aspects into the Company's decision-making processes and corporate strategy as well as by creating added value for all stakeholder groups through the achieved business results. Balancing the said aspects is the basis of the Company's success and sustainable development.

Transparency – in business and communication with all stakeholders of the company, while adhering to the principles of timely and true information as a prerequisite for the strengthening of the market position of the company and its further growth.

2.2 ORGANIZATIONAL STRUCTURE



2.3 RISKS AND RISK MANAGEMENT

The Company assesses risks at all levels of significance to the Company, i.e. at the macro and micro levels and according to the criterion of likelihood of their occurrence. The Company assesses the risks for each of the business sectors according to the criterion of likelihood of risk occurrence and consequences or impact of each individual risk on the Ilirija d.d. business processes and system as a whole.

The Company's risk management process involves the following essential steps:

- identification of potential risks;
- assessment of the likelihood of occurrence of the Company's risk;
- assigning responsibilities and taking actions in order to eliminate and/or reduce risks;
- monitoring and reassessment of risks in order to avoid their negative impacts;
- exchange of information on the activities undertaken and the results of actions between the business process managers and the Company's Management Board through the lines of communication established by the stipulated procedures.

The company recognizes the following types of risks in its operations:

- 1) Economic and financial risks
- 2) Regulatory risks
- 3) Tourism activity risks
- 4) Global risks and risks of the macroeconomic environment

1 Economic and financial risks

On 12 July 2022, the Council of the European Union adopted the Decision on the adoption by Croatia of the euro on 1 January 2023, establishing that the Republic of Croatia fulfils all the requirements for the introduction of the euro as the official currency in the Republic of Croatia, as well as Council Regulation (EU) of 12 July 2022 regarding the euro conversion rate for Croatia, establishing that the conversion rate shall amount to HRK 7.53450 for one euro. In accordance with the aforementioned Decision and Regulation, the Government of the Republic of Croatia adopted the Decision on the announcement of the introduction of the euro as the official currency in the Republic of Croatia, setting out that the euro shall become the official monetary unit and legal tender in the Republic of Croatia on 1 January 2023. The introduction of the euro as the official currency in the Republic of Croatia significantly affects the Company's exposure to currency and price risks. More precisely, with the adoption of the aforementioned decisions/regulations at the level of the European Union and the Republic of Croatia, the Company is no longer exposed to currency and price risks.

In terms of credit risk, i.e. the obligation to repay loans used by the Company, taken out with a currency clause, which were dependent on the movement of the Croatian kuna exchange rate against the euro, the introduction of the euro as the official currency eliminates the said risk. Indebtedness of

the Company with the commercial bank is for the most part subject to fixed interest rates. Taking this into consideration, the Company is not exposed to interest rate risk on that basis. For the purpose of reducing credit risk, the Company strives to reduce its overall credit liabilities to an adequate, i.e. a optimal level in order for them to be lower than its own sources of funds. In its operations, as one of the foundations of its business and financial security, the Company strives to have as little net debt as possible, thus significantly reducing the existing credit risk. Financial assets that may potentially expose the Company to credit risk are cash and trade receivables. Trade receivables pertaining to certain customers may entail credit risk, depending on the level of turnover realised with certain customers and the general state of liquidity in the country. Trade receivables are reported with reference to real values. The Company actively monitors and manages trade receivables, at the same time taking especially into account the difficult macroeconomic situation, and applying measures of collection in instalments; and, if necessary, eventually undertaking measures of enforced collection, including by activating security instruments for the purpose of collection of its claims. An adjustment of the value of trade receivables is indicated when there is objective evidence that the Company will not be able to collect all of its claims in accordance with the agreed terms. Apart from the aforementioned, the Company has no exposure to any other significant credit risk.

Liquidity management implies maintaining a sufficient amount of money in order to settle the Company's liabilities. One of the primary Company goals in the challenging business environment caused by unfavourable macroeconomic environment is to maintain its current liquidity. The Company is, therefore, undertaking activities to diversify its existing and secure new financing sources (if necessary), it is trying to minimize and optimize all of its operating costs, and is willing to and capable of actively cooperating with all significant creditors by settling the liabilities they had at the time when challenging business conditions materialised.

The continuous growth of strong inflationary pressures primarily caused by increases in the prices of primary energy products (oil, gas, electricity), which subsequently spread to consumer goods and services (especially food and beverages), along with the current geopolitical instability essentially generated strong inflation impacts not only on business entities of European Union countries, but also on their society in general. If they remain strong, inflationary pressures could affect purchasing power and new demand generation, and slow down economic activities in the euro area. In the Republic of Croatia, the average annual inflation rate, measured by the Consumer Price Index, in September 2024 was 1.6% higher on average compared to September 2023. As for the increase in energy costs, primarily the cost of electricity as the primary energy product, the

Company managed to protect itself from significant increases in electricity prices in time, namely with a multi-year contract, which mitigated the impact of the increase in electricity prices on total operating costs. The very intense increase in food and beverage costs constitutes a strong generator of inflation growth and at the same time accounts for a significant share of the operating expenses and significantly affects the prices of services in the hospitality and tourism industry. Therefore, by actively monitoring food and beverage prices and cooperating with key suppliers, the Company strives to minimize such prices as much as possible, i.e. ensure stability and security of the supply along with the highest possible procurement cost control. On the other hand, through dynamic daily management of accommodation unit prices, it aims to achieve the maximum level of competitiveness possible, as well as intense and systematic demand monitoring, and a quick and strong response to market trends, while at the same time striving for a timely response to potentially negative challenges and impacts such as inflation.

Bookkeeping values of the following items of financial assets and financial liabilities reflect their respective fair values: money, investments, trade payables, other receivables and other liabilities, loans granted to employees, long-term liabilities.

2 Regulatory risks:

As one of the most significant risks in business operations of tourism companies, Ilirija d.d. included, the Company points out **unresolved property rights issues concerning tourism land and legal investments in the maritime domain** and the related issues of protection of acquired rights based on legitimate investments and legitimate expectations of companies performing their activities on the maritime domain or tourism land.

The Company is exposed to changes in tax and other regulations within the legal system of the Republic of Croatia. In particular, this applies to the regulations pertaining to the maritime domain and tourism land, in which domain the company has made significant investments crucial for its business, while not all rights guaranteed by the Constitution in the field of acquired rights before, during and after conversion, the protection of legal capital investments, and the legitimate expectations regarding legal investments have been fully realised under Articles 48 and 49 of the Constitution of the Republic of Croatia.

Tourism land – unresolved issue

Pursuant to the Act on Tourism and Other Construction Land Not Evaluated in the Conversion and Privatisation Process (hereinafter: the Act), adopted in July 2010, the Company submitted to the Republic of Croatia, within the legally prescribed deadline,

i.e. in January 2011, an application for a concession on tourism land for the “Park Soline” campsite in Biograd na Moru for a period of 50 years. Due to unclear provisions of the Act, no decision has been rendered during its validity regarding the Company’s application. In the meantime, in May 2020 a new Act on Non-Evaluated Construction Land was adopted, and thus the Act on Tourism and Other Construction Land Not Evaluated in the Conversion and Privatisation process ceased to have effect. The new Act provides for the right of tourism companies to submit an application for leasing construction tourism land for a period of 50 years. In March 2021 the Company submitted the appropriate application for leasing construction land in the campsite for a period of 50 years to the competent authority of the Republic of Croatia, that is, to the Ministry of Physical Planning, Construction and State Assets. Under the provisions of the Act on Non-Evaluated Construction land, a company shall become the owner of buildings, land under buildings and land in the campsite that were evaluated and entered into the value of social capital in the conversion and privatisation process, while the Republic of Croatia shall become the owner of buildings and land in the campsite that were not evaluated and entered into the value of social capital in the conversion and privatisation process (so called Parts of the campsite owned by the Republic of Croatia). In the meantime, on 1 April 2022 the Company, in accordance with Article 18 of the Act on Non-Evaluated Construction Land, obtained from the Centre for Restructuring and Sales the Certificate of Conformity of

the Geodetic Survey Report, which confirms the conformity of the Park Soline Campsite Geodetic Survey Report with the decision of the Croatian Privatisation Fund of 12 July 1996, by which the real property concerned was evaluated in the process of conversion of the socially-owned enterprise “Ilirija” Biograd na Moru.

Furthermore, the legislator also adopted the Ordinance on the Arrangement of Leases on Parts of the Campsites Owned by the Republic of Croatia (OG 16/24) (hereinafter: Ordinance on the Arrangement of Leases) which, as a by-law, has been in force since 9 February 2024, and which determines the methods and conditions of payment of fees for the lease of unvalued parts of the campsite. The Republic of Croatia, through the departmental Ministry of Physical Planning, Construction and State Assets, in a letter dated 22 April 2024, **invited ILIRIJA d.d. to pay the lease fee based on the aforementioned Ordinance, and calculated lease fee for Ilirija d.d. for the period from the date of entry into force of the Act on Unvalued Construction Land until 31 December 2023. (05/2020 – 12/2023) in the total amount of EUR 673,640.40.** The amount determined in this way, in accordance with the Ordinance on the Arrangement of Leases, represents 50% of the lease fee for the “Park Soline” campsite, while the remaining 50% of the lease fee shall be calculated according to the decision from Article 17.1 of the AUCL, i.e. after concluding the Lease Agreement for a period of 50 years in accordance with the AUCL. For the next period starting from 2024, the competent Ministry determined the **annual lease**

fee for the “Park Soline” campsite in the amount of EUR 171,624.15, payable in 12 equal monthly instalments, and for the first 9 (nine) months of 2024 (01 – 09/2024) it also delivered to ILIRIJA d.d. invoices for the lease of the Campsite in the total amount of: EUR 160,897.59. ILIRIJA d.d. has duly paid the specified lease fee, which amount, also in accordance with the Ordinance on the Arrangement of Leases, represents 50% of the lease fee.

Also, the Company published on its website and on the website of the Zagreb Stock Exchange the „Study on the integrity and sustainability of the economic as well as functional and technological entity of „Park Soline“ campsite in the town Biograd na Moru within the business system of ILIRIJA d.d.“, which addresses all relevant issues concerning the “Park Soline” campsite in the context of the application submitted by Ilirija d.d., in accordance with the Act on Non-Evaluated Construction Land, for exercising the right to a long-term lease of the “Park Soline” campsite for a period of 50 years. The purpose of the aforementioned Study is to enable all stakeholders, entities and public bodies that are directly or indirectly involved, within their respective spheres of competence, in resolving the issue of campsite land that was not evaluated in the process of conversion and privatisation of socially-owned enterprises, an integral and comprehensive overview of all aspects of the existing “Park Soline” campsite in Biograd, from complex relations regarding property rights, issues of spatial planning and the need to respect the campsite as an integrated busi-

ness and functional unit of tourist land and buildings. The Company maintains that, in accordance with the Act on Non-Evaluated Construction Land, it meets the requirements stipulated by the Act for exercising the right to lease construction land in the Campsite for a period of 50 years.

Maritime domain

The Company is a concessionaire of the Kornati nautical tourism port in Biograd na Moru (hereinafter: Marina Kornati) for a period of 32 years, counting from 13 January 1999, **and in accordance with Article 22 of the Act on Maritime Domain and Seaports** (Official Gazette Nos 153/2003, 100/04, 141/06, 38/09, 123/11 and 56/16, hereinafter referred to as: ZPDML 2003) **on 17 October 2017 the Company submitted to the Government of the Republic of Croatia, through the competent Ministry of the Sea, Transport and Infrastructure of the Republic of Croatia, a request for modification and amendment of the Decision on Concession and the Concession Agreement, that is, for extending the term of the concession by a period of 50 years, i.e. until the year 2049** (extension of the concession term if new investments are economically feasible for it), primarily considering the same or similar cases from the recent Croatian practice where, upon an application for the extension of the concession term submitted by other companies engaging in nautical tourism and competing with Ilirija d.d., the concession term for marinas was extended to them by a period of 50 years.

As no meritorious decision was made on the said request, on 11 July 2018, Ilirija d.d. delivered to the Ministry of Maritime Affairs, Transport and Infrastructure a letter informing them of having procured an amendment to the construction permit for the reconstruction of the marina, as part of the new investment included in the application for an extension of the concession licence validity. Moreover, on 6 October 2021, the Company delivered a letter to the Ministry of Maritime Affairs, Transport and Infrastructure and the Ministry of Finance of the Republic of Croatia, so as to initiate the adoption of the decision regarding an extension of the concession licence validity. In the meantime, on 02 November 2021, the Company received a statement from the Ministry of Finance of the Republic of Croatia, as a body which, along with the competent Ministry of the Sea, Transport and Infrastructure of the Republic of Croatia, is involved in the procedures for extending the terms of concessions, in which they essentially point out that in order to conduct the procedure for extending the concession agreement, the competent Ministry of the Sea, Transport and Infrastructure, while looking at the problems of the nautical tourism system, needs to establish whether the decision on the concession or the agreement related to it may be changed without conducting a new procedure for granting the concession, in order not to violate the principle of market competition with other concessionaires in the Republic of Croatia.

Considering the statement of the competent au-

thorities and the expressed views, in order to successfully complete the procedure for extending the concession licence for Marina Kornati, Ilirija d.d. sent a supplement of the existing request for extension of the concession licence validity for Marina Kornati to the Ministry of the Sea, Transport and Infrastructure on 28 December 2023, in which it essentially offered: a new increased amount of investment in the maritime domain (substructures and superstructures), new increased investments in the green transition, including the decarbonisation and digital transformation in accordance with Regulation (EU) 2020/852 of the European Parliament and of the Council of 18 June 2020 on the establishment of a framework to facilitate sustainable investment, and amending Regulation (EU) 2019/2088, OJ L 198/13, with the total amount of new investments of: EUR 5,705,066.00, for which the Company has, in the most part, obtained valid building permits and which ensure orderly and legal performance of activities of the Marina, given the existing technical and technological as well as environmental requirements of operation for the period before the expiry of the concession licence. The Company has also suggested new amounts of concession fees with reference to the previously revalued investments in Marina Kornati which, in the period between 2000 and the end of 2023, amounted to a total of: EUR 16,013,277.44, in order to express the real, absolute value of investments so far, and the Company also explained the legal matters that are important for making a positive

decision, all in accordance with transitional and final provisions of the new Maritime Domain and Seaports Act (Official Gazette No.: 83/2023, hereinafter: ZPDML23), which entered into force on 29 July 2023, so that the procedures for granting and modifying concessions that were started according to the provisions of ZPDML03 have to be completed in accordance with the provisions of that Act. No decision has been rendered yet on the alleged supplemented request for an extension of the concession licence validity for Marina Kornati.

As regards the Ilirija-Kornati Hotel Port in Biograd na Moru, the Company delivered to the Republic of Croatia (Zadar County) on 19 January 2011 a request with detailed explanations for an extension of the concession licence validity for a period of 20 years, but the competent authority of the regional self-government unit has not reached a decision on this Request by Ilirija d.d. Furthermore, and with regard to the above, in February 2015, the Company once again, pursuant to Article 22 of the Maritime Domain and Seaports Act (new investment), submitted a request to the Zadar County regarding an extension of the concession licence validity for the Ilirija-Kornati Hotel Port, for a period of 30 years in total, but a decision has not been made regarding this request by Ilirija d.d.

As regards a beach facility with an outdoor swimming pool in Biograd na Moru, the Company submitted to the concession licence grantor, Zadar County, a request for an extension of the concession licence

validity for a total of 30 years (until 2028) with all the necessary documentation, back on 20 October 2008 (before the expiry of the concession licence validity). The competent authority still has not decided on this request. The company has been paying the concession fee in the agreed amount for all of the aforementioned facilities this whole time.

On 24 June 2022, the Company published on its website and on the website of the Zagreb Stock Exchange the research paper of Assoc. Prof. Iva Tuhtan Grgić, PhD, from the Faculty of Law in Rijeka „Acquired rights and legitimate expectations of former holders of the right to use the maritime domain with unlimited duration and duration limited “as long as the business activity is performed”, which precisely on the example of Ilirija d.d. addressed the issues of legal capital investments on the maritime domain, conversion of socially-owned enterprises that had part of their assets on the maritime domain, issues of acquired rights and legitimate expectations of former holders of the right of use of the maritime domain, and conversion of the right of use into a time-limited concession. In particular, as it is stated in the aforementioned research paper, the companies that had the permanent right of use of the maritime domain, acquired on the basis of final administrative decisions of municipal assemblies, had indisputably acquired rights and legitimate expectations that they would be able to use these rights in the future under the same conditions under which they were acquired. However, by decisions adopted on the ba-

sis of the legislation in force at the time, the aforementioned right of permanent use of the maritime domain was subsequently converted into the right of economic exploitation of the maritime domain based on a time-limited concession. This violated the interests of companies, shareholders and acquirers of shares in these companies, by grossly encroaching on the acquired rights and legitimate expectations that they will be able to use the acquired rights within the same scope as when they acquired them, and those same rights are protected by the provisions of the Constitution of the Republic of Croatia (Articles 48.(1) and 49.(2) and (4) and Article 1 of Protocol No. 1 to the Convention for the Protection of Human Rights and Fundamental Freedoms.

On 14 July 2023, the Croatian Parliament adopted a new Maritime Domain and Seaport Act, which entered into force on 29 July 2023. It is evident that the new Act has a series of new provisions, and a certain amount of time will need to pass before we are able to fully assess its effect on complex matters in the area of legal investments in the maritime domain before and after the conversion, evaluation and entering in the share capital of former social enterprises, as well as on acquired legal and legitimate expectations of companies who perform legal activities in maritime domains.

3 Tourism activity risks

In addition to the listed and described potential and possi-

ble risks in the Company's business operations, we believe that it is of the utmost importance to give a systematic overview of other key obstacles or restrictions with regard to the development of Croatian tourism in general, and thus of tourism companies, Ilirija d.d. being one of them.

With regard to the forgoing, we present an overview of the key obstacles, that is, of the risks and restrictions with regard to development of and investments in Croatian tourism:

(I) the unresolved issue of ownership since the moment of conversion, that is, property rights issues, issues regarding physical planning / urban development, and issues pertaining to the economic use and utilisation of the construction tourism land in campsites and around hotels,

(II) inadequately resolved or unresolved issue of conversion on the maritime domain, i.e. issues regarding acquired rights, legitimate investments and legitimate expectations in the maritime domain, having in mind, in particular, the contracted permanent right of use of the maritime domain, while companies which took part in the conversion process, as is the case with our Company, carry out economic activity on the maritime domain, contrary to the provisions of Article 49 and Article 50 of the Constitution,

(III) VAT rate on services in tourism and hotel industry is much higher than in competitive countries, which consequently makes Croatian tourism less competitive, hinders and slows down further investments both in the construction of new accommodation fa-

cilities and in improvement of the existing services and standards, affects new employment and salaries in tourism and hospitality,

(IV) insurmountable obstacles regarding existing bureaucracy, administrative barriers, frequent changes of regulations,

(V) complex and time-consuming procedure of issuing spatial plans and issuing building and operating permits,

(VI) inadequate management of the area by regional or local self-government,

(VII) cancellation of previously acquired rights in urban and spatial plans through conversion of use primarily of construction and tourism land for other non-commercial and non-economic purposes,

(VIII) fiscal and parafiscal charges unsuitable to seasonal business activities with frequent changes in fiscal regulations.

(IX) skilled labour shortages were significantly pronounced in 2024 in the Republic of Croatia, namely at the level of most economic activities, and with a special emphasis on hospitality and tourism taking into account the seasonal nature of Croatian tourism, as well as the fact that it is an extremely labour-intensive industry; therefore, skilled labour shortages (with a special emphasis on occupations in high demand) could affect the success of the peak season, and thus ultimately of the entire business year.

Bearing in mind all of the above, the Company has recognized risks pertaining to the said skilled labour shortages, and it undertakes a series of activities to retain working-age, highly qualified and professional employees at all levels for business operations, namely with the aim of retaining full employment, raising the level and quality of services, and achieving smooth operation of business processes through activities aimed at improving the financial standing of employees, investing in their education, and further developing human resources by hiring young, highly educated persons from different professions.

4 Global risks and the macroeconomic environment

Considering the global nature of the hospitality and tourism industry, different events and activities at the global level can significantly affect the operations of tourism companies. As such, the said industry is influenced by geopolitical risks with strong implications for security and stability at the global level, the security, political and economic instability of the region, i.e. of the countries in the immediate vicinity of the Republic of Croatia, the global economic crisis, global health threats such as pandemics and epidemics, as well as the climate impact risk.

In today's globalised world, the said risks affect the free movement of people, goods and capital, i.e. national economies and operations of economic entities.

In addition to the aforementioned risks referred to in points 1 – 3, the most significant global risks for the Company's operations are: the health risk, the geopolitical risk, the climate impact and the macroeconomic environment.

Health risk

Since 2020, the world has faced an unpredictable, serious and extremely dynamic risk related to the epidemiological situation, i.e. COVID-19, which has had an extremely negative impact on business entities in almost all industries, albeit the most severely affected ones were certainly the travel industry, tourism and hospitality, all of which form an integral part of the Company's core business. The COVID-19 risk is also the biggest and most serious risk that the Company has faced so far, to which the Company responded with a number of measures and activities by reorganising its business processes and operations in order to safeguard the health and well-being of guests and employees, maintain financial stability and current liquidity for the duration of the COVID-19 pandemic, preserve assets and capital as well as business operations and activities, and retain full employment. The Company has successfully achieved all of its goals. The Company continues to implement different preventive activities within its business processes and operations in order to reduce and always be able to control health risks, just like it did during the COVID-19 pandemic. However, the Com-

pany is also aware of the related limitations and the unpredictability of easily transmissible infectious diseases and the threatening consequences of their spread.

Geopolitical risk

Due to the war in Ukraine, geopolitical risk with strong implications for European and global security and the macroeconomic environment has been present since February 2022. Therefore, the Company also reports on such risks and their consequences on its operations. The Company does not have any kind of an ownership relationship with entities from Russia and Ukraine. Moreover, it does not have any assets in Russia and/or Ukraine, and it has not made any investments in entities from Russia and Ukraine or entities materially related to entities from Russia and Ukraine. Thus, the Company is neither exposed nor are there any potential consequences in this respect. Moreover, the Company has no exposure to entities from Russia or Ukraine since it does not do business with legal entities from Russia or Ukraine. The Company does business as a company specialised for hospitality and tourism has a business relationship with natural persons from Russia and Ukraine using the Company's services such as accommodation in its facilities (hotel, camping and nautical sectors). The share of guests from Russia and Ukraine in the Company's total turnover is insignificant, and losing it does not represent a risk

to the Company. Should the crisis, that is, the war, spread from Ukraine to other European countries or lead to destabilisation of the countries in the Balkans, this would surely have a negative effect on Croatian tourism as a whole, and thus also on the Company. Croatian tourism generates most of its turnover from the European outbound market, and this turnover could be significantly reduced in case the Russian-Ukrainian crisis, that is, the war, spreads across Ukrainian borders and causes major instability in the wider European region. The Company will counteract any potential negative effects of the Russian-Ukrainian crisis by adjusting its business processes and activities to the new circumstances, with the aim of strengthening the resilience of its business system.

Climate impact risk

The Company bases its business policy on management in line with the principles of sustainable and responsible development, with particular focus on environmental protection, as the environment is the fundamental resource of the tourism industry. Environmental protection represents a significant segment of the Company's integrated management systems and is a part of its strategic decisions and business processes.

The consequences of climate change are becoming increasingly influential when it comes to almost all activities. In the tourism sector and within the Com-

pany, they have been recognized as climate impact risks requiring an interdisciplinary approach and management. The Company continuously monitors its impact on the climate, i.e. its greenhouse gas emissions and other environmental impacts, namely in accordance with all applicable legal regulations and prescribed limit values.

The Company has previously recognized its impact on the environment and decided on a systematic approach with a series of activities it carries out. They mainly pertain to the preservation of natural resources (water, air, soil, and coast), biodiversity, energy management, and waste management, which ultimately confirms the Company's focus on sustainable development and growth. The identified risks included the dangers brought on by climate change both at the global level and at the level of the Company's operations. We also noticed that extreme weather conditions can affect tourist demand and cause direct material damage to the Company's assets.

Climate change, which has a significant impact on the tourism industry globally, also poses a potential risk to the Company in terms of significantly increasing the incidence of extreme weather conditions (storms, hurricanes, etc.), as well as strengthening their intensity and unpredictability, and can cause extraordinary and unpredictable damage and threats for its business. Temperature variability, i.e. dangerous heat waves, reduce the attractiveness of our offer in holiday capacities. This directly affects

arrivals and quality of stay. Rising sea levels put the infrastructure in the immediate vicinity of the coast at risk. The same also applies to the marina, arranged beaches, and beach facilities. Unpredictable windstorms or hurricane-force winds can cause direct damage to almost all our capacities. The Company pays maximum attention to overcoming such sudden and extreme climate and weather conditions by ensuring preventive, technical and spatial, as well as functional and organisational elimination of sudden and accidental risks of any nature to the highest degree possible. Other business risks, such as large-scale fires, accidental pollution of the coastal and marine aquarium, which are all beyond the Company's control but may potentially jeopardise the Company's business safety, are the circumstances which the Company attends to insofar as it can actively contribute to lowering their impact on the Company's long-term business viability as much as possible, being aware of the fact that the Company's impact here is reduced to measures which cannot be of key importance for the elimination of all the risks posed to the Company.

Macroeconomic environment

The unfavourable macroeconomic environment, i.e. significant economic uncertainties resulting partially from the global pandemic that affected supply chains, and partially from the Russian-Ukrainian war, led to disruptions in the supply of basic energy products in the euro area and resulted in a significant increase in

the prices of all energy products (oil, gas, electricity), and ultimately strong inflationary pressures. An uncertain macroeconomic environment can affect the Company's business activities by reducing the demand for its services as it significantly contributes to the deterioration of the business climate in the key outbound markets for Croatian tourism. This could also result in a slowdown in economic activities and a decrease in purchasing power and standards, as well as, ultimately, in a decrease in travel demand, which would definitely affect the achievements of Croatian tourism companies, including our Company. The company is aware of the challenges and risks arising from the unfavourable macroeconomic environment, and it undertakes a number of activities aimed at preserving its core business objectives (economic viability and security, financial stability, preservation of the Company's fixed assets and capital, and preservation of the Company's business operations and activities), as it did in previous years, namely based on: (I) commercial resilience – based on the Company's ability to quickly and efficiently adapt to the current market circumstances of doing business by adjusting its marketing and sales activities in all Company sectors, (II) operational resilience – based on the ability to adjust operational business processes to the current circumstances whilst maintaining maximum service and amenity quality and minimising possible negative effects, and (III) financial resilience – based on the Company's ability to maintain financial stability of the business system by maintaining liquidity, assets and business activity through the realisation



3 BUSINESS CAPACITIES OF THE COMPANY AND ADDITIONAL FACILITIES

The portfolio of ILIRIJA d.d. consists of four hotels and a villa, Marina Kornati with the Ilirija-Kornati Hotel Port, the “Park Soline” Camp, destination management company Ilirija Travel with its own capacities (Arsenal in Zadar, the “Nada” event boat, agritourism and Villa Primorje), City Galleria Business and Shopping Center, Tennis Center, Beach Club Ilirija and hospitality facilities.





3.1 HOTEL SECTOR

The hotel sector capacities consist of 435 accommodation units (hotel rooms and apartments), with a total of 910 beds located in Biograd na Moru (Ilirija****, Kornati****, Adriatic***) and Sv. Filip i Jakov. Filip i Jakov (hotel Villa Donat***/***) , mainly classified as four-star hotels.

Hotel accommodation is located in Hotels and Villas Ilirija Resort in Biograd and Sv. Filip i Jakov. The hotels are located on the coast, not far from the town centre and beach that has been awarded the Blue Flag, and are, owing to their ideal location and infrastructure, intended for holiday and congress tourism. In addition to modern and technically equipped conference halls and meeting rooms intended for conferences, seminars, presentations, workshops and meetings, there are numerous supporting amenities such as the Wellness & Beauty Centre Salvia, an outdoor Olympic swimming pool, fitness center, à la carte restaurants and coffee bars.

Within the Ilirija Resort there is a conference centre consisting of 8 halls, with a total capacity for 30 to 250 people, and there is also a luxurious garden with terraces ideal for banquets, receptions

and entertainment, as well as outdoor swimming pools, a beach, and as of May 2018, an indoor pool.

ILIRIJA RESORT – HOTEL & VILLAS

The Ilirija Hotel is the largest four-star hotel of the Ilirija Resort, with a capacity of 157 rooms and 326 beds, equipped with a 200-seat restaurant, a terrace with 70 seats and an aperitif bar with 50 seats. It is located by the seashore, right next to the old town centre, and it is surrounded by beautiful nature, the sea and a pine forest, as well as numerous facilities offering various amenities.

The design and atmosphere of the four-star **Kornati Hotel**, with a capacity of 106 rooms and 230 beds, also featuring a restaurant having a capacity for 220 people, a terrace for 50 and a bar for 40 people, is linked to and evokes the images of the most beautiful Croatian national park The Kornati Hotel is unique thanks to its connection with the nautical tourism port, the Ilirija-Kornati Hotel Port, which is located in the very centre of Biograd, and right next to the hotel there is also a beach.

The three-star **Adriatic Hotel** has a capacity of 100 rooms and 210 beds, a restaurant with a capacity of 230 people, a terrace with a capacity of 300 people and a bar with a capacity of 110 people. It is located in a pine forest, almost on the beach, and right next to it there is the Aquatic Centre, ideal for family fun and for a number attractive summer sea activities.

The **Villa Donat Hotel** is located in the town of Sv. Filip i Jakov, and it consists of a villa with 16 superbly and modernly furnished rooms. It is a four-star hotel, and it has a three-star annexe. Its total capacity includes 72 rooms and 144 beds, a restaurant with 120 seats, a terrace for 50 and an aperitif bar for 20 persons, as well as an outdoor pool. The hotel is located near the main beach and the town centre, and it is reminiscent of the rich history of the area.





3.2 NAUTICAL SECTOR

The Company began developing its nautical sector in 1976 when it concluded a contract on the purchase of 40 ELAN vessels from Slovenia, that is, in 1977 with the construction of the first nautical marina in Croatia (Kornati Hotel Port) with 100 berths and the organisation of the first private charter fleet on the Adriatic with more than 40 vessels for the needs of boaters. Therefore, ILIRIJA d.d. is rightly considered to be a pioneer of nautical tourism on the Adriatic. The Company's current nautical sector consists of Marina Kornati and the Kornati Hotel Port, with a total of 805 berths at sea and on land, which can accommodate up to 2000 boaters in one day, and its number of berths, modern technical equipment, quality of service and cleanliness (blue Flag) make Marina Kornati one of the three leading Croatian marinas, visited by over 60,000 boaters a year.

In 2020 the Ministry of Tourism and Sport carried out the procedure of recategorisation of the Marina Kornati Nautical Tourism Port in which it established that Marina Kornati meets the requirements prescribed for the four-anchor category. Subsequently, the Marina Kornati Nautical Tourism Port received the four-anchor (star) category rating.

Marina Kornati has received numerous awards, notably the Special Award as part of "XVI Tourism Flower – Quality for Croatia 2012", organised by the Croatian Chamber of Commerce and Croatian Radiotelevision, for the best marina in the category of marinas with over 450 berths. In 2013, in "XVII Tourism Flower – Quality for Croatia 2013", it received

an award in the category of the largest marinas, while in 2014 and 2015, as part of the same project, it ranked second in the "Best Large Marina" category. In 2017, in "XXI Tourism Flower – Quality for Croatia" it ranked third in the category "Large Marina". In 2018, Marina Kornati was granted two acknowledgements: (I) a special acknowledgement from the Jutarnji list Nautical Patrol for the greatest progress achieved in the tourism season 2018 and for outstanding contribution to the development of Croatian nautical tourism and (II) in the "XXII Tourism Flower – Quality for Croatia" it ranked third in the category "Large Marina".

