



# FINANCIAL STATEMENTS FOR THE PERIOD FROM 01/01/2016 TO 31/03/2016

Biograd na Moru, April 2016



**ILIRIJA RESORT**  
HOTELS & VILLAS   
[www.ilirijabiograd.com](http://www.ilirijabiograd.com)

**marina Kornati**

\*\*\*\*  
**camping park soline**

 **ILIRIJA Travel**  
DMC&PCO • [WWW.ILIRIJA-TRAVEL.COM](http://WWW.ILIRIJA-TRAVEL.COM)

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## I. OVERVIEW OF KEY PERFORMANCE INDICATORS FOR THE PERIOD FROM 01/01 TO 31/03/2016

(in hrk)	2016.	2015.	Index 2016./2015.
Total revenues	18.296.166,37	17.767.942,65	102,97
Operating revenue	17.560.709,76	16.487.803,27	107,00
Operating profit	5.662.621,99	4.879.994,23	116,04
EBITDA	5.539.479,30	4.777.705,01	116,00
EBIT	3.482.983,98	2.910.150,32	120,00
Profit	2.634.532,94	1.422.144,02	185,25
Value of assets	317.842.611,69	314.350.242,62	101,00
Capital	219.010.700,88	179.280.859,69	122,00
Total liabilities	98.831.910,81	135.069.382,93	73,00
Market capitalization	298.971.740,00	204.745.906,00	146,02

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## 2. KEY INFORMATION FOR THE PERIOD FROM 01/01 TO 31/03/2016

1. The operating results of the Company in the first quarter of 2016, both financial and physical ones, considering pronounced seasonality of the tourism industry in the Republic of Croatia, where most of the physical and financial turnover is generated in the third quarter, in the observed period indicate positive expectations in this fiscal year in all company sectors (hospitality, nautics, camping, destination management company DMK Ilirija Travel).

2. The increase in total revenues by 2.97% from HRK 17,767,942.65 as much as they amounted in the first quarter of 2015 to the amount of HRK 18,296.166.37 as realized in the same period of 2016.

3. Increase in operating income by 2.82% from HRK 17,749,574.00 as much as it amounted in the first quarter of 2015, to the amount of HRK 18,249,381.07 in the same period of 2016 as a result of an increase in income from sales by 7% from the amount of HRK 16,487,803.27 which is the amount of sales realized in the first quarter of 2015 to the amount of HRK 17,560,709.76 realized in the same period of 2016, that is, increase in income from sales in the absolute amount of HRK 1,072,906.49.

4. Decrease in total expenditures by 4.19% from the

amount of HRK 16,345,798.63 as much as they amounted in the first quarter of 2015 to the amount of HRK 15,661,633.43 as a result of more efficient cost management at all levels of business operations and reduced financial expenses by 42.98%.

5. The increase in operating profit or profit from operations of the Company from HRK 4,879,994.23 as it amounted in the first quarter of 2015 to HRK 5,662,621.99 in 2016 or by 16.04% was followed by an increase in profit from HRK 1,422,144.02 as it amounted in the first quarter of 2015 to the amount of HRK 2,634,532.94, which is an increase by 85.25% as a result of the increase in total revenues and a decrease in total expenditures, especially in the operating and financial expenses, compared to the same period in 2015.

6. EBITDA realized in the first quarter of 2016 amounts to HRK 5,539,479.30 and increased by 16%, while EBIT is realized in the amount of HRK 3,482,983.98 and increased by 20% compared to the same period in 2015.

7. A significant decrease in the total liabilities of the Company by HRK 36,237,472.12 or by 27% from the amount of HRK 135,069,382.93 as much as they amounted in the first quarter of 2015 to HRK 98,831,910.81 in the

same period of 2016 as a result of a decrease in loan liabilities owed to financial institutions.

8. In the observed period, the value of assets increased by 1% or HRK 3,492,369.07 or from HRK 314,350,242.62 as it amounted in the first quarter of 2015 to a total of HRK 317,842,611.69 in 2016.

9. In the first quarter of 2016, equity increased by 22% or by HRK 39,729,841.19 or from HRK 179,280,859.69 as much as it amounted in the first quarter of 2015 to HRK 219,010,700.88 in the same period in the year 2016.

10. The increase in the market capitalization by 46.02% or HRK 94,225,834.00 from the amount of HRK 204,745,906.00 in the first quarter of 2015, to the amount of HRK 298,971,740.00 in the same period of 2016.

11. An increase in total volume of traded Company's shares by 95.89%, from HRK 399,839.70 as much as it amounted in the first quarter of 2015, to the amount of HRK 783,250.52 realized in the same period of 2016.

12. An increase in the average share price by 26.39% from HRK 814.34 as much as it amounted in the first

quarter of 2015 to HRK 1,029.24 in the same period of 2016, while at the same time the average daily volume of traded Company's shares increased by 95.89% in the observed period.

13. Continuation of continuous investments in accommodation facilities, improvement of services, supply and amenities in all Company sectors, of which we especially emphasize the purchase of new mobile homes for the camping sector, expansion of the capacities of hospitality facilities and restaurants, development of shared public areas and accommodation units in the hotel sector and other activities on improving the accommodation facilities, products and services. Completion of the reconstruction of the first phase of the coastal part of the Port of the nautical tourism "Marina Kornati", based on the final building permit, Class: UP/I-361-03/15-01/000111, Prot. No. 531-06-2-1-1467-15-0008, as of 20th October 2015, that judging by the achieved operating results and the entire supply is the backbone of the development of nautical tourism and nautical activities not only for the Company, but also for the Zadar County and the Croatian tourism in general.

14. The publication Business model of corporate so-

cial responsibility from 2000 to 2015 has been created, showing the overview of the activities in the area of corporate social responsibility of the Company in the last fifteen years in the six basic areas: economic sustainability, incorporation of CSR and SD into business strategy, nature and environment protection, responsible policies and practices in the working environment, responsible policies and practices of environmental management, corporate social responsibility in market relations and socially responsible relations with the community.

15. Certificates and standards:

Certificates:

Ilirija Travel is the winner of the DMK Certificate for business operations of the destination management company awarded by UNPAH or the Association of Independent Travel Agents of Croatia. The Certificate confirms a responsible attitude towards suppliers, staff capacity to provide all necessary information on the destination and all destination products.

Standards:

Introduction of the implementation of HALAL quality in the hospitality facilities of the Company.

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### 3. GENERAL DETAILS

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 already 59 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 supply that is: hotel industry (hotels: Ilirija\*\*\*\*, Kornati\*\*\*\*, Adriatic\*\*\*, Villa Donat\*\*\*\*/\*\*\*, Villa Primorje\*\*\*\*, diffuse hotel Ražnjevića Dvori AD 1307\*\*\*\*), nautical sector (Marina Kornati and hotel port Ilirija-Kornati), camping (camp „Park Soline“\*\*\*\*), hospitality (restaurant “Marina Kornati” restaurant “Park Soline”, beach bar “Donat”, “Lavender lounge bar”), destination management company DMC Ilirija Travel, Arsenal in Zadar, Tennis center Ilirija

with 20 tennis courts and caffe bar, Aquatic Centar with the hospitality facility and event ship “Nada”, a floating convention center with multifunctional purposes, 36m in length and a capacity to accommodate 180 persons.

Its business is based on providing services by using its capacities (hotel, nautica, 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.

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## 4. CHRONOLOGICAL OVERVIEW OF THE COMPANY 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 1936 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.

**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** | Beginning of construction of the first nautical tourism port in Croatia Hotel port Ilirija-Kornati, located in Biograd na Moru, with a total of 100 berths and the acquisition of the first charter fleet of 40 vessels, by which the Company becomes a pioneer of the nautical tourism development.

**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 m<sup>2</sup> 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 m<sup>2</sup> with 20 tennis courts (14 clay and 6 color-set tennis courts).

**Year 1988** | The construction of Aquatic Center, which is basically an Olympic swimming pool with many additional amenities as a supplement to the basic hotel amenities. Except as a sports facility, it was also built as an entertainment and catering facility with bleachers with the capacity of 4,000 seats and a terrace of 1,000 m<sup>2</sup>, which is a center for holding almost all sports, entertaining and dance events in the city.

**Year 1991** | By merger the campsite "Soline", located in Biograd na Moru, later renamed into the camp "Park Soline",



by which the Company in its operations in addition to hotel management and nautics also included camping as the third segment of its tourism offer.

**Year 1993** | The Croatian Privatisation 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 win the top boat event considering its status of the city as a cradle of nautical tourism, 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 is organized as the first autumn boat show in Croatia.

**1999 - 2015** | During this period, the Company invested HRK 345,152,398.82 in construction, reconstruction, extension, building annexes, renovation and adaptation of accommodation facilities and establishments of the Company 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 accommodation facilities and nautical capacities, expand hospitality facilities with an aim to create a high-quality, distinctive and competitive tourism product and enhance the quality of the tourism supply of the destination itself, which resulted in the growth of total revenues by 10.13 times and newly created value in the mentioned period in the amount of HRK 554,185,700.83.

**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 Zagreb of the Stock Exchange, since the quotation of public joint stock companies was cancelled.

**Year 2014** | The market was presented the event yacht "Nada" 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 company for mandatory pension fund management, 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 market of the Zagreb Stock Exchange which will contribute to even greater transparency and openness of the company to all of its stakeholders, particularly investors, both domestic and international capital markets.

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## 5. COMPANY'S BODIES

### 2.1 COMPANY MANAGEMENT BOARD

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

### 2.2 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

### 2.3 SHAREHOLDERS' ASSEMBLY

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## 6. COMPANY'S SUBSIDIARIES

The Company has two subsidiaries in 100% ownership:

ILIRIJA GRAĐENJE d.o.o.

ILIRIJA NAUTIKA d.o.o.

(not active in business)

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## 7. AFFILIATED COMPANIES

Arsenal Holdings d.o.o., Perivoj Gospe od Zdravlja 1, Zadar, Company Tax Number - OIB: 59794687464, holds 178.629 shares in the Company, which accounts for 65.13% of the shares in the share capital of the Company, and the same number of votes in the Shareholders' Assembly.

The parent company Arsenal Holdings d.o.o. is registered with the Commercial Court in Zadar, Company Reg. No. MBS: 060014554; share capital HRK 21,027,500.00 paid in whole.

The major owner of the company Arsenal Holdings d.o.o. is Mr. Davor Tudorović with 75.25% shares in its share capital, who also holds 4.36% shares in the share capital of the company Ilirija d.d.

