LUKA PLOČE d.d. Trg kralja Tomislava 21 20 340 Ploče

OIB: 51228874907

# LUKA PLOČE GROUP

## UNAUDITED CONSOLIDATED REPORT FOR PERIOD FROM 01.01. UNTIL 31.03.2014.



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- a) MANAGEMENT BOARD'S REPORT ON THE POSITION OF THE COMPANY:
  - Balance sheet
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### BUSINESS REPORT OF LUKA PLOČE GROUP IN PERIOD 01.01.2014. – 31.03. 2014.

Management Board's Statement on the position of the Luka Ploče Group accompanying the financial statements for the first quarter of year 2014:

Financial results of Luka Ploče Group. in the first quarter of year 2014. are:

- Revenues from sales: 31,62 million kuna representing the increase of 4,59 % in comparison with the same period of the previous year.

- EBITDA (profit before interests, taxation and depreciation): 6,61 million kuna

EBITDA margin: 20,92 %EBIT: 4,02 million kunaEBIT margin: 12,70 %

- Net profit 6,76 million kuna

- Cash flow from operating activities: 8,23 million kuna

Indicators			
	REALIZED 1-3/2013	REALIZED 1-3/2014	realiz 14/ realized 13
Liquidity ratios			
Working Capital	264.480.951	242.724.228	-8,23%
Current liquidity	9,47	9,53	0,63%
Turnover of working capital	0,11	0,13	13,97%
Days of working capital	787,36	690,85	-12,26%
	90	90	
Days in period			
Debt indicators			
Short term liabilities/equity	0,08	0,08	-7,11%
Long term liabilities/ equity	0,11	0,07	-36,33%
Borrowings /equity	0,12	0,09	-29,60%
Total liabilities / assets	0,07	0,07	-3,30%
Profitability ratios			
EBITDA margin	14,67%	20,92%	
EBIT margin	4,70%	12,70%	
Productivity Indicators			
Number of employees	693	591	-14,72%
Revenue per employee (in thousands)	43.624	53.504	22,65%

Business operation of Luka Ploče Group was in accordance with the planned operations for the first quarter of year 2014.

In Ploče, April 30<sup>th</sup> 2014

Capt.Ivan Pavlović dipl.ing.

President of Board

Appendix 1 Reporting period:		01.01.2014.	to	31.03.2014.
Å	Annual financial s	statement of the	entrepreneur -	· GFI-POD
Registration number (MB)	03036138			
Identification number of subject	0900065233	<u>-</u> 		
Personal identification number	5122874907	<del>*</del> 		
(OIB) Issueer company:	LUKA PLOČE	<u>.</u>		
Postal code and place	20340	PLOČE		
Street and number	TRG KRALJA TOMISLA	AVA 21		
E-mail address:	financije@luka-ploce.l	<u>hr</u>		
	www.luka-ploce.hr			
Code and name of comune/town	335 PLOČE			
Code and county name	19 DUBROVA	ČKO-NERETVANSKA		Number of employees 591
Consolidated statement	YES			(at quarter end) NKD/NWC code: 5224
Subsidiaries subject to consolidation	on (according to IFRS):			Personal identification number (OIB)
LUKA PLOČE TRGOVINA d.o.o.		LUČKA CESTA b.b. I	PLOČE	18102992360
POMORSKI SERVIS - LUKA PLO	Č d.o.o.	LUČKA BOSANSKA	OBALA b.b. PLOČE	18875024938
LUKA PLOČE - ODRŽAVANJE d.	0.0.	LUČKA CESTA b.b. l	PLOČE	87501430734
LUKA ŠPED d.o.o.		LUČKA CESTA b.b. I	PLOČE	28527523504
LUKA PLOČE USLUGE d.o.o.		LUČKA CESTA b.b. I	PLOČE	38548671304
PLOČANSKA PLOVIDBA d.o.o.		LUČKA CESTA b.b. I	PLOČE	39778257122
HLADNJAČA PLOČE d.o.o.		LUČKA CESTA b.b. I		59501819409
LUKA PLOČE ENERGIJA  Book keeping service:		TRG KRALJA TOMIS	LAVA ZI	18309760889
Contact person:	DODIG ŽELJKA			
Phone number:	(fill in only surname and 020 603 223	name of contact persor		e: <b>020 679 170</b>
E-mail address:				
Surname and name				
	(authorised person for re	epresentation)		
	statements (balance shee	et, profit and loss accou	ınt, cash flow statemer	nt, statement of changes in
shareholder's equity 2. Report of the Ma	y nagement Board on posi	tion of the Company		
-	ponsible persons for prep		ements	
		M.P.	(signed b	by authorised person for representation)

