Dalekovod d.d. Marijana Čavića 4 10 000 Zagreb



# Management Board Report for the 1<sup>st</sup> quarter of 2012

Non audited, consolidated

Zagreb, 30<sup>th</sup> April 2012

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#### I. MANAGEMENT BOARD REPORT

Given below is a presentation of preliminary and un-audited financial statements of the Dalekovod Group (hereinafter "the Group") and Dalekovod d.d. (hereinafter "the Company") for the first quarter of 2012. All data are expressed in HRK unless otherwise stated.

The first quarter of 2012 was marked by the continuous changes affecting business operations, the changes that had begun in 2011, primarily in view of restructuring and reorganizing aiming at securing more efficient business activities and long-term competitiveness of the Group.

In the first quarter of 2012 the Group has realised profit running at HRK 273 mil, and EBITDA of HRK 21.1 mil, net loss of HRK 11.2 mil. In the same period in 2011 the Group has realised profit in the amount of HRK 269 mil, EBITDA of HRK 10.8 mil, and net loss of HRK 22 mil. Despite the fact that traditionally the Group's business operations decrease during the first quarter of the year compared to other quarters of a fiscal year, primarily due to adverse weather conditions which slow down project realisation, the Group has had more success in the first quarter of 2012 compared to the same period last year.

- Group's income earned runs at HRK 273 mil, which represents an increase of 1.5 % compared to the same period in 2011.
- The Parent Company's incomes from the given period in 2012 cannot be compared to the Parent Company's incomes from the first quarter of the previous year, since the first quarter in 2011 includes both the incomes made by the Production Unit, which has spun off into a separate company, remaining a member of the Group. Comparable incomes of the given periods are obtained after the grouping of the Group members' incomes which make up the same business segments of the Parent Company for the first quarter of 2011. The Group comprises of Dalekovod (DLKV) and Dalekovod Proizvodnja (DLKV Production Unit). Their gross profits in the first quarter of 2012 run at HRK 234 mil, which represents a 6% decrease in the amount of HRK 15 mil in comparison with the Parent Company's comparable incomes of the given period from the previous year. Even though the Parent Company has contracted new deals worth HRK 189 mil in the first quarter of 2012, due to adverse weather conditions works had to be delayed which caused the insignificant decrease in incomes compared to the same period of the previous year.
- At Group level, share of material costs in company revenue has decreased from 67.3% in the first quarter of 2011 to 62.8% in the first quarter of 2012, as a result of concluding shorter payment day to suppliers and subcontractors.

- At Group level, share of personnel costs in company revenue has decreased from 20.8% in the first quarter of 2011 to 17.2% in the first quarter of 2012, due to decisions regarding a 10% wage cut (November 2011), and a decrease in the number of employees by 284 persons (June 2011).
- At Group level, other expenditures and expenses as income percentage have decreased from 12.5% in the first quarter of 2011 to 9.0% in the first quarter of 2012.

Based on the said savings, Group's EBITDA margin increased for approximately 400 bps, from 4.1% in the first quarter of 2011 to 8.0% in the first quarter of 2012.

We feel it is important to emphasise that despite the unfavourable character of year 2011, the Group has managed to remain competitive on both the domestic as well as foreign markets, which has been confirmed by the fact that the Parent Company has contracted new deals in the first quarter of 2012 running at HRK 189.4 mil. In order to further increase its competitiveness and better use the opportunities arising in international markets, the Group is very determined to implement further measures of internal restructuring, optimising cost structure in compliance with the strategy of further internationalisation and additional optimising of balance sheet by decreasing financial indebtedness by selling all of its non-core assets according to the previously laid out plan.

Pursuant to its strategy, the Group has focused primarily on its core activities – construction and erection of transmission lines, having the upper hand there with references from numerous international markets. A significant breakthrough has been made through the process of integration within the Parent Company, merging Engineering BU and Construction BU into one business unit. By merging these two units, grounds for more efficient management of market segments were created, thus establishing better prerequisites for bidding, contracting and project realisation. Furthermore, by spinning-out the already discontinued production activity into a separate company in November 2011, the Group has made positive steps in monitoring production's business operations, ensuring profitability from every single production programme (Suspension and jointing equipment, metal structures), for the purpose of identifying non-profitable production lines and further reorganising the discontinued operations. The aforementioned spin-off has secured efficient implementation of saving measures in connection with fixed costs, out of which certain costs were twice as much before the spin-off had taken place.

With regard to aims that the Supervisory Board has set before the Management, in connection with preserving and improving the Group's solvency, the Supervisory Board has introduced monthly based reports regarding the Group's cash inflows and outflows, how they compare to planned amounts, expected revenues for the forthcoming period and plan of repaying debt (in line with the Group's focus and need for debt decrease). The Group is continuously improving the control system in order to efficiently monitor the carrying through of planned saving measures in the amount of HRK 75 mil, and

getting the EBITDA margin to its pre-crisis level. First quarter 2012 results have shown positive steps in moving towards the achievement of that goal. Furthermore, the first quarter has also seen intense monitoring of the profitability of all units, plan realisation, business operation optimisation as well as business results with a strategy focused on the Company's shareholder's return on investment.

With regard to reorganisation and business operation optimisation, the Group has continued to invest in renewable energy resources projects, for the purpose of decreasing the risk of the overall business model, since these models have demonstrated revenue and profit stability, and do not depend on business cycles because of the guaranteed redemption price for the produced power. Since Croatia is about to join the European Union (hereinafter EU), the Croatian government has come up with a strategy for renewable energy resources as well as the shares it would have in the overall production of electric power, in compliance with EU regulations, thus offering stimulating conditions to companies producing electric power. By the end of the first quarter of 2012 the Group made two investments in the field of renewable energy resources:

- ZD6 wind power plant 9.2 MW. During 2010 the Group has finished its first renewable energy project commissioning its first renewable energy resources project, ZD6 wind power plant with the capacity of 9.2 MW. Total investment value amounted to EUR 15.8 millions with Dalekovod having 50% of ownership in the project. The Group and its partner are currently in the process of obtaining the licences needed fir the expansion of ZD6 wind power plant for additional 9.2 M. Once the licence has been obtained the expansion should be completed by the end of 2013. According to HEP's operative and financial data ZD6 power plant was the most productive wind power plant of 2011 in Croatia.
- ZD2 and ZD3 wind power plants 36.8 MW. In the first quarter of 2012 the Group completed the construction of wind power plants with the capacity of 36.8 MW worth EUR 61 mil. The wind power plant was financed through capital gained via SPO in June 2011 as well as through a long term bank loan provided by the Company. By mid Feb 2012 both power plants were already being used for commercial purposes, and according to HEP's results were the most productive wind power plants in Croatia.

In conclusion, the abovementioned wind power plants (ZD6, ZD2 and ZD3) make up 37% of total capacity, with 47% of overall wind power produced in Croatia.

In addition to the mentioned investments, Dalekovod plans to continue investing in wind power plants, and is in the final stage of preparations for the Kamesnko – Voštane wind power plant project, with the capacity of 63 MW. Furthermore, there are additional locations for wind plants exceeding 100 MW that are in the process of obtaining a building permit through administrative procedures.

Due to significant expertise and historical references in the field of electrical engineering,

Dalekovod is in a search for new joint ventures and partnerships aiming at developing regional

renewable energy resources projects (wind power plants, biomass, geothermal energy and so on).

The primary emphasis is on Croatia, Bosnia and Herzegovina, and Serbia, which have invested

minimum amount of funds in renewable energy resources projects so far, especially in wind power,

having only 131 MW of installed capacities, while Croatia's strategy aims at installing up to 1000 MW

of capacity by 2020.

Dalekovod's Management believes that the mentioned implemented measures as well as those

announced prove that the Group's interests are in tune with the shareholders' and creditors' interests.

The influence of the measures that have already been carried out has already become visible in 2012

through planned decrease in fixed expenses enabling the Group to keep its competitiveness and

carrying through the strategy of further internationalisation of its business. The Group's

competitiveness is a result of decades of success in carrying out demanding projects, long list of

international references and significant human resources. Dalekovod is a major Croatian exporter that

contracts profitable projects of high added value, and has managed to see through significant internal

changes enabling the company to secure stable business operations and decrease financial risks.

On behalf of the Company:

Luka Miličić, M.Sc.C.E.

President of Management Board "Dalekovod d.d."