## 8. OWNERSHIP STRUCTURE OF THE COMPANY AS AT 31/03/2016 AND TRADING IN THE COMPANY'S SHARES AT THE ZAGREB STOCK EXCHANGE

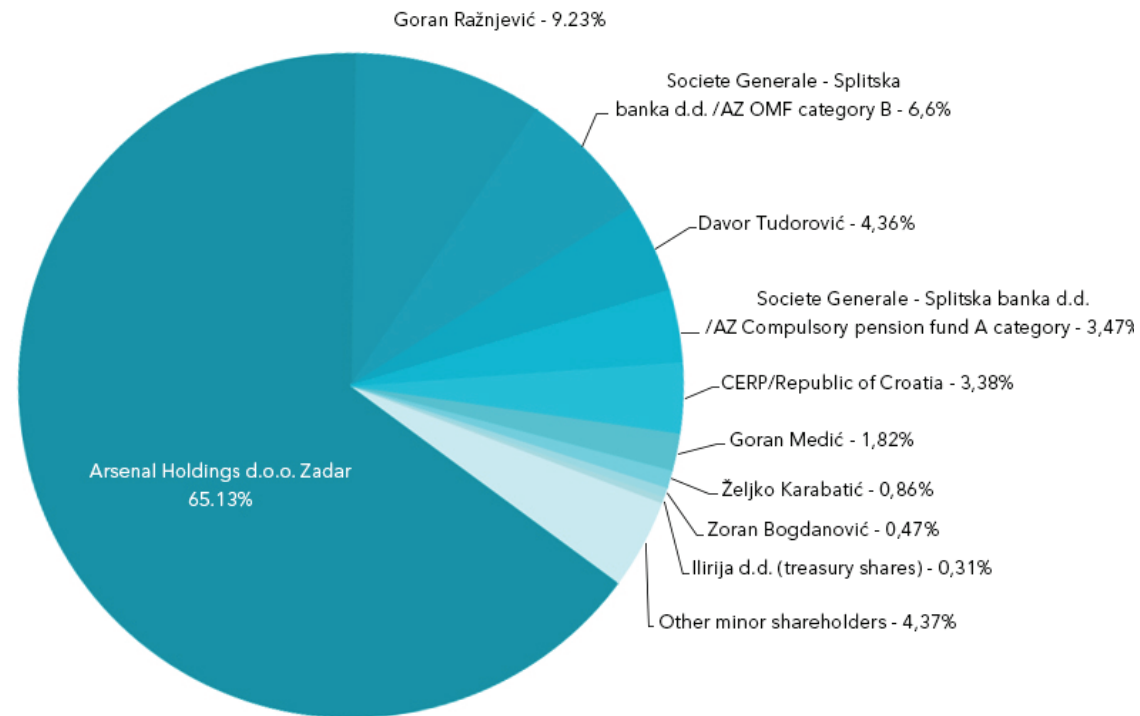
The share capital of the Company amounts to HRK 150,857,300.00 and is divided into 274,286 ordinary shares with nominal value of HRK 550.00 each.

During the period from 01st January to 31st March 2016, no major changes were made to the ownership structure, and the below overview of ten major Company's shareholders as at 31st March 2016 is given.

Overview of ten major shareholders of the Company as at 31st March 2016:

Owners - shareholders	Number of shares	Share in %
Arsenal Holdings d.o.o. Zadar	178.629	65,13
Goran Ražnjević	25.317	9,23
Societe Generale - Splitska banka d.d./AZ OMF category B	18.113	6,6
Davor Tudorović	11.968	4,36
Societe Generale - Splitska banka d.d./AZ Compulsory pension fund A category	9.529	3,47
CERP/Republic of Croatia	9.275	3,38
Goran Medić	5.000	1,82
Željko Karabatić	2.372	0,86
Zoran Bogdanović	1.300	0,47
Ilirija d.d. (treasury shares)	859	0,31
Other minor shareholders	11.924	4,37
<b>TOTAL</b>	<b>274.286</b>	<b>100,00</b>

## Ownership structure of the Company as at 31 st March 2016



**TRADING IN SHARES OF THE  
COMPANY ON THE CROATIAN  
CAPITAL MARKET DURING  
THE PERIOD FROM  
01/01-31/03/2016:**

(Amounts in HRK)	I-III 2016.	I-III 2015.	% changes
Total sales	783.250,52	399.836,70	95,89%
Average share price	1.029,24	814,34	26,39%
Average turnover per transaction	13.741,24	8.692,17	58,09%
Average daily turnover	31.330,02	15.993,59	95,89%
Last share price	1.090,00	821,00	32,76%
Market capitalization	298.971.740,00	204.745.906,00	46,02%

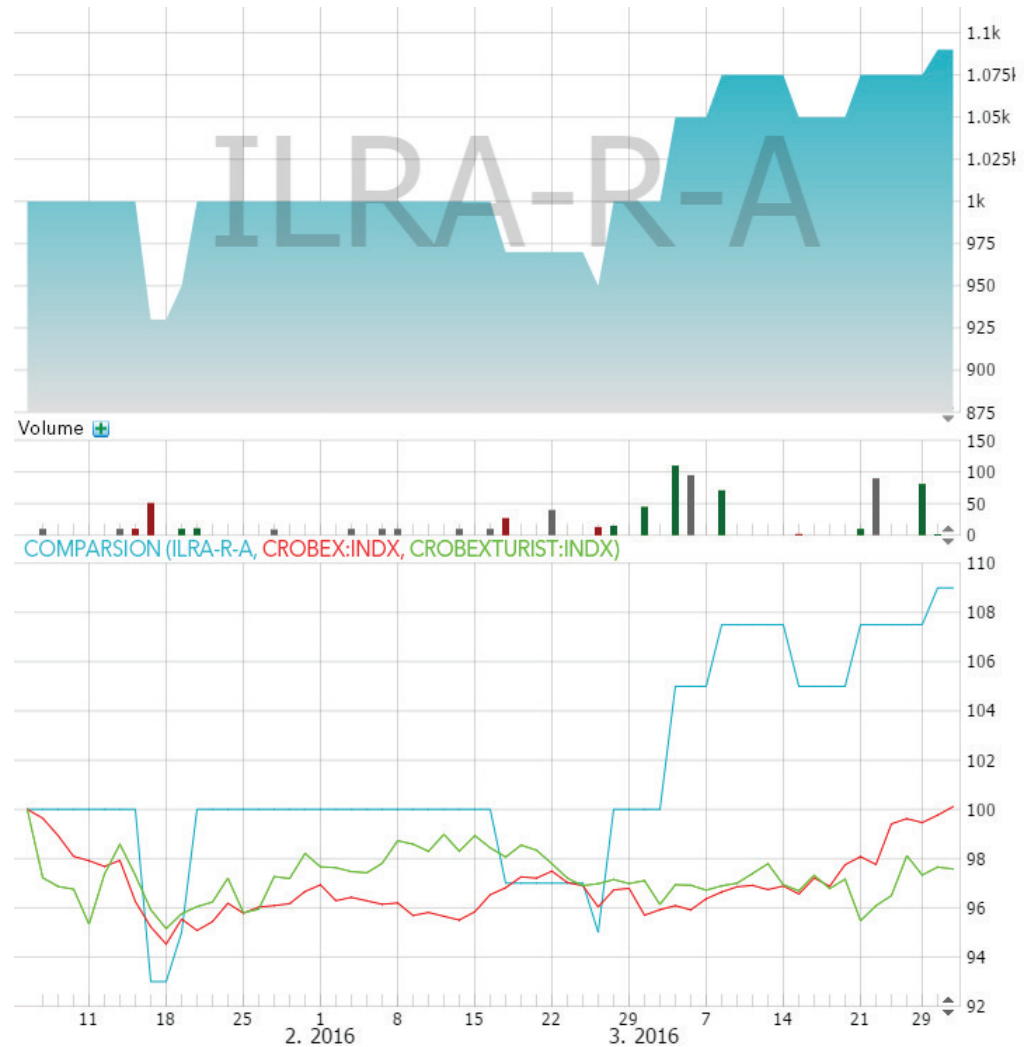
The shares of ILIRIJA d.d. were continuously traded in on the Official Market of the Zagreb Stock Exchange in the first quarter of 2016. During the period from 01/01 to 31/03/2016 a total of 761 shares of the Company were traded in, of which the total sales amounted to HRK 783,250.52 with an average price of one share in the amount of HRK 1,029.24 which in comparison to the same period in 2015 is increase in sales of 95.89% and increase in an average share price by 26.39%. In the first three months, the share achieved the highest single price in the amount of HRK 1,100.00 per share, while in the same period of the year 2015, the highest achieved price of the share amounted to HRK 840.00.

Comparing the last share price in the first quarter of 2016, which amounted to HRK 1,090.00 to the last price of the share in the same period in 2015, which amounted to HRK 821.00, thereby recording an increase by 32.76%. The market capitalization of the Company amounted to HRK 298,971,740.00 which compared to the comparative period in 2015, when the market capitalization amounted to HRK 204,745,906.00 is an increase by 46.02%.

In the reporting period, the Company acquired 135 treasury shares and on the day 31/03/2016, the Company holds 859 shares which makes up for 0.31% of the proportion in the share capital and the same number of votes in the Assembly of the Company.

Movement of the share price ILRA-R-A and comparison with indices  
CROBEX and CROBEXTURIST

The share price ILRA-R-A in the first quarter 2016 increased by 9.00% or from HRK 1,000.00 at the beginning of the period to HRK 1,090.00 by one share at the end of the period. Compared to the movement of the index CROBEX and CROBEXTURIST, this is significantly higher growth. The value of the index CROBEX rose by 0.11% during that period, and the value of CROBEXTURIST fell by 2.42%.







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## 9. COMPANY'S CAPACITIES

Portfolio of ILIRIJA d.d. consists of six hotels and villas, marina Kornati with Hotel port Ilirija-Kornati, camp "Park Soline," Arsenal in Zadar, Tennis center Ilirija, Aquatic center and hospitality facilities. The added value to the "heart" of our offer is granted by the event boat "Nada", a convention center with multifunctional purposes and event yacht with 180 seats, a complete restaurant, kitchen and a bar which provides an excellent hospitality service during the voyage.

Hotel sector capacity consists of 449 accommodation units (hotel rooms and apartments) with a total of 929 beds located in Biograd na Moru (Ilirija\*\*\*\*, Kornati\*\*\*\*, Adriatic\*\*\*, Villa Primorje\*\*\*\*), Sv. Filip i Jakov (hotel Villa Donat\*\*\*/\*) and Polači (diffuse hotel Ražnjevića dvori\*\*\*\*), mainly classified as four star hotels.

Hotel accommodation is located in Ilirija Resort Hotels & Vilas in Biograd and Sv. Filip i Jakov. The hotels are located along the coast, not far from the town center and beach that is awarded the Blue Flag, which are owing to the ideal location and infrastructure, intended for leisure and congress tourism. In addition to modern and technically equipped conference halls and meeting rooms intended for conferences, seminars, presenta-

tions, workshops and meetings, there are a number of supporting amenities such as Wellness & beauty center Salvie, Polympic and outdoor swimming pool, a fitness center, a la carte restaurants and coffee bars.