# BALANCE SHEET as of 31.03.2014.

as of 31.03.2014.  Company: LUKA PLOČE			
Position	AOP	Previous year	Current year
1	2	3	4
ASSETS  A) RECEIVABLES FOR SUBSCRIBED BUT NOT PAID-IN CAPITAL	001		
B) LONG-TERM ASSETS (003+010+020+029+033)	001	152.909.512	160.132.839
I. INTANGIBLE ASSETS (004 to 009)	002	39.788	5.961.993
1. Assets development	004	00.700	0.001.000
Concessions, patents, licences fees, trade and service marks, software and other rights	005	39.788	5.961.993
3. Goodwill	006		
Prepayments for purchase of intangible assets	007		
5. Intangible assets in preparation	800		
6. Other intangible assets	009		
II. TANGIBLE ASSETS (011 to 019)	010	149.170.393	150.364.078
1. Land	011	2.138.881	2.138.881
2. Buildings	012	22.271.342	22.121.783
3. Plant and equipment	013	78.745.475	70.862.268
4. Tools, facility inventory and transport assets	014	6.167.000	5.857.886
5. Biological assets	015		
6. Prepayments for tangible assets	016	61.928	1.627.598
7. Tangible assets in progress	017	34.727.000	42.720.909
8. Other tangible assets	018		
9. Investments in buildings	019	5.058.767	5.034.753
III. LONG-TERM FINANCIAL ASSETS (021 to 028)	020	121.152	409.372
Investments (shares) with related parties	021		
2. Loans given to related parties	022		258.340
3. Participating interest (shares)	023	79.500	108.900
Loans to entrepreneurs in whom the entity holds participating interests	024		
5. Investments in securities	025		
6. Loans, deposits and similar assets	026	41.652	42.132
7. Other long - term financial assets	027		
8. Investments accounted by equity method	028		
IV. RECEIVABLES (030 to 032)	029	3.578.179	3.397.396
1.Receivables from related parties	030		
Receivables from based on trade loans	031	3.578.179	3.367.323
3. Other receivables	032		30.073
V. DEFERRED TAX ASSETS	033		
C) SHORT TERM ASSETS (035+043+050+058)	034	266.290.825	270.644.405
I. INVENTORIES (036 to 042)	035	1.561.348	1.899.681
Raw-material and supplies	036	1.484.000	1.845.228
2. Work in progress	037		
3. Finished goods	038		=
4. Merchandise	039	77.348	54.261
5. Prepayments for inventories	040		192
6. Long - term assets held for sales	041		
7. Biological assets	042	05 400 005	00 000 000
II. RECEIVABLES (044 to 049)	043	35.496.205	39.088.300
Receivables from related parties     Accounts receivable	044	00.040.005	05 040 070
Receivables from participating parties	045	32.343.385	35.818.872
Receivables from employees and members of related parties	046		95.594
Receivables from government and other institutions	047	918.000	666.860
6. Other receivables	048	2.234.820	1.518.552 988.422
III. SHORT TERM FINANCIAL ASSETS (051 to 057)	049 050	198.838.867	198.143.312
1. Shares (stocks) in related parties	050	190.030.007	190.143.312
2. Loans given to related parties	051		
3. Participating interests (shares)	052	459.260	459.260
Loans to entrepreneurs in whom the entity holds participating interests	053	700.200	703.200
Investments in securities	055	+	
6. Loans, deposits, etc.	056	198.379.607	197.684.052
7. Other financial assets	057	130.373.007	107.004.002
IV. CASH AT BANK AND IN CASHIER	058	30.394.405	31.513.112
D) PREPAID EXPENSES AND ACCRUED REVENUE	059	30.384.403	1.994.036
	1 009		1.554.030
E) TOTAL ASSETS (001+002+034+059)	060	419.200.337	432.771.280