In 2019, it was awarded recognition as part of the "XXIII Tourism Flower – Quality for Croatia" competition, IZ by the Croatian Chamber of Commerce and Croatian Radiotelevision, it ranked 2nd in the category of large marinas. The Jutarnji list Nautical Patrol awarded Marina Kornati a special recognition for its outstanding contribution to the organisation and success of the nautical patrol, while in 2021 it recognised the marina for its outstanding contribution to the development of nautical tourism during the COVID-19 pandemic. In 2023, the Company won the Zadar County Tourist Board annual award "For its contribution to nautical tourism and for having been organising the Biograd Boat Show for 25 years".

Ilirija d.d. is also the organiser of the leading nautical fair in Croatia, "BIOGRAD BOAT SHOW", which has been continuously held in Marina Kornati for 25 years in a row.



3.3 CAMPING SECTOR

The four-star “Park Soline” campsite is located in Biograd na Moru within the borders of the populated area, but as a separate physical planning-urban and economic entity in the south-east part of the town of Biograd na Moru, right by the main beach in the coastal length of approx. 1.5 km, with a 450-meter beach positioned right in front of the campsite.

The campsite covers an area of 20.00 ha and includes 1,130 accommodation units with a total capacity for up to 3,390 persons. It is situated in an outstanding natural environment of a predominantly high pine forest which provides shade to 90 % of the campsite. By adhering to the principles of sustainability and environmental protection and considering the natural features of the area by using indigenous plant species, the horticultural landscaping of the campsite has been completed to the level of an arboretum, which is a remarkable and rare example in Croatia of creating added value for a tourism camping product.

With its enriched offer of restaurants, a newly built promenade along the entire campsite and a beach leading to the centre of Biograd, the “Park Soline” camp is the right choice for a family holiday. In addition to entertainment activities for children and

evening entertainment, as well as an attractive sports offer guaranteeing active holidays, you can relax on long promenades and recreational trails in a healthy environment, which makes the camp a great choice for all nature lovers.

The “Park Soline” campsite is the largest and the only high-quality four-star campsite in Biograd na Moru, which accounts for 77 % of the total campsite accommodation capacities and sets the highest standards of equipment and landscaping in the destination. Since this campsite is the most valuable part of the camping offer in Biograd na Moru, it directly influences the image of this destination and its positioning on the domestic and foreign tourism market.

The value of investments made in the “Park Soline” campsite from 2000 until the end of business year 2023 amounted to approximately EUR 31.7 million and owing to these investments the number of overnight stays increased from 4,556 in 1996 to 329,010 in 2023. The value of own works for the said period accounts for over 30% of the investments, meaning that the total value of investments in the “Park Soline” campsite for the said period amounted to approximately EUR 41.21 million.



3.4 ILIRIJA TRAVEL

Ilirija Travel – destination management company: by developing new services and amenities, a high-quality, integrated and complementary tourism product has been created in response to the contemporary tourist demand, and driven by technological, social and market factors and trends of an increasingly demanding market. Among the most important cornerstones when it comes to the offer and implementation of these special programmes and products are business operations conducted in our own additional facilities such as the following:

Event ship „Nada“ a 36-metre multifunctional yacht with a capacity for 180 persons, with a restaurant, kitchen and bar provides guests with excellent services pertaining to food and beverages during navigation. Congresses, seminars, special events, unique business meetings, gala receptions and banquets, unique weddings, exclusive day and night cruises and incentive events are only some of the exciting amenities that the “Nada” event boat offers, while adapting to the individual requirements of clients.

Arsenal is a zero-category monument and multimedia centre located in Zadar, built in the 17th century and revitalized in 2005 as an indoor city

square, or as the centre of public, cultural and entertainment life of the region, where over 100 public and private events are organized every year.

Diffuse Hotel Ražnjevića dvori AD 1307 a diffuse multipurpose functional facility located in Polača, in the municipality bearing the same name, in the heart of Ravni kotari and halfway between Biograd na Moru and Benkovac, is the first facility of its category in the Republic of Croatia. This set-up, based on the traditional farm facility, is a great example of an innovative tourism product conceived as a combination of the traditional and the contemporary.

Villa Primorje, built in the second half of the 19th century, is a typical traditional Dalmatian stone manor house with an outbuilding. Newly renovated, luxuriously decorated and equipped according to the latest standards for facilities of this type and category, it has its own restaurant offering the opportunity to organize a number of events, a Mediterranean garden with a promenade, while since the 2017 tourist season the offer also includes an outdoor swimming pool. Offers of trips, special offers according to the requirements of clients, sports programs, MICE etc.



3.5 HOSPITALITY

The Marina Kornati restaurant located in the Marina Kornati, with a capacity for over 350 persons, which along with the Captain's Club having a capacity for 70 persons can receive up to 420 persons, meets the needs of boaters when it comes to hosting various and numerous events in the Marina Kornati. In addition to restaurant services, the Captain's Club also provides services for numerous presentations of nautical products and serves as an ideal place for organization of smaller conferences and events.

The restaurant Park Soline is located in the Park Soline camp****, right by the sea, about a ten minute walk away from the centre of the town of Biograd na Moru, and its food offer is based on Mediterranean cuisine. This restaurant, with a capacity for 280 persons, offers the possibility of organizing various events – family festivities, banquets and soirées, as well as meetings. Within the restaurant, there is also a Dalmatian tavern with a fireplace, a coffee shop and a wine bar arranged as a wine cellar, which provides you with the opportunity to buy and taste the highest quality red and white wine made from indigenous Croatian grape varieties.

The Donat beach bar is located in the building-magazine within the protected cultural and historical unit of the town of Sv. Filip i Jakov, which is also entered in the Register of Cultural Goods of the Republic of Croatia. Today, it is categorized as a beach bar / cocktail bar with a capacity for 140 persons.

The Lavender lounge bar located within the Adriatic Hotel located right by the beach, known for its Mediterranean design, fully adapted for relaxation, with a beautiful view of the Pašman Canal, is a place offering the possibility of organizing numerous events of different nature (MICE, weddings, banquets, cocktail bar, nightclub, etc.).



3.6 ADDITIONAL AMENITIES

Manifestations: Biograd Boat Show is the largest international autumn nautical fair in the Republic of Croatia and the largest nautical fair held on water in South East Europe, bringing together all key representatives of the nautical industry and tourism. The nautical fair was first organized in 1999 as spring Open Days, mainly intended for companies that operate in the marina, as the first such event in Northern Dalmatia.

Given its status as the cradle of nautical tourism, the aim was to organize a first-rate nautical event in Biograd na Moru at which all sectors of nautical and charter activities would be presented, whereby the Open Days grew into Biograd Boat Show. Since 2004, the event has been organized as an autumn nautical fair, which contributed to the improvement of the nautical offer and the extension of the tourist season. The Biograd Boat Show was admitted to the International Federation of Boat Show Organizers (IFBSO) at the 50th session of the Federation held in Istanbul, Turkey, in June 2014, and in 2015 it became its gold member.

The fairs of former members of the Federation were mainly organized in major world centers, and the fact that the Biograd Boat Show is organized in a town of only 5,000 residents makes this success even greater and represents a great acknowledge-

ment not only to the Company as the organizer, but also to Croatian nautical industry and tourism. Today the leading international autumn nautical fair has established itself as the biggest Croatian nautical event and in the last three years it has grown into a nautical industry (activity) congress in the Republic of Croatia. From its early beginnings the event has brought together all representatives of the nautical industry and tourism, government institutions, major organizations in tourism and nautics as well as professional associations.

Thanks to the partnership with all relevant entities, the Biograd Boat Show has united “4 fairs in one”, namely the Biograd Boat Show (an exhibition fair), Days of Croatian Nautics (a congress fair), Croatia Charter Expo (a leading charter fair), and Biograd B2B (a business fair), thus profiling itself as a national congress of the Croatian nautical industry and tourism.

In 2023, the fair, which marked its twenty-fifth anniversary, was attended by over 400 registered exhibitors, with 400 vessels at sea and on land and over 40 premier vessels, while over 150 registered charter companies, agencies and brokers actively participated in the charter fair, with over 500 accredited participants.

Sports facilities:

“Tenis centar Ilirija”, located in the pine forest So-line near the old town centre, the Ilirija Tennis Centre covers a surface area of 48,000 m² and consists of 20 tennis courts and multi-purpose courts (14 ground and 6 artificial grass courts) with night lighting, a restaurant facility, locker rooms and associated facilities.





3.7 CITY GALLERIA BUSINESS AND SHOPPING CENTER

City Galleria Business and Shopping Centre is located in a heavily residential area in the immediate centre of Zadar. It is one of the two largest shopping centres in town and the wider Zadar region, completed and opened to the public in October 2008, with a total gross surface area of more than 28,500 m² spread over a total of six floors (two garage and four retail floors). The gross surface area of the centre consists of the associated underground garage with a total surface area of 10,863.50 m², 9,445,32 m² of net rentable area, as well as ancillary rooms and corridors. As at 30 September 2024, the occupancy of the centre amounted to 99,76% of total capacities.

The centre features the following facilities: an underground car garage with more than 400 parking spaces on two floors, an outdoor and indoor market, a supermarket, specialised shops, clothing and electronics stores, service amenities, restaurant facilities, office spaces and 6 multiplex cinema halls.

Unique features of the City Galleria Business and Shopping Centre were recognised on the international level during the 2010 International Property Award, the world's most prestigious competition in the real estate business, on which occasion the

City Galleria Business and Shopping Centre Zadar received the prestigious five-star award in the Best Retail Development category. The unique features of the City Galleria Business and Shopping Centre, which distinguish it from the rest of the market offer can be summarised in a few examples, such as: a very attractive location within the city's pedestrian zone that provides great visibility of the building, situation of the main marketplace with accompanying facilities in the Centre and the first and only multiplex cinema in the city of Zadar.

4 KEY PHYSICAL PERFORMANCE INDICATORS OF THE COMPANY

In the nine months of the business year 2024, business growth was present at the level of all sectors of the Company, expressed through the increase in operating revenue, owing to which all sectors achieved their best business results so far, ultimately resulting in the best achievements at the Company level as well. The hotel sector and the destination management company achieved a significant increase in business activities in the pre-season with further growth in the main season and post-season. The nautical sector continued its continuous increase in business activities, with the growth of the key segment, i.e. the number of contracted berths, both in terms of physical and financial indicators. The camping sector, despite a lower realisation in terms of physical business indicators, achieved an increase in business revenue, which ultimately led to its best business year to date.

The hotel sector recorded an increase in business activities in the pre-season and continued growth in the season and post-season, resulting in the realisation of 36,115 arrivals and 113,024 overnight stays in the third quarter of the business year, with an increase of 15% in arrivals and 6% in overnight stays compared to the same period the previous year. The increase in physical business indicators also resulted in revenue amounting to

EUR 8,967,128.66 with a growth rate of 9%. The growth of key business indicators, both physical and financial, also led to an increase in revenue per room. Revenue per room based on accommodation with board services, for the reporting period, totalled EUR 156.15 compared to EUR 148.70 in the previous year, while the average revenue per room based on the revenue from other profit centres within the hotel sector totalled EUR 167.94 compared to EUR 160.08 in the previous year. Furthermore, in the hotel sector, 124 days of occupancy were realised with a capacity utilisation rate of 44.80%, which continued the trend of increasing capacity occupancy compared to the previous year.

In the nautical sector, in the vessel accommodation segment, i.e. Marina Kornati, the increase in key physical and, consequently, financial business indicators continued. In the reporting period, the best operating results so far were achieved in the area of revenue, amounting to EUR 7,240,075.00 and recording an 8% increase in the reporting period compared to the same period of the previous year primarily as a result of an increase in revenue of the key market indicator of Marina Kornati, i.e. the contracted berths. With 745 vessels on contracted individual and charter berths, a 2% growth was achieved compared to the same period of the

previous year, when 732 vessels were contracted, while at the same time revenue recorded an increase of 8%, or EUR 384,685.00, i.e. it amounted to EUR 5,446,204.00 and accounted for 75% of the Marina's revenue. Furthermore, in the port service item, with 3,402 operations performed, in addition to a 6% increase, an 11% increase in revenue was also recorded. At the same time, revenue from other services and business cooperation also increased, allowing Marina Kornati, despite the absence of physical and financial realisation in the part of daily berths (sailing and overnight stays of vessels in transit), to maintain a continuous growth of financial indicators of its operations.

In the reporting period, the camping sector, i.e. the "Park Soline" campsite, with 49,288 arrivals realised 318,010 overnight stays, indicating a decrease of 2.42% in overnight stays compared to the same period of the previous business year, while arrivals remained at the level of the previous business year. Despite the lower realisation in the part of overnight stays, financial indicators, i.e. business revenue, still recorded an increase. The campsite revenue in the reporting period amounted to EUR 7,021,854.42, recording a 5% increase compared to the same period of the previous year, when they amounted to EUR 6,682,019.08, as a consequence of the increase in revenue from holiday homes and

flat rates, meaning that the campsite achieved its best results in terms of revenue so far. The average daily rate per camping unit (ADR) for the reporting period was EUR 56.17, recording an 8.99% increase, while in the same period of the previous year it amounted to EUR 51.54, and the revenue per accommodation camping unit (RevPAR) based on days of availability increased by 5.04%, i.e. to the amount of EUR 33.73. Furthermore, the occupancy of the campsite accommodation units based on days of availability was 60.15%, while at the same time 110.08 days of occupancy were realised.

Ilirija Travel, a destination management company, with 239 special programmes and events realised for a total of 31,093 people, achieved growth in both key physical indicators, i.e. a 37% increase in the number of events and a 77% increase in the number of participants. The increase in key physical indicators results from a strong increase in demand continuously throughout the period, generating revenue in the amount of EUR 1,365,604.80, partly realised by other Company profit centres, with a growth rate of 10% compared to the same period of the previous year.

The real-estate sector, i.e. City Galleria Business and Shopping Centre, owing to the increase in key

market indicators with a high level of capacity occupancy of 99.76%, continued its growth of key revenue items, realising revenue in the amount of EUR 1,629,288.25 in the reporting period, with a growth rate of 4% compared to the same period of the previous year, when revenue amounted to EUR 1,559,252.88.

4.1 HOTEL SECTOR

The demand for hotel capacities has continued to increase significantly during the first nine months of 2024, which resulted in an increase in physical and financial business results in the hotel sector. During the reporting period, the physical performance indicators recorded a double-digit increase, i.e. arrivals increased by 15% and overnight stays by 6%. This means that the significant increase in tourist traffic recorded last year continued. During the reporting period, 36,115 arrivals and 113,024 overnight stays were recorded, compared to 31,324 arrivals and 106,549 overnight stays in the same period of 2023.

Under these circumstances, the achieved physical business results significantly impacted the increase in financial performance. Thus, the hotel sector recorded a revenue growth of 9.42% based on accommodation with half-board services, amounting to EUR 8,337,720.07 compared to the same period of the previous year, when they were generated in the amount of EUR 7,620,083.73. The total revenue of the hotel sector, including the revenue of profit centres operating within the hotel sector, generated in the amount of EUR 8,967,128.66 is 9.31% higher compared to the same period of 2023, when it amounted to EUR 8,203,418.94. The growth of key performance indicators, both physical and financial, accompanied by an increase in revenue, also led to an increase in revenue per room. In the reporting period, revenue per room

based on accommodation with board services amounted to EUR 156.15 compared to EUR 148.70 in the previous year, while the average revenue per room based on the revenue from other profit centres within the hotel sector amounted to EUR 167.94 compared to EUR 160.08 in the previous year.

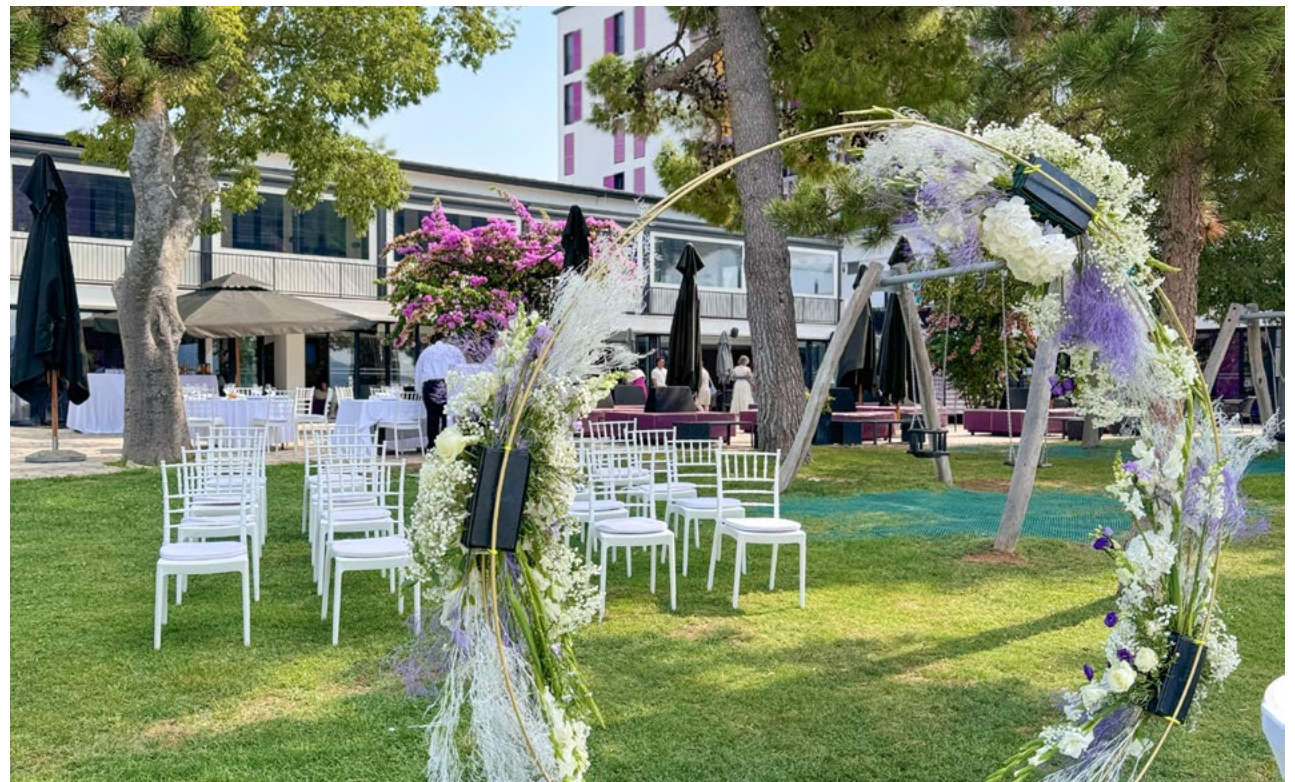
Sales channels continued to experience changes that emerged over the past two years due to market recovery and reopening, as well as global and targeted changes in the sales and marketing policy and activities of the Company. As a result, further strong growth of individual direct sales was achieved with a decline in allotment, in which organisational adjustment was also made by introducing digitalisation in the central sales department. The recovery of the group sales segment also continued, which was especially important for season extension, both of the pre- and post-season, as it pertains to the segment of business travel, conferences and similar events. The individual sales segment plays a dominant role, with a 49.2% share, in which the trend started in 2023 has been maintained. The growth trend of organised groups in the pre-season period continued, accounting for 33.6% of the share of market sales channels compared to 31.6% in the same period of 2023. The allotment segment with a 14.5% share continues to stagnate compared to last year's 15%. Fixed lease is still in decline and remains highly symbolic, with a 2.7% share.

During the first nine months of 2024, domestic guests remained a predominant group within the guest structure, accounting for 28.76% of total overnight stays, with their share in overnight stays increasing by as much as 24%. Among other markets, the dominant groups are: (II) Slovenian guests with a 9.9% share and a 2% increase, (III) German guests with a 7.79% share, (IV) Austrian guests with a 7.47% share of overnight stays, and (V) Slovak guests with a 5.08% share. Furthermore, the reporting period was marked by the return of guests from long-haul markets, dominated by the South Korean market, while among other markets, the dominant groups are from European countries, including: Hungary, Poland, France, Belgium, The Netherlands, Sweden, Italy and Czech Republic.

The occupancy and facility utilisation days have improved in the first nine months of 2024 compared to the same period of the previous business year. In proportion to the availability of the facilities and their capacities, we note more even occupancy of individual hotels. This raised the average occupancy of all hotels from 43.15% to 44.80%, and at the same time, a record occupancy rate of 87.85% was achieved in August, while in July it was 80.51% and in September 74.57%. The number of occupancy days increased from 118 to 123 days. The average length of stay shows a decreasing trend and amounts to 3.13 days

due to increased pre-season arrivals and a notable increase in group arrivals, mostly with shorter stays.

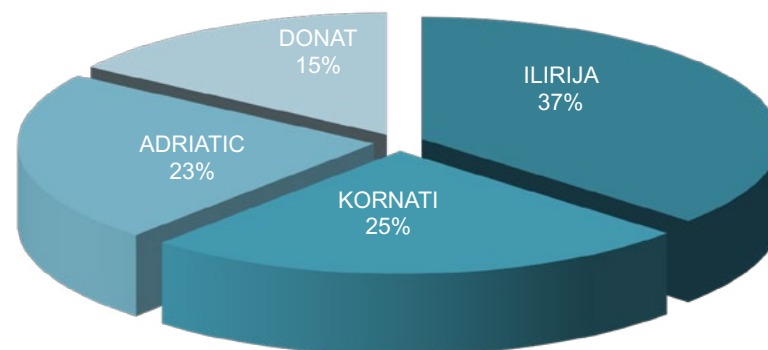
In the upcoming period, i.e. the last quarter of the business year, the Company expects the growth trend in the business activities of the hotel sector to continue in relation to the previous year.



Hotel sector capacities

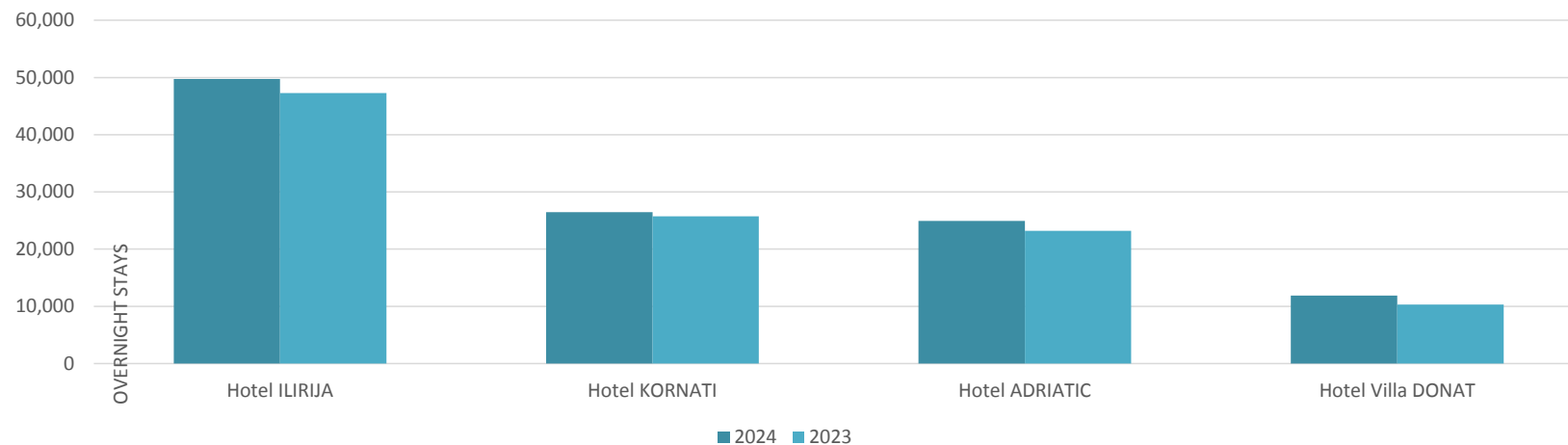
ILIRIJA D.D.	NUMBER OF ROOMS			NUMBER OF BEDS		
	2024	2023	INDEX 2024/2023	2024	2023	INDEX 2024/2023
ILIRIJA	157	157	1.00	326	326	1.00
KORNATI	106	106	1.00	230	230	1.00
ADRIATIC	100	100	1.00	210	210	1.00
DONAT	72	72	1.00	144	144	1.00
TOTAL	435	435	1.00	910	910	1.00

% Share of individual hotel (number of beds)

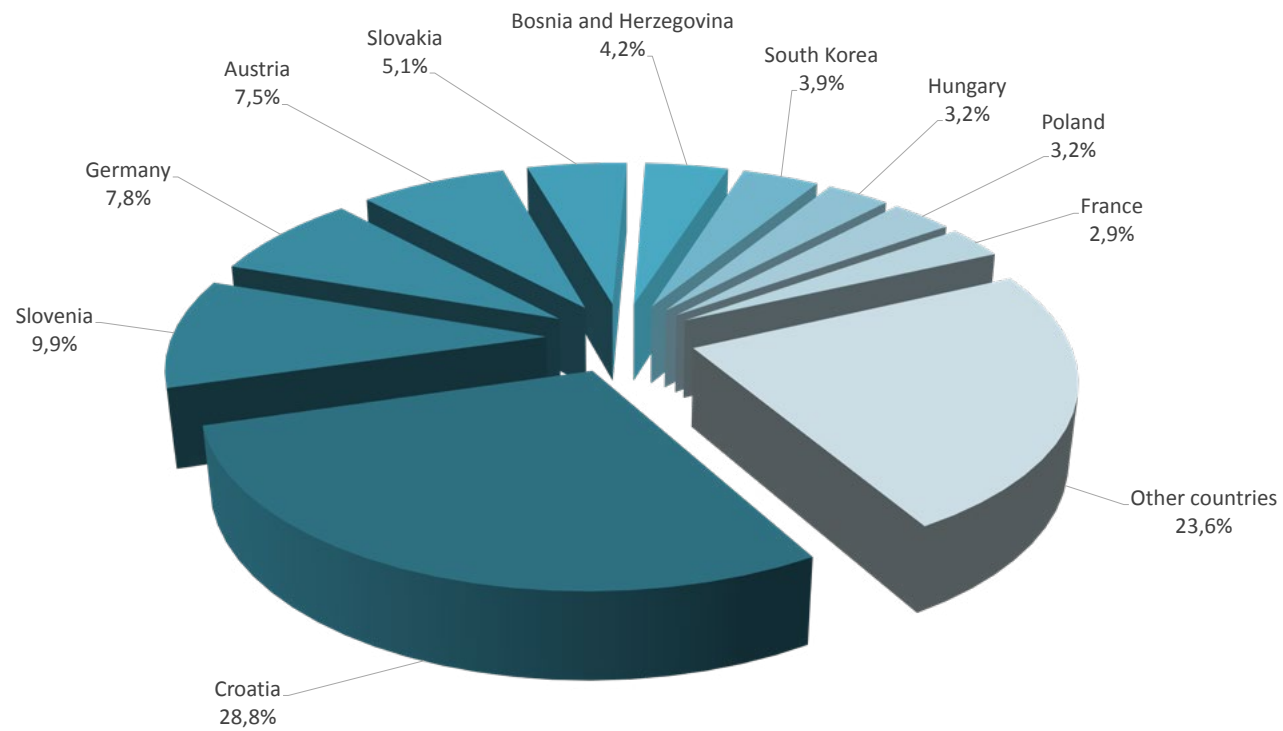


Overview and comparison of realised arrivals and overnight stays for the period 01/01-30/09/2024 with the same period in 2023

HOTEL SECTOR						
PROFIT CENTER	ARRIVALS		INDEX	OVERNIGHT STAYS		INDEX
	2024	2023	2024/2023	2024	2023	2024/2023
Hotel ILIRIJA	18,369	15,156	121	49,734	47,300	105
Hotel KORNATI	9,133	8,186	112	26,452	25,750	103
Hotel ADRIATIC	5,837	5,572	105	24,946	23,192	108
Hotel Villa DONAT	2,776	2,410	115	11,892	10,307	115
TOTAL	36,115	31,324	115	113,024	106,549	106



Realised overnight stays by outbound markets for the period from 01/01/2024 to 30/09/2024



Occupancy rate for the period from 01/01/2024 to 30/09/2024 and a comparison with the same period in 2023

Percentage share

MONTH	ILIRIJA						KORNATI						ADRIATIC						DONAT						GRAND TOTAL					
	Room total	2024	%	Room total	2023	%	Room total	2024	%	Room total	2023	%	Room total	2024	%	Room total	2023	%	Room total	2024	%	Room total	2023	%	Room total	2024	%	Room total	2023	%
JANUARY (I)	4,867	537	11.03%	4,867	333	6.84%	3,286	61	1.86%	3,286	253	7.70%	3,100	86	2.77%	3,100	55	1.77%	2,232	0	0.00%	2,232	0	0.00%	13,485	684	5.07%	13,485	641	4.75%
FEBRUARY (II)	4,553	491	10.78%	4,396	0	0.00%	3,074	0	0.00%	2,968	344	11.59%	2,900	0	0.00%	2,800	0	0.00%	2,088	0	0.00%	2,016	0	0.00%	12,615	491	3.89%	12,180	344	2.82%
MARCH (III)	4,867	2,011	41.32%	4,867	1,266	26.01%	3,286	67	2.04%	3,286	39	1.19%	3,100	0	0.00%	3,100	0	0.00%	2,232	0	0.00%	2,232	0	0.00%	13,485	2,078	15.41%	13,485	1,305	9.68%
APRIL (IV)	4,710	2,396	50.87%	4,710	2,938	62.38%	3,180	488	15.35%	3,180	948	29.81%	3,000	53	1.77%	3,000	31	1.03%	2,160	0	0.00%	2,160	0	0.00%	13,050	2,937	22.51%	13,050	3,917	30.02%
MAY (V)	4,867	3,294	67.68%	4,867	2,572	52.85%	3,286	1,823	55.48%	3,286	1,369	41.66%	3,100	2,103	67.84%	3,100	1,244	40.13%	2,232	28	1.25%	2,232	0	0.00%	13,485	7,248	53.75%	13,485	5,185	38.45%
JUNE (VI)	4,710	2,828	60.04%	4,710	3,432	72.87%	3,180	1,872	58.87%	3,180	1,880	59.12%	3,000	1,770	59.00%	3,000	1,508	50.27%	2,160	1,052	48.70%	2,160	0	0.00%	13,050	7,522	57.64%	13,050	6,820	52.26%
JULY (VII)	4,867	4,178	85.84%	4,867	4,179	85.86%	3,286	2,633	80.13%	3,286	2,747	83.60%	3,100	2,508	80.90%	3,100	2,650	85.48%	2,232	1,538	68.91%	2,232	1,689	75.67%	13,485	10,857	80.51%	13,485	11,265	83.54%
AUGUST (VIII)	4,867	4,408	90.57%	4,867	4,380	89.99%	3,286	2,959	90.05%	3,286	2,913	88.65%	3,100	2,704	87.23%	3,100	2,915	94.03%	2,232	1,776	79.57%	2,232	2,068	92.65%	13,485	11,847	87.85%	13,485	12,276	91.03%
SEPTEMBER (IX)	4,710	3,744	79.49%	4,710	3,491	74.12%	3,180	2,636	82.89%	3,180	2,544	80.00%	3,000	2,245	74.83%	3,000	2,010	67.00%	2,160	1,107	51.25%	2,160	1,447	66.99%	13,050	9,732	74.57%	13,050	9,492	72.74%
TOTAL	43,018	23,887	55.53%	42,861	22,591	52.71%	29,044	12,539	43.17%	28,938	13,037	45.05%	27,400	11,469	41.86%	27,300	10,413	38.14%	19,728	5,501	27.88%	19,656	5,204	26.48%	119,190	53,396	44.80%	118,755	51,245	43.15%