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**II. REPRESENTATION LETTER** 

Pursuant to Article 410 Paragraph 2 and Article 407 Paragraph 2 Section 3 and Paragraph 3 of Capital

Market Act, persons responsible for the elaboration of the Report: Luka Miličić - President of Management

Board, Krešimir Anušić - Member of Management Board, Damir Skansi - Member of Management

Board, submit this:

REPRESENTATION LETTER

According to our best knowledge, the abbreviated set of the Group's financial statements that have been

drawn up in compliance with current financial reporting standards give an integral and true presentation of

assets and liabilities, and the Group's operating results, along with a short reference to causative agents

of the disclosed data. The Financial Statements are preliminary, and have not been audited.

On behalf of the Company:

Luka Miličić, M.Sc.C.E.

President of Management Board "Dalekovod d.d."

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# III. BALANCE SHEET

Name of position:	АОР	31.12.2011 31.3.2012		
		DALEKOVOD jsc		
1	2	3	4	
ASSETS				
A) SUBSCRIBED CAPITAL UNPAID	001	0	0	
B) NON CURRENT ASSETS (003+010+020+029+033)	002	1.127.395.179	1.129.664.473	
I. INTANGIBLE ASSETS (004 do 009)	003	18.148.117	16.578.627	
Research & Development expenditure	004	0	0	
Patents, licences, royalties, trade marks, software&similar rights	005	16.914.361	15.320.672	
3. Goodwill	006	0	0	
Prepayments for intangible assets	007	0	0	
Intangible assets under construction	800	1.233.756	1.257.955	
6. Other intangible assets	009	0	0	
II. TANGIBLE ASSETS (011 do 019)	010	585.879.705	578.193.296	
1. Land	011	164.913.887	164.913.887	
2. Property	012	71.460.820	70.755.346	
3. Plants and equipment	013	97.775.867	94.364.387	
4. Tools, plants&vehicles	014	14.050.127	12.418.676	
5. Biological asset	015	0	0	
6. Prepayments for tangible assets	016	0	0	
7. Assets under construction	017	7.100.194	7.102.675	
8. Other tangible assets	018	230.578.810	0	
9. Investments property III. NON-CURRENT FINANCIAL ASSETS (021 do 028)	019 020		228.638.325	
Share in related parties	020	<b>523.367.357</b> 427.498.522	<b>534.892.549</b> 438.958.433	
Share in related parties     Loans to related parties	021	2.929.980	2.929.980	
Participating interests (stakes)	023	30.277.334	30.277.334	
Loans to participating interest  4. Loans to participating interest	024	8.551.101	8.551.101	
Investments in securities	025	28.053.190	27.300.148	
6. Loans & deposits	026	26.057.230	26.875.553	
7. Other non-current financial assets	027	0	0	
Investment accounted by equity method	028	0	0	
IV. TRADE RECEIVABLES (030 do 032)	029	0	0	
Receivables from related parties	030	0	0	
2. Receivables from credit sales	031	0	0	
3. Other receivables	032	0	0	
V. DEFERRED TAX ASSETS	033	0	0	
C) CURENT ASSETS (035+043+050+058)	034	1.024.699.656	1.028.036.833	
I. INVENTORIES (036 do 042)	035	20.144.725	19.094.711	
Raw materials & consumables	036	14.390.404	13.276.584	
2. Work in progress	037	0	0	
3. Products	038	5.724.889	5.248.346	
4. Merchandise	039	29.432	569.781	
5. Prepayments for inventories	040	0	0	
Other available-for-sale assets	041	0	0	
7. Biological asset	042	0	0	
II. RECEIVABLES (044 do 049)	043	838.895.899	828.105.321	
Receivables from related parties	044	73.178.702	93.431.076	
2. Trade receivables	045	548.920.800	524.928.761	
Receivables from participating parties	046	4.037.721	3.676.636	
Amounts receivable from employees	047	656.421	565.670	
5. Receivables from government agencies	048	56.245.870	52.739.772	
6. Other receivables	049	155.856.385	152.763.406	
III. CURRENT FINANCIAL ASSETS (051 do 057)	050	135.545.130	135.292.179	
Share in related parties	051	0	0	

31.12.2011	31.3.2012
DALEKOV	OD GROUP
5	6
0	0
1.222.229.586	1.224.474.350
27.482.563	25.732.497
0	0
21.669.580	19.915.542
4.559.000	4.559.000
0	0
1.253.983	1.257.955
0	0
984.034.145	991.430.038
212.124.393	212.098.301
114.871.611	113.713.692
154.560.883 22.851.301	149.309.116 21.697.135
0	21.097.133
44.595	44.078
248.725.101	265.653.564
0	20.164
230.856.261	228.893.988
210.711.440	207.311.815
101.551.520	76.719.181
2.929.980	0
30.324.677	55.169.909
8.551.101	8.551.101
29.876.847	27.300.148
26.137.315	28.231.476
11.340.000	11.340.000
1.438	0
0	0
0	0
1.438	0
0	0
1.253.963.003	1.328.383.188
189.960.888	195.692.238
77.117.667	90.091.450
12.788.435	13.402.902
83.110.705	74.032.380
16.273.707	17.356.959
552.703	689.915
117.671 0	118.632
919.192.994	961.230.026
0	0
640.754.964	686.600.562
4.037.721	3.676.636
1.879.956	2.040.456
65.426.835	70.481.026
207.093.518	198.431.346
98.874.386	115.120.747
0	0

2. Loans to related parties	052	48.684.603	48.892.801
3. Participating interests (stakes)	053	0	0
Loans to participating interest	054	9.631.534	4.675.393
5. Investments in securities	055	26.629	26.629
6. Loans & deposits	056	77.202.364	81.697.356
7. Other financial assets	057	0	0
IV. CASH ON HAND AND IN THE BANK	058	30.113.902	45.544.623
D) PREPAYMENTS AND ACCRUED INCOME	059	5.637.911	10.599.440
E) TOTAL ASSETS (001+002+034+059)	060	2.157.732.746	2.168.300.746
F) OFF-BALANCE SHEET ITEMS	061	614.789.122	614.789.122

0	4.929.471
0	0
9.631.534	24.988.352
26.629	26.629
88.905.357	84.865.429
310.866	310.866
45.934.735	56.340.177
9.619.059	15.929.889
2.485.811.648	2.568.787.427
643.491.396	617.236.959

Name of position:	АОР	31.12.2011	31.3.2012	
		DALEKOVOD jsc		
1	2	3	4	
EQUITY AND LIABILITIES				
A) CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	583.638.994	566.685.571	
I. SHARE CAPITAL	063	286.726.500	286.726.500	
II. CAPITAL RESERVES	064	80.478.889	80.478.889	
III. RESERVES FROM PROFIT (066+067-068+069+070)	065	434.445.578	434.445.578	
1. Legal reserves	066	11.486.600	11.486.600	
2. Reserves for own shares	067	7.773.071	7.773.071	
3. Own shares and stakes (less)	068	7.773.071	7.773.071	
4. Statutory reserves	069	310.195.565	310.195.565	
5. Other reserves	070	112.763.413	112.763.413	
IV. REVALUATION RESERVES	071	59.302.306	59.302.306	
V. RETAINED EARNINGS OR LOSS BROUGHT FORWARD (073-074)	072	0	-277.314.279	
1. Retained earnings	073	0	-277.314.279	
2. Loss brought forward	074	0	0	
VI. PROFIT OR LOSS FOR THE FINANCIAL YEAR (076-077)	075	-277.314.279	-16.953.423	
1. Profit for the financial year	076	0	0	
2. Loss for the financial year	077	277.314.279	16.953.423	
VII. MINORITY INTEREST	078	0	0	
B) PROVISIONS (080 do 082)	079	3.762.000	3.762.000	
Provisions for pensions, severance pay and similar libabilities	080	3.762.000	3.762.000	
Provisions for tax obligations	081	0	0	
3. Other provisions	082	0	0	
C) NON-CURRENT LIBILITIES (084 do 092)	083	482.436.118	478.212.118	
Liabilites to related parties	084	0	0	
Liabilities for loans, deposits and other	085	0	0	
Liabilities towards banks and other financial institutions	086	329.101.121	327.299.878	
4. Amounts payable for prepayment	087	0	0	
5. Trade pay ables	088	153.334.997	150.912.240	
6. Amounts payable for securities	089	0	0	
7. Liabilities toward participating interests	090	0	0	
8. Other non-current liabilities	091	0	0	
9. Deffered tax	092	0	0	
D) CURRENT LIABILITIES (094 do 105)	093		1.116.619.463	
Liabilites to related parties	094	52.724.327	70.206.166	
2. Liabilities for loans, deposits and other	095	1.159.071	17.887.248	
Liabilities towards banks and other financial institutions	096	356.960.472	355.447.464	
4. Amounts payable for prepayment	097	196.951.533	205.944.407	
5. Trade pay ables	098	355.053.342	354.262.527	
6. Amounts payable for securities	099	64.948.782	56.911.297	
7. Liabilities toward participating interests	100	1.906.148	5.669.092	
8. Liabilities to emloyees	101	17.345.107	17.266.349	
9. Taxes, contributions and similar liabilities	102	4.777.585		
10. Liabilities arising from share in the result	103	1.899.762	1.899.762	
11. Liabilities arising from non-current assets held for sale	104	0	0	
12. Other current liabilities	105	31.118.803	30.034.558	
E) ACCRUED EXPENSES AND DEFERRED INCOME	106	3.050.702	3.021.594	
F) TOTAL LIABILITIES (062+079+083+093+106)	107		2.168.300.746	
G) OFF-BALANCE SHEET ITEMS	108	614.789.122	614.789.122	
ANNEX TO THE BALANCE SHEET (to be filled in by a company preparing the	consolidated	annual financia	al statements)	
A) CAPITAL AND RESERVES	1			
Attributable to equity holders of the parent company's capital	109			
Attributable to non-controlling interests	110			