Position	АОР	Previous year	Current year
1	2	3	4
LIABILITIES AND CAPITAL			
A) CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	368.898.769	375.675.855
I. SUBSCRIBED CAPITAL	063	169.186.800	169.186.800
II. CAPITAL RESERVES	064	88.107.087	88.107.087
III.RESERVES FROM PROFIT (066+067-068+069+070)	065	37.356.523	37.356.524
1. Reserves prescribed by low	066	5.443.738	5.443.738
2. Reserves for treasury shares	067	7.838.243	7.838.244
3. Treasury stocks and shares (deduction)	068		
4. Statutory reserves	069		
5. Other reserves	070	24.074.542	24.074.542
IV. REVALUATION RESERVES	071		
V. RETAINED EARNINGS OR ACCUMULATED LOSS (073-074)	072	79.077.214	74.259.981
1. Retained earnings	073	79.077.214	74.259.981
2. Accumulated loss	074		
VI. PROFIT/LOSS FOR THE CURRENT YEAR (076-077)	075	-4.809.359	6.765.463
1. Profit for the current year	076		6.765.463
2. Loss for the current year	077	4.809.359	0.7 00. 100
VII. MINORITY INTERESTS	078	-19.496	
B) PROVISIONS (080 to 082)	079	2.562.464	2.562.661
1. Provisions for pensions, severance pay, and similar liabilities	080	2.170.596	2.369.596
2. Reserves for tax liabilities	080	2.170.590	2.309.590
3. Other reserves	082	391.868	193.065
C) LONG - TERM LIABILITIES (084 to 092)			24.997.541
1. Liabilities to related parties	083	21.585.915	24.997.541
Liabilities for loans, deposits etc.	084		
Liabilities to hoaris, deposits etc.     Liabilities to banks and other financial institutions	085	40.000.070	00 500 005
	086	19.396.379	22.508.005
4. Liabilities for received prepayments	087		300.000
5. Accounts payable     6. Liabilities arising from debt securities	088		
<u> </u>	089		
7. Liabilities to entrepreneurs in whom the entity holds participating interests	090	0.400.500	0.400.500
8. Other long-term liabilities	091	2.189.536	2.189.536
9. Deferred tax liability	092	00.004.	
D) SHORT - TERM LIABILITIES (094 to 105)	093	26.004.755	28.296.147
Liabilities to related parties	094		
2. Liabilities for loans, deposits etc.	095	40 40 400 4	10 =0= =0=
3. Liabilities to banks and other financial institutions	096	12.104.904	10.535.595
4. Liabilities for received prepayments	097		1.829
5. Accounts payable	098	5.453.344	11.356.412
6. Liabilities arising from debt securities	099		
7. Liabilities to entrepreneurs in whom the entity holds participating interests	100	789.209	419.029
8. Liabilities to employees	101	3.543.758	3.477.131
9. Liabilities for taxes, contributions and similar fees	102	3.516.169	2.267.280
10. Liabilities to share - holders	103		
11. Liabilities for long-term assets held for sale	104		
12. Other short - term liabilities	105	597.371	238.871
E) DEFFERED SETTLEMENTS OF CHARGES AND INCOME DEFERRED TO FUTURE PERIOD	106	148.434	1.239.076
F) TOTAL – CAPITAL AND LIABILITIES (062+079+083+093+106)	107	419.200.337	432.771.280
G) OFF-BALANCE RECORDS	108		
APPENDIX to balance sheet(to be filled in by entrepreneur that prepares consolidated annual f	inancial rep	ort)	
CAPITAL AND RESERVES			
Attributed to equity holders of parent company	109	368.918.265	375.675.855
2. Attributed to minority interest	110	-19.496	0

PROFIT AND LOSS ACCOUNT for he period from 01.01.2014. until 31.03.2014.