As part of Ilirija Resort there is a conference center that consists of 8 halls with a total capacity to accommodate 30 to 250 persons, and there is also a magnificent garden with terraces ideal for banquets, receptions and entertainment, outdoor swimming pools and beach.



## ILIRIJA RESORT HOTELS & VILLAS

**HOTEL ILIRIJA** the largest hotel in the Ilirija Resort classified as a four star hotel, with a capacity of 165 rooms and 337 beds, which includes a restaurant with 200 seats, terrace with 70 seats and aperitif bar with 50 seats. Located by the sea, close to the old town, is surrounded by the beautiful nature, sea and pinewood and numerous amenities as well.

**HOTEL KORNATI** classified as a four star hotel, with the capacity of 106 rooms and 216 beds, a restaurant with capacity for 220 persons, a terrace for 50 persons and a bar for 40 persons, by its design and atmosphere is linked to and associated with the most beautiful Croatian national park – Kornati. Kornati Hotel is a unique for its connection with the Nautical Tourism Port Hotel Port Ilirija - Kornati, which is located in the very center of Biograd with a beach right next to the hotel.

**HOTEL ADRIATIC** classified as three star hotel, with capacity of 100 rooms and 210 beds, a restaurant with capacity for 230 persons, a terrace for 300 people and a bar with a capacity for 110 people. Located in a pinewood, almost right on the beach with Aquatic center right next to it, hotel is ideal for family entertainment and for a range of attractive sea summer activities.

**HOTEL VILLA DONAT** located in St. Filip i Jakov is classified as a three star hotel or Villa with 16 superb and modern rooms, classified as a four star hotel, while the annex is classified as a three star hotel. The total has a total capacity of 72 rooms and 144 beds, a restaurant with 120 seats, a terrace for 50 persons and aperitif bar for 20 persons. The hotel is located near the main beach and the town center which reminds of the rich history of this region.

In 2015, the market was presented with **VILLA PRIMORJE**, built in the second half of the 19th century, is a typical traditional Dalmatian stone nobleman's house with the farm building. Newly renovated, luxuriously decorated and equipped in line with the latest standards for facilities of its kind and category, it has its own restaurant that offers the possibility of organizing a number of events and the Mediterranean garden with a promenade.

## MARINA KORNATI

Nautical sector began to develop in 1976 with the construction of the first marina in Croatia (Hotel port Ilirija-Kornati) with 100 berths and the procurement and organization of the first own charter fleet in the Adriatic sea with more than 40 vessels for the needs of boaters, therefore Ilirija d.d. deserves to be considered to be a pioneer of nautical tourism at the Adriatic sea.

Today, the nautical sector of the Company consists of Kornati marina and Hotel port Ilirija-Kornati, in which the Company has 805 berths on sea and land, which in one day can accept up to 2,000 sailors, but by the number of berths, modern technical equipment, quality of service, cleanliness and neatness (Blue Flag) the Kornati marina is one of the three leading Croatian marinas which annually attracts more than 60,000 sailors.

**MARINA KORNATI** is the winner of numerous awards, where we wish to emphasize the Special Award in the "XVI. Tourism Flower - Quality

for Croatia 2012" action, organized by the Croatian Chamber of Commerce and the Croatian Radio and Television, which is an award for the best marina in the category of over 450 berths. In 2013, in the "XVII. Tourism Flower - Quality for Croatia 2013" action, it received an award in the competition of the largest marinas, while in the same action in 2014 and 2015 it ranked second in the "Best big marina" category.

ILIRIJA d.d. is the organizer of the leading boat show in Croatia "BIOGRAD BOAT SHOW" which has been continually held in Marina Kornati for 17 years in a row.

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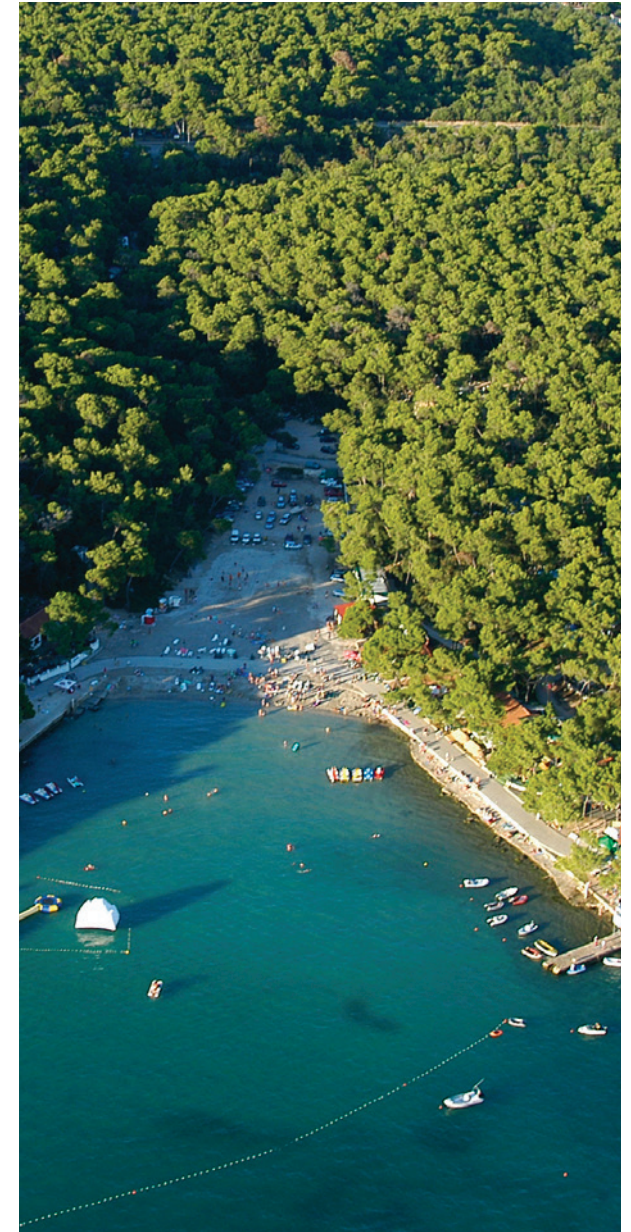


## KAMP PARK SOLINE

**KAMP PARK SOLINE**, classified as a four star camping, also located in Biograd na Moru covers an area of 20.00 Ha, contains 1,123 accommodation units with a total capacity to accommodate up to 3,300 persons. In addition to the enriched restaurant offer, newly built promenade that stretches along the entire camp and the beach leading to the Biograd town center, the camp "Park Soline" is the right choice for a family vacation. In addition to entertainment for children and evening entertainment, active holiday with attractive sports, you can relax walking along the long walking trails and recreational routes in a healthy environment, and the camp is an excellent choice for all nature lovers. The value of investments made so far in the camp "Park Soline" since the year 2000 amounted to approximately HRK 155,000,000.00 and owing to these investments, the number of overnight stays rose from 4,556 in 1996 to 260,579 overnight stays in 2015.

## SPORTS FACILITIES:

*"Tennis center Ilirija"*, located in a pinewood Soline near the old city center, covers an area of 48,000 m<sup>2</sup>, consists of 20 tennis courts and multipurpose courts (14 clay and 6 color set tennis courts) with night lighting, restaurant and changing rooms as well as related facilities.



## ILIRIJA TRAVEL

**ILIRIJA TRAVEL** – destination management company: owing to the development of new services and facilities, a high-quality, integrated and complementary tourism product has been created in response to the needs of the modern tourism demand, conditioned by technological, social, market factors and trends of more demanding markets. Among the most important backbones of the offering and implementation of these special programs and products there is the business operation in own additional facilities such as:

**EVENT BOAT „NADA“** a multifunctional yacht, sized 35m and a capacity to accommodate 180 persons, with a complete restaurant, kitchen and bar which provides an excellent hospitality service during the voyage. Conferences, seminars, special events, unique business meetings, gala receptions and banquets, unique weddings, exclusive day and night cruises, incentive events are all activities organized in the Event boat Nada which adapts to the requirements of an individual customer.

**ARSENAL** which is a world heritage site, a multimedia center located in Zadar, built in the 17th century, which was renovated in 2005 as an indoor town square or as the center of public, cultural and entertainment life in the region in which over 100 public and private events are organized on an annual level.

Diffuse **HOTEL RAŽNJEVIĆA DVORI AD 1307** multi-functional facility, located in the settlement of Polača named after the municipality in this settlement, in the heart of Ravni Kotari, which lies halfway between Biograd na Moru and Benkovac and is the first facility of such a category in the Republic of Croatia. This tourist complex has originated from the rural estate tradition, is an example of innovative tourism product conceived as a blend of tradition and contemporary trends.

*Offers of trips, special offers according to the requirements of clients, sports programs, MICE etc.*



## HOSPITALITY:

Restaurant *"Marina Kornati"*, located in Marina Kornati, having the capacity for over 350 persons, which together with the recently refurbished Captain's Club having the capacity to accommodate 70 persons, or with the overall capacity for 420 persons meets the requirements of boaters for holding various and numerous events in Marina Kornati. Besides hospitality services, Captain's Club also provides services for a number of presentations on nautical products and services, and is an ideal venue for holding small conferences and events. In 2015 a total of 50 events were held in the Marina restaurant which were attended by over 12,830 persons.

Restaurant *"Park Soline"* is located in "Park Soline"\*\*\*\*, close to the sea, ten minutes walk from the center of Biograd na Moru with an offer of food based on Mediterranean cuisine. The restaurant with a capacity to accommodate 280 people offers the possibility of organizing various events - family celebrations, banquets and receptions as well as meetings. The restaurant includes a Dalmatian tav-

ern with a fireplace, coffee bar and taps of wine decorated as a wine cellar, which offers the possibility of buying and tasting top quality red and white wines produced from native Croatian species.

*Beach bar "Donat"* is located in the building-magazine located in a protected cultural and historical complex of village Sv. Filip i Jakov settlement, which is also entered in the Register of Croatian cultural monuments, which is now classified as a beach catering facility or beach bar/cocktail bar with capacity to accommodate 140 persons.

*Lavender lounge bar*, located inside of Adriatic hotel, next to the beach, known for its Mediterranean design, fully designed for people to relax, with a beautiful view of the Pašman Channel, a place that offers the possibility of organizing a number of events of different character (MICE, weddings, banquets, cocktail bar, night club, etc.).







**EVENTS:** Biograd Boat Show, the largest international autumn boat show in the Republic of Croatia and the largest boat show in South East Europe among the fairs which takes place on the water and brings together all the key representatives of the boating industry and tourism. At the beginning, that is, in the year 1999 the boat show was 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 win top boat event considering its status of the city as a cradle of nautical tourism, at which all sectors of the boating and charter business will be presented, the Open Days grew into Biograd Boat Show. Since autumn 2004 Biograd Boat Show has been organized as an autumn fair, which has contributed to the improvement of nautical offer and extension of the tourist season.