31.12.2011	31.3.2012
DALEKOV	DD GROUP
5	6
610.228.580	597.300.806
286.726.500	286.726.500
80.478.889	80.478.889
441.552.955	435.556.368
13.171.867	
	12.585.902
7.773.071 7.773.071	7.773.071 7.773.071
310.420.110	310.357.038
117.960.978	112.613.428
59.302.306	59.311.747
17.711.613	-256.380.603
27.868.908	-240.471.393
10.157.295	15.909.210
-278.179.458	-11.213.999
0	0
278.179.458	11.213.999
2.635.775	2.821.904
7.068.583	7.058.317
6.579.068	6.577.082
0	38.811
489.515	442.424
672.477.705	677.615.672
633.333	0
0	0
517.686.271	525.907.222
0	0
154.158.101	151.708.450
0	0
0	0
0	0
0	0
1.192.865.836	1.281.616.663
0	0
1.226.407	17.954.228
407.334.632	399.696.157
224.669.303	210.234.890
415.550.167	505.208.860
64.948.782	56.911.297
1.906.148	5.669.092
23.668.192	23.628.557
16.922.163	25.318.115
2.899.762	2.899.762
0	0
33.740.280	34.095.705
3.170.944	5.195.969
2.485.811.648	2.568.787.427
643.491.396	617.236.959
607.592.805	594.478.902
2.635.775	2.821.904
2.000.170	2.521.504

