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

OIB: 51228874907

# LUKA PLOČE d.d.

## UNAUDITED NON CONSOLIDATED REPORT FOR PERIOD FROM 01.01. UNTIL 30.09.2014.



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- a) MANAGEMENT BOARD'S REPORT ON THE POSITION OF THE COMPANY:
  - Balance sheet
  - P & L (profit and loss account)
  - Cash flow statement
  - Change in capital statement
- b) STATEMENTS OF PERSONS RESPONSIBLE FOR PREPARATION OF FINANCIAL REPORTS

#### Management Board's Interim financial report for the 3.Q 2014.





# Management Board's Statement on the position of the Company accompanying the financial statements for the third quarter of year 2014:

Financial results of Luka Ploče d.d. in the third quarter of year 2014. are:

- Traffic of cargo through the port of Ploče: 2144,30 thousand tones of cargoes representing 7,62 % increase in comparison with the same period of the previous year.
- Revenues from sales: 75,96 million kuna representing the increase of 6,04 % in comparison with the same period of the previous year.
- EBITDA (profit before interests, taxation and depreciation): 11,12 million kuna

EBITDA margin: 14,36 %
EBIT: 4,61 million kuna
EBIT margin: 5,95 %

- Net profit 11,98 million kuna

- Cash flow from operating activities: 16,10 million kuna

Indicators						
	REALIZED 1-9/2013	REALIZED 1-9/2014	INDEKS	ANTICIPATED 1-9/2014	ANTICIPATED 1-9/2014	INDEKS
Liquidity ratios		-				
Working Capital	253.810.125	236.386.603	93,14%	213.955.632	236.386.603	110,48%
Current liquidity	16,82	15,93	94,72%	15,23	15,93	104,64%
Turnover of working capital	0,28	0,33	115,31%	0,38	0,33	86,53%
Days of working capital	950	824	86,72%	713	824	115,57%
Days in period	270	270		270	270	
Debt indicators						
Current liabilities / equity	0,05	0,04	95,41%	0,04	0,04	107,41%
Long term liabilities/ equity	0,11	0,07	57,01%	0,08	0,07	77,94%
Borrowings /equity	0,11	0,06	53,86%	0,08	0,06	
Total liabilities / assetss	0,13	0,09	71,22%	0,10	0,09	
Profitability ratios						
EBITDA margin	3,48%	14,36%	412,43%	23,48%	14,36%	61,16%
EBIT margin	-7,05%	5,95%	-84,42%	14,10%	5,95%	42,19%
	,					
Net margin	-7,26	15,46%	-212,88%	17,08%	15,46%	90,56%
Productivity Indicators						
Number of employees	458	454	99,13%	458	454	99,13%
Revenue per employee (in	157.486	170.619	108,34%	176.908	170.6179	96,44%
thousands)						
Profit per employee (in	11.441	26.386	-230,63%	30.210	26.386	87,34%
thousands)						

Business operation of Luka Ploče d.d. is in acordance with the planned operations for the third quarter of year 2014.

### Management Board's Interim financial report for the 3.Q 2014.



The most significant event in the reporting period was the signing of the purchase of equipment for the BCT value of 28.90 mil. €with a Chinese company CNBM International Engineering CO in which is about 50.00% included Croatia component.

In Ploče, October 30th 2014.

Capt.Ivan Pavlović dipl.ing.

President of Board

Appendix 1 Reporting period:	01.01.2014.	to	30.09.2014.	
Annual financi	al statement of th	e entrepreneur - G	FI-POD	
Registration number (MB) 03036138	I	•		
Identification number of subject 0900065233				
Personal identification number 5122874907				
(OIB) Issueer company: LUKA PLOČE				
Postal code and place 20340	PLOČ	E		
Street and number TRG KRALJA TON	IISLAVA 21			
E-mail address: financije@luka-plo	oce.hr			
Internet adress: www.luka-ploce.h	<u>r</u>			
Code and name of comune/town 335 PLOČE	<u> </u>			
Code and county name 19 DUBRO	OVAČKO-NERETVANSK	A	Number of employees	454
Consolidated statement NO			(at quarter end) NKD/NWC code:	5224
Subsidiaries subject to consolidation (according to IFR	S):		Personal identification n	umber (OIB)
		2863263333333333333		
5388338838838838838838838838838838838838				
		00000000000000000000000000000000000000	x5000000000000000000000000000000000000	
Book keeping service:				
Contact person: DODIG ŽELJKA	and name of contact name	an)		
Phone number: 020 603 223	and name of contact pers	on) Fascimile: <u>0</u>	20 679 170	
E-mail address:				
Surname and name PAVLOVIĆ IVAN (authorised person	for representation)			
Disclosure documents:  1. Financial statements (balance sheet, shareholder's equity  2. Report of the Management Board on  3. Statement of responsible persons for	profit and loss account, c		nt of changes in	
	M.P.	(signed by a	uthorised person for represe	entation)