Occupancy days

MONTH	ILIRIJA						KORNATI						ADRIATIC						DONAT						GRAND TOTAL					
	Room total	2024	Days in 2024	Room total	2023	Days in 2023	Room total	2024	Days in 2024	Room total	2023	Days in 2023	Room total	2024	Days in 2024	Room total	2023	Days in 2023	Room total	2024	Days in 2024	Room total	2023	Days in 2023	Room total	2024	Days in 2024	Room total	2023	Days in 2023
JANUARY (I)	4,867	537	3	4,867	333	2	3,286	61	1	3,286	253	2	3,100	86	1	3,100	55	1	2,232	0	0	2,232	0	0	13,485	684	2	13,485	641	1
FEBRUARY (II)	4,396	491	3	4,396	0	0	3,074	0	0	2,968	344	3	2,900	0	0	2,800	0	0	2,088	0	0	2,016	0	0	12,458	491	1	12,180	344	1
MARCH (III)	4,867	2,011	13	4,867	1,266	8	3,286	67	1	3,286	39	0	3,100	0	0	3,100	0	0	2,232	0	0	2,232	0	0	13,485	2,078	5	13,485	1,305	3
APRIL (IV)	4,710	2,396	15	4,710	2,938	19	3,180	488	5	3,180	948	9	3,000	53	1	3,000	31	0	2,160	0	0	2,160	0	0	13,050	2,937	7	13,050	3,917	9
MAY (V)	4,867	3,294	21	4,867	2,572	16	3,286	1,823	17	3,286	1,369	13	3,100	2,103	21	3,100	1,244	12	2,232	28	0	2,232	0	0	13,485	7,248	17	13,485	5,185	12
JUNE (VI)	4,710	2,828	18	4,710	3,432	22	3,180	1,872	18	3,180	1,880	18	3,000	1,770	18	3,000	1,508	15	2,160	1,052	15	2,160	0	0	13,050	7,522	17	13,050	6,820	16
JULY (VII)	4,867	4,178	27	4,867	4,179	27	3,286	2,633	25	3,286	2,747	26	3,100	2,508	25	3,100	2,650	27	2,232	1,538	21	2,232	1,689	23	13,485	10,857	25	13,485	11,265	26
AUGUST (VIII)	4,867	4,408	28	4,867	4,380	28	3,286	2,959	28	3,286	2,913	27	3,100	2,704	27	3,100	2,915	29	2,232	1,776	25	2,232	2,068	29	13,485	11,847	27	13,485	12,276	28
SEPTEMBER (IX)	4,710	3,744	24	4,710	3,491	22	3,180	2,636	25	3,180	2,544	24	3,000	2,245	22	3,000	2,010	20	2,160	1,107	15	2,160	1,447	20	13,050	9,732	22	13,050	9,492	22
TOTAL	42,861	23,887	152	42,861	22,591	144	29,044	12,539	118	28,938	13,037	123	27,400	11,469	115	27,300	10,413	104	19,728	5,501	76	19,656	5,204	72	119,033	53,396	123	118,755	51,245	118

Monthly comparison of revenue/overnight stays of Ilirija Resort hotels for the period 01/01-30/09/2024 and a comparison with the same period in 2023

(EUR)

MONTH	GENERATED REVENUES			OVERNIGHT STAYS			AVERAGE PRICE (EUR)		
	2024	2023	INDEX 2024/2023	2024	2023	INDEX 2024/2023	2024	2023	INDEX 2024/2023
JANUARY	195,546.89	157,466.87	124.18	1,117	1,027	108.76	175.06	153.33	114.18
FEBRUARY	65,778.74	42,029.48	156.51	903	544	165.99	72.84	77.26	94.29
MARCH	229,186.99	145,561.19	157.45	3,929	2,476	158.68	58.33	58.79	99.22
APRIL	292,591.73	370,845.42	78.90	5,266	7,419	70.98	55.56	49.99	111.16
MAY	758,787.83	574,451.97	132.09	12,424	9,048	137.31	61.07	63.49	96.20
JUNE	1,059,039.26	882,651.20	119.98	15,299	13,024	117.47	69.22	67.77	102.14
JULY	1,924,043.80	1,885,976.52	102.02	27,160	27,132	100.10	70.84	69.51	101.91
AUGUST	2,477,253.59	2,261,789.96	109.53	29,601	28,712	103.10	83.69	78.78	106.24
SEPTEMBER	1,335,491.24	1,299,311.12	102.78	17,325	17,167	100.92	77.08	75.69	101.85
OCTOBER	0.00	614,405.69	0.00	0	8,792	0.00	#DIV/0!	69.88	#DIV/0!
NOVEMBER	0.00	112,713.72	0.00	0	1,095	0.00	#DIV/0!	102.93	#DIV/0!
DECEMBER	0.00	61,775.82	0.00	0	2,244	0.00	#DIV/0!	27.53	#DIV/0!
TOTAL	8,337,720.07	8,408,978.96	99.15	113,024	118,680	95.23	73.77	70.85	104.11
30/09	8,337,720.07	7,620,083.73	109.42	113,024	106,549	106.08	73.77	71.5	103.15

Revenue per sold room by 30/09/24 156.15 €

Revenue per sold room by 30/09/23 148.70 €

Revenue per sold room - 2024 167.94 €

Revenue per sold room - 2023 160.08 €

Selected profit centers within the hotel sector (EUR)

Lavender	2024	2023	
31/12		191,367.43	INDEX 2024/2023
30/09	176,469.06	171,932.61	102.64

Beach Club Ilirija	2024	2023	
31/12		251,483.50	INDEX 2024/2023
30/09	371,560.11	333,080.04	111.55

Tennis center	2024	2023	
31/12		75,907.30	INDEX 2024/2023
30/09	71,939.42	69,561.56	103.42

Beach bar "Donat"	2024	2023	
31/12		8,440.73	INDEX 2024/2023
30/09	9,440.00	8,761.00	107.75

Hotel sector total (EUR)

TOTAL	2024	2023	
31/12		8,936,177.92	INDEX 2024/2023
30/09	8,967,128.66	8,203,418.94	109.31

REVENUE BY ACTIVITIES

Revenue from hotel services amounted to EUR 8,337,720.07, compared to EUR 7,620,083.73 in the same period in 2023, marking a 9.42% increase.

Other revenue of the hotel sector including the revenue generated in selected profit centres, amounted to EUR 629,408.59 recording a symbolic increase of 7.9% compared to the EUR 583,335.21 generated in the same period of the previous year.

In total, revenue of the hotel sector amounted to EUR 8,967,128.66 compared to EUR 8,203,418.94 in the same period of the previous year, which is a 9.31% increase.



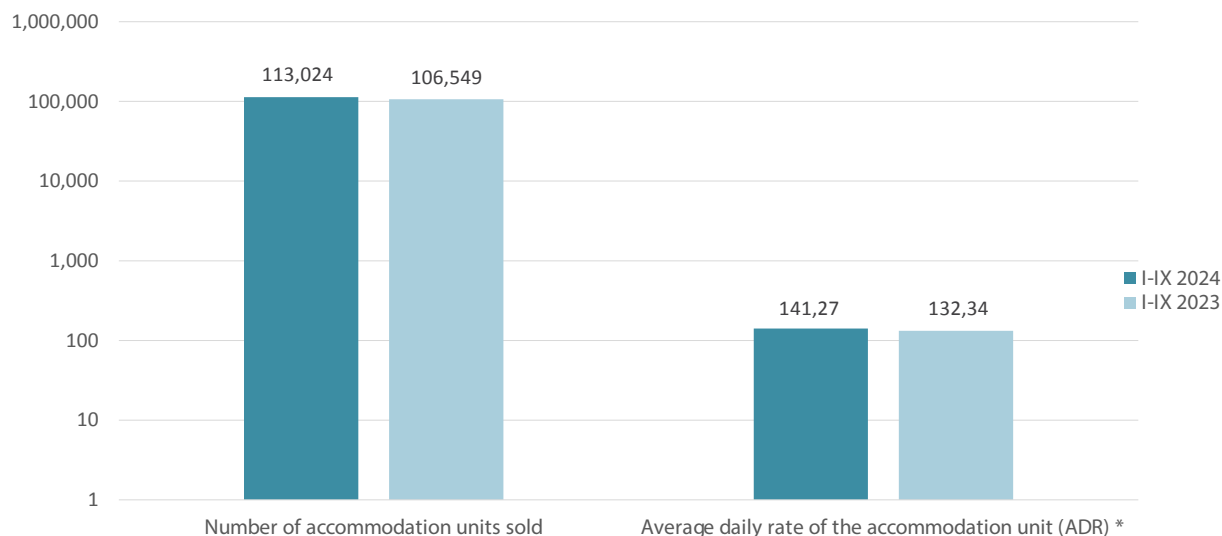
Summary of key market indicators of the hotel sector

In the first nine months of 2024, the hotel sector generated a revenue of EUR 8,967,128.66, which represents a 9.31% increase compared to the revenue of EUR 8,203,418.94 in the same period of 2023, generated by the increase in physical and market performance indicators. In the reporting period, there were 113,024 overnight stays, which is an increase of 6.08% compared to 106,549

overnight stays realised in the first nine months of the previous year, which was accompanied by a 4.20% increase in the number of accommodation units sold. Furthermore, there was an increase in revenue per accommodation unit (RevPAR) with regard to days of availability – by 8.15%, i.e. EUR 88.77 in this year’s first nine months compared to EUR 82.08 in the same period last year. At the

same time, the average daily rate per accommodation unit (ADR) for the reporting period amounted to EUR 141.27, in comparison with EUR 132.34 in the same period of the previous year, representing an increase by 6.75%.

Number of overnight stays and average daily rate of the accommodation unit (ADR) in the hotels of Ilirija d.d. in the priod I-IX 2024 and I-IX 2023



* ADR – Average daily rate of the accommodation unit is calculated on the basis of the revenue from board services (revenue from the accommodation and food and beverages of the board services)

Key market indicators of the hotel sector of Ilirija d.d.

	I-IX 2024	I-IX 2023	2024/2023
HOTELS IN BIOGRAD			
Accommodation capacities:			
Number of hotels	3	3	0.00%
Number of accommodation units	363	363	0.00%
Number of beds	766	766	0.00%
Physical turnover			
Number of overnight stays	101,132	96,242	5.08%
Number of accommodation units sold	47,895	46,041	4.03%
The occupancy of accommodation units based on a total number of days in a period (%)	48.15%	46.46%	3.65%
Occupancy rate of the accommodation units on an open days basis (%)	62.93%	60.59%	3.86%
Financial results (in EUR):			
Average daily rate of the accommodation unit (ADR) *	143.28 €	134.96 €	6.16%
Revenue per accommodation unit (RevPAR) on a total number of days basis in period **	69.00 €	62.70 €	10.03%
Revenue per accommodation unit (RevPAR) on an open days basis **	90.16 €	81.77 €	10.26%
HOTEL IN SV. FILIP I JAKOV			
Accommodation capacities:			
Number of hotels	1	1	0.00%
Number of accommodation units	72	72	0.00%
Number of beds	144	144	0.00%
Physical turnover			
Number of overnight stays	11,892	10,307	15.38%
Number of accommodation units sold	5,501	5,204	5.71%
The occupancy of accommodation units based on a total number of days in a period (%)	27.88%	26.48%	5.32%
Occupancy rate of the accommodation units on an open days basis (%)	62.12%	78.56%	-20.93%
Financial results (in EUR):			
Average daily rate of the accommodation unit (ADR) *	123.74 €	109.08 €	13.44%
Revenue per accommodation unit (RevPAR) on a total number of days basis in period **	34.50 €	28.88 €	19.48%
Revenue per accommodation unit (RevPAR) on an open days basis **	76.86 €	85.70 €	-10.31%
HOTELS - TOTAL ILIRIJA d.d.			
Accommodation capacities:			
Number of hotels	4	4	0.00%
Number of accommodation units	435	435	0.00%
Number of beds	910	910	0.00%
Physical turnover			
Number of overnight stays	113,024	106,549	6.08%
Number of accommodation units sold	53,396	51,245	4.20%
The occupancy of accommodation units based on a total number of days in a period (%)	44.80%	43.15%	3.82%
Occupancy rate of the accommodation units on an open days basis (%)	62.84%	62.03%	1.31%
Financial results (in EUR):			
Average daily rate of the accommodation unit (ADR) *	141.27 €	132.34 €	6.75%
Revenue per accommodation unit (RevPAR) on a total number of days basis in period **	63.29 €	57.11 €	10.82%
Revenue per accommodation unit (RevPAR) on an open days basis **	88.77 €	82.08 €	8.15%

Notes:

Hotels in Biograd include the hotels Ilirija, Adriatic and Kornati, while the hotel in Sv. Filip Jakov is the hotel Villa Donat. *

* ADR – Average daily rate of the accommodation unit is calculated on the basis of the revenue from board services (revenue from the accommodation and food and beverages of the board services).

** RevPAR – Revenue from the board services per accommodation unit includes the revenue from the board services (revenue from the accommodation and food and beverages of the board services) divided by the number of the available accommodation units in a given period (365 days; number of open days).

4.2 NAUTICAL SECTOR – MARINA KORNATI

In the nine months of the business year, Marina Kornati achieved the best financial operating results to date, generating revenue in the amount of EUR 7,617,134.00, i.e. 9% higher compared to the same period in 2023, when revenue amounted to EUR 6,976,714.00. Revenue growth in the reporting period was achieved through revenue increase in key physical business segments. The largest increase in absolute terms was generated by the revenue growth from contracted berths with accessories realised in the amount of EUR 5,446,204.00, which increased by 8% and makes up 72% of the total revenue of Marina Kornati. Furthermore, business cooperation revenue realised in the amount of EUR 436,776.00 grew by 12%, while in other services there was a 381% increase in revenue, amounting to EUR 191,979.00, which in the nine months of the previous year amounted to EUR 39,913.00. A revenue increase of 31% was also achieved under the item concerning the nautical fair and events, i.e. EUR 377,059.00, while port service revenue amounted to EUR 417,434.00, representing an 11% increase. A decrease in revenue was recorded under the item concerning daily berths and parking services as a result of a lower number of vessels in transit arrival. Daily berth revenue amounted to EUR 351,346.00, representing a 15% decrease compared to the same period in 2023, when it amounted to EUR 416,612.00, while the parking revenue amounted to EUR 396,336.00, representing a 2% decrease.

Marina Kornati performed business activities in the following segments:

1. Contracted berth:
 - Contracted berth – individual
 - Contracted berth – charter
2. Transit berth – vessel arrival
3. Transit berth – vessel overnight stays
4. Port service – crane operations

In the nine months of 2024, in the segment of the vessels at contracted berths, the most significant physical performance indicator of Marina Kornati, a total of 745 contracts on the use of berths were concluded, of which 385 for individual vessels and 360 for charter vessels, which is an increase of 2% compared to the same period of the previous year when 732 berths were contracted. Compared to the same period of the previous year, there was an increase in the number of charter vessels by 14%, which also significantly contributed to the increase in the contracted berth revenue, considering that charter vessels have a higher price than vessels of individual guests.

In the segment of transit vessels, there were 2,614 arrivals of transit vessels, which is 11% less than in the corresponding period of the previous business year. A total of 6,461 transit vessel overnight stays were recorded, representing a 13% decrease compared to the previous year, when 7,446 overnight stays were realised. In the reporting period, 3,402 port service operations were carried out (vessel

lifting, lowering and washing), representing an increase by 6% compared to the same period in the previous year, when 3,198 port service operations were carried out.

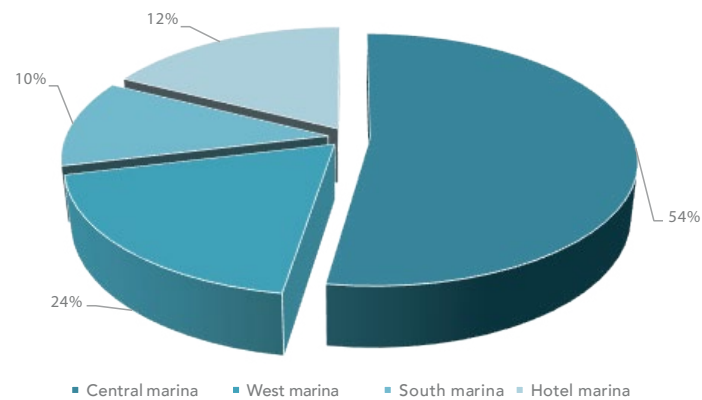
In the nine months of the business year, Marina Kornati maintained a continuous growth of key physical and financial business results, and the positive trend is expected to continue until the end of the business year.



Marina Kornati capacities

	Length of piers / m	Number of berths	Dry berth	Total number of berths
Central marina	923	365	70	435
West marina	262	190	0	190
South marina	180	80	0	80
Hotel marina	450	100	0	100
TOTAL	1.815	735	70	805

% Share of individual marina (number of berths)



Cumulative overview of physical turnover of the Marina Kornati for the period from 01/01 to 30/09/2024 and comparison with the same period in 2023

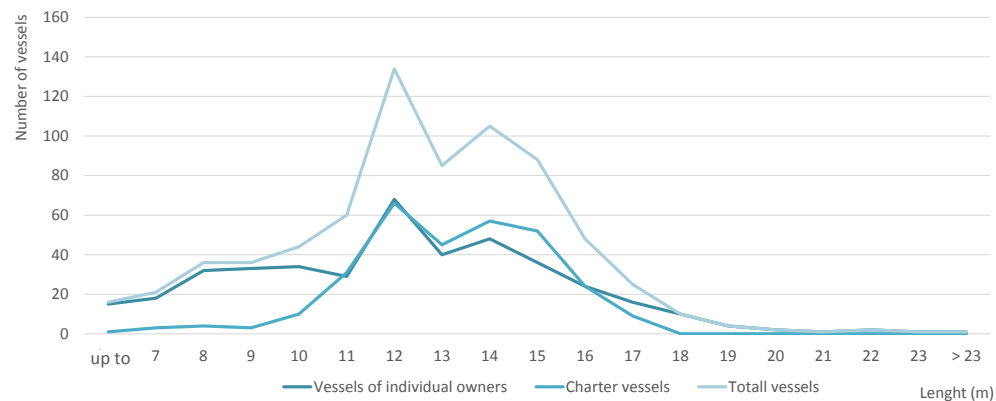
		2024 by month											
Name of position	Measurment unit	1	2	3	4	5	6	7	8	9	10	11	12
Contract-based berth - individual	Contracted vessel	85	232	270	328	363	379	384	385	385			
Contract-based berth - charter	Contracted vessel	0	3	26	330	348	358	358	360	360			
TOTAL Contract-based berth	Contracted vessel	85	235	296	658	711	737	742	745	745			
Transit berth - sailing in port	Sailing in port	3	13	31	201	451	875	1,456	2,123	2,614			
Transit berth - overnight stay of vessels	Boat/day	67	215	468	1,075	1,768	2,641	3,934	5,510	6,461			
Transit berth - overnight stay of vessel crew	Overnight stay of a person												
Port service	Operation	163	413	722	1,090	1,537	1,995	2,554	3,124	3,402			

		2023 by month											
Name of position	Measurment unit	1	2	3	4	5	6	7	8	9	10	11	12
Contract-based berth - individual	Contracted vessel	98	254	312	359	382	395	404	411	417			
Contract-based berth - charter	Contracted vessel	0	0	5	282	298	308	312	314	315			
TOTAL Contract-based berth	Contracted vessel	98	254	317	641	680	703	716	725	732			
Transit berth - sailing in port	Sailing in port	5	19	40	217	551	1,047	1,721	2,531	2,929			
Transit berth - overnight stay of vessels	Boat/day	117	218	392	1,047	1,878	2,973	4,684	6,609	7,446			
Transit berth - overnight stay of vessel crew	Overnight stay of a person												
Port service	Operation	127	375	719	1,094	1,493	1,939	2,394	2,867	3,198			

Vessels on berth contract for the period from 01/01 to 30/09/2024 and comparison with the same period in 2023

Purpose	Type of berth	Position of berth	01/01-30/09	% Total	01/01-30/09	% Total	Index
			2024	Vessels	2023	Vessels	
Vessel of individual owners	Annual berth in the sea	Central aquatorium	259	35	270	37	96
		South aquatorium	32	4	38	5	84
		Western aquatorium	2	0	2	0	100
	Annual berth on the land	Hotel port	33	4	36	5	92
		Marina land	3	0	5	1	60
	Seasonal berth in the sea	Marina aquatorium	18	2	29	4	62
		Hotel port	38	5	37	5	103
	Total individual vessels:			385	52	417	57
Charter vessels	Annual berth in the sea	Central aquatorium	133	18	115	16	116
		South aquatorium	0	0	0	0	#DIV/0!
		Western aquatorium	225	30	198	3	114
		Hotel port	2	0	2	0	100
	Total charter vessels:			360	48	315	43
Total vessels:			745	100	732	100	102

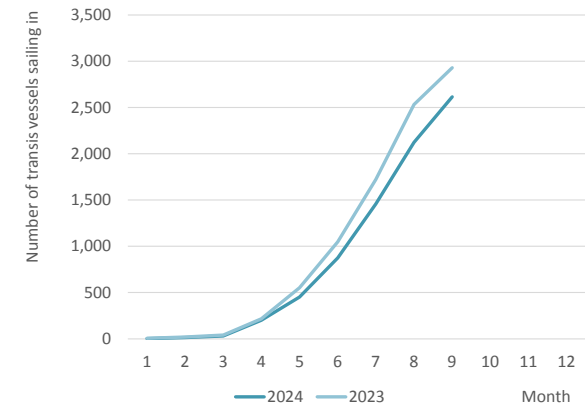
Vessels at contractual berth from 01/01 – 30/09/2024



Transit berth – inbound vessels sailing into the port in the period from 01/01 to 30/09/2024 and comparison with the same period in 2023

2024	Individually monthly			Cumulatively monthly		
	2024	2023	INDEX	2024	2023	INDEX
Month	2024/2023			2024/2023		
1	3	5	60	3	5	60
2	10	14	71	13	19	68
3	18	21	86	31	40	78
4	170	177	96	201	217	93
5	250	334	75	451	551	82
6	424	496	85	875	1,047	84
7	581	674	86	1,456	1,721	85
8	667	810	82	2,123	2,531	84
9	491	398	123	2,614	2,929	89
10						
11						
12						
Total:	2024	2,614				
Total:	2023	2,929				
Index	2024/2023	89				

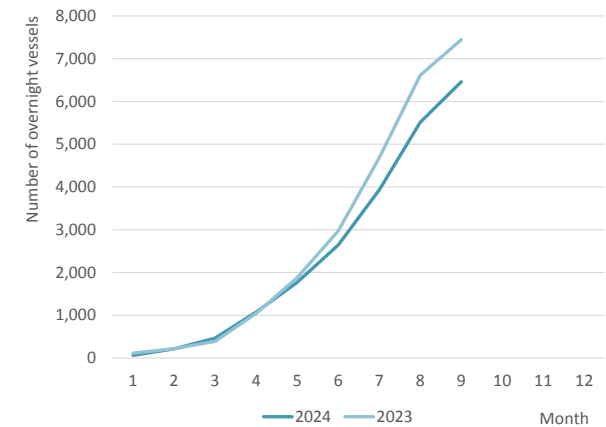
Sailing in of transit vessels by months (cumulatively)



Transit berth – vessel overnight stays in the period from 01/01 to 30/09/2024 and comparison with the same period in 2023

2024	Individually monthly			Cumulatively monthly		
	2024	2023	INDEX	2024	2023	INDEX
Month	2024/2023			2024/2023		
1	67	117	57	67	117	57
2	148	101	147	215	218	99
3	253	174	145	468	392	119
4	607	655	93	1,075	1,047	103
5	693	831	83	1,768	1,878	94
6	873	1,095	80	2,641	2,973	89
7	1,293	1,711	76	3,934	4,684	84
8	1,576	1,925	82	5,510	6,609	83
9	951	837	114	6,461	7,446	87
10						
11						
12						
Total:	2024	6,461				
Total:	2023	7,446				
Index	2024/2023	87				

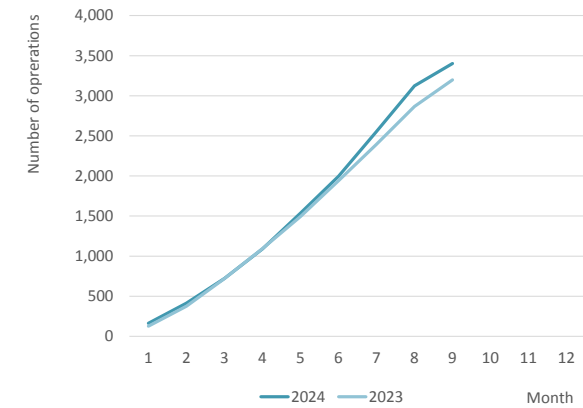
Overnight stay of transit vessels by month (cumulatively)



Activities of port services in the period from 01/01 to 30/09/2024 and comparison with the same period in 2023

2024	Individually monthly			Cumulatively monthly		
	2024	2023	INDEX	2024	2023	INDEX
Month	2024/2023			2024/2023		
1	163	127	128	163	127	128
2	250	248	101	413	375	110
3	309	344	90	722	719	100
4	368	375	98	1,090	1,094	100
5	447	399	112	1,537	1,493	103
6	458	446	103	1,995	1,939	103
7	559	455	123	2,554	2,394	107
8	570	473	121	3,124	2,867	109
9	278	331	84	3,402	3,198	106
10						
11						
12						
Total:	2024	3,402				
Total:	2023	3,198				
Index	2024/2023	106				

Activity of port service by month (cumaltively)



Revenue generated by the Marina Kornati for the period from 01/01 to 30/09/2024 individually by months and comparison with the same period in 2023

REVENUES OF MARINA KORNATI 2024 INDIVIDUALLY BY MONTHS (EUR)																	
Revenue positions		Months 2024												2024	2023	Index	
		1	2	3	4	5	6	7	8	9	10	11	12				Cumulat.
I	Daily berths	2,078	7,392	10,294	30,969	43,039	49,772	72,963	85,124	49,715					351,346	415,610	85
II	Contracted berth with accessories	544,623	1,053,373	245,530	1,693,381	166,318	111,208	1,588,876	35,285	7,610					5,446,204	5,061,519	108
III	Port service	26,207	46,000	50,852	64,240	58,770	53,019	52,960	42,167	23,219					417,434	375,863	111
IV	Vehicle parking	206	576	3,747	14,586	47,021	64,087	86,765	91,995	87,353					396,336	406,352	98
V	Other services	1,895	7,471	117,291	18,351	2,157	4,286	20,312	15,511	4,705					191,979	39,913	481
VI	Business cooperation	0	0		218,336	1,652		216,788							436,776	390,084	112
VII	Boat fair and events							61,144	89,941	225,974					377,059	287,372	131
	TOTAL:	575,009	1,114,812	427,714	2,039,863	318,957	282,372	2,099,808	360,023	398,576	0	0	0	7,617,134	6,976,714	109	

REVENUES OF MARINA KORNATI 2023 INDIVIDUALLY BY MONTHS (EUR)																
Revenue positions		Months 2023												2023		
		1	2	3	4	5	6	7	8	9	10	11	12		Cumulat.	
I	Daily berths	2,250	3,707	7,415	20,227	54,457	82,918	91,835	106,061	46,740						415,610
II	Contracted berth with accessories	684,442	911,451	286,049	1,402,679	166,009	105,431	1,418,514	65,744	21,201						5,061,519
III	Port service	14,231	42,319	48,986	60,214	58,775	52,585	40,227	35,555	22,971						375,863
IV	Vehicle parking	200	642	1,341	20,959	48,336	71,725	93,095	84,442	85,613						406,352
V	Other services	184	436	1,117	4,856	14,186	3,911	3,813	6,216	5,194						39,913
VI	Business cooperation				194,485	2,200		193,399								390,084
VII	Boat fair and events					1,580	11,129	37,114	73,004	164,545						287,372
	TOTAL:	701,307	958,555	344,907	1,703,420	345,543	327,699	1,877,997	371,022	346,264						6,976,714

Revenue generated by the Marina Kornati for the period from 01/01 to 30/09/2024 cumulatively by months and comparison with the same period in 2023

REVENUES OF MARINA KORNATI 2024 CUMULATIVELY BY MONTHS (EUR)														
Revenue positions		Months 2024											% of total revenues	
		1	2	3	4	5	6	7	8	9	10	11		12
I	Daily berths	2,078	9,470	19,764	50,733	93,772	143,544	216,507	301,631	351,346				5
II	Contracted berth with accessories	544,585	1,597,996	1,843,526	3,536,907	3,703,225	3,814,433	5,403,309	5,438,594	5,446,204				72
III	Port service	26,207	72,207	123,059	187,299	246,069	299,088	352,048	394,215	417,434				5
IV	Vehicle parking	206	782	4,529	19,115	66,136	130,223	216,988	308,983	396,336				5
V	Other services	1,895	9,366	126,657	145,008	147,165	151,451	171,763	187,274	191,979				2
VI	Business cooperation	0	0	0	218,336	219,988	219,988	436,776	436,776	436,776				6
VII	Boat fair and events		0	0	0	0	0	61,144	151,085	377,059				5
TOTAL:		574,971	1,689,821	2,117,535	4,157,398	4,476,355	4,758,727	6,858,535	7,218,558	7,617,134				100

REVENUES OF MARINA KORNATI 2023 CUMULATIVELY BY MONTHS (EUR)														
Revenue positions		Months 2023											% of total revenues	
		1	2	3	4	5	6	7	8	9	10	11		12
I	Daily berths	2,250	5,957	13,372	33,599	88,056	170,974	262,809	368,870	415,610				6
II	Contracted berth with accessories	684,442	1,595,893	1,881,941	3,284,620	3,450,629	3,556,060	4,974,574	5,040,318	5,061,519				73
III	Port service	14,231	56,550	105,536	165,750	224,525	277,110	317,337	352,892	375,863				5
IV	Vehicle parking	200	842	2,182	23,141	71,477	143,202	236,297	320,739	406,352				6
V	Other services	184	620	1,737	6,593	20,779	24,690	28,503	34,719	39,913				1
VI	Business cooperation		0	0	194,485	196,685	196,685	390,084	390,084	390,084				5
VII	Boat fair and events		0	0	0	1,580	12,709	49,823	122,827	287,372				4
TOTAL:		701,307	1,659,862	2,004,769	3,708,189	4,053,732	4,381,431	6,259,428	6,630,450	6,976,714				100

Summary of key market indicators of Marina Kornati performance

The nautical sector of the Company consists of three segments, i.e. Marina Kornati, the “Marina Kornati” restaurant and the nautical fair, which generated revenue in the amount of EUR 8,062,177.00, constituting a 9% increase compared to the same period of the previous year, when they amounted to EUR 7,426,339.00. The largest revenue of the nautical sector was generated in Marina Kornati in the amount of EUR 7,240,075.00, with a growth rate of 8%, which is the best achieved financial result of the marina by the end of the third quarter of the business year.

Vessels moored at contracted berths, a key physical indicator of the marina's operations, realised EUR 5,446,204.00 in revenue, constituting an increase of 7.60% compared to the same period of the previous year, generating for the most part an increase in the revenue of the entire marina, considering that they account for 75% of its revenue. At the same time, the average revenue per contracted berth also increased, amounting to EUR 7,310.34 for the reporting period. Business cooperation revenue amounted to EUR 436,776.00, representing an 11.97% increase, while service revenue amounted to EUR 417,434.00, with a growth rate of 11.06%. Transit berth revenue has decreased by 15.46% due to a decrease in transit vessel arrivals. Parking revenue has also decreased by 2.46% compared to the same period of the previous year.