# IV. GROSS PROFIT REPORT

XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)   152	ITEM	AOP	Q1 2011	Q1 2012	Q1 2011	Q1 2012
COPERATING NOCOME (1521-13)	1	2	3	4	5	6
1.5   1.5			DALEKOV	OD J.S.C.	DALEKOVO	D GROUP
2. Other operating income   113	I. OPERATING INCOME (112+113)	111	249.018.791	183.644.878	268.797.970	272.872.874
ILCOPERATING EXPENSES (1154164126+1264226+126+126+126+126+130)	1. Sales revenue	112	241.690.195	183.058.383	263.173.126	270.799.188
1. Changes in inventories of finished products and work in progress   155   514.43.00   445.45.00   445.65.00	2. Other operating income	113	7.328.596	586.495	5.624.844	2.073.686
2. Meterial costs (177 do 119)	II. OPERATING EXPENSES (115+116+120+124+125+126+129+130)	114	249.083.960	182.959.914	271.697.701	264.268.186
a) Cost of rew materies & consumables	1. Changes in inventories of finished products and work in progress	115	-13.443.430	484.954	-12.519.319	8.276.970
b) Contract goods sold c) Other costs 119 108.281600 75.15620 33.256133 3.817.0382 631 3.8261013 120 42.99.0.74 22.230365 3.8361 costs ((21 do 123) 120 42.99.0.74 22.230365 3.8361 costs ((21 do 123) 120 42.99.0.74 22.230365 3.8061 costs ((21 do 123) 120 42.99.0.74 22.230365 3.8061 costs ((21 do 123) 120 42.99.0.74 22.230365 3.8062 72.230365 3.8	2. Material costs (117 do 119)	116	175.816.158	132.262.436	180.924.824	171.851.584
c) Cher costs   191   108.261.000   77.5.150.241   108.723.081   108.7	a) Cost of raw materials & consumables	117	49.938.480	24.584.062	42.620.613	37.933.721
3. Staff costs (121 do 123)	b) Cost of goods sold	118	17.615.869	32.528.133	31.574.842	45.488.120
B) Residence   142   25.707.798   13.822.631   15.00.62   23.404.427   25.707.798   13.822.631   15.00.481   11.955.432   15.00.481   11.955.432   15.00.481   11.955.432   15.00.481   11.955.432   15.00.481   11.955.432   15.00.481   11.955.432   15.00.481   15.00.481   11.955.432   15.00.481   15.00.48	c) Other costs	119	108.261.809	75.150.241	106.729.369	88.429.743
Displayer income tax	3. Staff costs (121 do 123)	120	42.990.174	22.930.585	55.903.774	47.042.058
Column	a) Net salaries	121	25.270.798	13.892.631	33.067.265	28.404.427
4. Depreciation and amortisation   124   12,720,715   9,780,190   13,727,792   12,535,801     5. Other expenditures   125   24,410,404   16,891,928   26,827,455   23,530,015     6. Value adjustment (127+128)   126   0   0   0   0     9. On-current assets (without financial assets)   127   0   0   0   0   0     9. Conversation   128   0   0   0   0   0   0     9. Conversation   129   0   0   0   0   0   0     9. Conversation   129   0   0   0   0   0   0   0     9. Conversation   129   0   0   0   0   0   0   0   0   0     9. Conversation   130   6,590,303   609,821   6,303   159,337,522     18. FINANCIAL, INCOME (132 do 136)   131   284   880,882   6,506   1,037,884     1. Interest income, foreign exchange differences, dividends and other financial income related to subsidiaries   133   0   713,784   0   837,621     2. Interest income, foreign exchange differences, dividends and other financial income related to subsidiaries   134   0   45,529   0   45,529     3. Part of income from associates and participating interests   134   0   45,529   0   45,529     4. Unrealized gains (income from the financial assets   136   0   0   0   0   0     5. Other financial income   136   0   0   0   0   0   0   0     5. Other financial income   136   0   0   0   0   0   0   0   0   0	b) Employ ee income tax	122	11.410.238	5.602.961	15.048.181	11.985.843
5. Other expenditures	c) Tax on payroll	123	6.309.138	3.434.993	7.788.328	6.651.788
6. Value adjustment (127-128) a) non-current assests (without financial assets) 127 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		124	12.720.715	9.780.190	13.727.792	12.525.801
a) non-current assets (without financial assets)	5. Other expenditures	125	24.410.040	16.891.928	26.827.495	23.636.051
a) non-current assets (without financial assets)	6. Value adjustment (127+128)	126	0	0	0	0
Discriment assets (without financial assets)		127	0	0	0	0
7. Provisions		128	0	0	0	0
III. FINANCIAL INCOME (132 do 136)   1.037.884   131   284   880.862   6.905   1.037.884   1.01   1.01   1.01   1.02   1.01   1.02	,	129	0	0	0	0
Interest income, foreign exchange differences, dividends and other financial income foreign exchange differences and other expenses related to third parties income foreign exchange differences and other expenses related to subsidiaries income foreign exchange differences and other expenses related to subsidiaries income foreign exchange differences and other expenses related to subsidiaries income foreign exchange differences and other expenses related to subsidiaries income foreign exchange differences and other expenses related to subsidiaries income foreign exchange differences and other expenses related to third parties income foreign exchange differences and other expenses related to third parties income foreign exchange differences and other expenses related to third parties income foreign exchange differences and other expenses related to third parties income foreign exchange differences and other expenses related to third parties income foreign exchange differences and other expenses related to third parties income foreign exchange differences and other expenses related to third parties income foreign exchange differences and other expenses related to third parties income foreign exchange differences and other expenses related to third parties income foreign exchange differences and other expenses related to subsidiaries income foreign exchange differences and other expenses related to subsidiaries income foreign exchange differences and other expenses related to subsidiaries in the foreign exchange difference and other expenses related to subsidiaries in the foreign exchange difference and other expenses related to subsidiaries in the foreign exchange difference in the fo	8. Other operating expenses	130	6,590,303	609.821	6.833.135	935,722
1. Interest income, foreign exhange differences, dividends and other financial income related to subsidiaries   133		131		880,862	6.905	
2. Interest income, foreign exchange differences, dividends and other financial income related to third parties 3. Part of income from associates and participating interests 134 0 45,929 4. Unrealized gains (income) from associates and participating interests 135 0 0 0 5. Other financial income 136 0 0 0 1V. FINANCIAL COSTS (138 do 141) 137 18,472,971 18,519,249 1. Interest, foreign exchange differences and other expenses related to subsidiaries 138 0 12,778 2. Interest, foreign exchange differences and other expenses related to subsidiaries 138 0 12,778 2. Interest, foreign exchange differences and other expenses related to third parties 3. Unrealized loss (expenses) from the financial assets 140 0 0 0 4. Other financial expenses 141 0 695,951 4. Other financial expenses 141 0 695,951 4. Other financial expenses 142 0 0 6. Other financial expenses 143 0 0 0 734,533 7. SHARE OF INCOME OF ASSOCIATES 144 0 0 0 74, SHARE OF LOSS OF ASSOCIATES 144 0 0 0 75, SHARE OF INCOME OF ASSOCIATES 145 0 0 76, SHARE OF LOSS OF ASSOCIATES 146 29,019,075 184,525,740 177, INCOME (111+131+142+144) 178, TOTAL EXPENSES (114+137+142+144) 179, TOTAL INCOME (111+131+142+144) 180 0 0 191, TOTAL INCOME (111+131+142+144) 181, STARES (114+137+143+145) 181, PROFIT OR LOSS BEFORE TAX (146-147) 189, Other t	Interest income, foreign exhange differences, dividends and other financial	132	0			
3. Part of income from associates and participating interests 4. Unrealized gains (income) from the financial assets 5. Other financial income 136 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2. Interest income, foreign exchange differences, dividends and other financial	133	284	121.149	6.905	154.334
4. Unrealized gains (income) from the financial assets  5. Other financial income  136  6. Other financial income  137  18.472.971  18.519.249  18.932.055  18.932.035  1. Interest, foreign exchange differences and other expenses related to subsidiaries  2. Interest, foreign exchange differences and other expenses related to third parties  3. Unrealized loss (expenses) from the financial assets  140  4. Other financial expenses  141  5. SHARE OF INCOME OF ASSOCIATES  142  6. UI. EXTRAORDINARY - OTHER INCOME  144  7. OTHER INCOME  144  8. OTHER EXPENSES  145  9. OTHER EXPENSES  146  147  148  146  149.19.075  184.525.740  18.932.056  18.175.056  10. O O O O O O O O O O O O O O O O O O O		134	0	45,929	0	45.929
S. Other financial income				0		0
V. FINANCIAL COSTS (138 do 141)				0		0
2. Interest, foreign exchange differences and other expenses related to third parties  3. Unrealized loss (expenses) from the financial assets  140  0  0  4. Other financial expenses  141  0  695.951  V. SHARE OF LOSS OF ASSOCIATES  142  0  0  VII. EXTRAORDINARY - OTHER INCOME  144  0  0  0  0  0  0  0  0  0  0  0  0			18.472.971	18.519.249	18.932.056	18.930.032
3. Unrealized loss (expenses) from the financial assets 4.0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		138	0	12.778	0	20.443
4. Other financial expenses  V. SHARE OF INCOME OF ASSOCIATES  142  0  0  0  144  0  0  0  0  0  0  0  0  0  0  0  0	2. Interest, foreign exchange differences and other expenses related to third parties	139	18.472.971	17.810.520	18.932.056	18.175.056
V. SHARE OF INCOME OF ASSOCIATES       142       0       0         VI. SHARE OF LOSS OF ASSOCIATES       143       0       0         VII. EXTRAORDINARY - OTHER INCOME       144       0       0         VIII. EXTRAORDINARY - OTHER EXPENSES       145       0       0         IX. TOTAL INCOME (1114-1314-142 + 144)       146       249.019.075       184.525.740         X. TOTAL EXPENSES (114+137+143 + 145)       147       267.556.931       201.479.163         XI. PROFIT OR LOSS BEFORE TAX (146-147)       148       -18.537.856       -16.953.423         1. Profit before tax (147-146)       150       18.537.856       16.953.423         XII. INCOME TAX EXPENSE       151       0       0         XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)       152       -18.537.856       -16.953.423         1. Profit for the period (149-151)       152       -18.537.856       -16.953.423         1. Profit for the period (149-151)       153       0       0         2. Loss for the period (151-148)       154       18.537.856       16.953.423         1. Profit for the period (151-148)       154       18.537.856       16.953.423         2. Loss for the period (151-148)       154       18.537.856       16.953.423         3. ANNEX TO T	3. Unrealized loss (expenses) from the financial assets	140	0	0	0	0