Biograd Boat Show was admitted to the International Federation of Boat Show Organisers-IFBSO at the 50th meeting of the Federation that took place 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 the major world centers, and the fact that the Biograd Boat Show is organized in the city of only 5,000 residents makes this success even greater, which is a great recognition not only to the Company as the fair organizer, but also the Croatian boating industry and tourism.

Today the leading international autumn boat show has become major Croatian boat event. From its early beginnings the fair brings together all representatives of the boating industry and tourism, government institutions, umbrella organizations in tourism and boating as well as professional associations. Owing to this partnership with all relevant stakeholders, and now long-term exhibitors and partners, we have developed Biograd Boat Show by listening to their needs, keeping up with trends in the boating and fair industry while implementing our own vision of its development creating a high quality, distinctive, and above all, sustainable economic and tourism product, which since its beginnings further enriches the Croatian tourism supply, especially its post-season.

In 2015 the fair was attended by over 307 registered exhibitors that participated with 300 vessels, while the number of visitors surpassed 15,000 with over 2000 realized business visits.



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## 10. OPERATING RESULTS

### PHYSICAL OPERATING RESULTS

Considering the pronounced seasonality of Croatian tourism, which in the period from January to March is characterized by extremely low income generation as a result of the low physical turnover, where most of the physical and financial turnover is realized in the second and third quarter of the fiscal year, the operating results in the above-mentioned period are good business indicators for the rest of the fiscal year.

In the first three months of the year 2016, significant physical operating results were generated by the nautical sector (Marina Kornati and Hotelska luka Ilirija-Kornati) due to its all year-round business operations, while lower portion of the physical turnover is generated in other Company sectors (hospitality, camping DMK Ilirija Travel), especially camping sector that does not provide accommodation services in the observed period. Although in the period from 01/01 - 31/03/2016 the Company does not record considerable operating results, the existing results and growth indicators as well as the position of booking indicate a further positive trend and good occupancy in the period of shoulder and high season.

## NAUTICS

In the nautical sector the overnight stays are not the core business of the marina, but are indicated for informative purposes, while the core nautical activities in terms of generating revenues are: (1) The contractual berth for vessels in the marina, (2) transit number of inbound vessels from other ports (3) repair services, (4) lifting services, (4) parking and (5) hospitality.

During the period from 01/01/2016 to 31/03/2016, 371 vessels were contractually arranged in the Kornati Marina, of which 352 individual vessels and 19 vessels engaging in charter activity. The number of contractually arranged berths compared to the same period in 2015 is higher by 5%, which is the result of a rise in individual vessels by 4% and charter vessels by 36%.

A total of 42 inbound vessels sailed in the Kornati Marina in transit berth, which have a berth in some other marinas, which is a decrease in comparison to the year 2015 when 60 inbound vessels were recorded that sailed in. Transit vessels recorded a total

of 805 overnight stays of vessels during the period from 01/01/2016 to 31/03/2016, while 878 overnight stays were recorded in the same period in 2015. Sailing in by inbound transit vessels in the above mentioned period decreased by around 30% compared to the same period in 2015 and at the same time, the overnight stays of the transit vessels in the same period decreased by 8%, which is a consequence of bad weather condition which is the reason why charter season significantly started later.

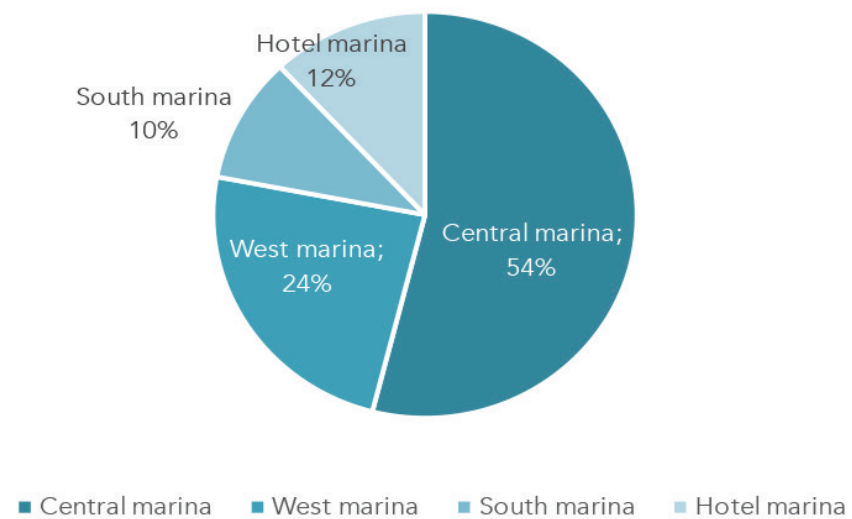
During the period from 01/01/2016 to 31/03/2016, some 605 port servicing and lifting operations were performed, which compared to the year 2015 fell by 24% as a result of bad weather condition and a later start of the charter season.



## Capacities of Marina Kornati

	Number of berths	Dry berth	Total number of berths
Central marina	365	70	435
Western marina	190	0	190
Southern marina	80	0	80
Hotel marina	100	0	100
<b>TOTAL</b>	<b>735</b>	<b>70</b>	<b>805</b>

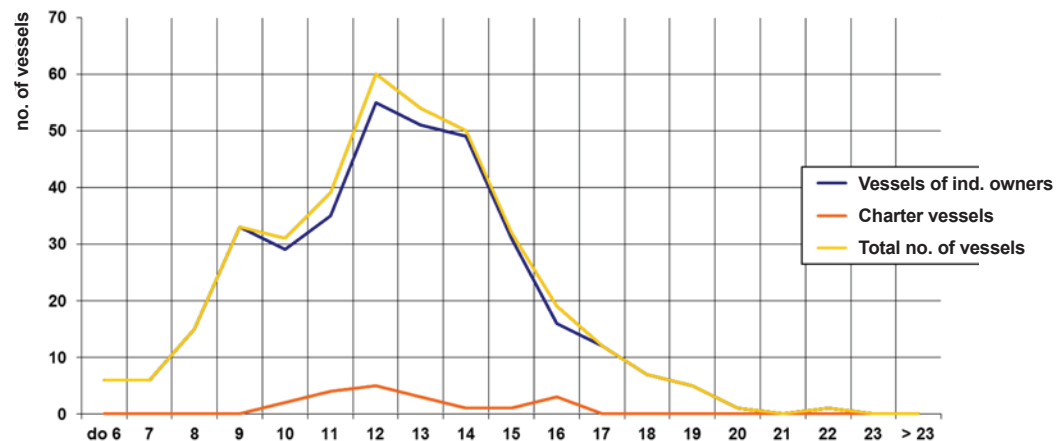
## Share of individual marina berths





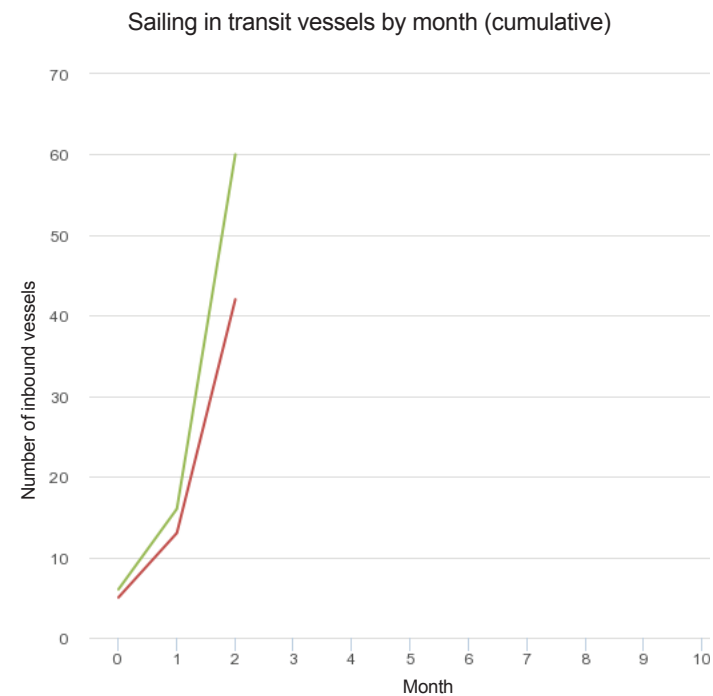
Vessels with berth contract in the period from 01/01/2016 to 31/03/2016 and comparison to the same period of 2015

Purpose	Type of berth	Position of berth	Total	% of total	Total	% of total	Index
			2016	vessels	2015	vessels	2016/15.
Vessels of individual owners	Annual berth in sea	Central aquatorium	267	72	257	73	104
		South aquatorium	45	12	46	13	98
		Western aquatorium	3	1	3	1	100
	Annual berth on land	Hotel harbor	31	8	17	5	182
		Marina inland	4	1	3	1	133
	Seasonal berth in sea	Marina aquatorium	2	1	2	1	100
		Hotel harbor	0	0	12	3	0
Total:			352	95	340	96	104
CHARTER VESSELS	Annual berth in sea	Central aquatorium	10	3	9	3	111
		South aquatorium	0	0	0	0	0
		Western aquatorium	9	2	5	1	180
		Hotel harbor	0	0	0	0	0
	Total:			19	5	14	4
Total vessels in 2016			371	100	354	100	105



Transit berth - inbound vessels in the period from 01/01/2016 to 31/03/2016 and comparison to the same period of 2015

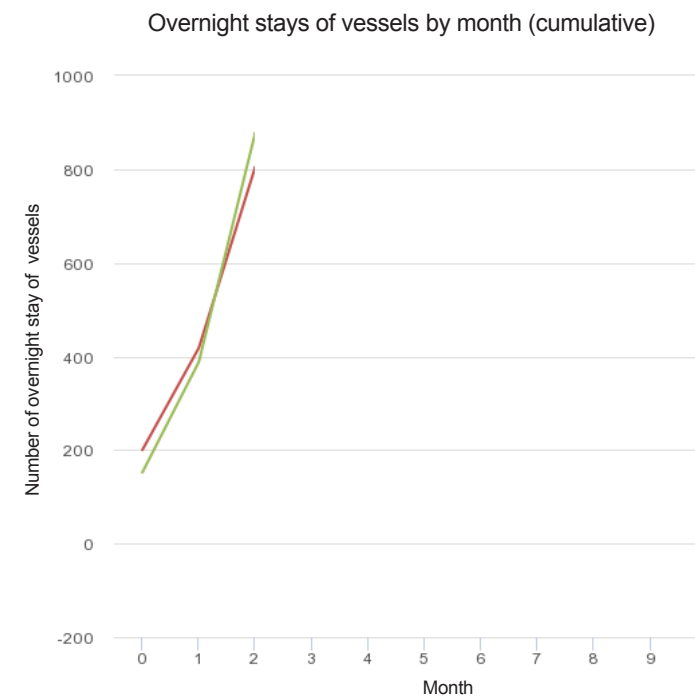
Year 2016	Individually by months			Cumulative by months		
	2016	2015	INDEX	2016	2015	INDEX
Month	2016/15			2016/15		
1.	5	6	83	5	6	83
2.	8	10	80	13	16	81
3.	29	44	66	42	60	70
4.	0	0	0	0	0	0
5.	0	0	0	0	0	0
6.	0	0	0	0	0	0
7.	0	0	0	0	0	0
8.	0	0	0	0	0	0
9.	0	0	0	0	0	0
10.	0	0	0	0	0	0
11.	0	0	0	0	0	0
12.	0	0	0	0	0	0
Total 2016	42					
Total 2015		60				
Index 2016/2015	70					