# BALANCE SHEET as of 30.09.2014.

LUKA PLOČE d.d.  Position	AOP	Previous year	Current year
1		·	
ASSETS	2	3	4
A) RECEIVABLES FOR SUBSCRIBED BUT NOT PAID-IN CAPITAL	001		
B) LONG-TERM ASSETS (003+010+020+029+033)	002	135.435.872	144.946.593
I. INTANGIBLE ASSETS (004 to 009)	003	6.119.326	6.458.679
1. Assets development	004		
2. Concessions, patents, licences fees, trade and service marks, software and other rights	005	6.119.326	6.458.679
3. Goodwill	006		
Prepayments for purchase of intangible assets	007		
5. Intangible assets in preparation	008		
6. Other intangible assets	009		
II. TANGIBLE ASSETS (011 to 019)	010	89.085.537	83.297.492
1. Land	011	2.138.881	2.138.881
2. Buildings	012	8.908.802	8.925.206
3. Plant and equipment	013	64.117.515	59.705.404
4. Tools, facility inventory and transport assets	014	5.789.478	4.851.629
5. Biological assets	015		
6. Prepayments for tangible assets	016	9.000	
7. Tangible assets in progress	017	3.063.094	2.689.649
8. Other tangible assets	018		
9. Investments in buildings III. LONG-TERM FINANCIAL ASSETS (021 to 028)	019	5.058.767	4.986.723
	020	36.863.686	51.823.099
I. Investments (shares) with related parties     Loans given to related parties	021	22.337.876	37.266.476
3. Participating interest (shares)	022	14.446.310	14.477.123
A. Loans to entrepreneurs in whom the entity holds participating interests	023 024	79.500	79.500
Loans to entreprehens in whom the entry holds participating interests     Investments in securities	024		
6. Loans, deposits and similar assets	025		
7. Other long - term financial assets	020		
8. Investments accounted by equity method	027		
IV. RECEIVABLES (030 to 032)	029	3.367.323	3.367.323
1.Receivables from related parties	030	0.007.020	0.007.020
Receivables from based on trade loans	031	3.367.323	3.367.323
3. Other receivables	032		
V. DEFERRED TAX ASSETS	033		
C) SHORT TERM ASSETS (035+043+050+058)	034	260.295.283	252.216.312
I. INVENTORIES (036 to 042)	035	228.059	674.599
Raw-material and supplies	036	228.059	674.599
2. Work in progress	037		
3. Finished goods	038		
4. Merchandise	039		
5. Prepayments for inventories	040		
6. Long - term assets held for sales	041		
7. Biological assets	042		
II. RECEIVABLES (044 to 049)	043	36.706.698	38.516.759
Receivables from related parties	044	4.282.708	5.218.000
2. Accounts receivable	045	29.630.344	27.749.311
3. Receivables from participating parties	046	68	43.458
4. Receivables from employees and members of related parties	047	21.032	31.232
5. Receivables from government and other institutions	048	890.752	1.087.168
6. Other receivables	049	1.881.794	4.387.590
III. SHORT TERM FINANCIAL ASSETS (051 to 057)	050	198.608.116	197.303.393
1. Shares (stocks) in related parties	051		
Loans given to related parties     Rarticipating interests (shares)	052 053	459.260	104.260
4. Loans to entrepreneurs in whom the entity holds participating interests	053	459.200	104.200
Loans to entrepreneurs in whom the entity holds participating interests     Investments in securities	055		
6. Loans, deposits, etc.	056	198.148.856	197.199.133
7. Other financial assets	057	150.140.050	107.100.100
IV. CASH AT BANK AND IN CASHIER	057	24.752.410	15.721.561
D) PREPAID EXPENSES AND ACCRUED REVENUE	059	24.732.410	15.721.501
	000	-1	
E) TOTAL ASSETS (001+002+034+059)	060	395.731.155	397.162.905