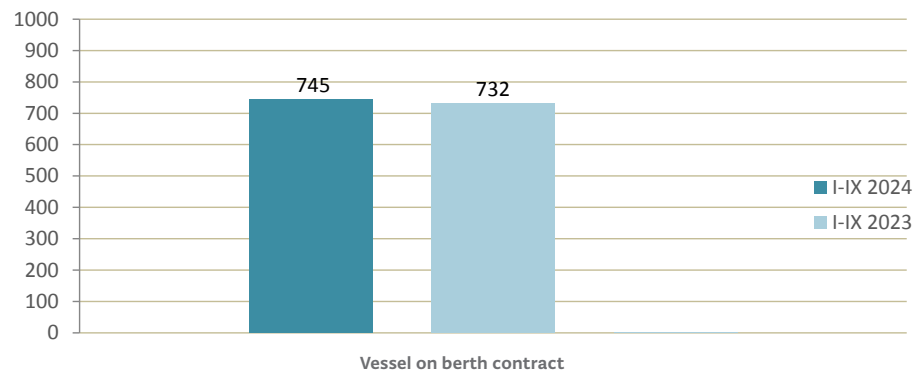
Key market indicators of Marina Kornati

	I-IX 2024	I-IX 2023	2024/2023
Capacity(number of berths): *			
Central marina	435	435	0.00%
Western marina	190	190	0.00%
Southern marina	80	80	0.00%
Hotel marina	100	100	0.00%
Total number of berths	805	805	0.00%
Physical turnover:			
Vessel on berth contract	745	732	1.78%
Number of overnight stays (vessels having tranzit berth)	6,461	7,446	-13.23%
Number of servise operations executed	3,402	3,198	6.38%
Numbe of parking places	500	500	0.00%
Number of bussiness cooperation agreements	49	49	0.00%
Financial results			
Total operating revenue of the marina (in EUR):	7,240,075.00 €	6,689,342.00 €	8.23%
Berth contract:			
Revenue from berth contracts	5,446,204.00 €	5,061,519.00 €	7.60%
Aver. revenue per berth contract	7,310.34 €	6,914.64 €	5.72%
Share in the total operating revenue of the marina	75.22%	75.67%	-0.58%
Transit berth:			
Revenue from the transit berth	351,346.00 €	415,610.00 €	-15.46%
Aver. revenue per overnight stay (transit berth)	54.38 €	55.82 €	-2.57%
Share in the total operating revenue of the marina	4.9%	6.2%	-21.89%
Servicing:			
Revenue from servicing	417,434.00 €	375,863.00 €	11.06%
Aver. revenue per serv. operation	122.70 €	117.53 €	4.40%
Share in the total operating revenue of the marina	5.8%	5.6%	2.61%
Parking:			
Revenue from parking	396,336.00 €	406,352.00 €	-2.46%
Aver. revenue per parking space	792.67 €	812.70 €	-2.46%
Share in the total operating revenue of the marina	5.5%	6.1%	-9.88%
Business cooperation:			
Revenue from business cooperation	436,776.00 €	390,084.00 €	11.97%
Aver. revenue from business cooperation	8,913.80 €	7,960.90 €	11.97%
Share in the total operating revenue of the marina	6.0%	5.8%	3.45%

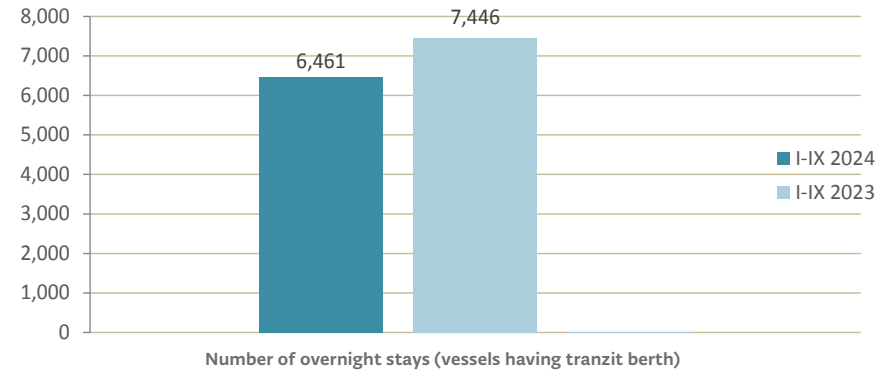
Notes:

* Number of berths refers to physically available number of berths in the marina

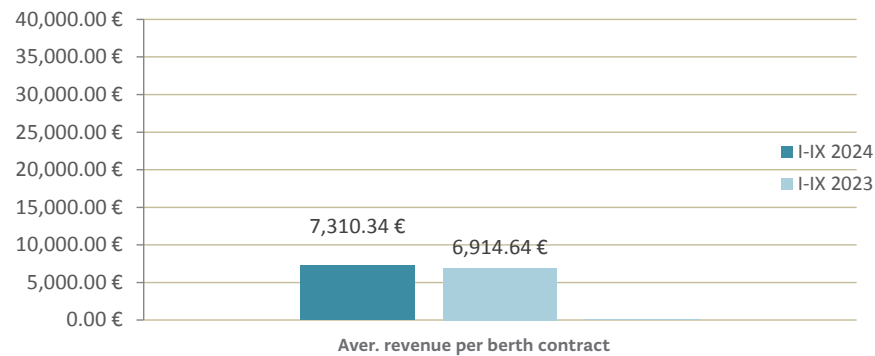
No. of vessels per berth contract in the Marina Kornati in the period I-IX 2024 and I-IX 2023



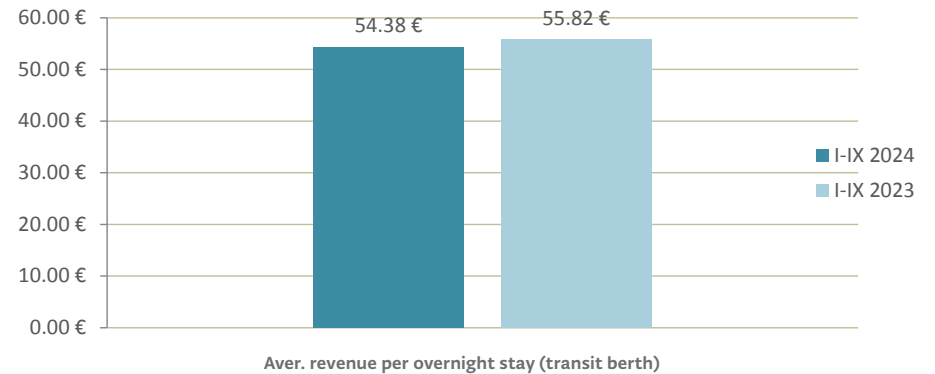
No. of overnight stay transits vessel in Marini Kornati in the period I-IX 2024 and I-IX 2023.



Average revenues earned per berth contract in Marini Kornati in the period I-IX 2024 and I-IX 2023



Average reveues earned per overnight stay transit vesse in Marini Kornati in the period I-IX 2024 and I-IX 2023



4.3 CAMPING SECTOR – CAMPSITE “PARK SOLINE”

During the first nine months of 2024, the camping sector recorded 49,288 arrivals, representing an increase of 0.12% compared to the same period in the previous year, while simultaneously realising 318,010 overnight stays, representing 97.58% of the realisation in the same period of 2023.

Two segments of campsite operations (lump sum guests and mobile homes) recorded an increase in arrivals and overnight stays. The lump sum segment recorded an increase in overnight stays by 8.11% and in arrivals by 8.01%, which resulted in 6.48 days of stay by lump sum guests in the reporting period of the year. The aforementioned increase is mostly a consequence of an increase in the number of leased lump-sum spots, an increase in the lump-sum price and a favourable schedule of bank holidays in June (the Slovenian and the Croatian market account for the largest share in lump-sum guests). The mobile homes market segment realised an increase of 5.64% in arrivals and of 1.10% in overnight stays compared to the same nine-month period of 2023. Most of the increase was generated in June due to the Slovenian and the Croatian market, and during the peak season. Individuals as a market segment realised 86.80% in arrivals and 84.95% in overnight stays compared to the arrivals and overnight stays realised in

the same period of 2023. The allotment realised 89.98% in arrivals and 85.34% in overnight stays due to a 16.33% decrease in the number of leased plots, which resulted in a decrease in the index in overnight stays and arrivals of agency guests.

The camping sector recorded an increase in revenue, where generated revenue amounted to EUR 7,021,84.42, a 5% increase compared to the same period in the previous year, when it amounted to EUR 6,682,019.08. In the reporting period, lump sum revenue grew by 16%, which is the result of a higher number of leased lump sum pitches compared to the previous year, of which most of the lump sum refers to mobile homes that bring higher revenue, followed by the increase in revenue from private mobile homes, which is higher by 8%, and the increase in revenue from other services by 16%.

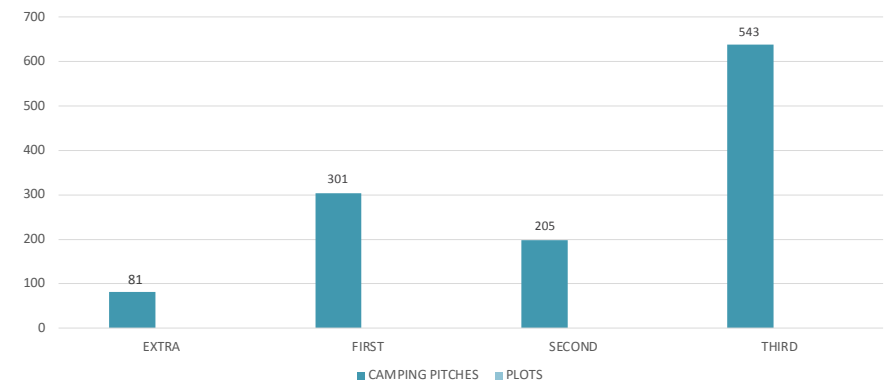
In the structure of realised overnight stays, among the five leading outbound markets are: (I) the Slovenian market with a 25.08% share of overnight stays, (II) the Czech market with a 15.55% share, (III) the Croatian market with a 14.06% share, (IV) the German market with a 10.95% share, and (V) the Dutch market with a 4.54% share. In the business segment of mobile homes, the largest incre-

ase in comparison with the same period of 2023 was recorded for guests from the Hungarian market (by 30.18%), the Croatian market (by 26.33%), the Polish market (by 18.46%) and the market of Bosnia and Herzegovina (by 18.10%). In the business segment of camping units, the largest increase was recorded with regard to guests from the market of Bosnia and Herzegovina with a growth rate of 63.08%, the Hungarian market with a growth of 28.66%, the Slovak market with a growth of 17.19% and the Croatian market with a growth of 15.30%. At the same time, when it comes to market segments, lump sum payments and guests in mobile homes prevail in the structure of overnight stays, with a share of 38% and 29% in overnight stays respectively.

The increase in arrivals and revenue for the first nine months of 2024 is the result of investments in the quality of the campsite facilities and services, additionally strengthened by more intense marketing activities in key sales channels.

Capacities of the camp "Park Soline"

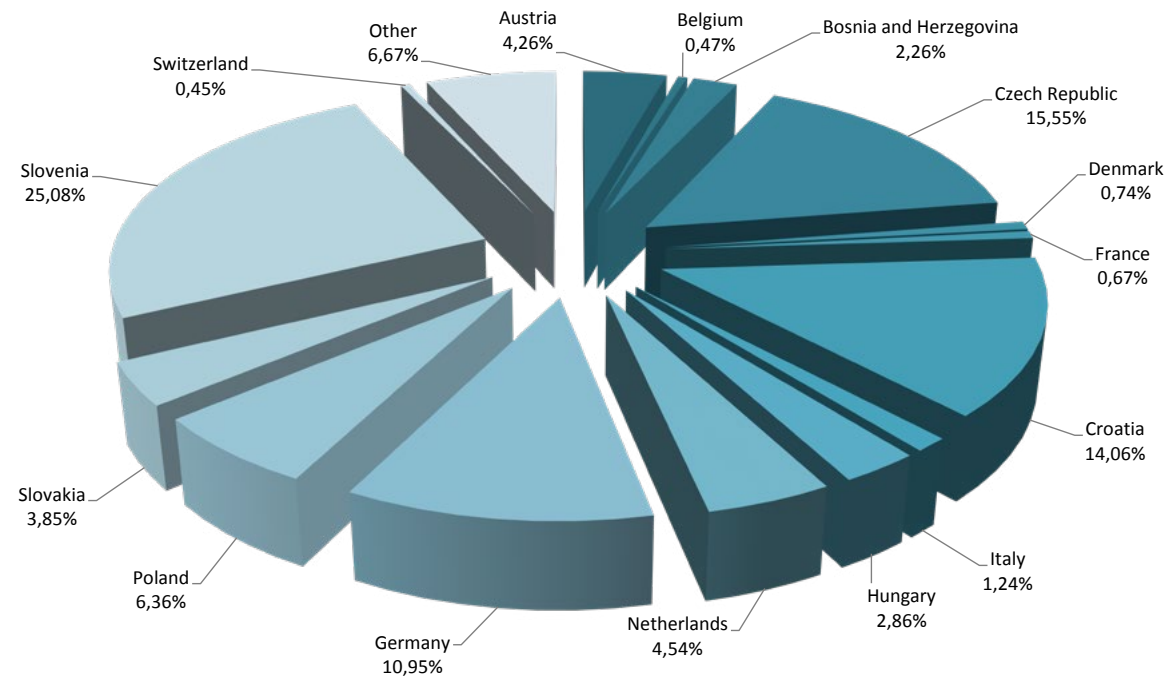
		2021	2022	2023	2024
I	EXTRA ZONE				
	CAMPING PITCHES	81	81	81	81
	CAMPING PLOTS	0	0	0	0
	TOTAL	81	81	81	81
II	FIRST ZONE				
	CAMPING PITCHES	303	303	301	301
	CAMPING PLOTS	0	0	0	0
	TOTAL	303	303	301	301
III	SECOND ZONE				
	CAMPING PITCHES	208	208	205	205
	CAMPING PLOTS	0	0	0	0
	TOTAL	208	208	205	205
IV	THIRD ZONE				
	CAMPING PITCHES	616	616	543	543
	CAMPING PLOTS	0	0	0	0
	TOTAL	616	616	543	543
Σ	GRANDTOTAL				
	CAMPING PITCHES	1208	1208	1130	1130
	CAMPING PLOTS	0	0	0	0
	TOTAL	1208	1208	1130	1130



Arrivals and overnight stays by outbound market and average days of stay for the period 01/01-30/09/2024 and a comparison with the same period in 2023

COUNTRY	2024		2023		INDEX 2024/2023		AVERAGE STAY (DAYS)	
	Arrivals	Overnight stays	Arrivals	Overnight stays	Arrivals	Overnight stays	2024	2023
Austria	2,258	13,560	2,312	13,995	97.66	96.89	6.01	6.05
Belgium	198	1,480	428	2,865	46.26	51.66	7.47	6.69
B&H	1,450	7,185	905	4,435	160.22	162.01	4.96	4.90
Czech Rep	6,987	49,448	8,319	61,121	83.99	80.90	7.08	7.35
Denmark	298	2,345	487	3,650	61.19	64.25	7.87	7.49
France	386	2,121	563	3,398	68.56	62.42	5.49	6.04
Croatia	8,224	44,698	6,970	38,415	117.99	116.36	5.44	5.51
Italy	648	3,956	890	5,182	72.81	76.34	6.10	5.82
Hungary	1,622	9,109	1,322	7,375	122.69	123.51	5.62	5.58
Netherlands	1,862	14,425	2,804	22,911	66.41	62.96	7.75	8.17
Germany	4,636	34,835	6,121	45,982	75.74	75.76	7.51	7.51
Poland	2,919	20,216	2,786	19,312	104.77	104.68	6.93	6.93
Slovakia	1,877	12,235	1,696	10,800	110.67	113.29	6.52	6.37
Slovenia	12,387	79,750	11,291	73,400	109.71	108.65	6.44	6.50
Switzerland	298	1,446	436	2,236	68.35	64.67	4.85	5.13
Other	3,238	21,201	1,898	10,804	170.60	196.23	6.55	5.69
TOTAL	49,288	318,010	49,228	325,881	100.12	97.58	6.45	6.62

Realised overnight stays by outbound markets for the period 01/01-30/09/2024



Arrivals, overnight stays, and number of pitches by market segment until 30/09/2024 and a comparison with the same period in 2023

MARKET SEGMENT	2024			2023			INDEX 2024/2023			AVERAGE DAYS OF STAY	
	Arrivals	Overnight stays	Pitch	Arrivals	Overnight stays	Pitch	Arrivals	Overnight stays	Pitch	2024	2023
Allotment	6,190	46,135	123	6,879	54,061	147	89.98	85.34	83.67	7.45	7.86
Lump sum	18,803	121,762	318	17,409	112,625	301	108.01	108.11	105.65	6.48	6.47
Individuals	9,451	56,983	419	10,888	67,081	412	86.80	84.95	101.70	6.03	6.16
Mobile homes	14,844	93,130	270	14,052	92,114	270	105.64	101.10	100.00	6.27	6.56
TOTAL	49,288	318,010	1,130	49,228	325,881	1,130	100.12	97.58	100.00	6.45	6.62

Cumulative overview of daily and monthly occupancy of campsite accommodation units for the period from 01/04/2024 to 30/09/2024

MONTH	APRIL				MAY				JUNE				JULY			
SEGMENT	MAXIMUM POSSIBLE PITCHES DAYS	PITCH DAYS	OCCUPANCY IN %	DAYS OF OCCUPANCY	MAXIMUM POSSIBLE PITCHES DAYS	PITCH DAYS	OCCUPANCY IN %	DAYS OF OCCUPANCY	MAXIMUM POSSIBLE PITCHES DAYS	PITCH DAYS	OCCUPANCY IN %	DAYS OF OCCUPANCY	MAXIMUM POSSIBLE PITCHES DAYS	PITCH DAYS	OCCUPANCY IN %	DAYS OF OCCUPANCY
MOBILE HOMES ILIRIJA	8,040	240	2.99%	0.90	8,308	1,115	13.42%	4.16	8,040	3,709	46.13%	13.84	8,308	7,307	87.95%	27.26
AGENCIES	3,690	3,690	100.00%	30.00	3,813	3,813	100.00%	31.00	3,690	3,690	100.00%	30.00	3,813	3,813	99.19%	30.75
LUMP SUM	9,540	9,540	100.00%	30.00	9,858	9,858	100.00%	31.00	9,540	9,540	100.00%	30.00	9,858	9,858	100.32%	31.10
INDIVIDUALS PITCHES STANDARD MARE, COMFORT AND STANDARD III ZONE	10,380	416	4.01%	1.20	10,726	1,322	12.33%	3.82	10,380	2,248	21.66%	6.50	10,726	5,231	48.77%	15.12
INDIVIDUALS CAMPING STANDARD IV ZONE	2,160	0	0.00%	0.00	2,263	53	2.34%	0.73	2,190	110	5.02%	1.51	2,263	716	31.64%	9.81
INDIVIDUALS TOTAL	12,540	416	3.31%	0.99	12,989	1,375	10.59%	3.28	12,570	2,358	18.76%	5.63	12,989	5,947	45.78%	14.19
TOTAL	33,870	13,886	41.00%	12.30	35,030	16,161	46.13%	14.30	33,900	19,297	56.92%	17.08	35,030	26,925	76.86%	23.83

MONTH	AUGUST				SEPTEMBER				TOTAL 2024				TOTAL 2023					
SEGMENT	MAXIMUM POSSIBLE PITCHES DAYS	PITCH DAYS	OCCUPANCY IN %	DAYS OF OCCUPANCY	MAXIMUM POSSIBLE PITCHES DAYS	PITCH DAYS	OCCUPANCY IN %	DAYS OF OCCUPANCY	NUMBER OF ACCOMMODATING UNITS	MAXIMUM POSSIBLE PITCHES DAYS	PITCH DAYS	OCCUPANCY IN %	DAYS OF OCCUPANCY	NUMBER OF ACCOMMODATING UNITS	MAXIMUM POSSIBLE PITCHES DAYS	PITCH DAYS	OCCUPANCY IN %	DAYS OF OCCUPANCY
MOBILE HOMES ILIRIJA	8,308	7,907	95.17%	29.50	8,040	3,189	39.66%	11.90	270	49,044	23,467	47.85%	87.56	270	48,861	23,740	48.59%	88.91
AGENCIES	3,813	3,813	100.00%	31.00	3,690	3,690	100.00%	30.00	123	22,509	22,509	100.00%	183.00	147	26,901	26,901	100.00%	183.00
LUMP SUM	9,858	9,858	100.00%	31.00	9,540	9,540	100.00%	30.00	318	58,194	58,194	100.00%	183.00	301	55,083	55,083	100.00%	183.00
INDIVIDUALS PITCHES STANDARD MARE, COMFORT AND STANDARD III ZONE	10,726	6,641	61.91%	19.19	10,380	2,046	19.71%	5.91	346	63,318	17,904	28.28%	51.75	346	63,318	20,571	32.49%	59.45
INDIVIDUALS CAMPING STANDARD IV ZONE	2,263	1,142	50.46%	15.64	2,190	72	3.29%	0.99	73	13,359	2,093	15.67%	28.67	66	12,078	2,602	21.54%	39.42
INDIVIDUALS TOTAL	12,989	7,783	59.92%	18.58	12,570	2,118	16.85%	5.05	419	76,677	19,997	26.08%	47.73	412	75,396	23,173	30.74%	56.25
TOTAL	35,030	29,361	83.82%	25.98	33,900	18,537	54.68%	16.40	1130	206,424	124,167	60.15%	110.08	1130	206,241	128,897	62.50%	114.37

MONTH	INDEX 2024/2023				
SEGMENT	NUMBER OF ACCOMMODATING UNITS	"MAXIMUM POSSIBLE PITCHES DAYS"	PITCH DAYS	OCCUPANCY IN %	DAYS OF OCCUPANCY
MOBILE HOMES ILIRIJA	100.00	100.37	98.85	98.48	98.48
AGENCIES	83.67	83.67	83.67	100.00	100.00
LUMP SUM	105.65	105.65	105.65	100.00	100.00
INDIVIDUALS PITCHES STANDARD MARE, COMFORT AND STANDARD III ZONE	100.00	100.00	87.04	87.04	87.04
INDIVIDUALS CAMPING STANDARD IV ZONE	110.61	110.61	80.44	72.72	72.72
INDIVIDUALS TOTAL	101.70	101.70	86.29	84.85	84.85
TOTAL	100.00	100.09	96.33	96.25	96.25

Campsite revenue for the period 01/01-30/09/2024 and a comparison with the same period in 2023

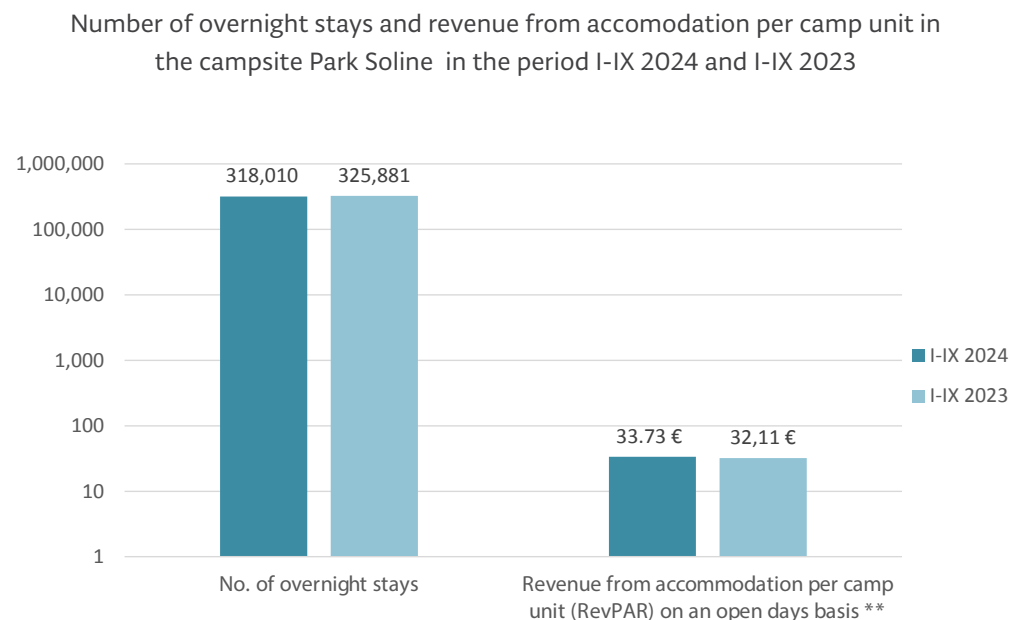
SEGMENT		2023					2024			INDEX	
		GENERATED IN 2023			GENERATED PRIOR 30/09/2023		GENERATED PRIOR 30/09/2024			2024/2023	
		NO.OF PITC- HES	OVERNIGHT STAYS	REVENUES	REALIZED OVER- NIGHT STAYS	REVENUES	NO.OF PITC- HES	REALIZED OVER- NIGHT STAYS	REVENUES	OVER- NIGHT STAYS	REVENUES
1	MOBILE HOMES ILIRIJA	270	92,394	3,172,046.56 €	92,114	3,158,438.63 €	270	93,130	3,401,836.39 €	101	108
2	AGENCIES	147	54,732	547,256.65 €	54,061	547,256.65 €	123	46,135	490,884.95 €	85	90
3	INDIVIDUALS	412	67,550	1,203,612.00 €	67,081	1,188,478.54 €	419	56,983	1,054,366.13 €	85	89
4	LUMP SUM	301	114,334	1,508,249.66 €	112,625	1,496,084.94 €	318	121,762	1,736,910.30 €	108	116
5	OTHER SERVICES	-	-	310,175.84 €		291,760.32 €	0		337,856.65 €	#DIV/0!	116
TOTAL:		1130	329,010	6,741,340.71 €	325,881	6,682,019.08 €	1130	318,010	7,021,854.42 €	105	105

Summary of key market indicators of the “Park Soline” campsite

In the first nine months of 2024, the Company camping sector, consisting of the “Park Soline” campsite and the “Park Soline” restaurant, recorded an increase in revenue compared to the same period of the previous year, despite a slightly lower number of overnight stays. Compared to the same period in 2023, 97.58% of overnight stays were recorded, while there was an increase of 3.58% in terms of financial targets. Compared to the same period in the previous business year, the “Park Soline” campsite recorded a higher number of guest arrivals and a lower number of shorter overnight stays, which resulted in a 3.67% decrease in capacity occupancy. At the same time, the average price increased by 8.99% and the accommodation revenue per campsite unit increased by 5.04% based on campsite unit occupancy with regard to days of availability. These results of key market indicators reflect the changes in key outbound markets, as well as increased marketing activities and strategically planned investments in key sales channels. Investments made in improving the quality of accommodation units have also definitely contributed to the higher financial operating results.

Notes:

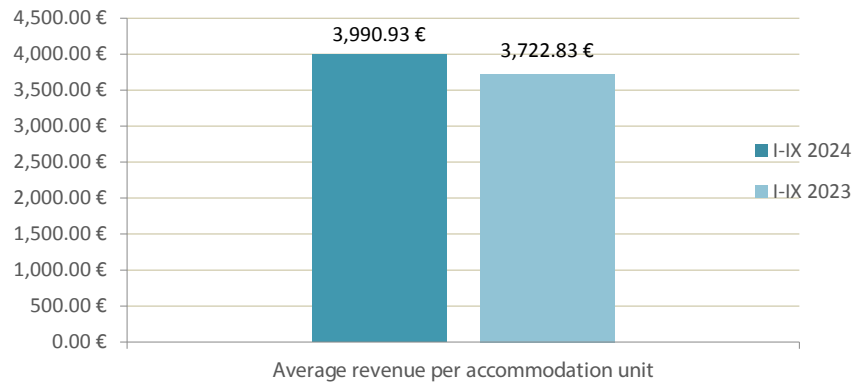
** RevPAR -Revenue from accommodation per camp unit is the revenue from accommodation divided by a number of available camp units in the working period.



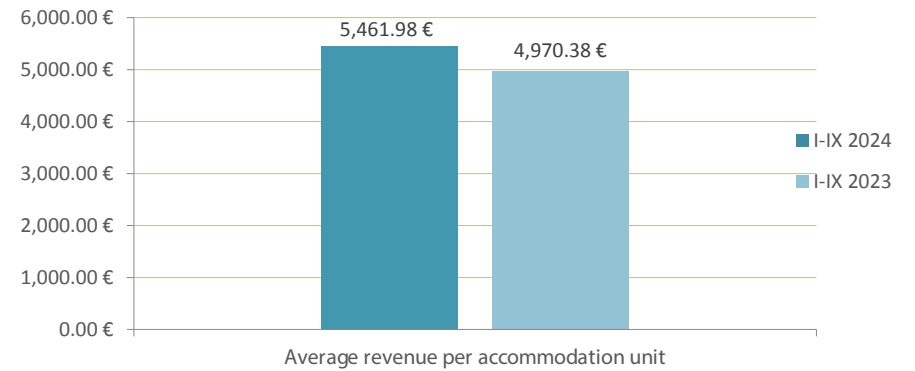
Key market indicators of the campsite Park Soline

	I-IX 2024	I-IX 2023	2024/2023
Accommodation capacities:			
Number of camping units	1.130	1.130	0,00%
Number of guests	3.390	3.390	0,00%
Physical turnover:			
No. of overnight stays	318,010	325,881	-2.42%
No. of sold camp units	124,167	128,897	-3.62%
Annual occupancy rate of the camp units (%)	30.02%	31.24%	-3.89%
Occupancy rate of the units on an open days basis (%)	60.04%	62.30%	-3.62%
Financial results:			
Total operating revenue	7,024,637.90 €	6,682,019.08 €	5.13%
Fixed lease:			
Revenue - fixed lease	490,884.95 €	547,256.65 €	-10.30%
Average revenue per accommodation unit	3,990.93 €	3,722.83 €	7.20%
Share in the total operating campsite revenue	6.99%	8.19%	-14.68%
Number of units	123	147	-16.33%
Lump sum:			
Revenue - Lump sum	1,736,910.30 €	1,496,084.94 €	16.10%
Average revenue per accommodation unit	5,461.98 €	4,970.38 €	9.89%
Share in the total operating campsite revenue	24.73%	22.39%	10.43%
Number of units	318	301	5.65%
Individuals:			
Revenue - Individuals	1,054,366.13 €	1,188,478.54 €	-11.28%
Average revenue per accommodation unit	2,516.39 €	2,884.66 €	-12.77%
Share in the total operating campsite revenue	15.01%	17.79%	-15.61%
Number of units	419	412	1.70%
Mobile homes:			
Revenue - Mobile homes	3,401,836.39 €	3,158,438.63 €	7.71%
Average revenue per mobile homes	12,599.39 €	11,697.92 €	7.71%
Share in the total operating campsite revenue	48.43%	47.27%	2.45%
Number of mobile homes	270	270	0.00%
Extra services:			
Revenue -extra services	337,856.65 €	291,760.32 €	15.80%
Average revenue per accommodation unit	298.99 €	258.19 €	15.80%
Share in the total operating campsite revenue	4.81%	4.37%	10.15%
Total number of units	1130	1130	0.00%
Financial results:			
Average daily rate of the camp unit (ADR)*	56.17 €	51.54 €	8.99%
Revenue from accommodation per camp unit (RevPAR) on a basis of 366 days **	16.86 €	16.10 €	4.76%
Revenue from accommodation per camp unit (RevPAR) on an open days basis **	33.73 €	32.11 €	5.04%

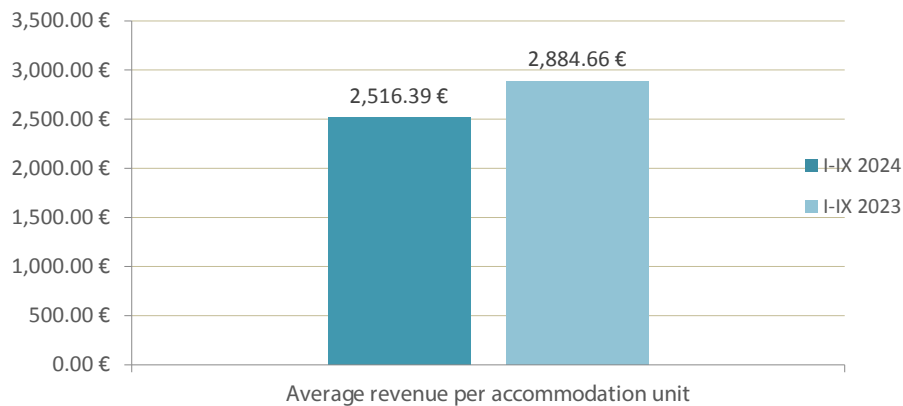
Average revenue per fixed lease unit in the campsite Park Soline in the period I-IX 2024 and I-IX 2023