Company: LUKA PLOČE					
Position	АОР	Previous period cumulative	Previous period three months	Current period cumulative	Current period three months
1	2	3	4	5	6
I. OPERATING REVENUE (112+113)  1. Sales revenue	111	30.231.734	30.231.734	31.881.463	31.881.463
Sales revenue     Other operating revenues	112	27.735.661	27.735.661	29.952.428	29.952.428
II. OPERATING EXPENSES (115+116+120+124+125+126+129+130)	113 114	2.496.073 28.811.029	2.496.073 28.811.029	1.929.035 27.642.326	1.929.035 27.642.326
1. Changes in value of work in progress and finished products	115	20.011.029	20.011.029	21.042.320	21.042.320
2. Material costs (117 to 119)	116	6.614.569	6.614.569	8.176.605	8.176.605
a) Raw material and material costs	117	3.414.289	3.414.289	3.823.539	3.823.539
b) Costs of goods sold	118	120.171	120.171		
c) Other external costs	119	3.080.109	3.080.109	4.353.066	4.353.066
3. Staff costs (121 to 123)	120	15.853.243	15.853.243	14.679.416	14.679.416
a) Net salaries and wages	121	10.253.738	10.253.738	9.420.458	9.420.458
b) Cost for taxes and contributions from salaries	122	3.485.664	3.485.664	3.312.155	3.312.155
c) Contributions on gross salaries	123	2.113.841	2.113.841	1.946.803	1.946.803
4. Depreciation	124	3.013.567	3.013.567	2.598.068	2.598.068
5. Other costs	125	3.269.698	3.269.698	2.188.237	2.188.237
6. Impairment (127+128)	126	0	0	0	0
a) Impairment of long-term assets (financial assets excluded)	127				
b) Impairment of short - term assets (financial assets excluded)  7. Provisions	128				
8. Other operating costs	129 130	59.952	59.952		
III. FINANCIAL INCOME (132 to 136)	131	8.183.866	8.183.866	2.728.382	2.728.382
Interest income, foreign exchange gains, dividends and similar income from related	132	0.100.000	0.103.000	2.720.302	2.720.302
Interest income, foreign exchange gains, dividends and similar income from non -      Interest income, foreign exchange gains, dividends and similar income from non -	133	8.183.866	8.183.866	2.728.382	2.728.382
Share in income from affiliated entrepreneurs and participating interests	134	0.100.000	0.100.000	2.720.002	2.720.002
4. Unrealized gains (income) from financial assets	135				
5. Other financial income	136				
IV. FINANCIAL EXPENSES (138 to 141)	137	290.500	290.500	202.056	202.056
1. Interest expenses, foreign exchange losses, dividends and similar expenses from related	138				
2. Interest expenses, foreign exchange losses, dividends and similar expenses from non -	139	290.500	290.500	202.056	202.056
3. Unrealized losses (expenses) on financial assets	140				
4. Other financial expenses	141				
V. INCOME FROM INVESTMENT - SHARE IN PROFIT OF ASSOCIATED ENTREPRENEURS	142				
VI. LOSS FROM INVESTMENT - SHARE IN LOSS OF ASSOCIATED ENTREPRENEURS	143				
VII. EXTRAORDINARY - OTHER INCOME	144				
VIII. EXTRAORDINARY - OTHER EXPENSES	145	00.445.000	00.445.000	04 000 045	04.000.045
IX. TOTAL INCOME (111+131+142 + 144)  X. TOTAL EXPENSES (114+137+143 + 145)	146	38.415.600 29.101.529	38.415.600	34.609.845 27.844.382	34.609.845 27.844.382