Position	AOP	Previous year	Current year
1	2	3	4
LIABILITIES AND CAPITAL			
A) CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	346.063.885	358.042.905
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	36.171.767	36.171.767
Reserves prescribed by low	066	5.443.738	5.443.738
2. Reserves for treasury shares	067	7.838.243	7.838.243
3. Treasury stocks and shares (deduction)	068		
4. Statutory reserves	069		
5. Other reserves	070	22.889.786	22.889.786
IV. REVALUATION RESERVES	071		
V. RETAINED EARNINGS OR ACCUMULATED LOSS (073-074)	072	57.946.839	52.598.230
1. Retained earnings	073	57.946.839	52.598.230
2. Accumulated loss	074		
VI. PROFIT/LOSS FOR THE CURRENT YEAR (076-077)	075	-5.348.608	11.979.021
Profit for the current year	076		11.979.021
2. Loss for the current year	077	5.348.608	
VII. MINORITY INTERESTS	078		
B) PROVISIONS (080 to 082)	079	2.157.919	1.826.238
Provisions for pensions, severance pay, and similar liabilities	080	1.766.051	1.766.051
2. Reserves for tax liabilities	081		
3. Other reserves	082	391.868	60.187
C) LONG - TERM LIABILITIES (084 to 092)	083	21.464.054	21.464.053
Liabilities to related parties	084		
2. Liabilities for loans, deposits etc.	085		
Liabilities to banks and other financial institutions	086	19.274.518	19.274.518
Liabilities for received prepayments	087		
5. Accounts payable	088		
6. Liabilities arising from debt securities	089		
7. Liabilities to entrepreneurs in whom the entity holds participating interests	090		
8. Other long-term liabilities	091	2.189.536	2.189.535
9. Deferred tax liability	092		
D) SHORT - TERM LIABILITIES (094 to 105)	093	26.045.297	15.829.709
Liabilities to related parties	094	3.709.339	5.152.181
2. Liabilities for loans, deposits etc.	095		
Liabilities to banks and other financial institutions	096	12.044.904	2.621.048
4. Liabilities for received prepayments	097		
5. Accounts payable	098	4.653.407	3.365.989
6. Liabilities arising from debt securities	099		
7. Liabilities to entrepreneurs in whom the entity holds participating interests	100	789.145	693.196
8. Liabilities to employees	101	2.575.665	2.517.327
9. Liabilities for taxes, contributions and similar fees	102	2.024.369	1.413.500
10. Liabilities to share - holders	103		
11. Liabilities for long-term assets held for sale	104		
12. Other short - term liabilities	105	248.468	66.468
E) DEFFERED SETTLEMENTS OF CHARGES AND INCOME DEFERRED TO FUTURE PERIOD	106		
F) TOTAL - CAPITAL AND LIABILITIES (062+079+083+093+106)	107	395.731.155	397.162.905
G) OFF-BALANCE RECORDS	108		
APPENDIX to balance sheet(to be filled in by entrepreneur that prepares consolidated annual f		ort)	
CAPITAL AND RESERVES	•		
Attributed to equity holders of parent company	109		
	110	+	0

