

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 31.03.2017.**

Ploče, April 2017.



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BUSINESS REPORT OF LUKA PLOČE d.d.
IN PERIOD 01.01.2017. – 31.03.2017.

Management Board's Statement on the position of the Company for the first quarter of year 2017.

Financial results of Luka Ploče d.d. for the first quarter of year 2017. are:

- Cargo traffic volume through Ploče port: 759,51 thousand tones
31% decrease in comparison with the same period of the previous year.
- In revenues from sales total of 59 million kuna, 22,78 million kuna are the revenue from port services and the remaining 36,26 million kuna are from the sales of goods. Revenues from port services had recorded an increase of 10,40 % in comparison with the same period of the previous year.
- Within the total operating expenses of 58,09 million kuna, the costs of goods sold have been recorded at 33,93 million kuna. Operating expenses excluding the costs of goods sold had recorded an increase of 5,8% in comparison with the same period of the previous year.
- 5,8 % increase of expenses reflects increase in staff salaries and fuel consumption due to the increase in cargo traffic volume.
- EBITDA (profit before interests, taxation and depreciation): 3,37 million kuna
- EBITDA margin: 5,67 %
- EBIT: 1,34 million kuna
- EBIT margin: 2,26 %
- Net profit 404 thousands kuna

Indicators	Realized 1-3/2016	Realized 1-3/2017	17/16
Liquidity ratios			
Working capital	222.344.553	2377.839.158	6,97%
Current liquidity	12,61	6,31	-49,98%
Turnover of working capital	0,21	0,25	18,56%
Days of working capital	426,96	360,12	-15,65%
Days in period	90	90	
Debt indicators			
Current liabilities / equity	0,05	0,11	130,27%
Long term liabilities/ equity	0,03	0,08	184,15%
Borrowings /equity	0,03	0,07	187,98%
Total liabilities / assets	0,07	0,18	172,23%
Profitability ratios			
EBITDA margin	4,43%	5,67%	28,02%
EBIT margin	0,44%	2,26%	415,06%
NET margin	0,36%	0,68%	89,84%
Productivity Indicators			
Number of employees	453	436	-3,75%
Revenue per employee (in thousands)	103.462	136.329	31,77%

In Ploče, April 25th 2017.

Capt.Ivan Pavlović dipl.ing.

President of Board

Appendix 1

Reporting period:

01.01.2017.

to

31.03.2017.

Annual financial statement of the entrepreneur - GFI-POD

Registration number (MB) | 03036138 |

Identification number of subject | 0900065233 |

Personal identification number (OIB) | 5122874907 |

Issuer company: | LUKA PLOČE d.d. |

Postal code and place | 20340 | PLOČE |

Street and number | TRG KRALJA TOMISLAVA 21 |

E-mail address: | financije@luka-ploce.hr |Internet address: | www.luka-ploce.hr |

Code and name of comune/town | 335 | PLOČE |

Code and county name | 19 | DUBROVAČKO-NERETVANSKA |

Number of employees | 436 |
(at quarter end)

Consolidated statement | NO |

NKD/NWC code: | 5224 |

Subsidiaries subject to consolidation (according to IFRS):

Personal identification number (OIB)

Book keeping service:

Contact person: | DODIG ŽELJKA |

Phone number: | 020 603 223 |

Fascimile: | 020 679 170 |

E-mail address: |

Surname and name | PAVLOVIĆ IVAN |

(authorised person for representation)

Disclosure documents:

1. Financial report (Balance sheet, profit and loss account, cash flow statement, change in capital statement)
2. Management Board's Interim Report
3. Statements of the persons responsible for preparation of financial reports

M.P.

(signed by authorised person for representation)

BALANCE SHEET
as of 31.03.2017.