VI. SHARE OF LOSS OF ASSOCIATES       143       0        0       0       0       0       0       0       0       0       0       0       0       0       0       0       0        0       0       0       0       0       0       0       0       0       0       0       0       0       0       0        0       0       0       0       0       0       0       0       0       0       0       0       0       0       0        0       0       0       0	4. Other financial expenses	141	0	695.951	0	734.533
VII. EXTRAORDINARY - OTHER INCOME         144         0         0           VIII. EXTRAORDINARY - OTHER EXPENSES         145         0         0           IX. TOTAL INCOME (111+131+142 + 144)         146         249.019.075         184.525.740         268.804.875         273.910.758           X. TOTAL EXPENSES (1144.137+143 + 1445)         147         267.556.931         201.479.163         290.629.757         283.198.218           XI. PROFIT OR LOSS BEFORE TAX (146-147)         148         -18.537.856         -16.953.423         -21.824.882         -9.287.460           2. Loss before tax (147-146)         150         18.537.856         16.953.423         21.824.882         9.287.460           XIII. INCOME TAX EXPENSE         151         0         0         94.278         2.209.528           XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)         152         -18.537.856         -16.953.423         -21.919.160         -11.379.988           1. Profit for the period (151-148)         154         18.537.856         16.953.423         21.919.160         -11.379.988           XIV. PROFIT OR LOSS FOR THE PERIOD         0         0         0         0         0           2. Attributable to owners of the company         155         0         0         0         -269.061         -165.98	V. SHARE OF INCOME OF ASSOCIATES	142	0	0	0	0
VIII. EXTRAORDINARY - OTHER EXPENSES         145         0         0           IX. TOTAL INCOME (111+131+142 + 144)         146         249.019.075         184.525.740         268.804.875         273.910.758           X. TOTAL EXPENSES (114+137+143 + 145)         147         267.556.931         201.479.163         290.629.757         283.198.218           XI. PROFIT OR LOSS BEFORE TAX (146-147)         148         -18.537.856         -16.953.423         -21.824.882         -9.287.460           2. Loss before tax (147-146)         150         18.537.856         16.953.423         21.824.882         9.287.460           XIII. INCOME TAX EXPENSE         151         0         0         0         0         0         2.4278         2.092.528           XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)         152         -18.537.856         16.953.423         -21.919.160         -11.379.988           3. Profit for the period (149-151)         153         0         0         0         0         0           2. Loss for the period (151-148)         154         18.537.856         16.953.423         21.919.160         11.379.988           ANNEX TO THE PROFIT AND LOSS ACCOUNT (to be filled in by entities submitting consolidated financial statements)         0         0         -21.650.099         -11.213.999	VI. SHARE OF LOSS OF ASSOCIATES	143	0	0	0	0
IX. TOTAL INCOME (111+131+142 + 144)  X. TOTAL EXPENSES (114+137+143 + 145)  XI. PROFIT OR LOSS BEFORE TAX (146-147)  148  -18.537.856  -16.953.423  1. Profit before tax (147-146)  149  0  0  0  0  18.537.856  -16.953.423  1. Profit of the period (149-151)  1. Profit of the period (149-151)  2. Loss for the period (149-154)  2. Loss for the period (149-148)  ANNEX TO THE PROFIT AND LOSS ACCOUNT (to be filled in by entities submitting consolidated financial statements)  XIV. PROFIT OR LOSS FOR THE PERIOD  1. Attributable to owners of the company  2. Attributable to non-controlling interests  156  0  0  0  0  0  0  0  0  0  0  0  0  0	VII. EXTRAORDINARY - OTHER INCOME	144	0	0	0	0
X. TOTAL EXPENSES (114+137+143 + 145)  XI. PROFIT OR LOSS BEFORE TAX (146-147)  148  -18.537.856  -16.953.423  1. Profit before tax (146-147)  149  0  0  0  0  0  0  0  0  0  0  0  0  0	VIII. EXTRAORDINARY - OTHER EXPENSES	145	0	0	0	0
XI. PROFIT OR LOSS BEFORE TAX (146-147)   148	IX. TOTAL INCOME (111+131+142 + 144)	146	249.019.075	184.525.740	268.804.875	273.910.758
1. Profit before tax (146-147)	X. TOTAL EXPENSES (114+137+143 + 145)	147	267.556.931	201.479.163	290.629.757	283.198.218
1. Profit before tax (146-147)	XI. PROFIT OR LOSS BEFORE TAX (146-147)	148	-18.537.856	-16.953.423	-21.824.882	-9.287.460
XII. INCOME TAX EXPENSE   151   0   0   94.278   2.092.528     XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)   152   -18.537.856   -16.953.423   -21.919.160   -11.379.988     1. Profit for the period (149-151)   153   0   0   0   0     2. Loss for the period (151-148)   154   18.537.856   16.953.423   21.919.160   11.379.988     ANNEX TO THE PROFIT AND LOSS ACCOUNT (to be filled in by entities submitting consolidated financial statements)   0     XIV. PROFIT OR LOSS FOR THE PERIOD   0   0     1. Attributable to owners of the company   155   0   0     2. Attributable to non-controlling interests   156   0   0     STATEMENTS OF COMPREHENSIVE INCOME (to be filled by entities who work in compliance with IFRS)   0   0     I. PROFIT OR LOSS FOR THE PERIOD (= 152)   157   -18.537.856   -16.953.423     II. OTHER COMPREHENSIVE INCOME /LOSS BEFORE TAX (159 do 165)   158   0   0     1. Exchange differences arising from foreign operations   159   0   0				0		0
XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)   152   -18.537.856   -16.953.423   -21.919.160   -11.379.988     1. Profit for the period (149-151)   153   0   0   0     2. Loss for the period (151-148)   154   18.537.856   16.953.423   21.919.160   11.379.988     ANNEX TO THE PROFIT AND LOSS ACCOUNT (to be filled in by entities submitting consolidated financial statements)   0     XIV. PROFIT OR LOSS FOR THE PERIOD   0   0     1. Attributable to owners of the company   155   0   0   0     2. Attributable to non-controlling interests   156   0   0   0     STATEMENTS OF COMPREHENSIVE INCOME (to be filled by entities who work in compliance with IFRS)   0   0     1. PROFIT OR LOSS FOR THE PERIOD (= 152)   157   -18.537.856   -16.953.423   -21.919.160   -11.379.988     1. OTHER COMPREHENSIVE INCOME /LOSS BEFORE TAX (159 do 165)   158   0   0     1. Exchange differences arising from foreign operations   159   0   0	2. Loss before tax (147-146)	150	18.537.856	16.953.423	21.824.882	9.287.460
1. Profit for the period (149-151)	XII. INCOME TAX EXPENSE	151	0	0	94.278	2.092.528
2. Loss for the period (151-148)	XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)	152	-18.537.856	-16.953.423	-21.919.160	-11.379.988
ANNEX TO THE PROFIT AND LOSS ACCOUNT (to be filled in by entities submitting consolidated financial statements)  XIV. PROFIT OR LOSS FOR THE PERIOD  1. Attributable to owners of the company  2. Attributable to non-controlling interests  5. Attributable to non-controlling interests  6. COMPREHENSIVE INCOME (to be filled by entities who work in compliance with IFRS)  7. Attributable to non-controlling interests  8. Attributable to non-controlling interests  9. COMPREHENSIVE INCOME (to be filled by entities who work in compliance with IFRS)  1. PROFIT OR LOSS FOR THE PERIOD (= 152)  1. OTHER COMPREHENSIVE INCOME /LOSS BEFORE TAX (159 do 165)  1. Exchange differences arising from foreign operations  1. Exchange differences arising from foreign operations	1. Profit for the period (149-151)	153	0	0	0	0
XIV. PROFIT OR LOSS FOR THE PERIOD  1. Attributable to owners of the company  2. Attributable to non-controlling interests  156  0  0  -21.650.099  -11.213.999  2. Attributable to non-controlling interests  156  0  0  -269.061  -165.989  STATEMENTS OF COMPREHENSIVE INCOME (to be filled by entities who work in compliance with IFRS)  0  0  0  0  -269.061  -165.989  1. PROFIT OR LOSS FOR THE PERIOD (= 152)  157  -18.537.856  -16.953.423  1. OTHER COMPREHENSIVE INCOME /LOSS BEFORE TAX (159 do 165)  1. Exchange differences arising from foreign operations  159  0  0  0  0  0  0  0  0  0  0  0  0  0	2. Loss for the period (151-148)	154	18.537.856	16.953.423	21.919.160	11.379.988
1. Attributable to owners of the company       155       0       0       -21.650.099       -11.213.999         2. Attributable to non-controlling interests       156       0       0       -269.061       -165.989         STATEMENTS OF COMPREHENSIVE INCOME (to be filled by entities who work in compliance with IFRS)       0       0       0       0         1. PROFIT OR LOSS FOR THE PERIOD (= 152)       157       -18.537.856       -16.953.423       -21.919.160       -11.379.988         II. OTHER COMPREHENSIVE INCOME /LOSS BEFORE TAX (159 do 165)       158       0       0       0         1. Exchange differences arising from foreign operations       159       0       0       0	ANNEX TO THE PROFIT AND LOSS ACCOUNT (to be filled in by entities submitting consoli	dated fi	nancial statement	s)	0	
2. Attributable to non-controlling interests       156       0       0       -269.061       -165.989         STATEMENTS OF COMPREHENSIVE INCOME (to be filled by entities who work in compliance with IFRS)       0       0       0       0         I. PROFIT OR LOSS FOR THE PERIOD (= 152)       157       -18.537.856       -16.953.423       -21.919.160       -11.379.988         II. OTHER COMPREHENSIVE INCOME /LOSS BEFORE TAX (159 do 165)       158       0       0       0         1. Exchange differences arising from foreign operations       159       0       0       0	XIV. PROFIT OR LOSS FOR THE PERIOD				0	0
STATEMENTS OF COMPREHENSIVE INCOME (to be filled by entities who work in compliance with IFRS)  I. PROFIT OR LOSS FOR THE PERIOD (= 152)  II. OTHER COMPREHENSIVE INCOME /LOSS BEFORE TAX (159 do 165)  1. Exchange differences arising from foreign operations  159  0  0  0  0  0  0  0  0  0  0  0  0  0	1. Attributable to owners of the company	155	0	0	-21.650.099	-11.213.999
STATEMENTS OF COMPREHENSIVE INCOME (to be filled by entities who work in compliance with IFRS)  I. PROFIT OR LOSS FOR THE PERIOD (= 152)  II. OTHER COMPREHENSIVE INCOME /LOSS BEFORE TAX (159 do 165)  1. Exchange differences arising from foreign operations  159  0  0  0  0  0  0  0  0  0  0  0  0  0	2. Attributable to non-controlling interests	156	0	0	-269.061	
I. PROFIT OR LOSS FOR THE PERIOD (= 152)       157       -18.537.856       -16.953.423       -21.919.160       -11.379.988         II. OTHER COMPREHENSIVE INCOME /LOSS BEFORE TAX (159 do 165)       158       0       0       0         1. Exchange differences arising from foreign operations       159       0       0       0		ce with	IFRS)	0	0	0
II. OTHER COMPREHENSIVE INCOME /LOSS BEFORE TAX (159 do 165)  1. Exchange differences arising from foreign operations  159  0  0  0				-16.953.423	-21.919.160	-11.379.988
1. Exchange differences arising from foreign operations 159 0 0						
		159	0	0	0	
	2. Revaluation of non-current assets and intangible assets	160	0	0	0	