### PROFIT AND LOSS ACCOUNT from 01 01 2014 until 30 09 2014

LUKA PLOČE d.d. previous previous AOP Position cumulative guarter cumulativ cumulative 2 5 6 23.883.111 I. OPERATING REVENUE (112+113) 111 72.128.593 21.569.251 77.461.182 1. Sales revenue 112 71.635.682 21.364.099 75.961.912 23.738.749 2. Other operating revenues 113 492 911 205 152 1 499 270 144 362 II. OPERATING EXPENSES (115+116+120+124+125+126+129+130) 114 80.354.436 29.072.751 72.853.053 24.518.388 1. Changes in value of work in progress and finished products 115 25.783.999 26.800.898 2. Material costs (117 to 119) 116 9.247.208 9.157.279 a) Raw material and material costs 117 6.862.971 2 334 976 7.491.302 2.468.179 b) Costs of goods sold 118 19.309.596 18.921.028 6.912.232 6.689.100 c) Other external costs 119 3. Staff costs (121 to 123) 33.505.121 10.330.286 34.107.489 11.288.234 120 a) Net salaries and wages 21.614.629 6.658.941 21.526.582 121 7.127.243 b) Cost for taxes and contributions from salaries 2.300.433 7.694.785 7,430,828 2,480,248 122 c) Contributions on gross salaries 4.459.664 1.370.912 4.886.122 1.680.743 123 4. Depreciation 124 7.593.892 2.548.332 6.514.758 2.262.599 5. Other costs 125 13,471,424 6.946.925 5.429.908 1.810.276 6. Impairment (127+128) 126 a) Impairment of long-term assets (financial assets excluded) 127 b) Impairment of short - term assets (financial assets excluded) 128 7. Provisions 129 8. Other operating costs 130 III. FINANCIAL INCOME (132 to 136) 131 4.014.264 1.365.109 11.023.625 5.014.231 1. Interest income, foreign exchange gains, dividends and similar income from related 132 2. Interest income, foreign exchange gains, dividends and similar income from non -133 4.014.264 1.365.109 10.951.470 4.942.076 3. Share in income from affiliated entrepreneurs and participating interests 134 72.155 72.155 4. Unrealized gains (income) from financial assets 135 5. Other financial income 136 IV. FINANCIAL EXPENSES (138 to 141) 1.028.189 522.850 3.652.733 137 212.037 1. Interest expenses, foreign exchange losses, dividends and similar expenses from related 138 728.189 222.850 3.652.733 212.037 2. Interest expenses, foreign exchange losses, dividends and similar expenses from non-139 3. Unrealized losses (expenses) on financial assets 140 300.000 4. Other financial expenses 141 300.000 INCOME FROM INVESTMENT - SHARE IN PROFIT OF ASSOCIATED ENTREPRENEURS 142 LOSS FROM INVESTMENT - SHARE IN LOSS OF ASSOCIATED ENTREPRENEURS 143 VII. EXTRAORDINARY - OTHER INCOME 144 VIII. EXTRAORDINARY - OTHER EXPENSES 145 IX. TOTAL INCOME (111+131+142 + 144) 146 76.142.857 22.934.360 88.484.807 TOTAL EXPENSES (114+137+143 + 145) 81.382.625 76.505.786 29.595.601 24,730,425 XI. PROFIT OR LOSS BEFORE TAXATION (146-147) 148 -5.239.768 -6.661.241 11.979.021 4.166.917 1. Profit before taxation (146-147) 149 11.979.021 4.166.917 2. Loss before taxation (147-146) 150 5.239.768 6.661.241 XII. PROFIT TAX 151 XIII. PROFIT OR LOSS FOR THE PERIOD (148-151) 152 -5.239.768 -6.661.241 11.979.021 4.166.917 1. Profit for the period (149-151) 153 11.979.021 4.166.917 0 2. Loss for the period (151-148) 154 5.239.768 6.661.241 APPENDIX to P&L account (to be filled in by entrepreneur that prepares consolidated financial report) XIV. PROFIT OR LOSS FOR THE PERIOD 1. Attributed to equity holders of parent company 155 2. Attributed to minority interest 156 STATEMENT OF OTHER COMPREHENSIVE INCOME (IFRS) I. PROFIT OR LOSS FOR THE PERIOD (= 152) 157 -5.239.768 -6.661.241 11.979.021 4.166.917 II. OTHER COMPREHENSIVE INCOME / LOSS BEFORE TAX (159 to 165) 158 1. Exchange differences on translation of foreign operations 159 2. Movements in revaluation reserves of long - term tangible and intangible assets 160 3. Profit or loss from reevaluation of financial assets available for sale 161 4. Gains or losses on efficient cash flow hedging 162 5. Gains or losses on efficient hedge of a net investment in foreign countries 163 6. Share in other comprehensive income / loss of associated companies 164 7. Actuarial gains / losses on defined benefit plans 165 III. TAX ON OTHER COMPREHENSIVE INCOME FOR THE PERIOD 166 IV. NET OTHER COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (158-166) 167 11.979.021 V. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (157+167) 168 -5.239.768 -6.661.241 4.166.917 APPENDIX to Statement of other comprenhensive income (to be filled in by entrepreneur that prepares consolidated financial report) VI. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD 1. Attributed to equity holders of parent company 169 2. Attributed to minority interest 170

### STATEMENT OF CASH FLOWS - INDIRECT METHOD

from 01.01.2014. until 30.09.2014.