XI. PROFIT OR LOSS BEFORE TAXATION (146-147)	147 148	9.314.071	29.101.529 9.314.071	6.765.463	6.765.463
1. Profit before taxation (146-147)	149	9.314.071	9.314.071	6.765.463	6.765.463
2. Loss before taxation (147-146)	150	9.514.071	9.514.071	0.703.403	0.703.403
XII. PROFIT TAX	151	· ·		J	0
XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)	152	9.314.071	9.314.071	6.765.463	6.765.463
1. Profit for the period (149-151)	153	9.314.071	9.314.071	6.765.463	6.765.463
2. Loss for the period (151-148)	154	0	0	0	0
APPENDIX to P&L account (to be filled in by entrepreneur that prepares consolidated financial	report)			l.	
XIV. PROFIT OR LOSS FOR THE PERIOD					
Attributed to equity holders of parent company	155	9.297.434	9.297.434		
2. Attributed to minority interest	156	16.637	16.637		
STATEMENT OF OTHER COMPREHENSIVE INCOME (IFRS)		1			
I. PROFIT OR LOSS FOR THE PERIOD (= 152)	157	9.314.071	9.314.071	6.765.463	6.765.463
II. OTHER COMPREHENSIVE INCOME / LOSS BEFORE TAX (159 to 165)	158	0	0	0	0
Exchange differences on translation of foreign operations     Meyamonts in revolution recovers of long, town tongible and intengible accepts.	159				
2. Movements in revaluation reserves of long - term tangible and intangible assets	160				
Profit or loss from reevaluation of financial assets available for sale     A. Gains or losses on officient cash flow hadging.	161 162				
Gains or losses on efficient cash flow hedging     Gains or losses on efficient hedge of a net investment in foreign countries	162				
	164				
6. Share in other comprehensive income / loss of associated companies					
Share in other comprehensive income / loss of associated companies     Actuarial gains / losses on defined benefit plans	165				
7. Actuarial gains / losses on defined benefit plans	165 166				
7. Actuarial gains / losses on defined benefit plans III. TAX ON OTHER COMPREHENSIVE INCOME FOR THE PERIOD	166	0	n	n	0
7. Actuarial gains / losses on defined benefit plans III. TAX ON OTHER COMPREHENSIVE INCOME FOR THE PERIOD IV. NET OTHER COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (158-166)	166 167	-	0 9.314.071	0 6.765.463	v
7. Actuarial gains / losses on defined benefit plans  III. TAX ON OTHER COMPREHENSIVE INCOME FOR THE PERIOD  IV. NET OTHER COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (158-166)  V. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (157+167)	166 167 168	9.314.071	9.314.071	0 6.765.463	0 6.765.463
7. Actuarial gains / losses on defined benefit plans III. TAX ON OTHER COMPREHENSIVE INCOME FOR THE PERIOD IV. NET OTHER COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (158-166)	166 167 168	9.314.071	9.314.071		٥
7. Actuarial gains / losses on defined benefit plans  III. TAX ON OTHER COMPREHENSIVE INCOME FOR THE PERIOD  IV. NET OTHER COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (158-166)  V. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (157+167)  APPENDIX to Statement of other comprenhensive income (to be filled in by entrepreneur that p	166 167 168	9.314.071	9.314.071		٥