3. Gains or loss available for sale investments	161	0	0	0	
4. Gains or loss on net movement on cash flow hedges	162	0	0	0	
5. Gains or loss on net investments hedge	163	0	0	0	
6. Share of the other comprehensive income/loss of associates	164	0	0	0	
7. Acturial gain / loss on post employment benefit obligations	165	0	0	0	
III. TAX ON OTHER COMPREHENSIVE INCOME OF THE PERIOD	166	0	0	0	
IV. NET OTHER COMPREHENSIVE INCOME OR LOSS FOR THE YEAR (158-166) RAZDOBLJA (158-166)	167	0	0	0	
V. TOTAL COMPREHENSIVE INCOME/LOSS FOR THE PERIOD (157+167)	168	-18.537.856	-16.953.423	-21.919.160	-11.379.988
APPENDIX Statement of Comprehensive Income (to be filled in by entities submitting con-	solidated	d financial statem	ents)		
VI. TOTAL COMPREHENSIVE INCOME/LOSS FOR THE PERIOD					
1. Attributable to owners of the company	169	0	0	-21.650.099	-11.213.999
2. Attributable to non-controlling interests	170	0	0	-269.061	-165.989

## **V. CASH FLOW REPORT**

2. Depreciation 3. Increase in short-term liabilities 4. Decrease in short-term leabilities 5. Reduction of stocks 6. Other increase in cash flow 1. Total increase in cash flow 1. Total increase in cash flow 1. Total increase in cash flow 1. Decrease in short-term liabilities 2. Increase in short-term liabilities 2. Increase in short-term liabilities 3. Increase in short-term liabilities 3. Increase in short-term receivables 4. Other decrease in cash flow from operating activities (008 to 011) 4. Other decrease in cash flow 4. Other decrease in cash flow from operating activities (008 to 011) 4. Other decrease in CASH FLOW FROM FINANCIAL ACTIVITIES 6. Other decrease in CASH FLOW FROM PINANCIAL ACTIVITIES 6. Other decrease in CASH FLOW FROM OPERATING ACTIVITIES 7. Cash receipts from sale of fixed tangible and intangible assets 7. Cash receipts from sale of fixed tangible and intangible assets 8. Other decrease in cash flow 9. Cash receipts from interests 9. Other cash receipts from investment activities 9. Other decrease in cash flow from operating activities 9. Other decrease in cash flow from operating activities 9. Other decrease in cash flow from operating activities 9. Other decrease in cash flow from operating activities 9. Other decrease in cash flow from operating activities 9. Other decrease in cash flow from operating activities 9. Other decrease in cash flow from operating activities 9. Other decrease in cash flow from operating activities 9. Other decrease in cash flow flowers 9. Other	ITEM	AOP	Q1 2011	Q1 2012
CASH FLOW FROM OPERATING ACTIVITIES   1. Pre-tax profit   0.01   -18.537.856   -16.953.422   2. Depreciation   0.02   12.720.715   9.780.190   3. Increase in short-term liabilities   0.03   32.967.381   56.235.957   3. Increase in short-term receivables   0.04   5.016.490   11.174.384   4. Decrease in short-term receivables   0.05   0	1	2	3	4
1. Pre-tax profit			DALEKO	VOD jsc
2. Depreciation         002         12.720.715         9.780.19f           3. Increase in short-term liabilities         003         32.967.381         56.235.781         56.235.781         56.235.781         56.235.781         56.235.781         56.235.781         56.235.781         56.235.781         56.235.781         56.235.781         56.235.781         56.205.781 <td< td=""><td>CASH FLOW FROM OPERATING ACTIVITIES</td><td></td><td></td><td></td></td<>	CASH FLOW FROM OPERATING ACTIVITIES			
3. Increase in short-term liabilities	1. Pre-tax profit	001	-18.537.856	-16.953.423
4. Decrease in short-term receivables 5. Reduction of stocks 6. Other increase in cash flow 1. Total increase in cash flow from operating activities (001 to 006) 1. Total increase in cash flow from operating activities (001 to 006) 1. Decrease in short-term labilities 1. Decrease in short-term labilities 2. Increase in short-term receivables 3. Increase in short-term receivables 9. 009 9. 0 1. Decrease in short-term labilities 1. Decrease in cash flow 1. Total cash receipts from operating activities (008 to 011) 1. Decrease in cash flow from operating activities (008 to 011) 1. Decrease in cash flow from operating activities (008 to 011) 1. Decrease in cash flow from operating activities (008 to 011) 1. Decrease in cash flow from operating activities (008 to 011) 1. Decrease in cash flow from operating activities (008 to 011) 1. Decrease in cash flow from operating activities (008 to 011) 1. Decrease in cash flow from operating activities (008 to 011) 1. Decrease in cash flow from operating activities (013 to 011) 1. Decrease in cash flow from operating activities (014 to 011) 1. Decrease in cash flow from operating activities (015 to 011) 1. Cash receipts from sale of fixed tangible and intangible assets (015 to 015 to	2. Depreciation	002	12.720.715	9.780.190
5. Reduction of stocks         005         0         1.050.010           6. Other increase in cash flow         006         0         0           1. Total increase in cash flow from operating activities (001 to 006)         007         32.166.730         61.287.111           1. Decrease in short-term fleabilities         008         0         0         0           2. Increase in short-term fleabilities         009         0         0         0           3. Increase in short-term fleabilities         000         0         7.716.596         0           4. Other decrease in cash flow         011         6.868.592         24.373.29           4. Other decrease in cash flow from operating activities (008 to 011)         012         14.585.188         24.373.29           4.1) NET INCREASE IN CASH FLOW FROM PROM PINANCIAL ACTIVITIES (007-012)         0         0         0         0         0           A2) NET DECREASE IN CASH FLOW FROM OPERATING ACTIVITIES (012-007)         0 <t< td=""><td>Increase in short-term liabilities</td><td>003</td><td>32.967.381</td><td>56.235.957</td></t<>	Increase in short-term liabilities	003	32.967.381	56.235.957
6. Other increase in cash flow from operating activities (001 to 006) 007 32.166.730 61.287.118   1. Decrease in short-term liabilities 008 009 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Decrease in short-term receivables	004	5.016.490	11.174.384
Total increase in cash flow from operating activities (001 to 006)	5. Reduction of stocks	005	0	1.050.010
1. Decrease in short-term liabilities         008         0         0           2. Increase in short-term receivables         009         0         0           3. Increase in stocks         010         7.716.596         0           4. Other decrease in cash flow         011         6.868.592         24.373.294           4. Other decrease in cash flow from operating activities (008 to 011)         012         14.585.188         24.373.294           4.1 NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (007-012)         013         17.581.542         36.913.824           4.2) NET DECREASE IN CASH FLOW FROM OPERATING ACTIVITIES (012-007)         014         0         0         0           CASH FLOW FROM INVESTMENT ACTIVITIES (012-007)         014         0         0         0         0           2. Cash receipts from sale of fixed tangible and intangible assets         015         4.568.319         0				0
2. Increase in short-term receivables 009 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0				61.287.118
3. Increase in stocks 4. Other decrease in cash flow from operating activities (008 to 011) 11 Total decrease in cash flow from operating activities (008 to 011) 21 14.585.188 24.373.294 24.1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (007-012) 24.1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (012-007) 25 CASH FLOW FROM INVESTMENT ACTIVITIES 1. Cash receipts from sale of fixed tangible and intangible assets 015 4.568.319 (0.23 to 2.6 to 2.6 to 2.6 to 2.7				0
4. Other decrease in cash flow   011   0.868.592   24.373.294     IITotal decrease in cash flow from operating activities (008 to 011)   012   14.585.188   24.373.294     A1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES   013   17.581.542   36.913.824     (007-012)   22.007-012   014   0   015     (012-007)   014   0   016     (012-007)   015   014   0   016     (012-007)   015   015   015   016     (012-007)   015   015   015   016     (012-007)   015   015   015   016     (012-007)   015   015   015   016     (012-007)   015   015   015   015     (012-007)   015   015   015   015     (012-007)   015   015   015   015     (012-007)   015   015   015   015   015     (012-007)   015   015   015   015   015     (012-007)   015   015   015   015   015     (012-007)   015   015   015   015   015     (012-007)   017   016   015   015   015     (012-007)   017   016   015   015   015   015     (012-007)   017   017   017   017   017     (012-007)   017   017   017   017   017   017     (012-007)   017   017   017   017   017   017     (012-007)   017   017   017   017   017   017     (012-007)   017   017   017   017   017   017   017     (012-007)   017   017   017   017   017   017   017     (012-007)   017   017   017   017   017   017   017   017     (012-007)   017   017   017   017   017   017   017   017     (012-007)   017   017   017   017   017   017   017   017   017     (012-007)   017   01				0
IT Total decrease in cash flow from operating activities (008 to 011)	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			0
A1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (012-007)  CASH FLOW FROM INVESTMENT ACTIVITIES  1. Cash receipts from sale of fixed tangible and intangible assets  1. Cash receipts from sale of treasury and debt financial instruments  2. Cash receipts from interests  4. Cash receipts from investment activities  5. Other cash receipts from investment activities  1. Total cash receipts from investment activities  1. Total cash receipts from investment activities  1. Expenditures for buying fixed assets and intangible assets  2. Expenditures for purchasing treasury and debt financial instruments  3. Other expenditures from investment activities (015 do 019)  10. Cash receipts from investment activities (015 do 019)  11. Expenditures for purchasing treasury and debt financial instruments  2. Expenditures from investment activities (021 to 023)  3. Other expenditures from investment activities (021 to 023)  2. Expenditures from investment activities (021 to 023)  3. Expenditures from investment activities (021 to 023)  2. Cash receipts from financial activities  2. Cash receipts from insuance of treasury and debt financial instruments  2. Cash receipts from financial activities  3. Total cash receipts from financial activities  2. Cash receipts from financial activities  3. Total cash receipts from financial activities  3. Expenditures for repayment of don principal and bonds  3. Expenditures for financial lactivities (027 To 029)  3. Expenditures for financial activities  3. Expenditures for members  4. Expenditures from financial activities  3. Cher expenditures from financial activities  3. Cher expenditures				
A2) NET DECREASE IN CASH FLOW FROM OPERATING ACTIVITIES		012	14.585.188	24.373.294
CASH FLOW FROM INVESTMENT ACTIVITIES   1. Cash receipts from sale of fixed tangible and intangible assets   015	(007-012)	013	17.581.542	36.913.824
1. Cash receipts from sale of fixed tangible and intangible assets 2. Cash receipts from sale of treasury and debt financial instruments 3. Cash receipts from interests 4. Cash receipts from interests 917 164.782 96.208 4. Cash receipts from interests 918 5. Other cash receipts from investment activities 919 90 17.536.906 6.330.374 1. Expenditures for buying fixed assets and intangible assets 921 17.536.906 6.330.374 1. Expenditures for purchasing treasury and debt financial instruments 922 17.536.906		014	0	0
2. Cash receipts from sale of treasury and debt financial instruments 3. Cash receipts from interests 4. Cash receipts from dividends 5. Other cash receipts from investment activities 1II. Total cash receipts from investment activities (1II. Total expenditures for purchasing treasury and debt financial instruments (1II. Total expenditures from investment activities (1II. Total expenditures from financial activities (1III. Total ex	CASH FLOW FROM INVESTMENT ACTIVITIES			
3. Cash receipts from interests 4. Cash receipts from dividends 5. Other cash receipts from investment activities 11. Total cash receipts from investment activities 12. Expenditures for buying fixed assets and intangible assets 12. Expenditures for purchasing treasury and debt financial instruments 13. Other expenditures from investment activities 14. Cash receipts from investment activities 15. Other expenditures from investment activities 16. Supernitures from investment activities 17. Total expenditures from investment activities 18. Other expenditures from investment activities 18. Other expenditures from investment activities 19. Interest from investment activities 19. Interest from investment activities 19. Interest from investment activities 10. Other expenditures for financial activities 10. Other expenditures for financial activities 10. Other expenditures from financial activities 10. O	Cash receipts from sale of fixed tangible and intangible assets	015	4.568.319	0
4. Cash receipts from dividends 5. Other cash receipts from investment activities 019 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Cash receipts from sale of treasury and debt financial instruments	016	12.803.805	6.234.166
S. Other cash receipts from investment activities   019   0   0.00	Cash receipts from interests	017	164.782	96.208
III. Total cash receipts from investment activities (015 do 019)	Cash receipts from dividends	018	0	0