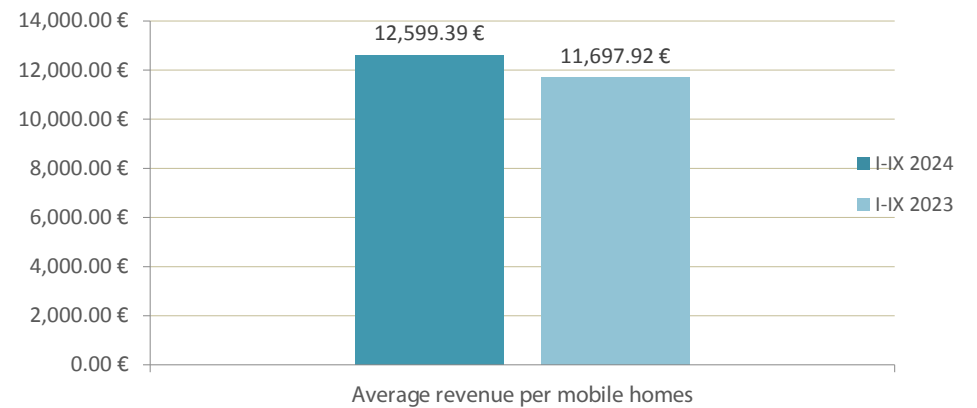
Average revenue per lump sum unit in the campsite Park Soline in the period I-IX 2024 and I-IX 2023



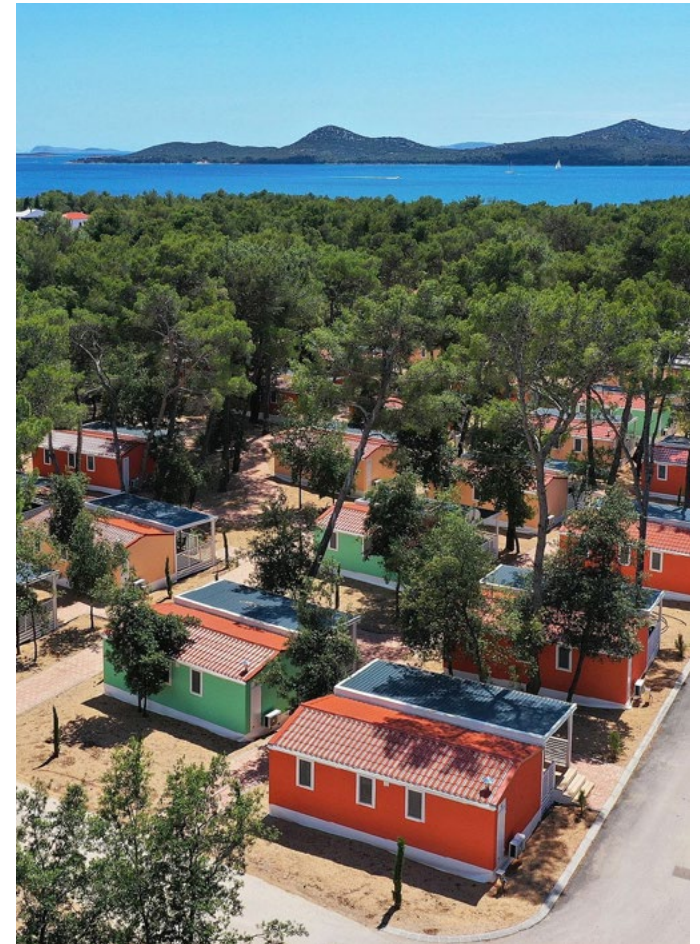
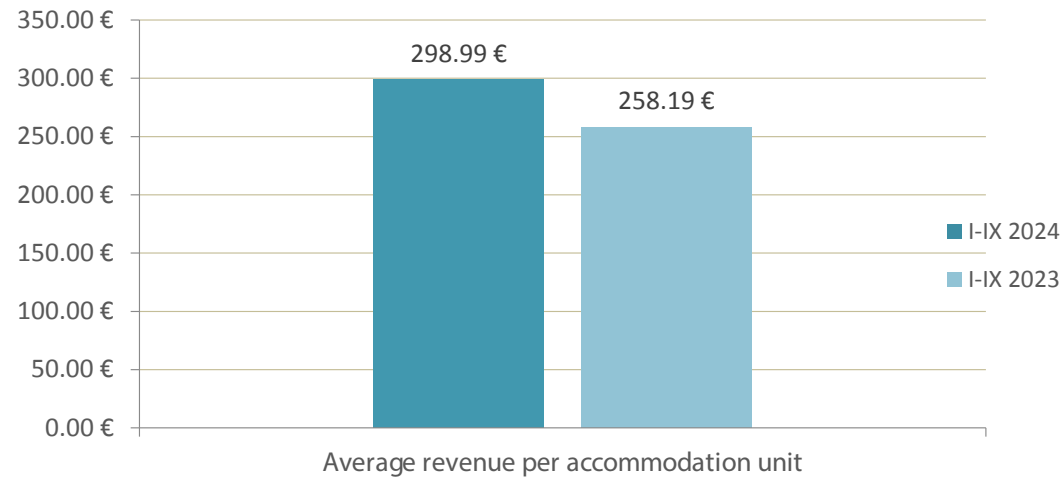
Average revenue per individuals unit in the campsite Park Soline in the period I-IX 2024 and I-IX 2023



Average revenue per mobile homes in the campsite Park Soline in the period I-IX 2024 and I-IX 2023



Average revenue per extra services in the campsite Park Soline
in the period I-IX 2024 and I-IX 2023



4.4 CITY GALLERIA BUSINESS AND SHOPPING CENTER

City Galleria Business and Shopping Centre is located in a heavily populated residential area in the immediate centre of Zadar, just a ten-minute walk from the old town. Due to the good location of the building and the fact it is surrounded by some of the main city roads, the City Galleria Business and Shopping Centre is exceptionally easy to spot and access by a large number of local residents and foreign visitors.

The business results achieved in the first nine months of 2024 show a visible growth of key market indicators in that period. Operating revenue generated in the first nine months of 2024 through lease of commercial premises, common costs, use of common parts of the centre, lease of advertising space, garage revenue and lease of commercial premises in Phase 1 of the Centre, amounted to EUR 1,620,871.15. Other operating revenue relating to insurance claims amounted to EUR 8,417.10 in the relevant period, which brings the total generated operating revenue in the reporting period to EUR 1,629,288.25. Total revenue generated in the previous year amounted to EUR 1,559,252.88, representing an increase of 4.49% in the current year.

In the category of revenue from the lease of commercial premises in the observed period of 2024, in comparison to the same period of 2023, an increase of 6.85% was recorded, while revenue from common

costs recorded an increase of 5.36%. The category of revenue from the use of common areas of the Centre decreased by 11.60% compared to the results achieved in the same period of 2023. Revenue from the lease of advertising space remained at the same level compared to the same period of the previous year, while the category of parking revenue recorded an increase of 8.31% in the current year. Operating revenue from the lease of business premises in the neighbouring Phase 1 of the Centre recorded an increase of 12.06% in the first nine months of 2024 compared to the same period in 2023.

In the first nine months of 2024, the number of vehicles using the public underground garage of the centre amounted to 547,354, while in the same period in 2023, the number amounted to 538,570 vehicles. The said result constitutes a 1.63% increase in the reporting year. In addition to the shown increase in revenue and the number of visitors using the garage in the reporting period of 2024 relative to the previous business year, there was also an increase in the length of parking time in the garage of the City Galleria Centre.

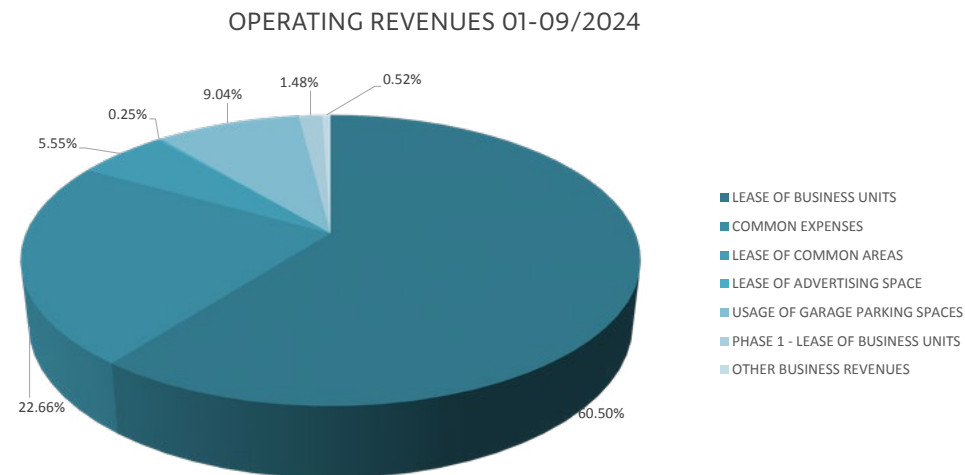
Business revenue of the City Galleria Business and Shopping Center in Zadar for the period from 01/01-30/09/2024 and a comparison with the same period in 2023

DESIGNATION	DESCRIPTION	NUMBER OF ACTIVE CONTRACTS	SURFACE AREA (m ²)	REVENUES 01-09/2024	%	REVENUES 01-09/2023	%	INDEX 2024/2023
1	LEASE OF BUSINESS UNITS	36	9445,32*	985,799.85 €	60.50%	922,584.38 €	59.17%	107
2	COMMON EXPENSES	34	6648,73**	369,148.71 €	22.66%	350,371.63 €	22.47%	105
3	LEASE OF COMMON AREAS	24	1,506.50	90,487.90 €	5.55%	102,361.77 €	6.56%	88
4	LEASE OF ADVERTISING SPACE	8	130.98	4,024.36 €	0.25%	4,024.43 €	0.26%	100
5	USAGE OF GARAGE PARKING SPACES	410***	10,863.50	147,331.30 €	9.04%	136,024.79 €	8.72%	108
6	PHASE 1 - LEASE OF BUSINESS UNITS	6	289.96	24,079.03 €	1.48%	21,486.74 €	1.38%	112
REVENUES				1,620,871.15 €	99.48%	1,536,853.74 €	98.56%	105
7	OTHER BUSINESS REVENUES			8,417.10 €	0.52%	22,399.14 €	1.44%	38
TOTAL REVENUES				1,629,288.25 €	100.00%	1,559,252.88 €	100.00%	104

* total net leasable surface area

** total net leasable area for calculation of common expenses

*** number of parking spaces in the garage



Summary of key market results of the City Galleria Business and Shopping Centre

In the first nine months of 2024, the City Galleria Business and Shopping Centre achieved positive operating results with a visible growth of key market indicators and the revenue achieved in the reporting period represents the best recorded financial results of the Centre so far.

The total rentable area of the facility is 9,445.32 m². By purchasing the commercial premises in the neighbouring Phase 1 of the Zadar Shopping Centre facility, the Company secured an additional 289.96 m² of commercial space for lease, which increased the total rentable area of all commercial spaces owned by ILIRIJA d.d. to 9,735.28 m². On 30 September 2024, a total of 36 commercial lease agreements were active, i.e. the occupancy rate was 99.76% of the indicated net rentable area of the Centre, while the commercial premises occupancy rate in Phase 1 was 100%.

Most of the revenue of the City Galleria Business and Shopping Centre comes from commercial leasing. The average lease per square metre of active commercial premises during the period observed was EUR 11.57/m² per month. Other revenue was based on calculating common costs (calculated for the area of 6,648.73 m²), leasing and commercial use of common areas of the Business and Shopping Centre (1,506.30 m² in total), collection of single parking

fees and leasing of parking spaces in the underground garage of the Centre (total area of 10,863.50 m²), leasing of business premises in Phase 1 of the facility (total area of 289.96 m²), and, in the smallest share, leasing advertising space on the façade of the Centre (total area of 130.98 m²). Total revenue generated during the first nine months of 2024 increased by 4.49% relative to the same period of the previous year.

The public underground garage of the Centre has a total of 410 parking spaces, and its occupancy in the nine-month period of 2024 shows a 1.63% increase relative to the same period of the previous year, with 547,354 vehicles, while the occupancy in the same period of 2023 was 538,570 vehicles. The garage revenue from single parking fees; monthly, weekly, and daily tickets; annual subscriptions and leased parking spaces in the reporting period of 2024 amounted to a total of EUR 147,331.30, and an average garage revenue per parking space amounted to EUR 359.34, representing an increase of as much as 8.30% compared to the same period of the previous year.



Key market indicators of the real-estate sector – City Galleria

PERIOD	I-IX 2024	I-IX 2023	2024/2023
Commercial capacities:			
Premises - floor area (m ²)	9,445.32	9,464.72	-0.20%
Shared costs - floor area (m ²)	6,648.73	6,668.13	-0.29%
Common areas - floor area (m ²)	1,506.30	1,533.50	-2%
Advertising space - floor area (m ²)	130.98	130.98	0.00%
Garage - floor area (m ²)	10,863.50	10,863.50	0.00%
Commercial turnover:			
Premises - number of active contracts	36	34	5.88%
Shared costs - number of active contracts	34	32	6.25%
Common areas - number of active contracts	24	26	-7.69%
Advertising space - number of active contracts	8	8	0.00%
Garage - number of parking spaces	410	410	0.00%
Garage - turnover of vehicles	547,354	538,570	1.63%
Financial results (in EUR):			
Average monthly rent earned per m ² of premises (AMR)*	11.57 €	10.83 €	6.83%
Average rent earned per m ² of premises for the period	104.12 €	97.48 €	6.81%
Average revenue from the garage per parking space for the period**	359.34 €	331.77 €	8.31%

Notes:

* AMR - Average Monthly Rent - The average monthly price achieved for m² of the premises is calculated based on the revenue from the rent of premises and net available floor area of active premises.

** The revenue from the garage per parking space is the revenue from the garage divided by the number of available parking spaces in a given period.

4.5 ILIRIJA TRAVEL

Ilirija Travel, as a destination management company, continued its strong growth in the first nine months of 2024. By developing new services and amenities, the Company has been creating an integrated and complementary tourism product and offering additional services in the pre-season through the agency, which has, thanks to improved sales and increasing number of arrivals of organised groups, increased the number of events and attendees as well as revenue. Total revenue of EUR 1,365,604.80 increased by 10.32% compared to EUR 1,237,849.21 from the same period of the previous year, and was realised across other Company's profit centres as well.

After last year's 175 events with 17,518 participants, this year, 239 events were attended by 31,093 people. Through specialised programmes and events such as concerts, incentives, events, conferences, congresses, weddings, excursions, regattas, and others, the Company achieved a robust growth in both physical and financial results, with pronounced increase in demand for excursion programmes compared to the previous pre-season. The multi-purpose facility Arsenal in Zadar also experienced an exceptional growth, generating revenue in the amount of EUR 794,270.89 compared to EUR

389,993.62 in the same period last year, marking a 103.66% revenue increase.

Realised events in the period 01/01-30/09/2024 and comparison with the same period in 2023

	Number of events 2024	Number of events 2023	INDEX 2024/2023	Number of guests 2024	Number of guests 2023	INDEX 2024/2023	Revenue 2024	Revenue 2023	INDEX 2024/2023
							1	1	
TOTAL	239	175	136,57	31.093	17.518	177.49	1.365.604,80€	1.237.849,21 €	110,32

5 FINANCIAL OPERATING RESULTS AT COMPANY LEVEL

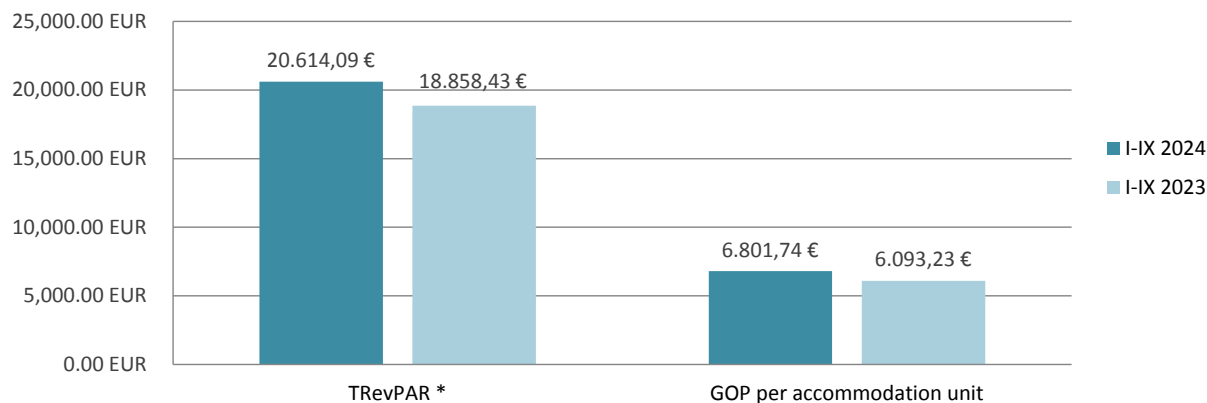
5.1 FINANCIAL OPERATING RESULTS OF THE COMPANY BY SECTORS

5.1.1 HOTEL SECTOR

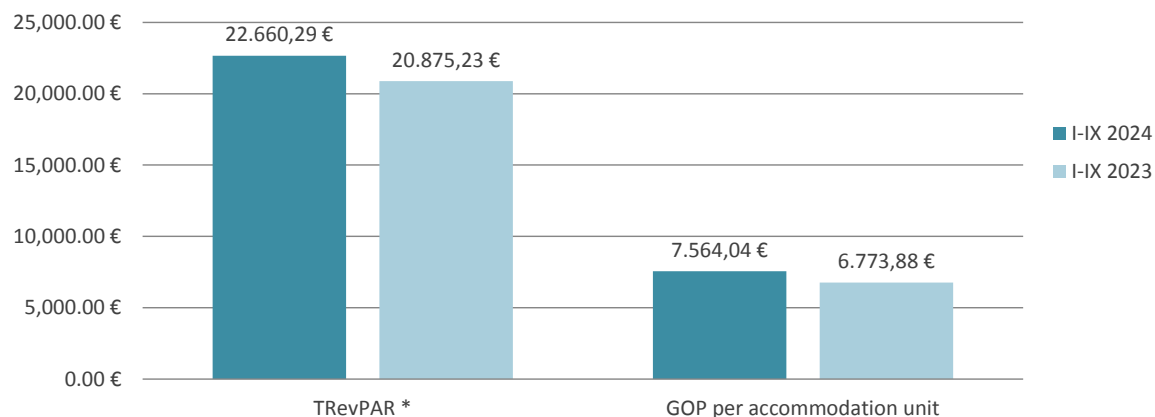
(in EUR)	I-IX 2024	I-IX 2023	2024/2023
HOTEL SECTOR - BIOGRAD			
Operating revenues	8,225,685.75 €	7,577,708.41 €	8.55%
Revenues from board services	6,862,408.63 €	6,213,883.68 €	10.44%
TRevPAR *	22,660.29 €	20,875.23 €	8.55%
Operating costs **	5,479,938.36 €	5,118,790.29 €	7.06%
Gross operating profit (GOP) ***	2,745,747.39 €	2,458,918.12 €	11.66%
GOP per accommodation unit	7,564.04 €	6,773.88 €	11.66%
GOP margin****	33.4%	32.4%	2.87%
Capital investments	151,099.24 €	656,486.54 €	-76.98%
HOTEL SECTOR - SV. FILIP I JAKOV			
Operating revenues	741,442.91 €	625,710.53 €	18.50%
Revenues from board services	680,707.64 €	567,667.21 €	19.91%
TRevPAR *	10,297.82 €	8,690.42 €	18.50%
Operating costs **	528,432.54 €	434,073.81 €	21.74%
Gross operating profit (GOP) ***	213,010.37 €	191,636.72 €	11.15%
GOP per accommodation unit	2,958.48 €	2,661.62 €	11.15%
GOP margin****	28.7%	30.6%	-6.20%
Capital investments	93,767.55 €	115,442.23 €	-18.78%
HOTEL SECTOR - TOTAL ILIRIJA d.d.			
Operating revenues	8,967,128.66 €	8,203,418.94 €	9.31%
Revenues from board services	7,543,116.27 €	6,781,550.89 €	11.23%
TRevPAR *	20,614.09 €	18,858.43 €	9.31%
Operating costs **	6,008,370.90 €	5,552,864.10 €	8.20%
Gross operating profit (GOP) ***	2,958,757.76 €	2,650,554.84 €	11.63%
GOP per accommodation unit	6,801.74 €	6,093.23 €	11.63%
GOP margin****	33.0%	32.3%	2.12%
Capital investments	244,866.79 €	771,928.77 €	-68.28%

In the first nine months of 2024, the hotel sector generated a revenue of EUR 8,967,128.66, which represents a 9.31% increase compared to the revenue of EUR 8,203,418.94 in the same period of 2023. At the same time, operating costs of the hotel sector increased by 7.06% in comparison to the previous year. With the growth of revenue while simultaneously managing costs, the gross operating profit (GOP) at the level of the hotel sector was realised in the amount of EUR 2,958,757.76, constituting an increase of 11.63% compared to the same period in 2023. The GOP per accommodation unit amounts to EUR 6,801.74, constituting an 11.63% increase, while the GOP margin has significantly increased to 33%.

Total revenues per accommodation unit (TrevPAR) and GOP per accommodation unit in the hotel sector od Ilirija d.d. in the period I-IX 2024 and I-IX 2023



Total revenues per accommodation unit (TrevPAR) and GOP per accommodation unit in the hotels in Biograd in the period I-IX 2024 and I-IX 2023



Notes:

* TRevPAR denotes the total operating revenue of the hotel industry divided by a number of physical accommodation units.

GOP denotes a gross operating profit of the hotel industry before the allocation of costs of common services, and is calculated in the following way: operating revenues – operating expenses (before allocation, without depreciation and fixed costs).

5.1 FINANCIAL OPERATING RESULTS OF THE COMPANY BY SECTORS

5.1.2 NAUTICAL SECTOR

Marina Kornati, the “Marina Kornati” restaurant and the Nautical Fair represent the profit centres of the Company’s nautical sector, which generated revenue in the following amounts in the reporting period:

- Marina Kornati: EUR 7,240,075.00
- “Marina Kornati” restaurant: EUR 445,043.00
- Nautical Fair: EUR 377,059.00

Total revenue generated by the nautical sector amounted to EUR 8,062,177.00, constituting an increase of 9% compared to the same period of 2023, when it amounted to EUR 7,426,339.00. The most significant contribution to the generation of revenue, as well as share therein, of the Company’s entire nautical sector is the revenue generated by Marina Kornati. In the nine months of the current business year, it was realised in the amount of EUR 7,240,075.00 with a growth rate of 8% achieved compared to the same period of 2023, representing the highest revenue generated thus far by the marina, mostly by the increase in revenue generated from contracted berths. Operating revenue per berth also simultaneously grew and, for the reporting period, amounted to EUR 10,015.13, constituting a 9% increase. Furthermore, in addition to the revenue of Marina Kornati, the nautical fair also achieved an increase in revenue of 31%, while revenue of the “Marina Kornati” restaurant was slightly lower, i.e. by 1%.

The substantial increase in operating revenue across the entire nautical sector was accompanied by an increase in the gross operating profit, which amounted to EUR 5,442,874.00 for the entire nautical sector at a rate of 11% compared to the same period of the previous year, when it amounted to EUR 4,920,568.00. The increase in the gross operating profit was accompanied by an increase in the GOP per berth, which equals EUR 6,761.33 in the reporting period, and is higher by 11%, while the GOP margin equals 68% and continued to grow in comparison with the same period of the previous year.

Key financial indicators of Marina Kornati

(in EUR)	I-IX 2024	I-IX 2023	2024/2023
NAUTICS TOTAL			
Operating revenues	8,062,177.00 €	7,426,339.00 €	9%
Operating revenues per berth	10,015.13 €	9,225.27 €	9%
Operating costs*	2,619,303.00 €	2,505,771.00 €	5%
GOP **	5,442,874.00 €	4,920,568.00 €	11%
GOP per berth	6,761.33 €	6,112.51 €	11%
GOP margin ***	68%	66%	2%
Capital investments	82,860.00 €	388,186.00 €	-79%
MARINA KORNATI			
Operating revenues	7,240,075.00 €	6,689,342.00 €	8%
Operating revenues per berth	8,993.88 €	8,309.74 €	8%
Operating costs*	1,940,301.00 €	1,876,315.00 €	3%
GOP **	5,299,774.00 €	4,813,027.00 €	10%
GOP per berth	6,583.57 €	5,978.92 €	10%
GOP margin ***	73%	72%	2%
RESTAURANT OF MARINA KORNATI			
Operating revenues	445,043.00 €	449,625.00 €	-1%
Operating costs*	453,690.00 €	454,583.00 €	0%
GOP **	-8,647.00 €	-4,958.00 €	74%
GOP margin ***	-2%	-1%	76%
BOAT SHOW			
Operating revenues	377,059.00 €	287,372.00 €	31%
Operating costs*	225,312.00 €	174,873.00 €	29%
GOP **	151,747.00 €	112,499.00 €	35%
GOP margin ***	40%	39%	3%

Notes:

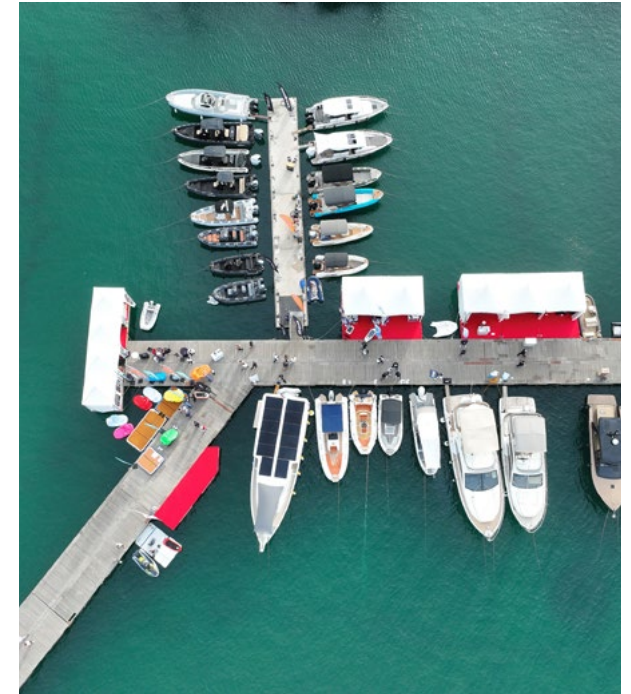
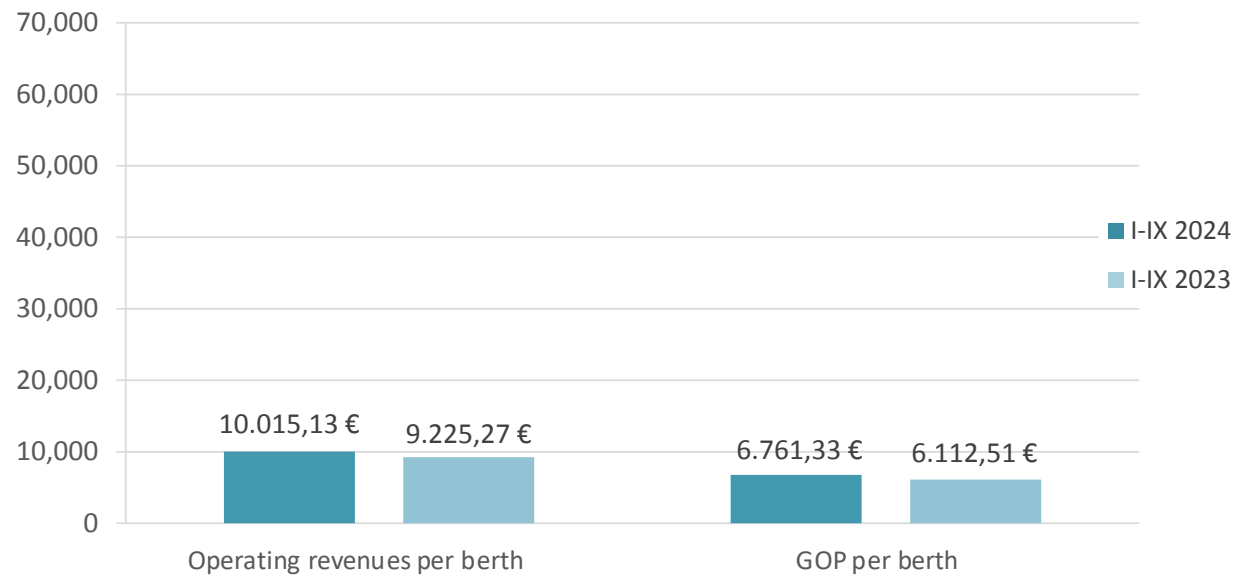
The Nautics of Ilirija d.d. consists of three business units Marina Kornati, Boat Show and restaurant of "Marina Kornati".

* Operating costs include the costs of raw material and material, costs of services, gross pays and other operating costs, not including the depreciation, financial expenses and extraordinary expenses.

** GOP (Gross Operating Profit) denotes a gross operating profit of the nautics before the allocation of costs of common services, and is calculated in the following way: operating revenues – operating expenses (before the allocation, without depreciation and fixed costs).

*** GOP margin is calculated by correlating the amount of GOP before the allocation of costs of common services and operating revenues.

Total operating revenue and GOP per berth of Nautics of Ilirija d.d. in the period I-IX 2024 and I-IX 2023



5.1 FINANCIAL OPERATING RESULTS OF THE COMPANY BY SECTORS

5.1.3 CAMPING SECTOR

(in EUR)	I-IX 2024	I-IX 2023	2024/2023
CAMPING TOTAL			
Operating revenue	7,672,624.63 €	7,407,143.77 €	3.58%
TRevPAR *	6,789.93 €	6,554.99 €	3.58%
Operating costs**	3,136,772.38 €	2,813,433.11 €	11.49%
GOP ***	4,535,852.25 €	4,593,710.66 €	-1.26%
GOP per accommodation unit	4,014.03 €	4,065.23 €	-1.26%
GOP margin ****	59.12%	62.02%	-4.68%
Capital investments	629,451.31 €	1,507,189.40 €	-58.24%
CAMPSITE PARK SOLINE			
Operating revenue	7,024,637.90 €	6,682,019.08 €	5.13%
TRevPAR *	6,216.49 €	5,913.29 €	5.13%
Operating costs**	2,512,183.09 €	2,205,802.01 €	13.89%
GOP ***	4,512,454.81 €	4,476,217.07 €	0.81%
GOP per accommodation unit	3,993.32 €	3,961.25 €	0.81%
GOP margin ****	64.2%	67.0%	-4.11%
RESTAURANT OF THE PARK SOLINE CAMPSITE			
Operating income	647,986.73 €	725,124.69 €	-10.64%
Operating costs**	624,589.29 €	607,631.10 €	2.79%
GOP ***	23,397.44 €	117,493.59 €	-80.09%
GOP margin ****	3.6%	16.2%	-77.72%

Notes:

The campsite includes the accommodation and restaurant in the Park Soline Campsite.

* TRevPAR - Total revenue per camp unit denotes total operating revenue of the camping (or the campsite) divided by a number of physical camp units.

** Operating costs include the costs of raw material and material, costs of services, gross pays and other operating costs, not including the depreciation, financial expenses and extraordinary expenses.

*** GOP (Gross Operating Profit) denotes a gross operating profit of the camping/ campsite / restaurant before the allocation of costs of common services, and is calculated in the following way: operating revenues - operating expenses (before the allocation, without depreciation and fixed costs).

**** GOP margin is calculated by correlating the amount of GOP of camping / campsite / restaurant before the allocation of costs of common services and operating revenues.

The Company's camping sector, comprised of the "Park Soline" campsite and the "Park Soline" restaurant, generated a revenue of EUR 7,672,624.63 in the first nine months of 2024, which is a 3.58% increase compared to the first nine months of the previous year.