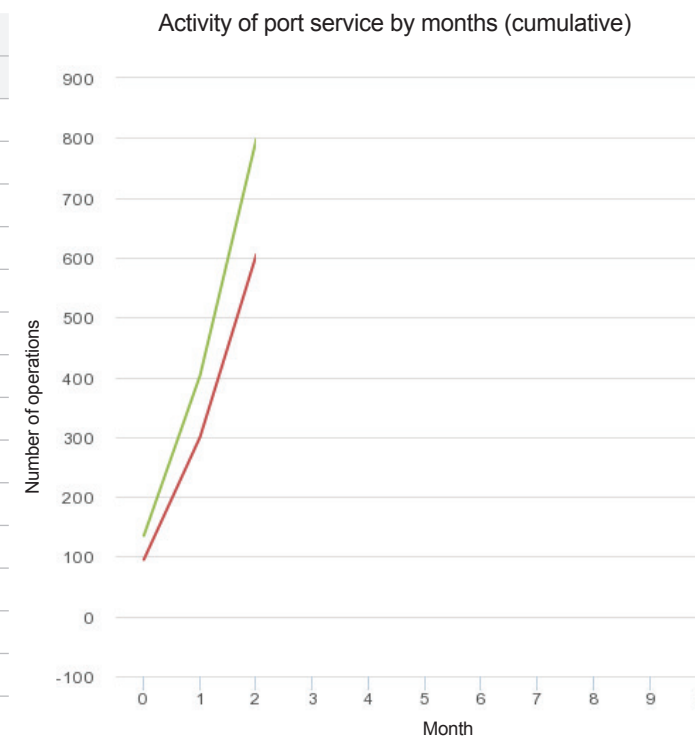
Transit berth - overnight stay of vessels in the period from 01/01/2016 to 31/03/2016 and comparison to the same period of 2015

Year 2016	Individually by months			Cumulative by months		
	2016	2015	INDEX	2016	2015	INDEX
Month	2016/15			2016/15		
1.	200	152	132	200	152	132
2.	218	236	92	418	388	108
3.	387	490	79	805	878	92
4.	0	0	0	0	0	0
5.	0	0	0	0	0	0
6.	0	0	0	0	0	0
7.	0	0	0	0	0	0
8.	0	0	0	0	0	0
9.	0	0	0	0	0	0
10.	0	0	0	0	0	0
11.	0	0	0	0	0	0
12.	0	0	0	0	0	0
Total 2016	805					
Total 2015		878				
Index 2016/2015			92			



Port service operations in the period from 01/01/2016 to 31/03/2016 and comparison to the same period of 2015

Year 2016	Individually by months			Cumulative by months		
	2016	2015	INDEX	2016	2015	INDEX
Month	2016/15			2016/15		
1.	95	135	70	95	135	70
2.	205	268	76	300	403	74
3.	302	395	77	605	798	76
4.	0	0	0	0	0	0
5.	0	0	0	0	0	0
6.	0	0	0	0	0	0
7.	0	0	0	0	0	0
8.	0	0	0	0	0	0
9.	0	0	0	0	0	0
10.	0	0	0	0	0	0
11.	0	0	0	0	0	0
12.	0	0	0	0	0	0
Total 2016	605					
Total 2015		798				
Index 2016/2015		76				



## Revenues of Marina Kornati in the period from 01/01/2016 to 31/03/2016 separately by months and comparison to the same period of 2015

REVENUES OF MARINA KORNATI 2016 SEPERATE BY MONTHS																	
Revenue positions		Months 2016												2016	2015	Index	
		1.	2.	3.	4.	5.	6.	7.	8.	9.	10.	11.	12.	cumulat.	total	2015./14.	
I	Daily berth	72.419	52.067	80.927	0	0	0	0	0	0	0	0	0	0	205.413	168.975	122
II	Contracted berth with accessories	4.388.719	5.622.733	2.455.402	0	0	0	0	0	0	0	0	0	0	12.466.854	11.739.117	106
III	Port service	117.793	231.835	311.397	0	0	0	0	0	0	0	0	0	0	661.025	871.768	76
IV	Vehicle parking lot	1.472	4.833	22.264	0	0	0	0	0	0	0	0	0	0	28.569	32.583	88
V	Other services	4.352	58.839	23.155	0	0	0	0	0	0	0	0	0	0	86.346	105.766	82
VI	Business cooperation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	11.836	0
VII	Boat fair and events	0	0	0	0	0	0	0	0	0	0	0	0	0	0	14.970	0
TOTAL:		4.584.755	5.970.308	2.893.145	0	0	0	0	0	0	0	0	0	0	13.488.208	12.945.016	104

REVENUES OF MARINA KORNATI 2015 SEPERATE BY MONTHS																	
Revenue positions		Months 2015												2015	2014	Index	
		1.	2.	3.	4.	5.	6.	7.	8.	9.	10.	11.	12.	cumulat.	total	2015./14.	
I	Daily berth	34.901	45.351	88.723	0	0	0	0	0	0	0	0	0	0	168.975	2.581.969	7
II	Contracted berth with accessories	4.337.435	5.849.005	1.552.678	0	0	0	0	0	0	0	0	0	0	11.739.117	28.262.692	42
III	Port service	210.179	275.204	386.386	0	0	0	0	0	0	0	0	0	0	871.768	2.732.561	32
IV	Vehicle parking lot	2.424	8.136	22.023	0	0	0	0	0	0	0	0	0	0	32.583	2.050.998	2
V	Other services	4.610	55.500	45.657	0	0	0	0	0	0	0	0	0	0	105.766	539.100	20
VI	Business cooperation	0	11.836	0	0	0	0	0	0	0	0	0	0	0	11.836	2.246.836	1
VII	Boat fair and events	0	9.130	5.840	0	0	0	0	0	0	0	0	0	0	14.970	1.990.201	1
TOTAL:		4.589.548	6.254.161	2.101.307	0	0	0	0	0	0	0	0	0	0	12.945.016	40.404.356	32



## FINANCIAL OPERATING RESULTS

Overview of financial operating results in the period from 01/01/ to 31/03/2016 and comparison to the same period from 2010 to 2015

Description	31.03.2010.	31.03.2011.	31.03.2012.	31.03.2013.	31.03.2014.	31.03.2015.	31.03.2016.	Index 16/15
Operating revenues	12.476.043,12	13.565.886,48	14.806.794,28	16.479.987,38	17.122.542,83	17.749.574,00	18.249.381,07	102,82
Financial revenues	21.873,23	33.598,26	23.795,44	158.453,31	39.328,22	18.368,65	30.689,62	167,08
Extraordinary revenues	141.177,30	15.621,91	79.991,80	19.028,85	167.167,46	0,00	16.095,68	
<b>TOTAL REVENUES</b>	<b>12.639.093,65</b>	<b>13.615.106,65</b>	<b>14.910.581,52</b>	<b>16.657.469,54</b>	<b>17.329.038,51</b>	<b>17.767.942,65</b>	<b>18.296.166,37</b>	<b>102,97</b>
Operating expenses	9.859.101,85	9.811.220,59	11.206.146,00	12.657.748,02	12.781.446,85	12.869.579,77	12.586.759,08	97,80
Financial expenses	1.178.174,73	1.395.912,33	1.631.559,08	1.214.740,00	1.473.129,61	1.488.006,30	848.451,04	57,02
Extraordinary expenses	213.142,75	40.628,91	64.817,83	97.848,05	310.889,69	120.657,87	169.927,99	140,83
Amortization	1.365.293,90	1.457.695,68	1.471.448,71	1.559.878,46	1.596.301,65	1.867.554,69	2.056.495,32	110,12
<b>TOTAL EXPENDITURES</b>	<b>12.615.713,23</b>	<b>12.705.457,51</b>	<b>14.373.971,62</b>	<b>15.527.214,53</b>	<b>16.161.767,80</b>	<b>16.345.798,63</b>	<b>15.661.633,43</b>	<b>95,81</b>
<b>PROFIT/LOSS</b>	<b>23.380,42</b>	<b>909.649,14</b>	<b>536.609,90</b>	<b>1.130.255,01</b>	<b>1.167.270,71</b>	<b>1.422.144,02</b>	<b>2.634.532,94</b>	<b>185,25</b>
<b>OPERATING PROFIT/ LOSS</b>	<b>2.616.941,27</b>	<b>3.754.665,89</b>	<b>3.600.648,28</b>	<b>3.822.239,36</b>	<b>4.341.095,98</b>	<b>4.879.994,23</b>	<b>5.662.621,99</b>	<b>116,04</b>

**I.**

Total revenues generated in the first quarter of 2016 amount to HRK 18,296,166.37 which is an increase by 2.97% compared to the same period of 2015.

**2.**

Operating revenues generated in the observed period amount to HRK 18,249,381.07 which is an increase by 2.82% compared to the same period of 2015.

Total revenues generated from the sale in the first quarter of 2016 amount to HRK 17,560,709.76 which is an increase by 7% compared to the same period of 2015. The revenues from sale account for 96% of the total and operating revenues.

**3.**

Total expenditures in the observed period amount to HRK 15,661,633.43 and compared to the same period in 2015 are decreased by 4.19%.

Total operating expenses generated in the first quarter of 2016 amount to HRK 12,586,759.08 as decreased by 2.20% compared to the same period in 2015 while financial expenses amount to HRK 848,451.04 and decreased by 42.98% compared to the same period of 2015.

The operating profit or the profit from operations of the Company increased by 16.04% compared to the same period of 2015 and amounts to HRK 5,662,621.99.

EBITDA or Earnings before interest, taxes, depreciation and amortization was realized in the amount of HRK 5,539,479.30 and increased by HRK 16% compared to the same period of 2015.

EBIT or Earnings before interest and tax was realized in the amount of HRK 3,452,983.98 and increased by 20% compared to the same period of 2015.

Profit before tax amounts to HRK 2,634,532.94 and increased by 85.25% compared to the same period of 2015.

Operating profit, EBITDA, EBIT and profit before tax are the results of an increase in revenues and cost-efficiency and reduction of operating expenses and increase in the operational efficiency of the Company as a whole.