1. Expenditures for buying fixed assets and intangible assets       021       3.270.498       263.255         2. Expenditures for purchasing treasury and debt financial instruments       022       50.733.181       18.563.006         3. Other expenditures from investment activities       023       0       0         IV. Total expenditures from investment activities (021 to 023)       024       54.003.679       18.826.261         B1) NET INCREASE IN CASH FLOW FROM INVESTMENT ACTIVITIES (020-024)       025       0       0         b2) NET DECREASE IN CASH FLOW FROM INVESTMENT ACTIVITIES (024-020)       026       36.466.773       12.495.887         1. Cash receipts from issuance of treasury and debt financial instruments       027       1.855.682       0         2. Cash receipts from loan principal, bonds, borrowings and other loans       028       322.133.493       54.392.512         3. Total cash receipts from financial activities       029       0       0         V. Total cash receipts from financial activities (027 To 029)       030       323.989.175       54.392.512         1. Expenditures for repayment of loan principal and bonds       031       360.409.796       61.000.742         2. Expenditures for payment of dividends       032       0       0         3. Expenditures for inancial leasing       033       0       2.378.984	Other cash receipts from investment activities	019	0	0
2. Expenditures for purchasing treasury and debt financial instruments 3. Other expenditures from investment activities 4. Other expenditures from investment activities 5. Other expenditures from investment activities 6. Other expenditures from financial activities 6. Other expenditures from financial activities 7. Other expenditures from financial activities 8. Other expenditures from financial activities 9. Other expenditures from financial ac	III. Total cash receipts from investment activities (015 do 019)	020	17.536.906	6.330.374
3. Other expenditures from investment activities   023   0   0   0   0	Expenditures for buying fixed assets and intangible assets	021	3.270.498	263.255
IV. Total expenditures from investment activities (021 to 023)	2. Expenditures for purchasing treasury and debt financial instruments	022	50.733.181	18.563.006
B1) NET INCREASE IN CASH FLOW FROM INVESTMENT   ACTIVITIES (020-024)	Other expenditures from investment activities	023	0	0
ACTIVITIES (020-024)   025		024	54.003.679	18.826.261
ACTIVITIES (024-020)       12.495.886         CASH FLOW FROM FINANCIAL ACTIVITIES         1. Cash receipts from issuance of treasury and debt financial instruments       027       1.855.682       0         2. Cash receipts from loan principal, bonds, borrowings and other loans       028       322.133.493       54.392.512         3. Total cash receipts from financial activities       029       0       0         V. Total cash receipts from financial activities (027 To 029)       030       323.989.175       54.392.512         1. Expenditures for repayment of loan principal and bonds       031       360.409.796       61.000.742         2. Expenditures for payment of dividends       032       0       0         3. Expenditures for financial leasing       033       0       2.378.984         4. Expenditures for redemption of treasury shares       034       0       0         5. Other expenditures from financial activities (031 to 035)       0       0       0         VI. Total expenditures from financial activities (031 to 035)       036       360.409.796       63.379.726         C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (030-036)       037       0       0         C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (036-030)       038       36.420.621       8.987.214 <td></td> <td>025</td> <td>0</td> <td>0</td>		025	0	0
CASH FLOW FROM FINANCIAL ACTIVITIES         1. Cash receipts from issuance of treasury and debt financial instruments       027       1.855.682       0         2. Cash receipts from loan principal, bonds, borrowings and other loans       028       322.133.493       54.392.512         3. Total cash receipts from financial activities       029       0       0         V. Total cash receipts from financial activities (027 To 029)       030       323.989.175       54.392.512         1. Expenditures for repayment of loan principal and bonds       031       360.409.796       61.000.742         2. Expenditures for payment of dividends       032       0       0         3. Expenditures for financial leasing       033       0       2.378.984         4. Expenditures for redemption of treasury shares       034       0       0         5. Other expenditures from financial activities       035       0       0         VI. Total expenditures from financial activities (031 to 035)       036       360.409.796       63.379.726         C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (030-036)       037       0       0         C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (036-030)       038       36.420.621       8.987.214         Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)       039	,	026	36.466.773	12.495.887
Instruments			· · · · · · · · · · · · · · · · · · ·	
2. Cash receipts from loan principal, bonds, borrowings and other loans       028       322.133.493       54.392.512         3. Total cash receipts from financial activities       029       0       0         V. Total cash receipts from financial activities (027 To 029)       030       323.989.175       54.392.512         1. Expenditures for repayment of loan principal and bonds       031       360.409.796       61.000.742         2. Expenditures for payment of dividends       032       0       0         3. Expenditures for financial leasing       033       0       2.378.984         4. Expenditures for redemption of treasury shares       034       0       0         5. Other expenditures from financial activities       035       0       0         VI. Total expenditures from financial activities (031 to 035)       036       360.409.796       63.379.726         C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (030-036)       037       0       0         C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (036-030)       038       36.420.621       8.987.214         Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)       039       0       15.430.723         Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)       040       55.305.852       0		027	1.855.682	0
3. Total cash receipts from financial activities       029       0       0         V. Total cash receipts from financial activities (027 To 029)       030       323.989.175       54.392.512         1. Expenditures for repayment of loan principal and bonds       031       360.409.796       61.000.742         2. Expenditures for payment of dividends       032       0       0         3. Expenditures for financial leasing       033       0       2.378.984         4. Expenditures for redemption of treasury shares       034       0       0         5. Other expenditures from financial activities       035       0       0         VI. Total expenditures from financial activities (031 to 035)       036       360.409.796       63.379.726         C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (030-036)       037       0       0         C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (036-030)       038       36.420.621       8.987.214         Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)       039       0       15.430.723         Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)       040       55.305.852       0		028	322 133 493	54 392 512
V. Total cash receipts from financial activities (027 To 029)         030         323.989.175         54.392.512           1. Expenditures for repayment of loan principal and bonds         031         360.409.796         61.000.742           2. Expenditures for payment of dividends         032         0         0           3. Expenditures for financial leasing         033         0         2.378.984           4. Expenditures for redemption of treasury shares         034         0         0           5. Other expenditures from financial activities         035         0         0           VI. Total expenditures from financial activities (031 to 035)         036         360.409.796         63.379.726           C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (030-036)         037         0         0           C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (036-030)         038         36.420.621         8.987.214           Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)         039         0         15.430.723           Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)         040         55.305.852         0				0
1. Expenditures for repayment of loan principal and bonds       031       360.409.796       61.000.742         2. Expenditures for payment of dividends       032       0       0         3. Expenditures for financial leasing       033       0       2.378.984         4. Expenditures for redemption of treasury shares       034       0       0         5. Other expenditures from financial activities       035       0       0         VI. Total expenditures from financial activities (031 to 035)       036       360.409.796       63.379.726         C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (030-036)       037       0       0         C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (036-030)       038       36.420.621       8.987.214         Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)       039       0       15.430.723         Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)       040       55.305.852       0				
2. Expenditures for payment of dividends       032       0       0         3. Expenditures for financial leasing       033       0       2.378.984         4. Expenditures for redemption of treasury shares       034       0       0         5. Other expenditures from financial activities       035       0       0         VI. Total expenditures from financial activities (031 to 035)       036       360.409.796       63.379.726         C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (030-036)       037       0       0         C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (036-030)       038       36.420.621       8.987.214         Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)       039       0       15.430.723         Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)       040       55.305.852       0				
3. Expenditures for financial leasing       033       0       2.378.984         4. Expenditures for redemption of treasury shares       034       0       0         5. Other expenditures from financial activities       035       0       0         VI. Total expenditures from financial activities (031 to 035)       036       360.409.796       63.379.726         C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (030-036)       037       0       0         C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (036-030)       038       36.420.621       8.987.214         Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)       039       0       15.430.723         Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)       040       55.305.852       0				0
4. Expenditures for redemption of treasury shares  5. Other expenditures from financial activities  7. Other expenditures from financial activities  7. Other expenditures from financial activities  7. Other expenditures from financial activities (031 to 035)  7. Other increase in CASH FLOW FROM FINANCIAL ACTIVITIES  7. Other increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)  7. Otal increase in cash flow (014 – 013 + 026 – 025 + 038 – 037)  7. Otal decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)  7. Otal decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)  7. Otal decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)  7. Otal decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)				2.378.984
5. Other expenditures from financial activities       035       0       0         VI. Total expenditures from financial activities (031 to 035)       036       360.409.796       63.379.726         C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (030-036)       037       0       0         C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (036-030)       038       36.420.621       8.987.214         Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)       039       0       15.430.723         Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)       040       55.305.852       0	·			0
VI. Total expenditures from financial activities (031 to 035)       036       360.409.796       63.379.726         C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (030-036)       037       0       0         C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (036-030)       038       36.420.621       8.987.214         Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)       039       0       15.430.723         Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)       040       55.305.852       0			0	0
C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (030-036)       037       0       0         C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (036-030)       038       36.420.621       8.987.214         Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)       039       0       15.430.723         Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)       040       55.305.852       0			360.409.796	63.379.726
C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES (036-030)       038       36.420.621       8.987.214         Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)       039       0       15.430.723         Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)       040       55.305.852       0	· ·	037	0	0
Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)       039       0 15.430.723         Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)       040 55.305.852       0	C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES	038	36.420.621	8.987.214
Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037) <b>040</b> 55.305.852		039	0	15.430 723
				0
501110.30E				_
Increase in cash and cash equivalents 042 0 15.430.723				15.430.723
				0
				45.544.625