### STATEMENT OF CASH FLOWS - INDIRECT METHOD

for the period from 01.01.2014. until 31.03.2014.

for the period from 01.01.2014. until 31.03.2014 Company: LUKA PLOČE			
Position	AOP	Previous	Current year
1	2	year 3	4
CASH FLOW FROM OPERATING ACTIVITIES		3	4
1. Profit before tax	001	-4.239.949	6.765.463
2. Depreciation	002	11.705.244	2.598.068
3. Increase in short term liabilities	003		3.953.381
4. Decrease in short term receivables	004		
5. Decrease in inventories	005	1.000.125	889.054
6. Other increase in cash flow	006	2.947.744	4.319.065
I. Total increase in cash flow from operating activities (001 to 006)	007	11.413.164	18.525.031
Decrease in short term liabilities	008	2.493.785	
Increase in short term receivables	009	9.085.452	6.344.470
3. Increase in inventories	010		
4. Other decrease in cash flow	011	17.665.092	3.943.186
II. Total decrease in cash flow from operating activities (008 to 011)	012	29.244.329	10.287.656
A1) NET INCREASE IN CASH FLOW FROM OPERATING ACTIVITIES	013	0	8.237.375
A2) NET DECREASE IN IN CASH FLOW FROM OPERATING ACTIVITIES	014	17.831.165	0
CASH FLOW FROM INVESTING ACTIVITIES			
Cash inflows from sales of long-term tangible and intangible assets	015	32.000	
Cash inflows from sales of equity and debt instruments	016		
3. Interests receipts	017		
4. Dividend receipts	018	239.644.864	
5. Other cash inflows from investing activities	019		194.215.000
III. Total cash inflows from investing activities (015 to 019)	020	239.676.864	194.215.000
Cash outflow for purchase of long-term tangible and intangible assets	021	8.987.206	5.417.278
Cash outflow for acquisition of equity and debt financial instruments	022		
Other cash outflow for investing activities	023	197.430.875	
IV. Total cash outflow for investing activities (021 to 023)	024	206.418.081	202.234.218
B1) NET INCREASE IN CASH FLOW FROM INVESTING ACTIVITIES (020-024)	025	33.258.783	0
B2) NET DECREASE IN CASH FLOW FROM INVESTING ACTIVITIES	026	0	8.019.218
CASH FLOW FROM FINANCIAL ACTIVITIES			1
Cash inflow from issuing property and debt financial instruments	027		
2. Proceeds from the credit principal, promissory notes, borrowings and other loans	028	414.316	2.911.742
3. Other proceeds from financial activities	029		
V. Total cash inflows from financial activities (027 to 029)	030	414.316	
Cash outflow for repayment of credit principal and bonds	031	9.276.453	2.011.192
2. Cash outflow for dividends paid	032		
3. Cash outflow for financial lease	033		
4. Cash outflow for purchase of treasury shares	034	419.556	
5. Other cash outflow for financial activities	035		2 2 4 4 4 4 2
VI. Total cash outflow for financial activities (031 to 035)	036	9.696.009	2.011.192
C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES	037	0 204 602	
C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES  Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)	038	9.281.693	
Total decrease in cash flow (014 – 013 + 026 – 025 + 037 – 038)	039	6.145.925	
Cash and cash equivalents at the beginning of the period	040	0	
Increase of cash and cash equivalents	041 042	24.248.480	
Decrease of cash and cash equivalents	042	6.145.925 0	1.118.707
Cash and cash equivalents at the end of the period			
Cash and Cash equivalents at the end of the petion	044	30.394.405	31.513.11

### STATEMENT OF CHANGES IN EQUITY

for the period 1.1.2014 to 31.3.2014

Position		Previous year	Current year
1	2	3	4
Subscribed capital	001	169.186.800	169.186.800
2. Capital reserves	002	88.107.087	88.107.087
3. Reserves from profit	003	37.356.523	37.356.524
Retained earnings or accumulated loss	004	79.057.718	74.259.981
5. Profit or loss for the current year	005	-4.809.359	6.765.463
6. Revaluation of long - term tangible assets	006		
7. Revaluation of intangible assets	007		
8. Revaluation of financial assets available for sale	800		
9. Other revaluation	009		
10. Total capital and reserves (AOP 001 to 009)	010	368.898.769	375.675.855
11. Currency gains and losses arising from net investement in foreign operations	011		
12. Current and deferred taxes (part)	012		
13. Cash flow hedging	013		
14. Changes in accounting policy	014		
15. Correction of significant errors in prior period			
16. Other changes of capital			
17. Total increase or decrease in capital (AOP 011 to 016)		0	0
17 a. Attributed to equity holders of parent company	018	368.918.265	375.675.875
17 b. Attributed to minority interest	019	-19.496	

Items which decrease capital are given with the negative prefix

#### MANAGEMENT LIABILITY STATEMENT

Disclosed financial Statements are compiled in accordance with provisions of the Croatian Accounting Act (Official Gazette 109/07), Company Law (Official Gazette 111/93, 34/99, 121/99, 52/00, 118/03, 107/07, 146/08, 137/09, 152/11, 111/12, 144/12), Capital Market Act (Official Gazette 88/08, 146/08, 74/09) and the Rules of the Zagreb Stock Exchange in structure and content as prescribed by the Ordinance on the structure and content of periodic financial reports for Issuer during the Year set forth by the Croatian Financial Services Supervisory Agency (Official Gazette 47/11).

Consolidated financial Statements for the for the first quarter of year 2014. give a complete and true representation of assets and obligations, losses and gains, financial status and business activities of the Company and of the companies being consolidated therein.

Capt. Ivan Pavlović
 President of the Board