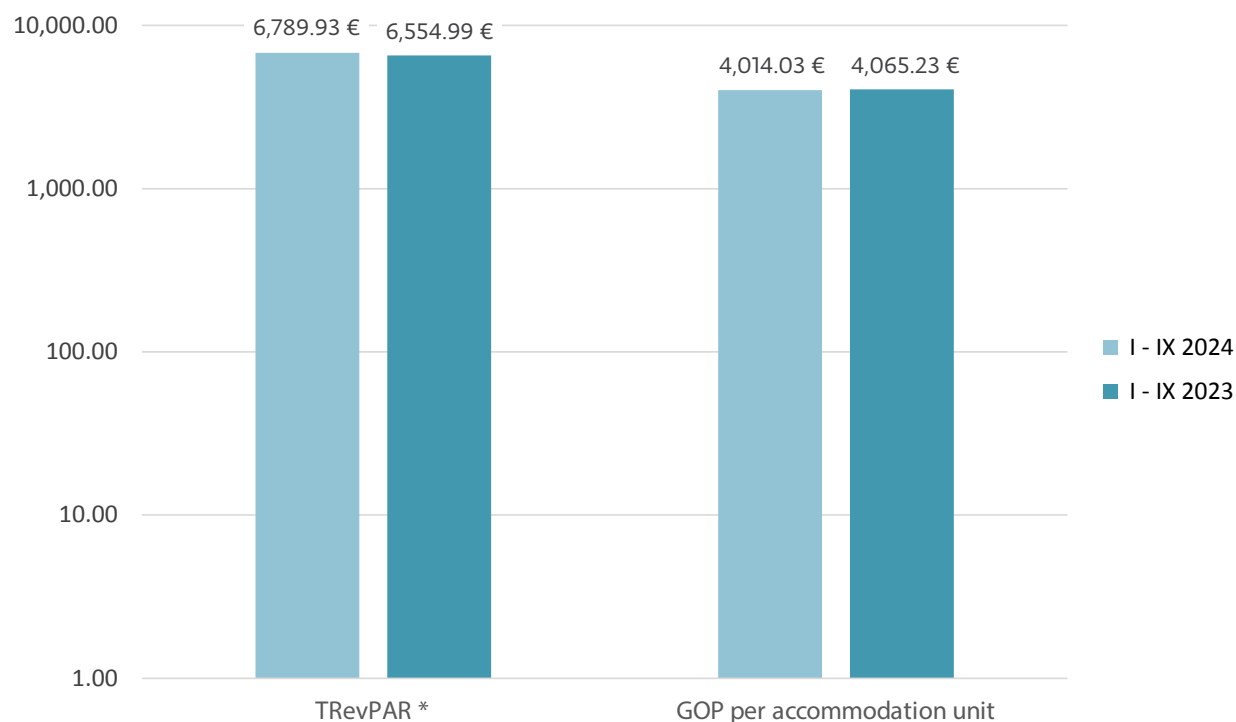
Revenue of the camping sector by profit centres:

- "Park Soline" campsite – EUR 7,024,637.90
- "Park Soline" restaurant – EUR 647,986.73

The revenue of the Company's camping sector was generated by the growth of revenue in the accommodation segment, i.e. the "Park Soline" campsite, which grew at a rate of 5.13%, amounting to EUR 7,024,637.90, while there was no growth in the catering segment. The "Park Soline" campsite generated an increase in revenue from lump sum guests, where a growth rate of 16% was recorded, and an increase in revenue from private mobile homes, where a growth rate of 8% was recorded.

The operating costs at the level of the entire camping sector increased by 11.49% compared to the same period of 2023 due to increased costs of maintenance services, energy and fuel, advertising and promotion, municipal utility services and labour. Although operating costs grew at double-digit rates, i.e. at a rate higher than revenue growth, the camping sector achieved a gross operating profit in the amount of EUR 4,535,852.25 with a GOP margin of 59.12%. Also, in the first nine months of 2024, capital investments in the amount of EUR 629,451.31 were made into improving competitiveness and the quality of services at the level of the entire camping sector.

TrevPAR and GOP of the camping per camping unit of the campsite Park Soline in the period I-IX 2024 and I-IX 2023



Notes:

* TrevPAR - denotes total operating income of the campsite divided by a number of physical camp units.

*** GOP denotes a gross operating profit of the campsite before the allocation of costs of common services, and is calculated in the following way: operating revenues - operating expenses (before the allocation, without depreciation and fixed costs).

5.1 FINANCIAL OPERATING RESULTS OF THE COMPANY BY SECTORS

5.1.4 CITY GALLERIA BUSINESS AND SHOPPING CENTER

(in EUR)	I-IX 2024	I-IX 2023	2024/2023
Operating revenues	1,629,288.25 €	1,559,252.88 €	4.49%
Operating costs*	793,756.51 €	752,307.63 €	5.51%
GOP **	835,531.74 €	806,945.25 €	3.54%
GOP margin ***	51.28%	51.75%	-0.91%
Capital investments	81,508.40 €	789.62 €	10222.48%

The operating revenue of the City Galleria Business and Shopping Centre generated in the first nine months of 2024 through the lease of commercial premises, common costs, the use of common areas of the centre, the lease of advertising space and revenue from the garage, as well as the lease of premises in Phase 1 of the facility amounted to EUR 1,620,871.15. When we include other operating revenue in the amount of EUR 8,417.10, total operating revenue of the Centre amounts to EUR 1,629,288.25. In comparison to the same period of 2023, the aforementioned revenue represents an increase of 4.49%

The operating costs of the City Galleria Business and Shopping Centre, which do not include depreciation, financial expenses and extraordinary costs, amounted to EUR 793,756.51 in the first three quarters of 2024. The operating costs recorded a growth of

5.51% compared to the same period of 2023, when they amounted to EUR 752,307.63. This growth was recorded based on the increase in labour costs and other utility services and similar costs.

The gross operating profit of the Centre for the reporting period equalled EUR 835,531.74 before the allocation of common service costs, which represents a 51.28% margin.

Notes:

* Operating costs include the costs of raw material and material, costs of services, gross pays and other operating costs, not including the depreciation, financial expenses and extraordinary expenses.

** GOP (Gross Operating Profit) denotes a gross operating profit of the real estate sector before the allocation of costs of common services, and is calculated in the following way: operating revenues - operating expenses (before the allocation, without depreciation and fixed costs).

*** GOP margin is calculated by correlating the amount of GOP of the real estate sector before the allocation of costs of common services and operating revenue.

5.2 FINANCIAL PERFORMANCE RESULTS AT COMPANY LEVEL

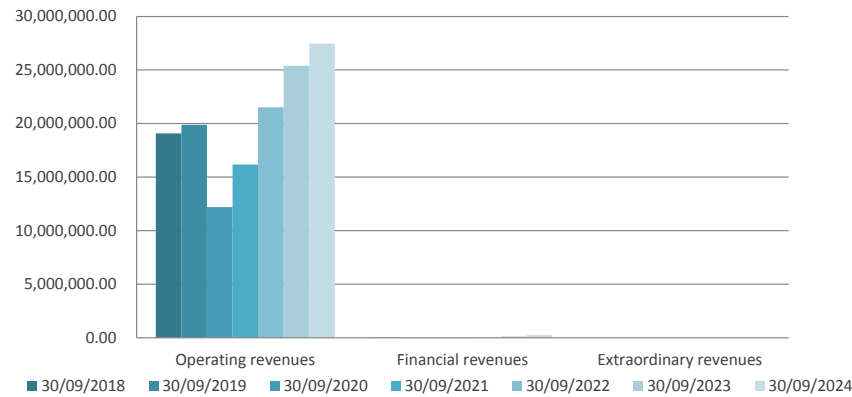
5.2.1 FINANCIAL PERFORMANCE OF THE COMPANY

Overview of financial performance for the period from 01/01 to 30/09/2024 and a comparison with the same period from 2018 to 2023

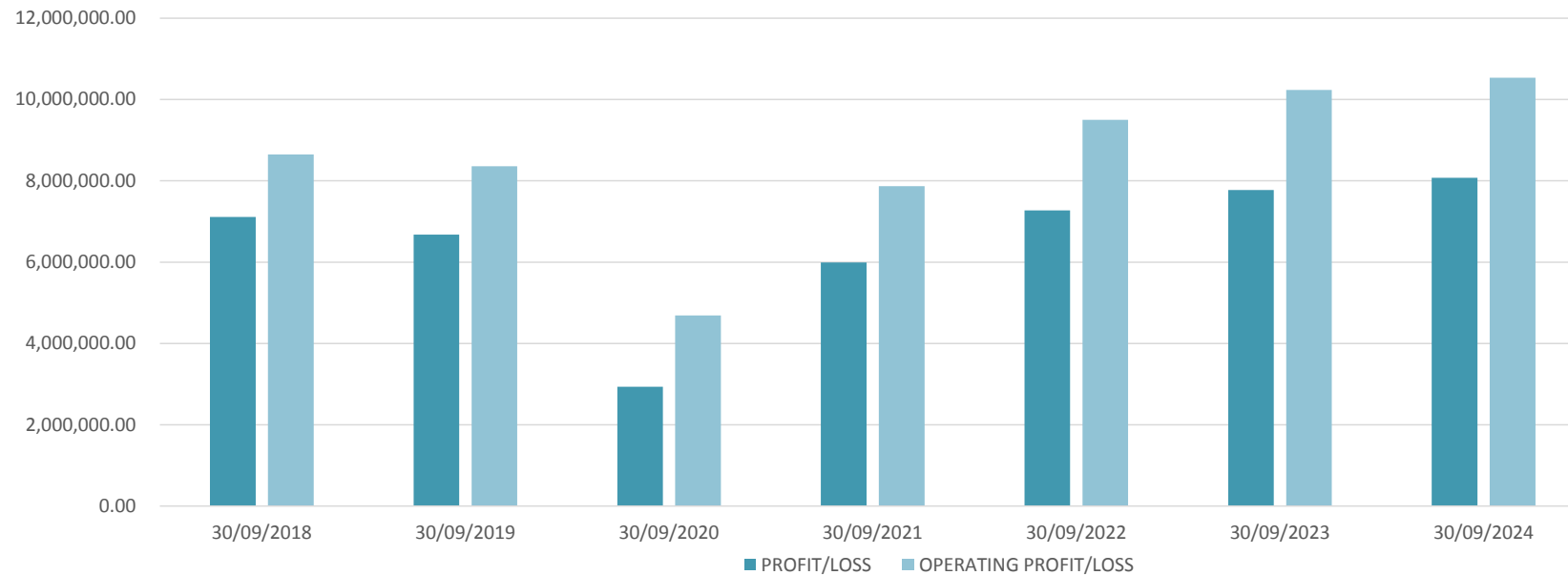
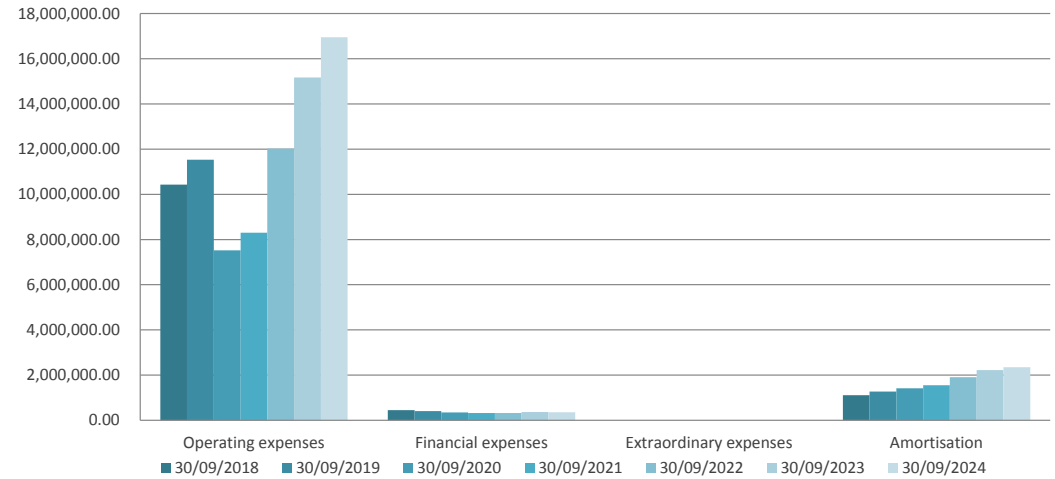
(EUR)

DESCRIPTION	30/09/2018	30/09/2019	30/09/2020	30/09/2021	30/09/2022	30/09/2023	30/09/2024	Index 2024/2023
Operating revenues	19,078,420.73	19,888,367.12	12,207,524.67	16,169,777.00	21,520,501.27	25,399,606.16	27,481,001.01	108.19
Financial revenues	23,721.92	6,772.37	12,186.95	2,209.16	3,688.93	128,037.89	243,210.89	189.95
Extraordinary revenues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	#DIV/0!
TOTAL REVENUES	19,102,142.64	19,895,139.49	12,219,711.62	16,171,986.16	21,524,190.20	25,527,644.05	27,724,211.90	108.60
Operating expenses	10,428,930.82	11,531,141.35	7,520,053.57	8,302,253.44	12,019,410.79	15,165,113.53	16,947,405.89	111.75
Financial expenses	451,619.97	411,433.92	348,119.37	327,038.53	320,381.54	367,972.64	353,586.10	96.09
Extraordinary expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	#DIV/0!
Amortisation	1,110,439.63	1,273,829.98	1,415,439.56	1,549,956.66	1,910,174.72	2,222,999.03	2,350,580.69	105.74
TOTAL EXPENSES	11,990,990.41	13,216,405.26	9,283,612.50	10,179,248.63	14,249,967.05	17,756,085.20	19,651,572.68	110.68
PROFIT/LOSS	7,111,152.23	6,678,734.23	2,936,099.12	5,992,737.52	7,274,223.15	7,771,558.85	8,072,639.22	103.87
OPERATING PROFIT	8,649,489.91	8,357,225.77	4,687,471.09	7,867,523.56	9,501,090.48	10,234,492.63	10,533,595.12	102.92
EBITDA	8,673,211.82	8,363,998.14	4,699,658.05	7,869,732.71	9,504,779.41	10,362,530.52	10,776,806.01	104.00

REVENUES 2018 - 2024



EXPENSES 2018 - 2024



1

Total revenue in the reporting period amounted to EUR 27,724,211.90, with a growth rate of 8.60% compared to the same period of 2023, when it amounted to EUR 25,527,644.05, as a result of an increase in operating and financial revenue.

Operating revenue for the observed period amounted to EUR 27,481,001.01 and, compared to the same period of the previous business year, when it amounted to EUR 25,399,606.16, it achieved growth of 8.2% and is the result of the growth of operating revenue in all sectors, due to the increase in demand in the pre-season and the continuation of growth in the main season, as a result of which the revenue of the destination management company grew by 46%, the hotel and nautical sector by 9%, the camping and real estate sector by 4%.

Revenue from sales amounted to EUR 27,250,342.27, representing an increase of 7.75% compared to the same period of the previous business year, when it amounted to EUR 25,289,249.88, due to the strong growth of demand by 15% on the domestic market. Revenue from sales represented 99.15% of operating revenue and 98.26% of total revenue.

2

Total expenses amounted to EUR 19,651,572.68, representing an increase by 10.68% compared to the same period of 2023, when they amounted to EUR 17,756,085.20. This is due to an 11.75% increase in operating expenses and a 5.74% increase in depreciation.

Operating expenses in the period observed amounted to EUR 16,947,405.89, making them higher by 11.75% or EUR 1,782,292.36 compared to the same period of the previous business year, when they amounted to EUR 15,165,113.53, due to a 17% increase in outsourcing costs, a 16% increase in other costs, a 13% increase in salary costs and a 1% increase in the costs of raw materials, other materials and energy.

3

Operating profit amounted to EUR 10,533,595.12, constituting an increase of 2.92% compared to the same period of 2023, when it amounted to EUR 10,234,492.63.

Profit in the reporting period amounted to EUR 8,072,639.22, and it increased by 3.87%, i.e. EUR 301,080.37, compared to the same period of 2023, when it amounted to EUR 7,771,558.85.

EBITDA, i.e. earnings before depreciation, interest and taxes, was generated in the amount of EUR 10,776,806.01, and showed a 4% increase compared to the same period of the previous business year, when it amounted to EUR 10,362,530.52.

EBIT, i.e. earnings before financing expenses was realised in the amount of EUR 8,426,225.32, recording an increase of 3.52 %, i.e. EUR 286,693.83 compared to the same period of the previous business year, when it amounted to EUR 8,139,531.49.

In the nine months of 2024, the Company achieved growth in key business indicators, i.e. revenue (total and operating) and profitability (operating profit, profit, EBITDA and EBIT) compared to the same period of the previous year, despite the growth of total and operating expenses at rates higher than revenue growth, which were, in absolute terms, mostly generated by the growth of salary costs in addition to the growth of other costs, as a result of which the Company considers the business profitability achieved to be satisfactory.

**Financial statements of the Company
as at 30/09/2024 and a comparison with the same period in 2023 and 2022**

(EUR)

REVENUES	2022	2023	INDEX 2023/2022	2024	INDEX 2024/2023
Revenue on the domestic market	17,169,732.60	20,174,388.10	117	23,281,222.07	115
Revenues on foreign market	4,283,313.52	5,143,795.21	120	4,023,521.00	78
Other operating revenues	67,455.15	81,422.85	121	176,257.94	216
OPERATING REVENUES	21,520,501.27	25,399,606.16	118	27,481,001.01	108
FINANCIAL REVENUES	3,688.93	128,037.89	3,471	243,210.89	190
EXTRAORDINARY REVENUES	0.00	0.00	#DIV/0!	0.00	#DIV/0!
TOTAL REVENUES	21,524,190.20	25,527,644.05	119	27,724,211.90	109
EXPENSES					
Raw material and material costs	2,975,060.02	3,351,061.91	113	3,390,739.98	101
Costs of services	2,282,291.92	2,846,442.72	125	3,335,782.74	117
Gross pays	4,589,475.53	5,906,385.34	129	6,658,439.13	113
Other expenses	2,172,583.32	3,061,223.56	141	3,562,444.04	116
TOTAL EXPENSES	12,019,410.79	15,165,113.53	126	16,947,405.89	112
AMORTISATION	1,910,174.72	2,222,999.03	116	2,350,580.69	106
FINANCIAL EXPENSES	320,381.54	367,972.64	115	353,586.10	96
EXTRAORDINARY EXPENSES	0.00	0.00	#DIV/0!	0.00	#DIV/0!
TOTAL EXPENSES	14,249,967.05	17,756,085.20	125	19,651,572.68	111
PROFIT/LOSS	7,274,223.15	7,771,558.85	107	8,072,639.22	104
OPERATING PROFIT/LOSS	9,501,090.48	10,234,492.63	108	10,533,595.12	103
EBITDA	9,504,779.41	10,362,530.52	109	10,776,806.01	104

REVENUE BY ACTIVITIES:

The hotel sector realised revenue in the amount of EUR 8,967,128.66, which is higher by 9% compared to the same period in 2023, when it amounted to EUR 8,203,418.94, and is the result of increased demand in the pre-season and the main season itself.

The nautical sector generated revenue in the amount of EUR 8,062,177.01, which is higher by 9% compared to the same period in 2023, when it amounted to EUR 7,426,339.68, as a result of revenue growth in Marina Kornati, i.e. its key market segment, vessels at contracted berth, at the same time accompanied by growth of nautical fair revenue.

The camping sector generated revenue in the amount of EUR 7,672,624.63, which is higher by 4% compared to the same period in 2023, when it amounted to EUR 7,407,143.77, owing to an increase in the revenue of the “Park Soline” campsite by 5%, i.e. the lump sum market segment due to a larger number of leased lump sum pitches with a simultaneous increase in income from mobile homes.

The real-estate sector, i.e. the City Galleria Business and Shopping Center generated revenue in the amount of EUR 1,629,288.25, which is 4% higher than in the same period in 2023, when it amounted

to EUR 1,559,252.88, generated through the growth of revenue from leases, common expenses and revenue from the garage.

The destination management company and other profit centres generated revenue in the amount of EUR 1,149,782.46, a 43.11% increase, and is the result of a strong increase in business activities achieved

through the destination management company based on offering year-round programmes and amenities.

GRAND TOTAL: Operating revenue per activity amounted to EUR 27,481,001.01, representing an increase of 8% compared to the same period of 2023.



5.2.2 FINANCIAL POSITION OF THE COMPANY

FUNDAMENTAL FINANCIAL INDICATORS OF THE STATUS AND BUSINESS OF THE COMPANY AS AT 30/09/2024

The table providing an overview of the Company's key indicators covers the period of 2024–2014 (eleven years), and the realised described indicators are listed in absolute amounts and growth rates



1 Value of assets

The value of the Company's assets as at 30 September 2024 amounted to EUR 74,905,576.20, showing an increase of EUR 250,373.95 compared to the same period of 2023, when it amounted to EUR 74,655,202.25, and its increase is a result of an increase in current assets.

The Company assets compared to the same period of 2014 increased from EUR 42,397,004.85 by EUR 32,508,571.35, or by 76.68%.

2 Total liabilities

Total liabilities of the Company amount to EUR 15,588,754.05, representing a decrease of EUR 1,625,884.14, or 9.44%, compared to the same period of 2023, when they amounted to EUR 17,214,638.19 as a result of a decrease in long-term liabilities.

Total liabilities of the Company as at 30 September 2024 were lower by EUR 1,001,609.18, or 6.03%, compared to total liabilities as at 30 September 2014, when

they amounted to EUR 16,590,363.23.

3 Equity and reserves

Equity and reserves of the Company as at 30 September 2024 amounted to EUR 59,316,822.15, representing an increase of EUR 1,876,258.09, or 3.27%, compared to the same period of 2023, when they amounted to EUR 57,440,564.06.

Comparing equity and reserves of the Company as at 30 September 2024, they increased by EUR 33,510,180.53 or 129.85% compared to the same period in 2014, when they amounted to EUR 25,806,641.62.

4 Net debt

The net debt as at 30 September 2024 amounted to EUR 0.00, i.e. there was no debt, while in the same period of the previous year, it amounted to EUR 1,620,375.23.

The net debt in the same period of 2014 amounted to EUR 12,725,994.90.

5 Net financial assets

As at 30 September 2024, the Company achieved net financial assets in the amount of EUR 996,772.79.

6 Total revenue

Total revenue of the Company amounted to EUR 27,724,211.90, recording an increase of EUR 2,196,567.85 or 8.60% compared to the same period in 2023, when it amounted to EUR 25,527,644.05.

Total revenue of the Company, compared to the same period of 2014 when it amounted to EUR 14,935,660.55, increased by EUR 12,788,551.35, or 85.62%.

7 Operating profit

Operating profit of the Company was generated in the amount of EUR 10,533,595.12, representing an increase of EUR 299,102.49, or 2.92% compared to the same period of 2023, when it amounted to EUR 10,234,492.63.

Comparing the operating profit generated in the nine

months of 2024 with that from the same period of 2014, when it amounted to EUR 5,643,967.04, an 86.63%, i.e. EUR 4,889,628.08, increase can be seen.

8 EBITDA

EBITDA was realised in the amount of EUR 10,776,806.01, increasing by 4%, or EUR 414,275.49 compared to EUR 10,362,530.52 for the same period in 2023.

The realised EBITDA in the reporting period increased by EUR 5,159,229.27, or 91.84% compared to the same period of 2014, when it amounted to EUR 5,617,576.74.

9 Profit

The Company's profit in the reporting period amounted to EUR 8,072,639.22, increasing by EUR 301,080.37, or 3.87%, compared to the same period of 2023, when it amounted to EUR 7,771,558.85.

The profit realised in the nine months of 2024, compared to the profit generated in the same period of 2014, which amounted to EUR 4,399,283.43, has increased by EUR 3,673,355.79, or 83.5%.

10 Dividend

A dividend in the amount of EUR 1,685,911.50 was paid to shareholders, an increase of EUR 362,203.40 (27.37%) compared to that paid in 2023, when it amounted to EUR 1,323,708,10.

The Company allocated 239.57%, or EUR 1,189,423.35, more for dividend distribution in 2024 compared to the dividend paid to shareholders in 2014, when it amounted to EUR 496,488.15.

In the period from 2014 until 30/09/2024, the shareholders were paid a total of EUR 8,649,577.46 for dividends.

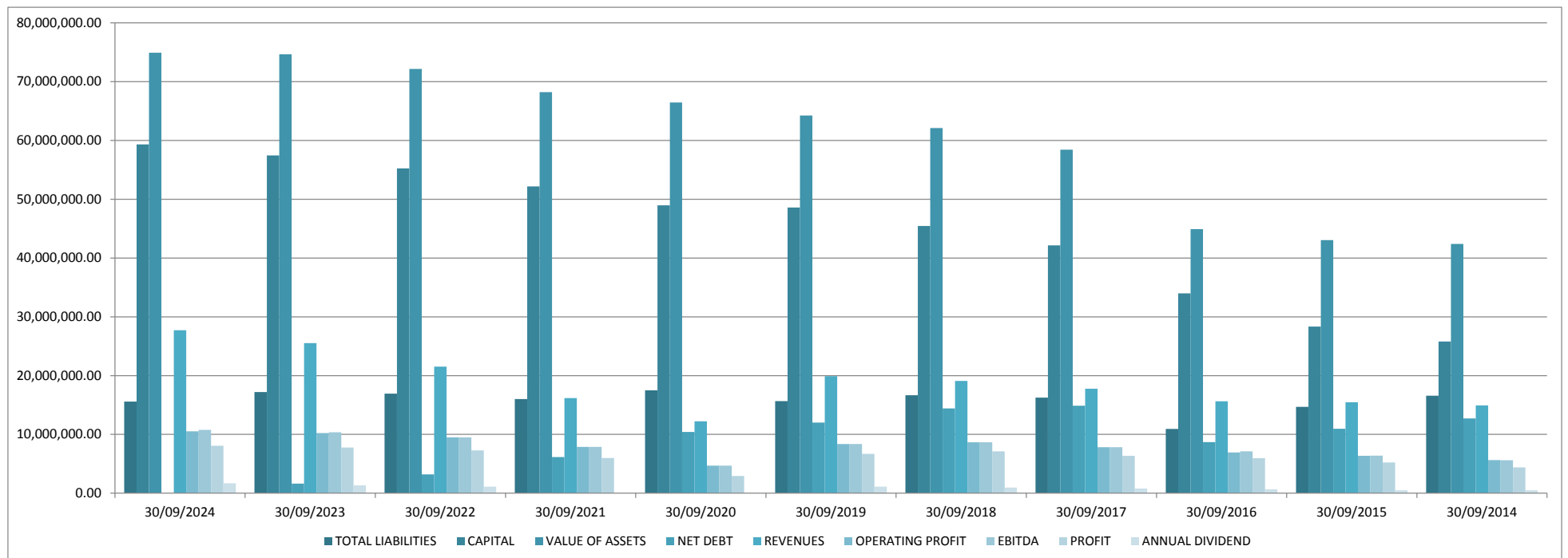
CUMULATIVE COMPARATIVE OVERVIEW

of basic operating results, as well as asset, capital and liability indicators of the Company as at 30/09/2024
and for the same period from 2014 to 2023

(EUR)

YEAR	TOTAL LIABILITIES	CAPITAL	VALUE OF ASSETS	NET DEBT	NET FINANCIAL ASSETS	REVENUES	OPERATING PROFIT	EBITDA	PROFIT	ANNUAL DIVIDEND
1	2	3	4	5		6	7	8	9	10
30/09/2024	15,588,754.05	59,316,822.15	74,905,576.20	0.00	996,772.79	27,724,211.90	10,533,595.12	10,776,806.01	8,072,639.22	1,685,911.50
30/09/2023	17,214,638.19	57,440,564.06	74,655,202.25	1,620,375.23	0.00	25,527,644.05	10,234,492.63	10,362,530.52	7,771,558.85	1,323,708.10
30/09/2022	16,927,430.74	55,222,785.50	72,150,216.24	3,190,905.41	0.00	21,524,190.20	9,501,090.48	9,504,779.41	7,274,223.15	1,117,498.51
30/09/2021	16,008,491.98	52,189,899.58	68,198,391.56	6,153,218.91	0.00	16,171,986.16	7,867,523.56	7,869,692.90	5,992,737.52	0.00
30/09/2020	17,496,343.12	48,956,853.57	66,453,196.69	10,429,304.35	0.00	12,219,711.62	4,687,471.09	4,699,658.05	2,936,099.12	0.00
30/09/2019	15,664,553.30	48,582,947.13	64,247,500.44	12,006,534.02	0.00	19,895,139.49	8,357,225.77	8,363,998.14	6,678,734.23	1,117,255.56
30/09/2018	16,649,712.29	45,445,773.75	62,095,486.05	14,415,685.49	0.00	19,102,142.64	8,649,489.91	8,673,211.82	7,111,152.23	958,423.25
30/09/2017	16,254,476.94	42,163,342.56	58,417,819.51	14,883,209.34	0.00	17,760,264.23	7,815,832.29	7,833,181.77	6,372,332.15	798,532.09
30/09/2016	10,923,862.35	33,990,666.20	44,914,528.58	8,678,646.82	0.00	15,623,749.46	6,935,796.17	7,118,437.11	5,944,541.55	655,272.15
30/09/2015	14,695,174.60	28,348,670.14	43,043,844.74	10,962,461.21	0.00	15,476,629.40	6,374,978.26	6,397,537.07	5,238,364.28	496,488.15
30/09/2014	16,590,363.23	25,806,641.62	42,397,004.85	12,725,994.90	0.00	14,935,660.55	5,643,967.04	5,617,576.74	4,399,283.43	496,488.15

A graph of basic operating results, as well as Company asset, capital and liability indicators as at 30/09/2024, and for the same period from 2014 to 2023



Statement of the Company's financial position
as at 30/09/2024 and compared to 30/09/2023 and 31/12/2023

(EUR)

		30/09/2024	30/09/2023	Index 30/09/2024/30/09/2023	31/12/2023	Index 30/09/2024/31/12/2023
		UNAUDITED	UNAUDITED		AUDITED	
A	FIXED ASSETS	57,489,773.42	59,078,359.31	97.31	58,488,274.85	98.29
B	CURRENT ASSETS	17,415,802.78	15,576,842.94	111.81	13,071,915.27	133.23
A+B	TOTAL ASSETS	74,905,576.20	74,655,202.25	100.34	71,560,190.12	104.67
C	SHORT-TERM LIABILITIES	3,227,726.96	2,889,111.17	111.72	6,434,078.52	50.17
D	LONG-TERM LIABILITIES	12,361,027.09	14,325,527.02	86.29	12,011,844.97	102.91
E	TOTAL LIABILITIES	15,588,754.05	17,214,638.19	90.56	18,445,923.49	84.51
F	TOTAL SHARE CAPITAL AND RESERVES	59,316,822.15	57,440,564.06	103.27	53,114,266.63	111.68
E+F	TOTAL CAPITAL AND LIABILITIES	74,905,576.20	74,655,202.25	100.34	71,560,190.12	104.67

OPERATING AND OTHER COSTS

Operating costs for the first nine months of 2024 amounted to EUR 16,947,405.89 and are higher by 11.75% compared to the same period of the previous business year, when they amounted to EUR 15,165,113.53, due to an increase in key categories of operating expenses, primarily salary costs, as well as other and outsourcing costs.

FINANCIAL EXPENSES

Financial expenses in the period observed amount to EUR 353,586.10, representing a decrease by 3.91% compared to the same period in 2023, when they amounted to EUR 367,972.64

LIQUIDITY

In the reporting period, the Company fully and properly maintained current liquidity and settled its liabilities towards the suppliers, the bank, the state, the employees, etc. in a timely manner and within the deadlines. The Company secured a sufficient amount of liquid assets to settle its liabilities, having in mind the complex business circumstances due to a disrupted macroeconomic environment and strong inflation pressures.

In July 2023, the Company concluded a Short-Term Limit Agreement with the commercial bank Erste&Steiermärkische Bank d.d. for the amount of EUR 2,000,000.00, which will secure a short-term credit limit for the duration of 2023 and the first half of 2024 for the purpose of maintaining current liquidity.

COLLECTION OF FUTURE REVENUE

With regard to the active collection of trade receivables, the Company will seek to collect them in the most appropriate manner and within the most appropriate deadlines, taking into account the aggravated circumstances of collection and implementation of the measures of payment in instalments where possible, and also undertaking compulsory collection measures if needed.



6 ADDITIONAL INFORMATION ON THE STATUS AND BUSINESS OPERATIONS OF THE COMPANY

6.1 SIGNIFICANT EVENTS

At its session held on 26 February 2024, the Management Board of the Company adopted the Company's Q4 2023 financial statements (unaudited, unconsolidated), the Annual Report and the 2023 annual financial statements (audited, unconsolidated). Also, at the session of the Supervisory Board held on the same day, the Company's Annual Report, 2023 annual financial statements (audited, unconsolidated) were adopted and draft decisions were established, which were sent to the General Assembly for adoption.