Q1 2011	Q1 2012
5	6
DALEKOV	OD GROUP
-21.824.880	-9.287.460
13.727.792	12.525.801
43.016.372	111.030.764
12.117.496	0
0	0
0	0
<b>47.036.780</b>	<b>114.269.105</b>
0	41.651.788
3.622.232	5.731.355
9.733.413	27.319.043
13.355.645	74.702.186
33.681.135	39.566.919
33.001.133	33.300.313
0	0
4.568.319	0
12.803.805	6.234.166
165.621	96.208
0	0
338.455	0
17.876.200	6.330.374
14.740.957	17.910.592
50.733.181	18.563.006
478.830	26.347
65.952.968	36.499.945
0	0
48.076.768	30.169.571
	_
1.855.682	0
335.646.910	64.387.812
64.882.663	0
402.385.255	64.387.812
364.757.930	61.000.742
0	0
15.171	2.378.976
76.637.151	0
441.410.252	63.379.718
0	1.008.094
39.024.997	0
0	10.405.442
53.420.630	0
99.421.255	45.934.735
0	10.405.442
53.420.630	0
46.000.625	56.340.177

## **VI. CHANGES TO CAPITAL REPORT**

	АОР	31.12.2011	31.3.2012
		DALEKO	VOD jsc
1. Share capital	001	286.726.500	286.726.500
2. Capital reserves	002	80.478.889	80.478.889
3. Reserves from profit	003	434.445.578	434.445.578
Retained profit or loss carried forward	004	0	-277.314.279
5. Profit or loss of current year	005	-277.314.279	-16.953.423
6. Revaluation of longterm tangible assets	006	50.020.716	50.020.716
7. Revaluation of intangible assets	007	0	0
8. Revaluation of financial assets available for sale	800	9.281.590	9.281.590
9. Other revaluations	009	0	0
10.Total equity and reserves (AOP 001 to 009)	010	583.638.994	566.685.571
11. Foreign exchange differences arising from the titles of net investment in foreign operations	011	0	0
12. Current and deferred taxes (part)	012	0	0
13. Cash flow protection	013	0	0
14. Changes in accounting policies	014	0	0
15. Correction of significant errors in the previous period	015		
16. Other changes in equity	016		
17. Total increase or decrease in equity (AOP 011 to 016)	17	0	0
47 Av 7	1		
17 a. Attributed to parent company equity holders	018		
17 b. Attributed to minority interest	019		

31.12.2011	31.3.2012
DALEKOV	OD GROUP
286.726.500	286.726.500
80.478.889	80.478.889
441.552.955	435.556.368
17.711.613	-256.380.603
-278.179.458	-11.213.999
50.020.716	50.030.157
0	0
9.281.590	9.281.590
0	0
607.592.805	594.478.902
0	0
0	0
0	0
0	0
0	0
0	0
0	0
607.592.805	594.478.902
2.635.775	2.821.904

#### VII. NOTES ACCOMPANYING FINANCIAL STATEMENTS

#### 1. MANAGEMENT BOARD MEMBERS

1. President: M.Sc. Luka Miličić, MEng (CE)

2. Member: M. Sc. Damir Skansi, MA (Econ)

3. Member: Krešimir Anušić, MEng (EE)

## 2. SUPERVISORY BOARD MEMBERS

President: D. Sc. Petar Đukan

Vice President: Marijan Pavlović, LLM Member: Nataša Ivanović, MA (Econ)

Member: M. Sc. Dubravko Štimac, MA (Econ)

Member: Davor Doko, MA (Econ)
Member: D. Sc. Ante Ćurković, MEng

Member: Viktor Miletić

# 3. SHAREHOLDER STRUCTURE (as of 31st March 2012):

NATURAL PERSON	1.367.040
PENSION FUNDS	643.922
BANKS	384.627
TELEGRA d.o.o.	164.753
OTHERS	262.989
OWN SHARES	43.934
TOTAL	2.867.265

#### 4. MERGERS AND ACQUISITIONS

There were no M&A in the first quarter of 2012.

#### **5. UNCERTAINTY**

There have been no identified doubtful and disputable receivables that could have exerted influence on the continuity of business operations.

#### 6. DESCRIPTION OF PRODUCTS AND SERVICES

Dalekovod d.d. has specialised in performing contracts based on turn key solutions in the following fields:

- Electrical power facilities, especially transmission lines from 0.4 to 500 kV
- Substations of all levels and voltage levels up to 500 kV
- Air, underground and marine cables up to 110 kV
- Telecommunication facilities
- All types of networks and antennas
- Production of suspension and jointing equipment for all types of transmission lines and substations from 0.4 to 500 kV
- Production and installation of all metal parts for traffic roads, especially for road lighting, protective fencing and traffic signalisation
- Tunnel lighting and traffic control
- Electrification of railway and trams

#### 7. CHANGE IN ACCOUNTING POLICIES

No new accounting policies have been implemented.