## Financial statements of the Company as at 31 March 2016 compared to the years 2014 and 2015

REVENUES	2014	2015	INDEX 15./14.	2016	INDEX 16./15.
Revenues on the local market	13.855.318,20	14.522.105,26	105	15.487.238,29	107
Revenues on foreign market	2.011.823,15	1.965.698,01	98	2.073.471,47	105
Other revenues	1.255.401,48	1.261.770,73	101	688.671,31	55
<b>OPERATING REVENUES</b>	<b>17.122.542,83</b>	<b>17.749.574,00</b>	<b>104</b>	<b>18.249.381,07</b>	<b>103</b>
FINANCIAL REVENUES	39.328,22	18.368,65	47	30.689,62	167
EXTRAORDINARY REVENUES	167.167,46	0,00	0	16.095,68	
<b>TOTAL REVENUES</b>	<b>17.329.038,51</b>	<b>17.767.942,65</b>	<b>103</b>	<b>18.296.166,37</b>	<b>103</b>
EXPENSES					
Raw material and material expenses	1.405.747,53	1.712.049,87	122	1.641.930,94	96
Services costs	2.975.776,17	3.241.153,00	109	2.928.871,27	90
Gross salaries	5.492.065,49	5.578.688,04	102	5.362.546,02	96
Other costs	2.907.857,66	2.337.688,86	80	2.653.410,85	114
<b>TOTAL COSTS</b>	<b>12.781.446,85</b>	<b>12.869.579,77</b>	<b>101</b>	<b>12.586.759,08</b>	<b>98</b>
AMORTIZATION	1.596.301,65	1.867.554,69	117	2.056.495,32	110
FINANCIAL EXPENSES	1.473.129,61	1.488.006,30	101	848.451,04	57
EXTRAORDINARY EXPENSES	310.889,69	120.657,87	38,61	169.927,99	141
<b>TOTAL EXPENDITURES</b>	<b>16.161.767,80</b>	<b>16.345.798,63</b>	<b>101</b>	<b>15.661.633,43</b>	<b>96</b>
PROFIT / LOSS	1.167.270,71	1.422.144,02	122	2.634.532,94	185
OPERATING PROFIT/LOSS	4.341.095,98	4.879.994,23	112	5.662.621,99	116

## REVENUES BY ACTIVITIES:

*Revenues from hotel* services amount to HRK 1,452,816.00 and increased by 28% compared to the same period of 2015.

*Revenues from nautical* services amount to HRK 13,760,746.49 and increased by 1% compared to the same period of 2015.

*Revenues from the camping* services amount to HRK 2,081,056.55 and decreased by 15% compared to the same period of 2015.

*The revenues from other activities*, that is, from Ilirija Travel, hospitality, Arsenal and event boat „Nada“ were generated in the amount of HRK 954,761.29 and increased by 85% compared to the same period in 2015.

**GRANDTOTAL:** Operating revenues by activities amount to HRK 18,249,381.07 and increased by 2,82% compared to the same period in 2015.





## FUNDAMENTAL FINANCIAL INDICATORS OF THE COMPANY'S POSITION AS AT 31/12/2015

### 1.

The value of the assets of the Company as at 31/03/2016 amounted to HRK 317,842,611.69 and increased by HRK 3,492,369.07 or by 1% compared to the same period of 2015.

### 2.

Total liabilities of the Company as at 31/03/2016 amounted to HRK 98,831,910.81 and decreased by HRK 36,237,472.12 that is by 27% compared to the same period of 2015 when they amounted to HRK 135,069,382.93.

### 3.

Capital and reserves of the Company as at 31/03/2016 amounted to HRK 219,010,700.88 and increased by HRK 39,729,841.19 or by 22% compared to the same period of 2015 when they amounted to HRK 179,280,859.69.



OVERVIEW of fundamental cumulative and comparable indicators of the Company, or the position of liabilities, capital, values of assets and other indicators of the Company as of 31/03/2016 and for the period from 2009 to 2015

YEAR	TOTAL LIABILITIES	CAPITAL	VALUE OF ASSETS	REVENUES	OPERATING PROFIT	PROFIT	ANNUAL DIVIDENDS
1	2	3	4	5	6	7	8
31.03.2016.	98.831.910,81	219.010.700,88	317.842.611,69	18.296.166,37	5.662.621,99	2.634.532,94	0,00
31.03.2015.	135.069.382,93	179.280.859,69	314.350.242,62	17.767.942,65	4.920.137,27	1.422.144,02	3.740.790,00
31.03.2014.	139.140.342,44	162.510.566,87	301.650.909,31	17.329.038,51	4.390.651,87	1.216.826,60	3.740.790,00
31.03.2013.	151.603.255,36	151.603.255,36	291.120.786,27	16.657.469,54	3.822.239,36	1.130.255,01	3.740.790,00
31.03.2012.	146.758.285,42	137.917.687,18	284.675.972,60	14.910.581,52	3.600.648,28	536.609,90	3.740.790,00
31.03.2011.	148.134.240,07	131.827.187,74	279.971.568,40	13.615.106,65	3.754.665,89	909.649,14	3.740.790,00
31.03.2010.	151.881.871,96	125.778.942,43	277.660.814,39	12.639.093,65	2.616.941,27	23.380,42	3.740.790,00
31.03.2009.	147.605.744,89	119.735.562,31	267.341.307,20	13.623.690,28	2.877.844,65	340.304,17	3.740.790,00

### **OPERATING AND OTHER EXPENSES:**

Operating expenses in the first quarter of 2015 amount to HRK 12,586,759.08 which is a decline by 2,20% compared to the same period of 2015. The reduction of these expenses is the result of better and more rational management of operating expenses, especially the labor costs.

### **FINANCIAL EXPENSES:**

Financial expenses for the first quarter of 2016 amount to HRK 848,451.04 which is a decline by 42.98% compared to the same period of 2015 when they amounted to HRK 1,488,006.30. Reduced financial expenses are the result of gradual total indebtedness of the Company and lower volume of short-term financing of the Company by foreign funding sources.

Financial expenses mainly include ordinary expenses arising from financing, that is, interests on long-term and short-term financial liabilities and they amount to HRK 561,963.27.

### **EXTRAORDINARY EXPENSES:**

Extraordinary expenses in the first quarter of 2016 amount to HRK 169,927.99 and they are increased by 40,83% compared to the same period of 2015 when they amounted to HRK 120,657.87.

### **LIQUIDITY:**

It is assessed as satisfactory for current and accrued liabilities of the Company for the reporting period.

### **SHARE SPLIT:**

During the period from 01 January to 31 March, there was no share split.

### **EARNING PER SHARE**

In the first quarter of 2016, it amounts HRK 9.63 gross.

### **MERGERS AND ACQUISITIONS:**

There have been no mergers and acquisitions.

### **UNCERTAINTY OF COLLECTING REVENUES AND POTENTIAL FUTURE COSTS**

There are no such risks that may substantially affect the financial position and financial operating results of the Company and can therefore be regarded as negligible.

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## 11. INVESTMENTS

In 2016, the Company continued to make investments in the supply, improvement of services, supply and amenities at the level of the whole Company, tailoring its offer to the requirements, demands and wishes of its clients, thereby ensuring a competitive market position and high-quality and recognizable tourism product.

In accordance with the Annual Investment Plan for the year 2016, the investment has been made in the camping sector, that is, purchasing and equipping new mobile homes, landscaping of the camp up to the arboretum level and its further infrastructural development, while at the same time investments continued to be made in the shared facilities and further development of the accommodation units in the hotel sector.

The most significant Company's investment in this fiscal year was completed in February and refers to the completion of the first phase of the reconstruction of the Port coastal part of nautical tourism "Marina Kornati", or reconstruction of piers in the central and southern aquatorium of the marina, in the total amount of HRK 10,142,622.15 allowing thus the ac-

commodation for a higher class of vessels and better utilization of the aquatorium of the marina. The second phase of reconstruction of Marina Kornati or the reconstruction of the remaining piers in the central aquatorium will be conducted in autumn 2016, where completion is forecasted by the end of February 2017, according to the 2016 Investment Plan and the building permit.



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## 12. BUSINESS EXPECTATIONS AND DEVELOPMENT PLAN IN THE YEAR 2016.

In the fiscal year 2016, we expect minimal achievement or repetition of 2015 operating results, either financial or physical ones, while an increase in the physical and financial results compared to 2015 has been forecasted in the business plan and budget for 2016, assuming that no significant changes will be made, especially in terms of safety in the major source markets of the Croatian tourism.

Growth is expected particularly in certain segments of the tourism supply - especially in the segment of innovative and complementary tourism supply that we present to the market through DMK Ilirija Travel intended for the emerging experience and special interest tourism market, which is important for achieving better business results in the shoulder season, since the marketing and acquisition activities are greatly focused on this supply segment.

In addition, we continue with a significant investment cycle in our nautical sector, where in addition to the finalization of the first phase of reconstruction of the coastal part of the Nautical Tourism Port Marina Kornati, the Company would start with the reconstruction of the second phase of the coastal

area of Marina Kornati by the end of the fiscal year, where by implementing the best existing technical solutions, the Company would further enrich and modernize the marina itself, one of the three largest marinas at the Croatian Adriatic Sea, followed by the modernization of other services, particularly in the area of accepting the vessels.

Besides the nautical sector, the investment cycle also encompasses the hospitality and camping sector in order to increase the capacities, improve service quality and standards. The Company will invest in purchasing new mobile homes, landscaping of the camp, increasing the hospitality capacities and restaurants in the camping sector, while regarding the hospitality sector, the Company will invest in raising the quality of accommodation facilities, shared areas and additional amenities.

The Company will continue to invest in the training of our employees by organizing a wide range of workshops for improving their personal and professional skills, in particular in the area of sales and marketing and the department of food and beverages.

The Company will perform significant activities to adapt to and implement the standards, procedures and regulations in all aspects of environmental protection (protection of the sea, coast, water, air, soil) and waste management and take further actions focused on the implementation of HALAL standards in the Company's restaurants.



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### 13. OPERATIONAL RISKS OF THE COMPANY

The Company is, after all, as the most businesses in the tourism sector, exposed to foreign exchange risk, interest rate risk, price risk, credit risk and liquidity risk, environmental risk, risk of tourism as the branch of economy, the risk of macroeconomic trends and risk of changes in tax and other regulations.

Since most of the monetary fund inflows of the Company are quoted in EUR, as well as the most of the loans, the Company is to the highest degree hedged against the foreign exchange risk owing to this circumstance.

Indebtedness of the Company with the commercial bank is mainly subject to variable interest rates, so taking this into consideration, the Company is partially exposed to interest rates, but only due to exceptional circumstance and disturbance in the operations which are not attributable to the Company.

In order to reduce the credit risk, the Company strives to reduce the total loan debts to an appropriate level that would be inferior to their own funding source.

The Company has most of its prices quoted in EUR and collects the majority of claims in the same currency, thereby being hedged against the price risk.

The Company is exposed to changes in tax and other regulations in the legal system of the Republic of Croatia. This, in particular applies to legislation in the field of maritime domain and the tourist land plots on which the Company has significant commercial and critical long-term investments and all the constitutionally guaranteed rights have not been exercised in the field of protection of capital investment.