Company: LUKA PLOČE			
Position	AOP	Previous year	Current year
1	2	3	4
CASH FLOW FROM OPERATING ACTIVITIES		T	T
1. Profit before tax	001	-5.348.608	11.979.021
2. Depreciation	002	9.675.732	6.514.758
3. Increase in short term liabilities	003		
4. Decrease in short term receivables	004		
5. Decrease in inventories	005	37.422	
6. Other increase in cash flow	006	3.532.825	40 400 ===
I. Total increase in cash flow from operating activities (001 to 006)	007	7.897.371	18.493.779
Decrease in short term liabilities	800	1.170.745	307.869
2. Increase in short term receivables	009	2.156.908	1.643.369
3. Increase in inventories	010	44.000.070	446.540
4. Other decrease in cash flow	011	14.603.076	0.007.770
II. Total decrease in cash flow from operating activities (008 to 011)  A1) NET INCREASE IN CASH FLOW FROM OPERATING ACTIVITIES	012 013	17.930.729	2.397.778
A2) NET DECREASE IN IN CASH FLOW FROM OPERATING ACTIVITIES  A2) NET DECREASE IN IN CASH FLOW FROM OPERATING ACTIVITIES	013	10,022,250	16.096.001
CASH FLOW FROM INVESTING ACTIVITIES	014	10.033.358	U
Cash inflows from sales of long-term tangible and intangible assets	015	32.000	Ī
Cash inflows from sales of long-term tangible and intangible assets      Cash inflows from sales of equity and debt instruments	016	32.000	
3. Interests receipts	017		
4. Dividend receipts	017		
5. Other cash inflows from investing activities	019	236.976.475	
III. Total cash inflows from investing activities (015 to 019)	020	237.008.475	0
Cash outflow for purchase of long-term tangible and intangible assets	021	4.410.232	1.058.018
Cash outflow for acquisition of equity and debt financial instruments	022	1.300.000	1.000.010
Other cash outflow for investing activities	023	197.430.875	14.928.600
IV. Total cash outflow for investing activities (021 to 023)	024	203.141.107	15.986.618
B1) NET INCREASE IN CASH FLOW FROM INVESTING ACTIVITIES (020-024)	025	33.867.368	0
B2) NET DECREASE IN CASH FLOW FROM INVESTING ACTIVITIES	026	0	15.986.618
CASH FLOW FROM FINANCIAL ACTIVITIES			
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	250.078
Other proceeds from financial activities	029		
V. Total cash inflows from financial activities (027 to 029)	030	414.316	250.078
Cash outflow for repayment of credit principal and bonds	031	8.938.009	
2. Cash outflow for dividends paid	032		
3. Cash outflow for financial lease	033		9.390.310
Cash outflow for purchase of treasury shares	034	419.556	
5. Other cash outflow for financial activities	035	10.260.060	
VI. Total cash outflow for financial activities (031 to 035)	036	19.617.625	9.390.310
C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES	037	0	C
C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES	038	19.203.309	9.140.232
Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)	039	4.630.701	C
Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)	040	0	9.030.849
Cash and cash equivalents at the beginning of the period	041	20.121.709	24.752.410
Increase of cash and cash equivalents	042	4.630.701	C
Decrease of cash and cash equivalents	043	0	9.030.849
Cash and cash equivalents at the end of the period	044	24.752.410	15.721.561

### STATEMENT OF CHANGES IN EQUITY

for the period 1.1.2014 to 30.9.2014

Position Position	AOP	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	36.171.767	36.171.767
Retained earnings or accumulated loss	004	57.946.839	52.598.230
5. Profit or loss for the current year	005	-5.348.608	11.979.021
Revaluation of long - term tangible assets	006		
7. Revaluation of intangible assets	007		
Revaluation of financial assets available for sale	800		
9. Other revaluation	009		
10. Total capital and reserves (AOP 001 to 009)	010	346.063.885	358.042.905
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	015		
16. Other changes of capital	016		
17. Total increase or decrease in capital (AOP 011 to 016)	017	0	0
17 a. Attributed to equity holders of parent company	018		
17 b. Attributed to minority interest	019		

Items which decrease capital are given with the negative prefix

### MANAGEMENT LIABILITY STATEMENT

Hereby, pursuant the Article 410. of the Capital Market Act we declare that according to our best knowledge, financial reports for the reporting period are prepared in accordance with applicable financial reporting standards.

Financial Statements for the third quarter of year 2014. give a complete and true representation of assets and obligations, profit and loss, financial position and business activities of the Company.

Željka Dodig

Member of the Board Financial affairs Capt.Ivan Pavlović

President of th