The General Assembly of the Company, held on 26 April 2024, took note of the Company's Annual Report for 2023 together with the Audit Report for 2023, Report of the Supervisory Board on the Performed Supervision of the Company's Operations for 2023, and the Management Board's Report on the Acquisition of Own Shares in 2023. The General Assembly adopted the Decision on the Approval of the 2023 Report on the Remuneration of Management Board and Supervisory Board Members, the Decision on Granting Discharge to the Company's Management Board for the financial year 2023, Decision on Granting Discharge to the Members of the Supervisory Board for the financial year 2023, Decision on Granting Authority to the Management Board for the Acquisition of Own Shares, Decision on Confirmation of the

Previously Approved Policy on the Income of the Management Board Members and the Decision on the Appointment of the authorised auditing company "UHY RUDAN d.o.o.", Ilica 213, Zagreb, PIN: 717995390000.

Also, the Decision on the Use of Company Profit for the 2023 Financial Year was adopted at the General Assembly, according to which the achieved net profit in the 2023 financial year (after tax) in the amount of EUR 3,279,530.22, is distributed as follows:

- EUR 1,593,618.72 into the retained profit, and
- EUR 1,685,911.50 for dividend distribution.

The dividend per share amounts to EUR 0.70.

At the session held on 16 September 2024, the Supervisory Board, in order to standardise the term of office of its members, made a decision on the recall and re-election of all members of the Supervisory Board and established a proposal for an invitation including the agenda for the convocation of an extraordinary General Assembly of the Company, which was convened for 25 October 2024.

6.2 POST-BALANCE SHEET EVENTS

On 25 October 2024, an extraordinary General Assembly of Ilirija d.d. was held, at which, in order to standardize the term of office of members of the Supervisory Board, a decision was made to remove and re-elect the existing members of the Supervisory Board. The elected members of the Supervisory Board of Ilirija d.d. are: Mr Goran Medić, Mr David Anthony Tudorović, Mr Davor Tudorović, Mr Siniša Petrović and Mr Darko Prebežac. The mandate of the newly elected members of the Supervisory Board of the Company is 4 (four) years.

At the founding meeting of the Supervisory Board of Ilirija d.d. held on 25 October 2024, Mr Goran Medić was elected as chairman of the Supervisory Board, while Mr David Anthony Tudorovic was elected as deputy chairman of the Supervisory Board.

6.3 LEGAL MATTERS

- The Ilirija Tennis Centre real property in Biograd na Moru, under the cadastral plot no. 3232, in the Cadastral Municipality of Biograd na Moru, surface area of 48705 m² was allocated in 1988 by the Municipal Assembly of Biograd na Moru to the predecessor of the Company for the purpose of building a complex of tennis courts. By 1990, Ilirija had built 20 tennis courts with changing rooms and a restaurant facility, auxiliary roads, parking spaces and complete infrastructure on the property, and the land was subsequently evaluated and entered in the share capital of the Company within the national conversion process. Pursuant to the lawful conversion of the Company and the Act on Ownership and Other Real Rights, the Company had been registered as the sole owner and legal holder of said property until 2006, when, in the process of transforming the land registry for the Cadastral Municipality of Biograd na Moru in 2006, the entry in the land registry was changed for unknown reasons and 1/2 of the co-ownership share of Ilirija d.d. was removed, and the Town of Biograd na Moru was entered as the co-owner of the share in question for the first time. Consequently, Ilirija d.d. initiated civil proceedings for the establishment of the right of ownership and, under the 2012 ruling of the Commercial Court in Zadar, which was upheld by the 2016 ruling of the High Commercial Court of the Republic of Croatia, Ilirija was established as the owner of the entire real property Ilirija Tennis Centre. Under the decision of the Supreme Court of the Republic of Croatia following the re-

view initiated by the Town of Biograd na Moru, with which we were made aware of on 18 January 2022, first-instance and second-instance rulings were set aside and the case was remanded for a retrial, during which it shall be determined whether amenities have been constructed, i.e. “more comprehensive works” have been performed on the real property at issue. In the repeated court proceedings, the Commercial Court in Zadar issued a first instance ruling on 24 May 2023 in favour of Ilirija d.d., which stipulated the Company as the owner of the Tennis centar Ilirija in its entirety. Against the said first instance ruling, the Town of Biograd na Moru filed an appeal, which was rejected by the ruling of the High Commercial Court of the Republic of Croatia as unfounded. Thereby, Ilirija d.d. was once again legally established as the land registry owner of the entire real property Ilirija Tennis Centre. On 30 November 2023, The Town of Biograd na Moru also filed a motion to the Supreme Court of the Republic of Croatia for permission to review this legal matter, which was refused by a decision of the Supreme Court of the Republic of Croatia dated 17 January 2024. Under the said decision of the Supreme Court of the Republic of Croatia, the claimant (the Town of Biograd na Moru) exhausted all the legal remedies for challenging the ownership rights of Ilirija d.d., and the Company successfully established the lawful acquisition of the ownership rights of Ilirija Tennis Centre real property in Biograd na Moru, covering an area of 48,705 m².

- By the Decision of the Constitutional Court of the Republic of Croatia No. U-III-4392/16 of 5 July 2017, the Constitutional Complaint of the Company was adopted, and the ruling of the Supreme Court of the Republic of Croatia was set aside. The ruling set aside rejected the review initiated by Ilirija d.d. in the case pertaining to the compensation of damages against the Town of Biograd na Moru, for the purpose of conversion of the real property "Primorje" from a construction area into the so-called "area with landscape features", and the case was referred back to the Supreme Court of the Republic of Croatia. In the repeated proceedings, the Supreme Court of the Republic of Croatia in its ruling number: Rev-x 688/2017 of 27 April 2022 rejected the review initiated by Ilirija d.d. as unfounded. The Company filed a constitutional complaint to the Constitutional Court of the Republic of Croatia against the aforementioned ruling of the Supreme Court of the Republic of Croatia within the legal deadline.
- The ruling of the County Court in Zadar No. 6 Gž-751/16-2 of 13 June 2017 reversed the sentence of the Municipal Court in Zadar, Permanent Service in Biograd na Moru, of January 2016, and rejected the claim of the town of Biograd na Moru as unfounded. By said claim, the town of Biograd na Moru requested that the Forest Land Lease Agreement concluded between Ilirija d.d. and Hrvatske šume d.o.o. Zagreb, Forest Administration, Split Branch, be declared null and void. Thus, the dispute was

finally disposed of in favour of Ilirija d.d., and given the fact that the land in question is tourist land not assessed in the process of conversion and privatization, Ilirija d.d. has already, within the legal deadline, submitted a request to the Government of the Republic of Croatia through the Ministry of Tourism of the Republic of Croatia, for a concession on the co-owned part of the Republic of Croatia, for the use of the "Park Soline" campsite for 50 years. In the meantime, in May 2020, the new Act on Non-Evaluated Construction Land came into force, thus repealing the Act on Tourism and Other Construction Land Not Evaluated in the Conversion and Privatisation Process. The new Act on Non-Evaluated Construction Land provides that buildings and land in a campsite which are estimated in the value of the capital, are owned by the company, whereas the campsite land not estimated in the value of the capital is owned by the Republic of Croatia. On 5 March 2021, Ilirija d.d. submitted, within the legal deadline, an application for a decision to the competent Croatian Ministry of Physical Planning, Construction and State Assets, under Article 17 of the Act on Non-Evaluated Construction Land, that is, for the determination/identification of the scope, evaluated and unevaluated parts and owners of the Park Soline campsite in Biograd na Moru and consequently for the conclusion of a lease agreement between the Republic of Croatia and Ilirija d.d. for a period of 50 years. The procedure is pending.

In the meantime, on 1 April 2022 the Company, in accordance with Article 18 of the Act on Non-Evaluated Construction Land, obtained from the Centre for Restructuring and Sales the Certificate of Conformity of the Geodetic Survey Report, which confirms the conformity of the "Park Soline Campsite Geodetic Survey Report with the decision of the Croatian Privatisation Fund of 12 July 1996, by which the real property concerned was evaluated in the process of conversion of the socially-owned enterprise "Ilirija" Biograd na Moru. Furthermore, in April 2023, based on the ruling of the Commercial Court in Zadar, adopted in the procedure of correcting the registration of ownership rights, which was confirmed by the ruling of the High Commercial Court of the Republic of Croatia, the Republic of Croatia was registered in its entirety as the owner of the land plot with a surface area of 41 537 m² which is located within the Park Soline campsite. Namely, until that time, the Town of Biograd na Moru was registered as the land registry owner of the said land plot within the campsite.

- The predecessor of the Company was allotted the maritime domain for permanent use by the Municipal Assembly of Biograd na Moru for the purpose of constructing a sport port or marina (1976) and an outdoor swimming pool with a beach facility (1986) in Biograd na Moru. In accordance with the valid building and operating permits, the Company built the Ilirija-Kornati hotel port (1977–1979) and an outdoor swimming pool with

beach facilities (1988), and these investments were evaluated and entered in the value of the capital of Ilirija d.d. during the conversion process. The aforementioned permanent right to use the maritime domain was replaced in 1998 with a limited period concession, and in accordance with the Decisions of the Zadar County on the award of the concession on the maritime domain, the Maritime Domain Concession Agreement was concluded for the purpose of commercial use of the special purpose port - nautical tourism port for a period of 12 years (until 2011) as well as the Maritime Domain Concession Agreement for the purpose of commercial use of the outdoor swimming pool for a period of 10 years (until 2008). Prior to the expiry of the concession for the nautical tourism port – the Ilirija-Kornati hotel port and the outdoor swimming pool with a beach facility, Ilirija d.d. submitted the applications for the extension of the term of the concession by 20 years, i.e. to a total of 30 years. The competent authority has not decided on these applications to this day. Until the decision on the applications for the extension of the term of concession Ilirija d.d. has been regularly paying the fee for the use of maritime domain to the budget of the Republic of Croatia.

- During the conversion process, the property Dražice – Mini Golf was evaluated and entered in

the value of the capital of the Company for the part with a surface area of 9,752 m², the part which Ilirija d.d. has been using uninterruptedly for the purposes of a parking lot and an entertainment and animation centre, and accordingly holds in its possession, while for the rest of the land of approximately 46,000 m² an application for a concession has been submitted. The dispute between Ilirija d.d. and the Town of Biograd na Moru before the Commercial Court in Zadar regarding the right of ownership is pending. The Republic of Croatia has joined the proceedings. No first-instance ruling has been rendered in this case.

- In the land registry renewal procedure for the Cadastral Municipality of Biograd na Moru, Ilirija d.d. was registered as the owner of the entire real property with an area of 1416 m², which essentially represents the land around the hotels Ilirija and Adriatic in Biograd na Moru, considering that these land plots were evaluated and entered in the share capital of Ilirija d.d. in the process of conversion and privatisation of the Company. The Municipal Court in Zadar, in a proper procedure, rejected the objections of the Town of Biograd na Moru regarding the registration of the ownership rights of Ilirija d.d. After the objections of the Town of Biograd na Moru to the registration of ownership rights on real property, which essentially represents the land

around the hotels Ilirija and Adriatic, were rejected as unfounded, the Town of Biograd na Moru filed a lawsuit against Ilirija d.d. before the Commercial Court in Zadar for the purpose of correction and registration, asking to be established as the owner of the said real estate with a total area of 1,416 m². The first-instance ruling of the Commercial Court in Zadar rejected the claim of the Town of Biograd na Moru, and the said ruling was upheld by the ruling of the High Commercial Court of the Republic of Croatia of 16 May 2022. Against the ruling of the High Commercial Court of the Republic of Croatia, the Town of Biograd na Moru filed a motion for permission to review, which was rejected by the Supreme Court of the Republic of Croatia as inadmissible. Therefore, the ownership rights of Ilirija d.d. over the property in question as a whole remained unchanged.

- As for the disputes in which the Company participates, both actively or passively, we estimate that such disputes cannot significantly disrupt the Company's business, nor can they cause significant financial expenses for the Company or have a significant effect on the Company's current and future financial results.

6.4 INVESTMENTS IN 2024

By the end of third quarter of the business year, investments amounted to EUR 1,394,626.24 and mostly related to the camping sector, the destination management company Ilirija Travel, the hotel sector and the real estate sector, part of which was already started in the fourth quarter of the previous business year with the aim of further improving the quality and standard of service.

In the camping sector investments were made in the further renovation of the campsite through the construction of the internal roads in the third zone, the reconstruction and installation of additional LED lighting within the entire campsite, the development of special locations for waste disposal, additional investments in improving the quality of campsite accommodation and further landscaping work in the campsite up to the level of a campsite-park. In the destination management company, the investments were related to the improvement of the quality of the existing service and content, as well as the increase of catering capacities for the purpose of further development of the year-round offer.

Furthermore, with regard to the hotel sector, investments were made in the redecoration and additional refurbishment of the restaurant of Hotel Kornati****, as well as in the improvement of the quality of accommodation in Hotel Ilirija **** and Hotel Adriatic***. In the real estate sector, i.e. the City Galleria Business and Shopping Centre, the investments were related to the relocation and adaptation of public sanitary facilities on the second floor of the Centre and the complete refurbishment and adaptation of the main communication corridor.

6.5 NON-OPERATING ASSETS

An additional impact on the value of Company shares comes from non-performing assets, which are owned by the Company, but they are neither used for core activities of the Company, nor do they provide economic benefits to the Company. The most important non-performing assets owned by the Company are unused land plots (9 acres in total) at highly attractive locations:

Land plot, Sv. Filip i Jakov: The Company owns a building site of approximately 2.5 acres in Sv. Filip i Jakov, of which only a smaller portion is used (Villa Donat), while approximately 20,000 m² of the site is unused. According to the preliminary design, the Company plans to build 8 detached villas with apartments at the unused portion of the land plot, and expand the existing accommodation and service facilities. The Municipality of Sv. Filip i Jakov adopted a Detailed Plan for the Development of a Mixed Hospitality and Tourism Zone (T1-hotel).

Land plot, Villa Primorje: The Company owns approximately 2.5 acres of land near the Villa Primorje Hotel, of which only a smaller portion is used (approximately 10% of the total surface area). Apart from the existing physical plan, there is a possibility of building a settlement of traditional Dalmatian villas at the unused portion of the plot. The unused part of the plot is in direct contact with a building site.

Land plot, Polača: The Company owns a building site of approximately 2.5 acres in Polača, located along the state road, which connects Biograd with the local motorway (regional importance). The site is equipped with basic communal infrastructure and Ilirija d.d. plans to use it to build a dry marina, which would be functionally connected with the existing nautical capacities owned by Ilirija d.d.

Land plot, Sv. Filip i Jakov: In December 2021, the Company bought a land plot with a surface area of 9,600 m² in Sv. Filip i Jakov in the crafts and services zone, within the area of the newly planned industrial zone, with the intention of building a central warehouse, distribution and service facility for the needs of the Company, which would include laundry service, central warehouse of assets, equipment and inventory, central warehouse of food and beverages, technical service workshops, storage of machines, dry berth, ancillary mobile storages, office space for the needs of the storage and distribution facility, as well as traffic and parking areas.

6.6 OTHER

BUSINESS MONITORING AND REPORTING ON A DAILY, WEEKLY AND MONTHLY BASIS

At the level of all sectors and the Company as a whole, a supervision, control and monitoring system for all business segments was established, namely for monitoring on a daily, weekly and monthly basis in accordance with the applicable Croatian and world reporting standards for the tourism industry. This enabled timely and quality monitoring of achieved operating and planned results, as well as the development of quality forecasts and business plans throughout the business year, which created the foundations for a more efficient and rational management of the entire business process, as well as improved and accelerated the overall reporting process at all levels, and especially in the operational part of the Company's business.

On a daily basis, the Company records and enters accounting and bookkeeping documentation in a timely manner, within 24 to 48 hours of its receipt at the latest. This ensures up-to-date and accurate daily reporting at the level of the Company and its sectors, which includes: a daily balance sheet at the Company level, trade receivables and trade payables, short-term liabilities, a income statement at the level of the Company and profit centres, reports on daily financial and physical turnover for all profit centres, sectors and at the Company level, reports on daily operating revenue and cumulative operating revenue for the period by profit centres and sectors, i.e. at the Company level and a series of operational daily reports. This method of reporting enables detailed planning and monitoring of the achievement of financial performance indicators and the Budget, both at the level of an individual profit centre and at the same time at the level of sectors and the Company as a whole. In addition to daily reports, the Company prepares various weekly and complete monthly financial and accounting statements, including the income statement for all sectors and profit centres of the Company, as well as the Company's balance sheet on the last day of the current month, and the cash flow for the current month, i.e. cumulatively from the beginning of the year to the end of the reporting period, which are elaborated in more detail and analytically structured, which enables efficient business management.

Also, in addition to accounting and financial statements on a daily, weekly and monthly basis, reports are prepared on the status of sales of accommodation capacities (hotel sector and camping), the status of sales of berths (nautical sector) and the status of DMC Ilirija Travel sales (accommodation and special events) with all key physical, market and financial data by profit centres (accommodation facilities) and at the level of the sector itself. In addition to its own reporting system, for many years the Company has also been implementing the USALI reporting system, an international reporting system for the tourism industry, as well as a system for daily management of prices, and consequently also of the accommodation units revenue in the hotel and camping sector.

MERGERS AND ACQUISITIONS

There were no mergers and acquisitions.

7 BUSINESS EXPECTATIONS IN 2024

In 2023, the first year of normalised travel conditions after the pandemic, tourism was characterised by the recovery and full opening of tourist markets paired with a high demand for travel, as well as strong resiliency, considering the geopolitical instabilities and macroeconomic circumstances. In Europe, the world's largest tourist region, there was a continuation of the trend of growing demand and the recovery of key European tourist destinations, especially in holiday tourism, accompanied with the growth of international tourist arrivals from long-haul markets.

Mediterranean destinations facilitated the recovery of the European tourist market, generating a powerful increase compared to the previous year – some of them also achieving an increase compared to 2019. As a result, it is expected that despite the complex geopolitical situation, the slowdown in inflation and the slight economic recovery, European tourism will also see an increase in tourist demand in 2024. Considering the fact that in 2023, Croatian tourism came closer to the achievements from 2019, the best Croatian business year in terms of tourism, this means that 2024 is met with a positive outlook and expectations of persistent growth in tourist demand at the level of the entire business year.

Based on the expected positive tourist trends in 2024, rooted in the still-present desire for travel in key Croatian tourist markets, the increase of demand from

distant markets, which are significant for the pre- and post-season, and the expected lowering of inflation at the European Union level, i.e. the consequent growth of personal consumption, the Company bases its business expectations on the lack of limiting circumstances for conducting year-round business at the level of all sectors and profit centres, i.e. the hotel, nautical and camping sectors, Ilirija Travel and the real-estate sector.

The main determinants of the 2024 Business Plan are aimed at:

- preservation of the Company's long-term economic viability, security and sustainability,
- preservation of the Company's stable financial position,
- preservation of the Company's fixed assets and capital,
- preservation of the Company's business operations and activities, and
- enhancing the Company's competitiveness, improving and developing products and services.

Also, the Company is aiming to ensure and carry out activities and actions in 2024 that are essential for maintaining the current status and operations of the Company, as follows:

- preservation and improvement of the achieved level of facility development and equipment mainly at the 4-star level ensuring market competitiveness,

- development of new products, services and content with the aim of increasing the competitiveness of the Company and further developing its year-round business activities,
- ensuring the optimal number of employees for the smooth running of business activities and the quality of service in high season,
- preservation of the achieved financial position from employee labour corresponding to the average net salary in the Republic of Croatia in order to ensure the competitiveness of the Company on the labour market while facing a labour shortage,
- fulfilment of obligations towards Company's creditors, i.e. suppliers, payment of tax liabilities and contributions, as well as regular fulfilment of its liabilities towards the bank in respect of the principal of loans and interest

In addition to the above-mentioned determinants and preconditions, we believe that it is realistic for the Company to achieve the following business goals in 2024:

- a) increase in demand evidenced by the growth in terms of all key physical business performance indicators at the level of all sectors of the Company,
- b) significant increase in operating revenue at the level of all sectors and profit centres, i.e. at the level of the entire Company,
- c) generating EBITDA, or its share in the total revenue, in line with the tourism industry standards; and

d) growth of other profitability indicators (profit, EBIT). By achieving the stated business goals that are considered as the maximum business limit, and under the assumption of a year-round business activity in its full scope, i.e. at the level of all sectors and profit centres, as well as providing for the absence of limiting factors, we believe that the Company has ensured long-term economic sustainability and security, a stable financial position, fixed assets and capital, as well as ensured its business activity in 2024.

Moreover, the Company stresses that it is aware of objective and actual limiting circumstances and challenges that could to a certain extent affect the realisation of business expectations for 2024, including the existing global geopolitical instability as a direct consequence of the Russian invasion of Ukraine and the spreading of instabilities to the area of Eastern Mediterranean, the continuation of an unfavourable macroeconomic environment, labour shortage, and an intense increase in labour costs, as well as food, beverage, and energy costs as the main generators of inflation. The aforementioned circumstances and challenges (most of which are of a global nature) can affect tourism-related transactions, namely by reducing them due to a limited possibility of smooth year-round business activities in the tourism sectors of the Company, as well as a decrease in demand and purchasing power.



8 NOTES

The Company has all the permits required for the performance of its activities, such as the decisions on categorisation and on the meeting of the minimum technical work requirements, as well as water rights permits, etc.

Goran Ražnjević,
President of the Management Board

ILIRIJA dioničko društvo
za ugostiteljstvo i turizam
Biograd na Moru



FINANCIAL STATEMENTS FOR THE PERIOD 01/01/-30/09/2024

Annex 1

ISSUER'S GENERAL DATA

Reporting period: 01/01/2024 to 30/09/2024
 Year: 2024
 Quarter: 3

Annual financial statements

Registration number (MB): 03311953 Issuer's home Member State code: HRVATSKA
 Entity's registration number (MBS): 060032302
 Personal identification number (OIB): 05951496767 LEI: 74780000VOGH8Q3K5K76
 Institution code: 1271
 Name of the issuer: ILIRIJA d.d. BIOGRAD NA MORU
 Postcode and town: 23210 BIOGRAD NA MORU
 Street and house number: TINA UJEVIĆA 7
 E-mail address: ilirija@zd.t-com.hr
 Web address: www.ilirijabiograd.com
 Number of employees (end of the reporting period): 400
 Consolidated report: KN (KN-not consolidated/KD-consolidated)
 Audited: RN (RN-not audited/RD-audited)
 Names of subsidiaries (according to IFRS): Registered office: MB:

Bookkeeping firm: (Yes/No) (name of the bookkeeping firm)
 Contact person: STRPIĆ ZORKA (only name and surname of the contact person)
 Telephone: 023/383178
 E-mail address: zorkas@ilirijabiograd.com
 Audit firm: UHY RUDAN d.o.o. ZAGREB (name of the audit firm)
 Certified auditor: (name and surname)

BALANCE SHEET			
balance as at 30/09/2024			in EUR
Submitter: ILIRIJA d.d. BIOGRAD NA MORU			
Item	ADP code	Last day of the preceding business year	At the reporting date of the current period
1	2	3	4
A) RECEIVABLES FOR SUBSCRIBED CAPITAL UNPAID	001	0	0
B) FIXED ASSETS (ADP 003+010+020+031+036)	002	58,488,275	57,489,773
I INTANGIBLE ASSETS (ADP 004 to 009)	003	31,919	100,284
1 Research and development	004	0	0
2 Concessions, patents, licences, trademarks, software and other rights	005	0	0
3 Goodwill	006	0	0
4 Advances for the purchase of intangible assets	007	0	0
5 Intangible assets in preparation	008	0	0
6 Other intangible assets	009	31,919	100,284
II TANGIBLE ASSETS (ADP 011 to 019)	010	58,451,439	57,384,572
1 Land	011	5,894,095	5,894,095
2 Buildings	012	33,339,733	32,398,600
3 Plant and equipment	013	8,981,620	8,624,575
4 Tools, working inventory and transportation assets	014	0	0
5 Biological assets	015	0	0
6 Advances for the purchase of tangible assets	016	42,547	0
7 Tangible assets in preparation	017	205,783	579,680
8 Other tangible assets	018	0	0
9 Investment property	019	9,987,661	9,887,622
III FIXED FINANCIAL ASSETS (ADP 021 to 030)	020	4,917	4,917
1 Investments in holdings (shares) of undertakings within the group	021	4,917	4,917
2 Investments in other securities of undertakings within the group	022	0	0
3 Loans, deposits, etc. to undertakings within the group	023	0	0
4. Investments in holdings (shares) of companies linked by virtue of participating interests	024	0	0
5 Investment in other securities of companies linked by virtue of participating interests	025	0	0
6 Loans, deposits etc. given to companies linked by virtue of participating interests	026	0	0
7 Investments in securities	027	0	0
8 Loans, deposits, etc. given	028	0	0
9 Other investments accounted for using the equity method	029	0	0
10 Other fixed financial assets	030	0	0
IV RECEIVABLES (ADP 032 to 035)	031	0	0
1 Receivables from undertakings within the group	032	0	0
2 Receivables from companies linked by virtue of participating interests	033	0	0
3 Customer receivables	034	0	0
4 Other receivables	035	0	0
V DEFERRED TAX ASSETS	036	0	0
C) CURRENT ASSETS (ADP 038+046+053+063)	037	13,071,915	17,415,803
I INVENTORIES (ADP 039 to 045)	038	203,498	310,048
1 Raw materials and consumables	039	203,498	310,048
2 Work in progress	040	0	0
3 Finished goods	041	0	0
4 Merchandise	042	0	0
5 Advances for inventories	043	0	0
6 Fixed assets held for sale	044	0	0
7 Biological assets	045	0	0

II RECEIVABLES (ADP 047 to 052)	046	843,000	3,090,925
1 Receivables from undertakings within the group	047	0	0
2 Receivables from companies linked by virtue of participating interests	048	0	0
3 Customer receivables	049	530,351	1,863,227
4 Receivables from employees and members of the undertaking	050	20,399	60,277
5 Receivables from government and other institutions	051	39,082	536,789
6 Other receivables	052	253,168	630,632
III CURRENT FINANCIAL ASSETS (ADP 054 to 062)	053	12,000,000	13,000,000
1 Investments in holdings (shares) of undertakings within the group	054	0	0
2 Investments in other securities of undertakings within the group	055	0	0
3 Loans, deposits, etc. to undertakings within the group	056	0	0
4 Investments in holdings (shares) of companies linked by virtue of participating interests	057	0	0
5 Investment in other securities of companies linked by virtue of participating interests	058	0	0
6 Loans, deposits etc. to companies linked by virtue of participating interests	059	0	0
7 Investments in securities	060	0	0
8 Loans, deposits, etc. given	061	12,000,000	13,000,000
9 Other financial assets	062	0	0
IV CASH AT BANK AND IN HAND	063	25,417	1,014,830
D) PREPAID EXPENSES AND ACCRUED INCOME	064	0	0
E) TOTAL ASSETS (ADP 001+002+037+064)	065	71,560,190	74,905,576
OFF-BALANCE SHEET ITEMS	066	0	0
LIABILITIES			
A) CAPITAL AND RESERVES (ADP 068 to 070+076+077+081+084+087)	067	53,114,266	59,316,822
I INITIAL (SUBSCRIBED) CAPITAL	068	30,420,000	30,420,000
II CAPITAL RESERVES	069	389,195	389,195
III RESERVES FROM PROFIT (ADP 071+072-073+074+075)	070	4,975,723	4,791,551
1 Legal reserves	071	3,195,698	3,195,698
2 Reserves for treasury shares	072	925,837	925,837
3 Treasury shares and holdings (deductible item)	073	-137,207	-321,379
4 Statutory reserves	074	0	0
5 Other reserves	075	991,395	991,395
IV REVALUATION RESERVES	076	0	0
V FAIR VALUE RESERVES (ADP 078 to 080)	077	0	0
1 Financial assets at fair value through other comprehensive income (i.e. available for sale)	078	0	0
2 Cash flow hedge - effective portion	079	0	0
3 Hedge of a net investment in a foreign operation - effective portion	080	0	0
4 Other fair value reserves	081	0	0
5 Exchange differences arising from the translation of foreign operations (consolidation)	082	0	0
VI RETAINED PROFIT OR LOSS BROUGHT FORWARD (ADP 084-085)	083	14,049,818	15,643,437
1 Retained profit	084	14,049,818	15,643,437
2 Loss brought forward	085	0	0
VII PROFIT OR LOSS FOR THE BUSINESS YEAR (ADP 087-088)	086	3,279,530	8,072,639
1 Profit for the business year	087	3,279,530	8,072,639
2 Loss for the business year	088	0	0
VIII MINORITY (NON-CONTROLLING) INTEREST	089	0	0
B) PROVISIONS (ADP 091 to 096)	090	0	0
1 Provisions for pensions, termination benefits and similar obligations	091	0	0
2 Provisions for tax liabilities	092	0	0
3 Provisions for ongoing legal cases	093	0	0
4 Provisions for renewal of natural resources	094	0	0
5 Provisions for warranty obligations	095	0	0
6 Other provisions	096	0	0

C) LONG-TERM LIABILITIES (ADP 098 to 108)	097	12,011,845	12,361,027
1 Liabilities towards undertakings within the group	098	0	0
2 Liabilities for loans, deposits, etc. to companies within the group	099	0	0
3 Liabilities towards companies linked by virtue of participating interest	100	0	0
4 Liabilities for loans, deposits etc. of companies linked by virtue of participating interest	101	0	0
5 Liabilities for loans, deposits etc.	102	0	0
6 Liabilities towards banks and other financial institutions	103	12,011,845	12,361,027
7 Liabilities for advance payments	104	0	0
8 Liabilities towards suppliers	105	0	0
9 Liabilities for securities	106	0	0
10 Other long-term liabilities	107	0	0
11 Deferred tax liability	108	0	0
D) SHORT-TERM LIABILITIES (ADP 110 to 123)	109	6,028,447	3,119,725
1 Liabilities towards undertakings within the group	110	0	0
2 Liabilities for loans, deposits, etc. to companies within the group	111	0	0
3 Liabilities towards companies linked by virtue of participating interest	112	0	0
4 Liabilities for loans, deposits etc. of companies linked by virtue of participating interest	113	0	0
5 Liabilities for loans, deposits etc.	114	0	0
6 Liabilities towards banks and other financial institutions	115	3,183,524	627,773
7 Liabilities for advance payments	116	11,293	46,938
8 Liabilities towards suppliers	117	1,798,103	1,099,350
9 Liabilities for securities	118	0	0
10 Liabilities towards employees	119	365,138	725,010
11 Taxes, contributions and similar liabilities	120	516,282	608,922
12 Liabilities arising from the share in the result	121	0	0
13 Liabilities arising from fixed assets held for sale	122	0	0
14 Other short-term liabilities	123	154,107	11,732
E) ACCRUALS AND DEFERRED INCOME	124	405,632	108,002
F) TOTAL – LIABILITIES (ADP 067+090+097+109+124)	125	71,560,190	74,905,576
G) OFF-BALANCE SHEET ITEMS	126	0	0