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### 14. SIGNIFICANT EVENTS

In the first quarter of 2016, until 31 March, the Company acquired 135 shares designated as ILRA-R-A in the regulated capital market of the Zagreb Stock Exchange. Following the above acquisition, as at 31/03/2016 the Company owns 859 shares which make up for 0.31% share in the share capital and the same percentage of votes at the General Shareholders' Assembly.

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## 15. SUSTAINABLE DEVELOPMENT AND CORPORATE SOCIAL RESPONSIBILITY

An integral part of the corporate social responsibility includes sustainable development of the Company, which is particularly pronounced in the tourism industry and in Ilirija d.d. as well, which is based on compliance with the principles of sustainable development, where the economic growth will not threaten the existing natural resources, cultural, historical and natural heritage. Such a kind of responsible and sustainable tourism in which the current and future economic, social and environmental requirements of all participants in the business process are harmonized, ensures long-term viability of Ilirija as an economic operator, the tourism as an industry and the future for the generations that are yet to come as well.

Every day at the operational level, we attend to managing the environmental protection processes with an aim and obligation to: comply with legal regulations, prevent environmental pollution, reduce the amount and harmfulness of waste produced, reduce the emissions of pollutants in water, soil and air, and provide education and training of employees for environmental protection.

Since the tourism industry largely depends on preserved natural resources, while planning the business processes, the Company has established excellent quality and environmental protection management system by establishing the Safety Department in charge of health care, environmental protection and

safety for all employees and guests. In the hospitality sector, the Company implemented and certified HACCP system according to the standard Codex Alimentarius, which in 2012/2013/2014/2015 was reissued in all facilities, confirming thus maintaining high standards in serving food. The Company also has implemented and certified Quality management system ISO 9001 and Environmental management system 14001, whereas the implementation of the HALAL standard is underway.

In 2016, the Company continued with activities to support projects that have been recognized as extremely important for the community and helping those in need through its corporate philanthropy activities.

The Company has prepared the publication Business model of Corporate Social Responsibility for the period from 2000 to 2015 presenting an overview of the Company's activities in the field of corporate social responsibility through six basic areas in accordance with the methodology INDEX CSR (focus on economic sustainability, incorporation of CSR and SD into the business strategy, responsible policies and practices of environmental management, corporate social responsibility in market relations and socially responsible relations with the community) which, as such, is the first report of the company on Corporate Social Responsibility.



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## 16. OTHER

### LEGAL ISSUES

Some attempts were made to bring the ownership of the Tennis center into question during the process of updating the land registries of the Cadastral Municipality Biograd according to the administrative decision.

With respect to disputes in which the Company participates either as a plaintiff or a defendant, we estimate that these disputes can neither significantly cause a disturbance in the Company's operations nor can they cause significant financial expenses for the Company nor negatively affect the current and future financial results of the Company.

### CHANGED ACCOUNTING POLICY

There have been no changes in the accounting policies

### MERGERS AND ACQUISITIONS

There have been no mergers and acquisitions.

### UNCERTAINTY OF COLLECTING REVENUES OR POTENTIAL FUTURE COSTS

There are no such risks that may substantially affect the Company's financial operating results and can therefore be regarded as negligible.

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## 17. NOTES

There are no particularly significant events that could substantially affect the Company's smooth operations, and further achievement of forecasted business results.

The Company owns all the proper permits to carry out the business activities, such as the decision on the classification, meeting minimum technical requirements for the operation, water management licenses, etc.

Goran Ražnjević, president of the management board

**ILIRIJA** dioničko društvo  
za ugostiteljstvo i turizam  
Biograd na Moru



Reporting period: 01/01/2016 to 31/03/2016  
Quarterly financial report TFI-POD

Tax number (MB): 03311953  
Company registration number (MBS): 060032302  
Personal identification number (OIB): 05951496767  
Issuing company: ILIRIJA d.d.  
Postal code and place: 23210 BIOGRAD NA MORU  
Street and house number: TINA UJEVIĆA 7  
E-mail address: ilirija@zd.t-com.hr  
Internet address: www.ilirijabiograd.com  
Municipality/city code and name: 22 BIOGRAD NA MORU  
County code and name: 13 ZADARSKA  
Number of employees: 185  
(period end)  
Consolidated report: NOT NKD code: 55100

Companies of the consolidation subject (according to IFRS): Seat: MB:

Bookkeeping service:  
Contact person: STRPIĆ ZORKA  
(only surname and name)  
Telephone: 023/383178 Telefaks: 023/384564  
E-mail address: zorkas@ilirijabiograd.com  
Family name and name: RAŽNJEVIĆ GORAN  
(person authorized to represent the company)

Documents disclosed:

1. Financial statements (Balance Sheet, Income Statement, Cash Flow Statement, Statement of Changes in Equity and notes to financial statements);
2. Management Interim Report;
3. Declaration of the persons responsible for preparing the issuer's statements;

M.P.

(signature of the person authorized to represent  
the company)

**ILIRIJA** dioničko društvo  
za ugostiteljstvo i turizam  
Biograd na Moru



## Balance Sheet - as of 31/12/2015

Company: ILIRIJA d.d.

Position	AOP	Previous period	Current period
1	2	3	4
A) RECEIVABLES FOR SUBSCRIBED NOT PAID CAPITAL	001		
B) NON-CURRENT ASSETS (003+010+020+029+033)	002	298,032,245	304,467,002
I. INTANGIBLE ASSETS (004 to 009)	003	573,939	499,332
1. Expenditure for development	004		
2. Concessions, patents, licenses, trademarks, service marks, software and other rights	005		
3. Goodwill	006		
4. Advances for purchase of intangible assets	007		
5. Intangible assets in progress	008		
6. Other intangible assets	009	573,939	499,332
II. PROPERTY, PLANT AND EQUIPMENT (011 to 019)	010	297,418,306	303,927,670
1. Land	011	42,123,482	42,340,227
2. Buildings	012	208,383,545	223,266,279
3. Plant and equipment	013	30,325,509	31,493,546
4. Tools, working inventory and transportation assets	014		
5. Biological assets	015		
6. Advances for purchase of tangible assets	016	956,070	451,889
7. Tangible assets in progress	017	15,629,700	6,375,729
8. Other tangible assets	018		
9. Investment in real-estate	019		
III. NON-CURRENT FINANCIAL ASSETS (021 to 028)	020	40,000	40,000
1. Share in related parties	021	40,000	40,000
2. Loans to related parties	022		
3. Participating interests (shares)	023		
4. Loans to companies with participating interest	024		
5. Investments in securities	025		
6. Loans, deposits, etc.	026		
7. Other non-current financial assets	027		
8. Equity-accounted investments	028		
IV. RECEIVABLES (030 to 032)	029	0	0
1. Receivables from related parties	030		
2. Receivables arising from sales on credit	031		
3. Other receivables	032		
V. DEFERRED TAX ASSET	033		
C) CURRENT ASSETS (035+043+050+058)	034	18,395,885	13,525,638
I. INVENTORIES (036 to 042)	035	2,350,358	2,107,739
1. Raw materials and supplies	036	2,350,358	2,107,739
2. Production in progress	037		
3. Finished products	038		
4. Merchandise	039		
5. Advances for inventories	040		
6. Long term assets held for sale	041		
7. Biological assets	042		
II. RECEIVABLES (044 to 049)	043	8,751,268	6,206,221
1. Receivables from related parties	044		

2. Receivables from end-customers	045	4,967,583	5,185,736
3. Receivables from participating parties	046		
4. Receivables from employees and members of the company	047	520,975	618,899
5. Receivables from government and other institutions	048	2,416,999	401,586
6. Other receivables	049	845,711	
III. CURRENT FINANCIAL ASSETS (051 to 057)	050	6,845,755	5,033,986
1. Share in related parties	051		
2. Loans to related parties	052		
3. Participating interests (shares)	053		
4. Loans to companies with participating interest	054		
5. Investments in securities	055		
6. Loans, deposits, etc.	056	6,845,755	5,033,986
7. Other financial assets	057		
IV. CASH AND CASH EQUIVALENTS	058	448,504	177,692
D) PREPAYMENTS AND ACCRUED INCOME	059	1,069,246	1,157,204
E) TOTAL ASSETS (001+002+034+059)	060	317,497,376	319,149,844
F) OFF BALANCE SHEET ITEMS	061		
EQUITY AND LIABILITIES			
A) ISSUED CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	179,280,859	219,010,701
I. SUBSCRIBED SHARE CAPITAL	063	124,693,000	150,857,300
II. CAPITAL RESERVES	064	829,039	8,921,539
III. RESERVES FROM PROFIT (066+067-068+069+070)	065	20,723,814	21,693,815
1. Legal reserves	066	6,610,343	7,610,344
2. Reserve for own shares	067	6,975,716	6,975,716
3. Treasury shares and shares (deductible items)	068	384,924	414,924
4. Statutory reserves	069		
5. Other reserves	070	7,522,679	7,522,679
IV. REVALUATION RESERVES	071		
V. RETAINED EARNINGS OR LOSS CARRIED FORWARD (073-074)	072	31,612,862	34,903,514
1. Retained earnings	073	31,612,862	34,903,514
2. Loss carried forward	074		
VI. NET PROFIT OR LOSS FOR THE PERIOD (076-077)	075	1,422,144	2,634,533
1. Net profit for the period	076	1,422,144	2,634,533
2. Net loss for the period	077		
VII. MINORITY INTEREST	078		
B) PROVISIONS (080 to 082)	079	0	0
1. Provisions for pensions, severance pay and similar liabilities	080		
2. Provisions for tax liabilities	081		
3. Other provisions	082		
C) NON-CURRENT LIABILITIES (084 to 092)	083	84,940,196	58,253,754
1. Liabilities to related parties	084		
2. Liabilities for loans, deposits, etc.	085		
3. Liabilities to banks and other financial institutions	086	84,940,196	58,253,754
4. Liabilities for advances	087		
5. Trade payables	088		
6. Commitments on securities	089		

7. Liabilities to companies with participating interest	090		
8. Other non-current liabilities	091		
9. Deferred tax liabilities	092		
D) CURRENT LIABILITIES (094 to 105)	093	46,590,307	35,794,491
1. Liabilities to related parties	094		
2. Liabilities for loans, deposits, etc.	095		
3. Liabilities to banks and other financial institutions	096	17,622,278	8,662,827
4. Liabilities for advances	097		
5. Trade payables	098	15,128,005	12,239,609
6. Commitments on securities	099	7,195,000	7,100,000
7. Liabilities to companies with participating interest	100		
8. Liabilities to employees	101	1,052,641	1,054,967
9. Taxes, contributions and similar liabilities	102	4,438,343	6,205,222
10. Liabilities arising from share in the result	103		
11. Liabilities arising from non-current assets held for sale	104		
12. Other current liabilities	105	1,154,040	531,866
E) ACCRUED EXPENSES AND DEFERRED INCOME	106	6,686,014	6,090,898
F) TOTAL EQUITY AND LIABILITIES (062+079+083+093+106)	107	317,497,376	319,149,844
G) OFF BALANCE SHEET ITEMS	108		
ADDITION TO BALANCE SHEET (only for consolidated financial statements)			
ISSUED CAPITAL AND RESERVES			
1. Attributable to majority owners	109		
2. Attributable to minority interest	110		

## Income statement - period 01/01/2016 to 31/03/2016

Company: ILIRIJA d.d.

Position	AOP	Previous period		Current period	
		Cummulative	Quarter	Cummulative	Quarter
1	2	3	4	5	6
I. OPERATING INCOME (112 to 113)	111	17,749,574	17,749,574	18,249,381	18,249,381
1. Sales revenues	112	16,489,567	16,489,567	17,560,710	17,560,710
2. Other operating revenues	113	1,260,007	1,260,007	688,671	688,671
II. OPERATING COSTS (115+116+120+124+125+126+129+130)	114	14,696,997	14,696,997	14,643,254	14,643,254
1. Change in inventories of work in progress	115				
2. Material expenses (117 to 119)	116	4,953,203	4,953,203	4,570,802	4,570,802
a) Costs of raw materials	117	1,712,049	1,712,049	1,641,931	1,641,931
b) Cost of goods sold	118				
c) Other material expenses	119	3,241,154	3,241,154	2,928,871	2,928,871
3. Employee benefits expenses (121 to 123)	120	5,578,688	5,578,688	5,362,546	5,362,546
a) Net salaries	121	3,254,548	3,254,548	3,146,077	3,146,077
b) Tax and contributions from salary expenses	122	1,505,425	1,505,425	1,429,474	1,429,474
c) Contributions on salary	123	818,715	818,715	786,995	786,995
4. Depreciation and amortisation	124	1,867,555	1,867,555	2,056,495	2,056,495
5. Other expenses	125	2,297,551	2,297,551	2,653,411	2,653,411
6. Write down of assets (127+128)	126	0	0	0	0
a) non-current assets (except financial assets)	127				
b) current assets (except financial assets)	128				
7. Provisions	129				
8. Other operating costs	130				
III. FINANCIAL INCOME (132 to 136)	131	18,369	18,369	30,690	30,690
1. Interest, foreign exchange differences, dividends and similar income from related parties	132				
2. Interest, foreign exchange differences, dividends and similar income from third parties	133	18,369	18,369	30,690	30,690
3. Income from investments in associates and joint ventures	134				
4. Unrealised gains (income) from financial assets	135				
5. Other financial income	136				
IV. FINANCIAL EXPENSES (138 to 141)	137	1,488,006	1,488,006	848,451	848,451
1. Interest, foreign exchange differences, dividends and similar income from related parties	138				
2. Interest, foreign exchange differences, dividends and similar income from third parties	139	1,488,006	1,488,006	848,451	848,451
3. Unrealised losses (expenses) from financial assets	140				
4. Other financial expenses	141				
V. SHARE OF PROFIT FROM ASSOCIATED COMPANIES	142				
VI. SHARE OF LOSS FROM ASSOCIATED COMPANIES	143				
VII. EXTRAORDINARY - OTHER INCOME	144	0		16,095	16,095
VIII. EXTRAORDINARY - OTHER EXPENSES	145	160,796	160,796	169,928	169,928
IX. TOTAL INCOME (111+131+142+144)	146	17,767,943	17,767,943	18,296,166	18,296,166
X. TOTAL EXPENSES (114+137+143+145)	147	16,345,799	16,345,799	15,661,633	15,661,633
XI. PROFIT OR LOSS BEFORE TAXES (146-147)	148	1,422,144	1,422,144	2,634,533	2,634,533
1. Profit before taxes (146-147)	149	1,422,144	1,422,144	2,634,533	2,634,533
2. Loss before taxes (147-146)	150	0	0	0	0
XII. TAXATION	151				
XII. PROFIT OR LOSS FOR THE PERIOD (148-151)	152	1,422,144	1,422,144	2,634,533	2,634,533
1. Profit for the period (149-151)	153	1,422,144	1,422,144	2,634,533	2,634,533

2. Loss for the period (151-148)	154	0	0	0	0
ADDITION TO PROFIT AND LOSS ACCOUNT (only for consolidated financial statements)					
XIV. PROFIT OR LOSS FOR THE PERIOD					
1. Attributable to majority owners	155				
2. Attributable to minority interest	156				
STATEMENT OF OTHER COMPREHENSIVE INCOME (only for IFRS adopters)					
I. PROFIT OR LOSS FOR THE PERIOD (=152)	157				
II. OTHER COMPREHENSIVE INCOME/LOSS BEFORE TAXES (159 to 165)	158	0	0	0	0
1. Exchange differences from international settlement	159				
2. Changes in revaluation reserves of long-term tangible and intangible assets	160				
3. Profit or loss from re-evaluation of financial assets held for sale	161				
4. Profit or loss from cash flow hedging	162				
5. Profit or loss from hedging of foreign investments	163				
6. Share of other comprehensive income/loss from associated companies	164				
7. Actuarial gains/losses from defined benefit plans	165				
III. TAXATION OF OTHER COMPREHENSIVE INCOME FOR THE PERIOD	166				
IV. NET OTHER COMPREHENSIVE INCOME FOR THE PERIOD (158 - 166)	167	0	0	0	0
V. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (157+167)	168	0	0	0	0
ADDITION TO STATEMENT OF OTHER COMPREHENSIVE INCOME (only for consolidated financial statements)					
VI. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD					
1. Attributable to majority owners	169				
2. Attributable to minority interest	170				



## CASH FLOW STATEMENT: indirected method (01/01/2016 to 31/03/2016)

Company: ILIRIJA d.d.

Position	AOP	Previous period	Current period
1	2	3	4
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
1. Profit before tax	001	1,422,144	2,634,533
2. Depreciation and amortisation	002	1,867,554	2,056,495
3. Increase of current liabilities	003		
4. Decrease of current receivables	004		2,545,047
5. Decrease of inventories	005		332,619
6. Other cash flow increases	006		3,895,421
I. Total increase of cash flow from operating activities	007	3,289,698	11,464,115
1. Decrease of current liabilities	008		10,795,816
2. Increase of current receivables	009		
3. Increase of inventories	010	527,362	
4. Other cash flow decreases	011	1,854,321	312,699
II. Total decrease of cash flow from operating activities	012	2,381,683	11,108,515
A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES	013	908,015	373,108
A2) NET DECREASE OF CASH FLOW FROM OPERATING ACTIVITIES	014	0	0
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
1. Proceeds from sale of non-current assets	015		
2. Proceeds from sale of non-current financial assets	016		
3. Interest received	017		
4. Dividend received	018		
5. Other proceeds from investing activities	019	1,796,578	631,925
III. Total cash inflows from investing activities	020	1,796,578	631,925
1. Purchase of non-current assets	021		
2. Purchase of non-current financial assets	022		
3. Other cash outflows from investing activities	023	2,589,621	6,767,385
IV. Total cash outflows from investing activities	024	2,589,621	6,767,385
B1) NET INCREASE OF CASH FLOW FROM INVESTING ACTIVITIES	025	0	0
B2) NET DECREASE OF CASH FLOW FROM INVESTING ACTIVITIES	026	793,043	6,135,460
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>			
1. Proceeds from issue of equity securities and debt securities	027		
2. Proceeds from loans and borrowings	028	3,845,000	7,283,188
3. Other proceeds from financing activities	029		
V. Total cash inflows from financing activities	030	3,845,000	7,283,188
1. Repayment of loans and bonds	031		
2. Dividends paid	032		
3. Repayment of finance lease	033		
4. Purchase of treasury shares	034		
5. Other cash outflows from financing activities	035	3,620,646	1,681,020
VI. Total cash outflows from financing activities	036	3,620,646	1,681,020
C1) NET INCREASE OF CASH FLOW FROM FINANCING ACTIVITIES	037	224,354	5,602,168
C2) NET DECREASE OF CASH FLOW FROM FINANCING ACTIVITIES	038	0	0

Total increases of cash flows	039	339,326	0
Total decreases of cash flows	040	0	160,184
Cash and cash equivalents at the beginning of period	041	109,178	337,876
Increase of cash and cash equivalents	042		
Decrease of cash and cash equivalents	043		
Cash and cash equivalents at the end of period	044	448,504	177,692

## STATEMENT OF CHANGES IN EQUITY period 01/01/2016 to 31/03/2016

Position	AOP	Previous year	Current year
1	2	3	4
1. Subscribed share capital	001	124,693,000	150,857,300
2. Capital reserves	002	829,039	8,921,539
3. Reserves from profit	003	20,723,814	21,693,815
4. Retained earnings or loss carried forward	004	31,612,862	34,903,514
5. Net profit or loss for the period	005	1,422,144	2,634,533
6. Revaluation of tangible assets	006		
7. Revaluation of intangible assets	007		
8. Revaluation of available for sale assets	008		
9. Other revaluation	009		
10. Total equity and reserves (AOP 001 to 009)	010	179,280,859	219,010,701
11. Foreign exchange differences from foreign investments	011		
12. Current and deferred taxes	012		
13. Cash flow hedge	013		
14. Change of accounting policies	014		
15. Correction of significant mistakes of prior period	015		
16. Other changes	016		
17. Total increase or decrease of equity (AOP 011 to 016)	017	16,770,292	39,729,842
17 a. Attributable to majority owners	018		
17 b. Attributable to minority interest	019		

ILIRIJA d.d.  
BIOGRAD NA MORU  
Biograd n/m 22/04/2016. god.

**Statement made by the persons responsible for preparation of financial statements  
for the period from 01 January 2016 to 31 March 2016**

According to Article 403-410 of the Capital Market Act, we declare that:

Financial statements of Ilirija d.d. Biograd na Moru, Tina Ujevića 7, Tax No. OIB: 05951496767 for the period from January to March 2016 have been prepared in accordance with International Financial Reporting Standards and Croatian Accounting Act.

The financial statements give a true and fair view of the financial position of the Company as at 31/03/2016, operating results and cash flows of the Company in accordance with International Financial Reporting Standards.

The Management's Report gives a true presentation of operating results and position of the Company as at 31/03/2016.

Accounting Manager:

Zorka Strpić



Management Board:

Goran Ražnjević



**ILIRIJA** dioničko društvo  
za ugostiteljstvo i turizam  
Biograd na Moru



Ražnjevića Dvori

Arsenal Zadar

Vila Donat

Vila Primorje

Event Ship Nada

Marina Kornati

Restoran Marina Kornati

Ilirija Travel

Hotel Kornati

Hotel Ilirija

Hotel Adriatic

Hotel Marina

Aquatic Center

Tenis Centar

Restoran Park Soline

Camping park Soline