STATEMENT OF PROFIT OR LOSS					
for the period 01/01/2024 to 30/09/2024					
in EUR					
Submitter: ILIRIJA d.d.					
Item	ADP code	Same period of the previous year		Current period	
		Cumulative	Quarter	Cumulative	Quarter
1	2	3	4	5	6
I OPERATING INCOME (ADP 002 to 006)	001	25,399,606	14,241,135	27,481,001	14,974,229
1 Income from sales with undertakings within the group	002	0	0	0	0
2 Income from sales (outside group)	003	25,318,497	14,201,293	27,304,899	14,943,737
3 Income from the use of own products, goods and services	004	0	0	0	0
4 Other operating income with undertakings within the group	005	0	0	0	0
5 Other operating income (outside the group)	006	81,109	39,842	176,102	30,492
II OPERATING EXPENSES (ADP 008+009+013+017+018+019+022+029)	007	17,388,112	7,588,581	19,297,987	8,234,722
1 Changes in inventories of work in progress and finished goods	008	0	0	0	0
2 Material costs (ADP 010 to 012)	009	6,197,505	2,933,528	6,726,523	3,116,221
a) Costs of raw materials and consumables	010	3,351,062	1,727,389	3,390,740	1,792,899
b) Costs of goods sold	011	0	0	0	0
c) Other external costs	012	2,846,443	1,206,139	3,335,783	1,323,322
3 Staff costs (ADP 014 to 016)	013	5,906,385	2,368,456	6,658,439	2,643,468
a) Net salaries and wages	014	3,527,695	1,409,206	4,019,776	1,591,886
b) Tax and contributions from salary costs	015	1,539,718	623,018	1,693,022	676,299
c) Contributions on salaries	016	838,972	336,232	945,641	375,283
4 Depreciation	017	2,222,999	740,975	2,350,581	730,938
5 Other costs	018	2,898,088	1,541,314	3,487,415	1,695,428
6 Value adjustments (ADP 020+021)	019	0	0	0	0
a) fixed assets other than financial assets	020	0	0	0	0
b) current assets other than financial assets	021	0	0	0	0
7 Provisions (ADP 023 to 028)	022	0	0	0	0
a) Provisions for pensions, termination benefits and similar obligations	023	0	0	0	0
b) Provisions for tax liabilities	024	0	0	0	0
c) Provisions for ongoing legal cases	025	0	0	0	0
d) Provisions for renewal of natural resources	026	0	0	0	0
e) Provisions for warranty obligations	027	0	0	0	0
f) Other provisions	028	0	0	0	0
8 Other operating expenses	029	163,135	4,308	75,029	48,667
III FINANCIAL INCOME (ADP 031 to 040)	030	128,038	127,922	243,211	81,354
1 Income from investments in holdings (shares) of undertakings within the group	031	0	0	0	0
2 Income from investments in holdings (shares) of companies linked by virtue of participating interests	032	0	0	0	0
3 Income from other long-term financial investment and loans granted to undertakings within the group	033	0	0	0	0
4 Other interest income from operations with undertakings within the group	034	0	0	0	0
5 Exchange rate differences and other financial income from operations with undertakings within the group	035	0	0	0	0
6 Income from other long-term financial investments and loans	036	0	0	0	0
7 Other interest income	037	127,924	127,922	243,211	81,348
8 Exchange rate differences and other financial income	038	114	0	0	6
9 Unrealised gains (income) from financial assets	039	0	0	0	0
10 Other financial income	040	0	0	0	0
IV FINANCIAL EXPENSES (ADP 042 to 048)	041	367,973	121,174	353,586	110,862
1 Interest expenses and similar expenses with undertakings within the group	042	0	0	0	0
2 Exchange rate differences and other expenses from operations with undertakings within the group	043	0	0	0	0

3 Interest expenses and similar expenses	044	367,812	121,135	353,586	110,862
4 Exchange rate differences and other expenses	045	161	39	0	0
5 Unrealised losses (expenses) from financial assets	046	0	0	0	0
6 Value adjustments of financial assets (net)	047	0	0	0	0
7 Other financial expenses	048	0	0	0	0
V SHARE IN PROFIT FROM UNDERTAKINGS LINKED BY VIRTUE OF PARTICIPATING INTERESTS	049	0	0	0	0
VI SHARE IN PROFIT FROM JOINT VENTURES	050	0	0	0	0
VII SHARE IN LOSS OF COMPANIES LINKED BY VIRTUE OF PARTICIPATING INTEREST	051	0	0	0	0
VIII SHARE IN LOSS OF JOINT VENTURES	052	0	0	0	0
IX TOTAL INCOME (ADP 001+030+049 +050)	053	25,527,644	14,369,057	27,724,212	15,055,583
X TOTAL EXPENDITURE (ADP 007+041+051 + 052)	054	17,756,085	7,709,755	19,651,573	8,345,584
XI PRE-TAX PROFIT OR LOSS (ADP 053-054)	055	7,771,559	6,659,302	8,072,639	6,709,999
1 Pre-tax profit (ADP 053-054)	056	7,771,559	6,659,302	8,072,639	6,709,999
2 Pre-tax loss (ADP 054-053)	057	0	0	0	0
XII INCOME TAX	058	0	0	0	0
XIII PROFIT OR LOSS FOR THE PERIOD (ADP 055-059)	059	7,771,559	6,659,302	8,072,639	6,709,999
1 Profit for the period (ADP 055-059)	060	7,771,559	6,659,302	8,072,639	6,709,999
2 Loss for the period (ADP 059-055)	061	0	0	0	0
DISCONTINUED OPERATIONS (to be filled in by undertakings subject to IFRS only with discontinued operations)					
XIV PRE-TAX PROFIT OR LOSS OF DISCONTINUED OPERATIONS (ADP 063-064)	062	0	0	0	0
1 Pre-tax profit from discontinued operations	063	0	0	0	0
2 Pre-tax loss on discontinued operations	064	0	0	0	0
XV INCOME TAX OF DISCONTINUED OPERATIONS	065	0	0	0	0
1 Discontinued operations profit for the period (ADP 062-065)	066	0	0	0	0
2 Discontinued operations loss for the period (ADP 065-062)	067	0	0	0	0
TOTAL OPERATIONS (to be filled in only by undertakings subject to IFRS with discontinued operations)					
XVI PRE-TAX PROFIT OR LOSS (ADP 055-+062)	068	0	0	0	0
1 Pre-tax profit (ADP 068)	069	0	0	0	0
2 Pre-tax loss (ADP 068)	070	0	0	0	0
XVII INCOME TAX (ADP 058+065)	071	0	0	0	0
XVIII PROFIT OR LOSS FOR THE PERIOD (ADP 068-071)	072	0	0	0	0
1 Profit for the period (ADP 068-071)	073	0	0	0	0
2 Loss for the period (ADP 071-068)	074	0	0	0	0
APPENDIX to the P&L (to be filled in by undertakings that draw up consolidated annual financial statements)					
XIX PROFIT OR LOSS FOR THE PERIOD (ADP 076+077)	075	0	0	0	0
1 Attributable to owners of the parent	076	0	0	0	0
2 Attributable to minority (non-controlling) interest	077	0	0	0	0
STATEMENT OF OTHER COMPREHENSIVE INCOME (to be filled in by undertakings subject to IFRS)					
I PROFIT OR LOSS FOR THE PERIOD	078	7,771,559	6,659,302	8,072,639	6,709,999
II OTHER COMPREHENSIVE INCOME/LOSS BEFORE TAX (ADP 80+ 87)	079	0	0	0	0
III Items that will not be reclassified to profit or loss (ADP 081 to 085)	080	0	0	0	0
1 Changes in revaluation reserves of fixed tangible and intangible assets	081	0	0	0	0
2 Gains or losses from subsequent measurement of equity instruments at fair value through other comprehensive income	082	0	0	0	0
3 Fair value changes of financial liabilities at fair value through statement of profit or loss, attributable to changes in their credit risk	083	0	0	0	0
4 Actuarial gains/losses on the defined benefit obligation	084	0	0	0	0

5 Other items that will not be reclassified	085	0	0	0	0
6 Income tax relating to items that will not be reclassified	086	0	0	0	0
IV Items that may be reclassified to profit or loss (ADP 088 to 095)	087	0	0	0	0
1 Exchange rate differences from translation of foreign operations	088	0	0	0	0
2 Gains or losses from subsequent measurement of debt securities at fair value through other comprehensive income	089	0	0	0	0
3 Profit or loss arising from effective cash flow hedging	090	0	0	0	0
4 Profit or loss arising from effective hedge of a net investment in a foreign operation	091	0	0	0	0
5 Share in other comprehensive income/loss of companies linked by virtue of participating interests	092	0	0	0	0
6 Changes in fair value of the time value of option	093	0	0	0	0
7 Changes in fair value of forward elements of forward contracts	094	0	0	0	0
8 Other items that may be reclassified to profit or loss	095	0	0	0	0
9 Income tax relating to items that may be reclassified to profit or loss	096	0	0	0	0
V NET OTHER COMPREHENSIVE INCOME OR LOSS (ADP 080+087- 086 - 096)	097	0	0	0	0
VI COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (ADP 078+097)	098	7,771,559	6,659,302	8,072,639	6,709,999
APPENDIX to the Statement on comprehensive income (to be filled in by undertakings that draw up consolidated statements)					
VI COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (ADP 100+101)	099	0	0	0	0
1 Attributable to owners of the parent	100	0	0	0	0
2 Attributable to minority (non-controlling) interest	101	0	0	0	0

STATEMENT OF CASH FLOWS - indirect method			
for the period 01/01/2024 to 30/09/2024			
			in EUR
Submitter: ILIRIJA d.d.			
Item	ADP code	Same period of the previous year	Current period
1	2	3	4
Cash flow from operating activities			
1 Pre-tax profit	001	7,771,559	8,072,639
2 Adjustments (ADP 003 to 010):	002	2,719,010	2,947,378
a) Depreciation	003	2,222,999	2,350,581
b) Gains and losses from sale and value adjustment of fixed tangible and intangible assets	004	0	0
c) Gains and losses from sale and unrealised gains and losses and value adjustment of financial assets	005	0	0
d) Interest and dividend income	006	128,038	243,211
e) Interest expenses	007	367,973	353,586
f) Provisions	008	0	0
g) Exchange rate differences (unrealised)	009	0	0
h) Other adjustments for non-cash transactions and unrealised gains and losses	010	0	0
I Cash flow increase or decrease before changes in working capital (ADP 001+002)	011	10,490,569	11,020,017
3 Changes in the working capital (ADP 013 to 016)	012	1,230,660	-1,987,716
a) Increase or decrease in short-term liabilities	013	763,067	-2,908,722
b) Increase or decrease in short-term receivables	014	456,353	1,231,252
c) Increase or decrease in inventories	015	11,240	-106,550
d) Other increase or decrease in working capital	016	0	-203,696
II Cash from operations (ADP 011+012)	017	11,721,229	9,032,301
4 Interest paid	018	-324,837	-243,856
5 Income tax paid	019	-834,448	-734,561
A) NET CASH FLOW FROM OPERATING ACTIVITIES (ADP 017 to 019)	020	10,561,944	8,053,884
Cash flow from investment activities			
1 Cash receipts from sales of fixed tangible and intangible assets	021	0	0
2 Cash receipts from sales of financial instruments	022	0	0
3 Interest received	023	0	0
4 Dividends received	024	0	0
5 Cash receipts from repayment of loans and deposits	025	0	0
6 Other cash receipts from investment activities	026	0	0
III Total cash receipts from investment activities (ADP 021 to 026)	027	0	0
1 Cash payments for the purchase of fixed tangible and intangible assets	028	-3,002,540	-1,394,626
2 Cash payments for the acquisition of financial instruments	029	0	0
3 Cash payments for loans and deposits for the period	030	-1,328,416	-1,000,000
4 Acquisition of a subsidiary, net of cash acquired	031	0	0
5 Other cash payments from investment activities	032	-141,758	0
IV Total cash payments from investment activities (ADP 028 to 032)	033	-4,472,714	-2,394,626
B) NET CASH FLOW FROM INVESTMENT ACTIVITIES (ADP 027 +033)	034	-4,472,714	-2,394,626
Cash flow from financing activities			
1 Cash receipts from the increase in initial (subscribed) capital	035	0	0
2 Cash receipts from the issue of equity financial instruments and debt financial instruments	036	0	0
3 Cash receipts from credit principals, loans and other borrowings	037	800,000	600,000
4 Other cash receipts from financing activities	038	0	0
V Total cash receipts from financing activities (ADP 035 to 038)	039	800,000	600,000
1 Cash payments for the repayment of credit principals, loans and other borrowings and debt financial instruments	040	-2,578,000	-2,502,270
2 Cash payments for dividends	041	-1,319,404	-1,684,806
3 Cash payments for finance lease	042	-681,202	-651,645
4 Cash payments for the redemption of treasury shares and decrease in initial (subscribed) capital	043	-162,834	-187,268
5 Other cash payments from financing activities	044	-1,137,251	-243,856

VI Total cash payments from financing activities (ADP 040 to 044)	045	-5,878,691	-5,269,845
C) NET CASH FLOW FROM FINANCING ACTIVITIES (ADP 039 +045)	046	-5,078,691	-4,669,845
1 Unrealised exchange rate differences in respect of cash and cash equivalents	047	0	0
D) NET INCREASE OR DECREASE IN CASH FLOWS (ADP 020+034+046+047)	048	1,010,539	989,413
E) CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD	049	100,979	25,417
F) CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD(ADP 048+049)	050	1,111,518	1,014,830

STATEMENT OF CASH FLOWS - direct method			
for the period 01/01/2024 to 30/09/2024			
in EUR			
Submitter: ILIRIJA d.d.			
Item	ADP code	Same period of the previous year	Current period
1	2	3	4
Cash flow from operating activities			
1 Cash receipts from customers	001	0	0
2 Cash receipts from royalties, fees, commissions and other revenue	002	0	0
3 Cash receipts from insurance premiums	003	0	0
4 Cash receipts from tax refund	004	0	0
5 Other cash receipts from operating activities	005	0	0
I Total cash receipts from operating activities (ADP 001 to 005)	006	0	0
1 Cash payments to suppliers	007	0	0
2 Cash payments to employees	008	0	0
3 Cash payments for insurance premiums	009	0	0
4 Interest paid	010	0	0
5 Income tax paid	011	0	0
6 Other cash payments from operating activities	012	0	0
II Total cash payments from operating activities (ADP 007 to 012)	013	0	0
A) NET CASH FLOW FROM OPERATING ACTIVITIES (ADP 006 + 013)	014	0	0
Cash flow from investment activities			
1 Cash receipts from sales of fixed tangible and intangible assets	015	0	0
2 Cash receipts from sales of financial instruments	016	0	0
3 Interest received	017	0	0
4 Dividends received	018	0	0
5 Cash receipts from the repayment of loans and deposits	019	0	0
6 Other cash receipts from investment activities	020	0	0
III Total cash receipts from investment activities (ADP 015 to 020)	021	0	0
1 Cash payments for the purchase of fixed tangible and intangible assets	022	0	0
2 Cash payments for the acquisition of financial instruments	023	0	0
3 Cash payments for loans and deposits	024	0	0
4 Acquisition of a subsidiary, net of cash acquired	025	0	0
5 Other cash payments from investment activities	026	0	0
IV Total cash payments from investment activities (ADP 022 to 026)	027	0	0
B) NET CASH FLOW FROM INVESTMENT ACTIVITIES (ADP 021 + 027)	028	0	0
Cash flow from financing activities			
1 Cash receipts from the increase in initial (subscribed) capital	029	0	0
2 Cash receipts the from issue of equity financial instruments and debt financial instruments	030	0	0
3 Cash receipts from credit principals, loans and other borrowings	031	0	0
4 Other cash receipts from financing activities	032	0	0
V Total cash receipts from financing activities (ADP 029 to 032)	033	0	0
1 Cash payments for the repayment of credit principals, loans and other borrowings and debt financial instruments	034	0	0
2 Cash payments for dividends	035	0	0
3 Cash payments for finance lease	036	0	0
4 Cash payments for the redemption of treasury shares and decrease in initial (subscribed) capital	037	0	0
5 Other cash payments from financing activities	038	0	0
VI Total cash payments from financing activities (ADP 034 to 038)	039	0	0
C) NET CASH FLOW FROM FINANCING ACTIVITIES (ADP 033 + 039)	040	0	0
1 Unrealised exchange rate differences in respect of cash and cash equivalents	041	0	0
D) NET INCREASE OR DECREASE IN CASH FLOWS (ADP 014 + 028 + 040 + 041)	042	0	0
E) CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD	043	0	0
F) CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD (042+043)	044	0	0

STATEMENT OF CHANGES IN EQUITY

for the period from 01/01/2024 to 30/09/2024

in EUR

Item	ADP code	Initial (subscribed) capital	Capital reserves	Legal reserves	Reserves for treasury shares	Treasury shares and holdings (deductible item)	Statutory reserves	Other reserves	Attributable to owners of the parent								Retained profit / loss brought forward	Profit/loss for the business year	Total attributable to owners of the parent	"Minority (non-controlling) interest"	Total capital and reserves
									Revaluation reserves	Fair value of financial assets through other comprehensive income (available for sale)	Cash flow hedge - effective portion	Hedge of a net investment in a foreign operation - effective portion	Other fair value reserves	Exchange rate differences from translation of foreign operations							
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18 (3 to 6 - 7 + 8 to 17)"	19	20 (18+19)		
Previous period																					
1 Balance on the first day of the previous business year	01	30,412,964	389,195	3,195,698	925,837	229,335	0	998,431	0	0	0	0	0	0	0	15,373,526	0	51,066,316	0	51,066,316	
2 Changes in accounting policies	02	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
3 Correction of errors	03	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
4 Balance on the first day of the previous business year (restated) (ADP 01 to 03)	04	30,412,964	389,195	3,195,698	925,837	229,335	0	998,431	0	0	0	0	0	0	0	15,373,526	0	51,066,316	0	51,066,316	
5 Profit/loss of the period	05	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7,771,559	7,771,559	0	7,771,559	
6 Exchange rate differences from translation of foreign operations	06	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
7 Changes in revaluation reserves of fixed tangible and intangible assets	07	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
8 Gains or losses from subsequent measurement of financial assets at fair value through other comprehensive income (available for sale)	08	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
9 Profit or loss arising from effective cash flow hedge	09	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
10 Profit or loss arising from effective hedge of a net investment in a foreign operation	10	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
11 Share in other comprehensive income/loss of companies linked by virtue of participating interests	11	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
12 Actuarial gains/losses on the defined benefit obligation	12	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
13 Other changes in equity unrelated to owners	13	7,036	0	0	0	0	0	-7,036	0	0	0	0	0	0	0	0	0	0	0	0	
14 Tax on transactions recognised directly in equity	14	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
15 Decrease in initial (subscribed) capital (other than arising from the pre-bankruptcy settlement procedure or from the reinvestment of profit)	15	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
16 Decrease in initial (subscribed) capital arising from the pre-bankruptcy settlement procedure	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
17 Decrease in initial (subscribed) capital arising from the reinvestment of profit	17	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
18 Redemption of treasury shares/holdings	18	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
19 Payments from members/shareholders	19	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
20 Payment of share in profit/dividend	20	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,323,708	0	-1,323,708	0	-1,323,708	
21 Other distributions and payments to members/shareholders	21	0	0	0	0	73,603	0	0	0	0	0	0	0	0	0	1,794,046	0	1,720,443	0	1,720,443	
22 Transfer to reserves according to the annual schedule	22	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,794,046	0	-1,794,046	0	-1,794,046	
23 Increase in reserves arising from the pre-bankruptcy settlement procedure	23	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
24 Balance on the last day of the previous business year reporting period (ADP 04 to 23)	24	30,420,000	389,195	3,195,698	925,837	302,938	0	991,395	0	0	0	0	0	0	0	14,049,818	7,771,559	57,440,564	0	57,440,564	
APPENDIX TO THE STATEMENT OF CHANGES IN EQUITY (to be filled in by undertakings that draw up financial statements in accordance with the IFRS)																					
I OTHER COMPREHENSIVE INCOME OF THE PREVIOUS PERIOD, NET OF TAX (ADP 06 to 14)	25	7,036	0	0	0	0	0	-7,036	0	0	0	0	0	0	0	0	0	0	0	0	
II COMPREHENSIVE INCOME OR LOSS FOR THE PREVIOUS PERIOD (ADP 05+25)	26	7,036	0	0	0	0	0	-7,036	0	0	0	0	0	0	0	7,771,559	7,771,559	0	7,771,559		
III TRANSACTIONS WITH OWNERS IN THE PREVIOUS PERIOD RECOGNISED DIRECTLY IN EQUITY (ADP 15 to 23)	27	0	0	0	0	73,603	0	0	0	0	0	0	0	0	0	-1,323,708	0	-1,397,311	0	-1,397,311	
Current period																					

1 Balance on the first day of the current business year	28	30,420,000	389,195	3,195,698	925,837	137,207	0	991,395	0	0	0	0	0	0	17,329,348	0	53,114,266	0	53,114,266
2 Changes in accounting policies	29	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
3 Correction of errors	30	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
4 Balance on the first day of the current business year (restated) (AOP 28 to 30)	31	30,420,000	389,195	3,195,698	925,837	137,207	0	991,395	0	0	0	0	0	0	17,329,348	0	53,114,266	0	53,114,266
5 Profit/loss of the period	32	0	0	0	0	0	0	0	0	0	0	0	0	0	0	8,072,639	8,072,639	0	8,072,639
6 Exchange rate differences from translation of foreign operations	33	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
7 Changes in revaluation reserves of fixed tangible and intangible assets	34	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
8 Gains or losses from subsequent measurement of financial assets at fair value through other comprehensive income (available for sale)	35	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
9 Profit or loss arising from effective cash flow hedge	36	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
10 Profit or loss arising from effective hedge of a net investment in a foreign operation	37	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
11 Share in other comprehensive income/loss of companies linked by virtue of participating interests	38	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
12 Actuarial gains/losses on the defined benefit obligation	39	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
13 Other changes in equity unrelated to owners	40	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
14 Tax on transactions recognised directly in equity	41	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
15 Decrease in initial (subscribed) capital (other than arising from the pre-bankruptcy settlement procedure or from the reinvestment of profit)	42	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
16 Decrease in initial (subscribed) capital arising from the pre-bankruptcy settlement procedure	43	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
17 Decrease in initial (subscribed) capital arising from the reinvestment of profit	44	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
18 Redemption of treasury shares/holdings	45	0	0	0	0	184,172	0	0	0	0	0	0	0	0	0	0	-184,172	0	-184,172
19 Payments from members/shareholders	46	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
20 Payment of share in profit/dividend	47	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,685,911	0	-1,685,911	0	-1,685,911
21 Other distributions and payments to members/shareholders	48	0	0	0	0	0	0	0	0	0	0	0	0	0	1,593,619	0	1,593,619	0	1,593,619
22 Carryforward per annual plane	49	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,593,619	0	-1,593,619	0	-1,593,619
23 Increase in reserves arising from the pre-bankruptcy settlement procedure	50	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
24 Balance on the last day of the current business year reporting period (ADP 31 to 50)	51	30,420,000	389,195	3,195,698	925,837	321,379	0	991,395	0	0	0	0	0	0	15,643,437	8,072,639	59,316,822	0	59,316,822
APPENDIX TO THE STATEMENT OF CHANGES IN EQUITY (to be filled in by undertakings that draw up financial statements in accordance with the IFRS)																			
I OTHER COMPREHENSIVE INCOME FOR THE CURRENT PERIOD, NET OF TAX (ADP 33 to 41)	52	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
II COMPREHENSIVE INCOME OR LOSS FOR THE CURRENT PERIOD (ADP 32 to 52)	53	0	0	0	0	0	0	0	0	0	0	0	0	0	0	8,072,639	8,072,639	0	8,072,639
III TRANSACTIONS WITH OWNERS IN THE CURRENT PERIOD RECOGNISED DIRECTLY IN EQUITY (ADP 42 to 50)	54	0	0	0	0	184,172	0	0	0	0	0	0	0	0	-1,685,911	0	-1,870,083	0	-1,870,083

NOTES TO THE FINANCIAL STATEMENTS – TFI-POD

(made for quarterly periods)

Name of the issuer: ILIRIJA d.d. BIOGRAD NA MORU

PIN: 05951496767

Reporting period: 01/01 – 30/09/2024**A. Notes on the Company's financial position:****Non-current assets**

The non-current asset value amounted to EUR 57,489,773,42, constituting a decrease of EUR 998,501,43 compared to the value as at 31 December 2023, when it amounted to EUR 58,488,274.85. An amount of EUR 1,394,626,24 was invested in all sectors of the Company during the reporting period of 2024.

Current assets

The current asset value amounted to EUR 17,415,802,78 and increased by EUR 4,343,887,51 or 33,23% compared to the value as at 31 December 2023, when it amounted to EUR 13,071,915.27. The largest portion of the increase in current assets was achieved by cash inflows from customers.

Short-term liabilities

Short-term liabilities amounted to EUR 3,227,726,96, recording a decrease of EUR 3,206,351,56, or 49,83% compared to the balance as at 31 December 2023, when they amounted to EUR 6,434,078.52.

Non-current liabilities

Non-current liabilities amounted to EUR 12,361,027,09, recording an increase of EUR 349,182,12, or 2.91% compared to the balance as at 31 December 2023, when they amounted to EUR 12,011,844.97.

Equity and reserves

Equity and reserves equalled EUR 59,316,822,15, which represented an increase of EUR 6,202,555,52 compared to the balance as at 31 December 2023, when they amounted to EUR 53,114,266.63.

Note – total revenue, expenses and operating profit**Total revenue**

Total revenue generated as at 30 September 2024 amounted to EUR 27,724,211,90, representing an increase of 8,6% of the total revenue generated as at 30 September 2023, when it amounted to EUR 25,527,644,05.

Total expenses

Total expenses as at 30 09 2024 amounted to EUR 19,651,572,68, representing an increase of 10.68% of the total expenses as at 30 September 2023, when it amounted to EUR 17,756,085,20.

Operating profit

The operating profit generated as at 30 September 2024 amounted to EUR 10,533,595,12, constituting an increase of 2,92% of the operating profit generated as at 30 September 2023, when it amounted to EUR 10,234,492,63.

B. The last revised annual statements of the Company: are available on the website of ILIRIJA d.d. <https://ilirijabiograd.com/izvjesca-o-poslovanju>, Zagreb Stock Exchange (Zagrebačka burza d.d.) and the Croatian Financial Services Supervisory Agency within the framework of the central storage of regulated information.

C. Statement on the application of the same accounting policies during the preparation of the statement as at 30 September 2024 and the last revised annual statement as at 31 December 2023.

D. In the observed reporting period of 2024, operating revenue in the amount of EUR 27.481.001,01 was generated, which constitutes a 8,19% increase compared to the same period of the previous year, when it amounted to EUR 25.399.606,16. The Company's business activities are seasonal. The Company generates most of its revenue in summer. The Company generates revenue in the hotel, nautical, camping and real-estate sectors and the destination management company DMC Ilirija Travel. The hotel sector generates most of its revenue in summer.

In the observed reporting period of 2024, the hotel sector generated revenue in the amount of EUR 8.967.128,66, which constitutes an increase of EUR 763.709,72, or 9% compared to the same period of the previous year, when it amounted to EUR 8.203.418,94.

In the observed reporting period of 2024, the nautical sector generated revenue in the amount of EUR 8.062.177,01, constituting an increase of EUR 635.837,33, or 9% compared to the same period of 2023, when it amounted to EUR 7.426.339,68. The majority of the revenue was generated by annual berth fees.

In the observed reporting period of 2024, the camping sector generated revenue in the amount of EUR 7.672.624,63, constituting an increase of EUR 265.480,86, or 4% compared to the same period of the previous year, when it amounted to EUR 7.407.143,77. The most significant revenue was generated from mobile homes, fixed lease of camping pitches and plots.

In the observed reporting period of 2024, revenue from the real estate sector, i.e. the City Galleria Business and Shopping Centre amounted to EUR 1.629.288,25, representing an increase of EUR 70.035,37 or 4% compared to the same period of the previous year, when it amounted to EUR 1.559.252,88

In the reporting period observed, i.e. as at 30 September 2024, the Company did not receive any grants.

As at 30 September 2024, the operating costs amounted to EUR 16.947.405,89, recording an increase of EUR 1.782.292,36, or 11.75% compared to the same period of 2023, when they amounted to EUR 15.165.113,53. Financial expenses in the reporting period amounted to EUR 353.586,10, and they have decreased by 3,91% compared to the same period of the previous year, when they amounted to EUR 367.972,64. The depreciation charge for the reporting period of 2024 amounted to EUR 2.350.580,69, which is a 5,74% increase compared to the same period of 2023, when it amounted to EUR 2.222.999,03.

Total expenses amounted to EUR 19.651.572,68, recording an increase of 10.68% compared to the same period of the previous year, when they amounted to EUR 17.756.085,20. Operating profit, i.e. profit from business activities, for the reporting period of 2024 amounted to EUR 10.533.595,12, which is an increase of 2,92% compared to the same period of the previous year, when it amounted to EUR 10.234.492,63. EBITDA, i.e. earnings before depreciation, interest and taxes, was generated in the amount EUR 10.776.806,01, and showed a 4% increase compared to the same period of the previous year. EBIT, i.e. earnings before financing expenses, has been generated in the amount of EUR 8.426.225,32. In the period observed, a profit in the amount of EUR 8.072.639,22 was generated.

Additional clarifications of individual items can be found in the Company comments, which comprise an integral part of the statement as at 30 September 2024.

E. There were no significant changes.

F. Point 1 ILIRIJA d.d. BIOGRAD NA MORU, Tina Ujevića 7, 23210 Biograd na Moru, Croatia, Company Reg. No: 060032302, PIN:05951496767.

Point 2 There has been no change in the accounting policies compared to the last revised annual statement.

Point 3 Point 3 does not apply to the Company and is not used.

Point 4 The majority of the revenue was generated on the domestic market in the amount of EUR 23.281.222,07 and the foreign market in the amount of EUR 4.023.521,00, while other revenue was generated in the amount of EUR 176.257,94. Operating revenues were generated as follows; the hotel sector EUR 8.967.128,66, the nautical sector EUR 8.062.177,01, the camping sector EUR 7.672.624,63, City Galleria EUR 1.629.288,25. Revenue from other activities, i.e. profit centres, including Ilirija Travel, and hospitality, has been realised in the amount of EUR 1.149.782,46. Total expenses amounted to EUR 19.651.572,68. Operating expenses amounted to EUR 16.947.405,89. Most of them were incurred in connection to the cost of raw material, other materials and energy, accounting for EUR 3.390.739,98; outsourcing costs, accounting for EUR 3.335.782,74; other operating costs, accounting for EUR 3.562.444,04, and staff costs, accounting for EUR 6.658.439,13.

Point 5 Long-term loans which will become due in the period from 2026 to 2034 amount to EUR 8,536,188.51. Securing payment of mortgages on property.

Point 6 Average number of employees in the period from 01/01 – 30/ 09/ 2024 was 381.

Point 7 The employee cost presented in the income statement amounted to EUR 6.658.439,13 (net salary being EUR 4.019.776,17, contributions from salaries being EUR 1.119.349,09, the salary tax and surtax being EUR 573.673,11, and the contributions to salaries being EUR 945.640,77). Due to the restrictions of the form, which does not include Other Employee Costs, e.g. travel expenses, severance pay, etc., this amount is supplemented by said costs of EUR 253.948,9, which brings the total employee cost to EUR 6.912.388,03. The Company does not capitalise the salary costs.

Point 8 and 9 do not apply to the Company and are not used.

Point 10 The share capital of the Company amounted to EUR 30,420,000.00 as at 30 September 2024, and it is divided into 2,413,488 no-par-value ordinary shares.

Points 11 to 17 do not apply to the Company. There was no consolidation.

REPRESENTATION LETTER

ILIRIJA d.d.
BIOGRAD NA MORU

Biograd na Moru, 17/10/2024

Statement by the persons responsible for the preparation of the financial statements for the period 01/01-30/09/2024

Pursuant to Articles 403–410 of the Capital Market Act, we hereby state that the Financial statements of Ilirija d.d. Biograd na Moru, Tina Ujevića 7, PIN: 05951496767 for the period from January to September 2024 are prepared in accordance with the International Financial Reporting Standards and pursuant to the Croatian Accounting Act. The financial statements provide realistic and objective data on the Company's financial position as at 30 September 2024, its business results and cash flow in accordance with the International Financial Reporting Standards.

The Company's Management report contains a legitimate representation of its results and position as at 30 September 2024.

The financial statements for the period from 01/01-30/09/2024 have not been audited.

Accounting Manager:
Zorka Strpić

Management Board:
Goran Ražnjević



ILIRIJA dioničko društvo
za ugostiteljstvo i turizam
Biograd na Moru





Ražnjevića Dvori

City Galleria

Arsenal Zadar

Vila Donat

Vila Primorje

Event Ship Nada

Marina Kornati

Restaurant Marina Kornati

Ilirija Travel

Hotel Kornati

Hotel Ilirija

Hotel Adriatic

Hotel Marina

Beach Club Ilirija

Tennis Center

Restaurant Park Soline

Camp "Park Soline"

ILIRIJA D.D.

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