Luka Ploče d.d.			
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)	002	205.745.874	204.137.287
I. INTANGIBLE ASSETS (004 to 009)	003	2.687.565	2.744.028
1. Assets development	004		
2. Concessions, patents, licences fees, trade and service marks, software and other rights	005		
3. Goodwill	006		
4. Prepayments for purchase of intangible assets	007	1.487.928	1.646.248
5. Intangible assets in preparation	008		
6. Other intangible assets	009	1.199.637	1.097.780
II. TANGIBLE ASSETS (011 to 019)	010	189.180.656	187.515.606
1. Land	011	2.138.881	2.138.881
2. Buildings	012	8.685.628	8.642.346
3. Plant and equipment	013	54.018.321	52.834.289
4. Tools, facility inventory and transport assets	014	9.090.253	8.666.544
5. Biological assets	015		
6. Prepayments for tangible assets	016	21.870.479	21.791.319
7. Tangible assets in progress	017	88.606.503	88.695.650
8. Other tangible assets	018		
9. Investments in buildings	019	4.770.591	4.746.577
III. LONG-TERM FINANCIAL ASSETS (021 to 028)	020	11.559.076	11.559.076
1. Investments (shares) with related parties	021	11.479.576	11.479.576
2. Loans given to related parties	022		
3. Participating interest (shares)	023	79.500	79.500
4. Loans to entrepreneurs in whom the entity holds participating interests	024		
5. Investments in securities	025		
6. Loans, deposits and similar assets	026		
7. Other long - term financial assets	027		
8. Investments accounted by equity method	028		
IV. RECEIVABLES (030 to 032)	029	2.318.577	2.318.577
1. Receivables from related parties	030		
2. Receivables from based on trade loans	031	2.318.577	2.318.577
3. Other receivables	032		
V. DEFERRED TAX ASSETS	033		
C) SHORT TERM ASSETS (035+043+050+058)	034	254.445.492	281.503.013
I. INVENTORIES (036 to 042)	035	1.133.337	24.670.037
1. Raw-material and supplies	036	1.050.098	932.861
2. Work in progress	037		
3. Finished goods	038		
4. Merchandise	039		23.737.176
5. Prepayments for inventories	040	83.239	
6. Long - term assets held for sales	041		
7. Biological assets	042		
II. RECEIVABLES (044 to 049)	043	62.054.118	63.152.431
1. Receivables from related parties	044	4.065.154	4.048.348
2. Accounts receivable	045	52.146.759	57.313.419
3. Receivables from participating parties	046		9.368
4. Receivables from employees and members of related parties	047		16.496
5. Receivables from government and other institutions	048	3.511.734	998.350
6. Other receivables	049	2.330.471	766.450
III. SHORT TERM FINANCIAL ASSETS (051 to 057)	050	155.760.735	155.055.168
1. Shares (stocks) in related parties	051		
2. Loans given to related parties	052		
3. Participating interests (shares)	053	279.577	279.577
4. Loans to entrepreneurs in whom the entity holds participating interests	054		
5. Investments in securities	055		
6. Loans, deposits, etc.	056	155.481.158	154.775.591
7. Other financial assets	057		
IV. CASH AT BANK AND IN CASHIER	058	35.497.302	38.625.377
D) PREPAID EXPENSES AND ACCRUED REVENUE	059		1.130.746
E) TOTAL ASSETS (001+002+034+059)	060	460.191.366	486.771.046
F) OFF-BALANCE RECORDS	061		

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	409.121.249	409.526.082
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	39.011.478	39.011.478
1. Reserves prescribed by law	066	8.283.449	8.283.449
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	106.552.736	112.815.884
1. Retained earnings	073	106.552.736	112.815.884
2. Accumulated loss	074		
VI. PROFIT/LOSS FOR THE CURRENT YEAR (076-077)	075	6.263.148	404.833
1. Profit for the current year	076	6.263.148	404.833
2. Loss for the current year	077		
VII. MINORITY INTERESTS	078		
B) PROVISIONS (080 to 082)	079	3.166.282	3.166.282
1. Provisions for pensions, severance pay, and similar liabilities	080	1.587.189	1.587.189
2. Reserves for tax liabilities	081		
3. Other reserves	082	1.579.093	1.579.093
C) LONG - TERM LIABILITIES (084 to 092)	083	19.685.967	29.284.081
1. Liabilities to related parties	084		
2. Liabilities for loans, deposits etc.	085		
3. Liabilities to banks and other financial institutions	086	18.174.439	27.772.553
4. 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	1.511.528	1.511.528
9. Deferred tax liability	092		
D) SHORT - TERM LIABILITIES (094 to 105)	093	28.217.868	43.713.899
1. Liabilities to related parties	094	4.029.373	4.505.334
2. Liabilities for loans, deposits etc.	095		
3. Liabilities to banks and other financial institutions	096	2.916.231	2.274.814
4. Liabilities for received prepayments	097		
5. Accounts payable	098	16.213.557	32.097.788
6. Liabilities arising from debt securities	099		
7. Liabilities to entrepreneurs in whom the entity holds participating interests	100	646.448	243.473
8. Liabilities to employees	101	2.548.628	2.668.795
9. Liabilities for taxes, contributions and similar fees	102	1.499.385	1.590.884
10. Liabilities to share - holders	103		
11. Liabilities for long-term assets held for sale	104		
12. Other short - term liabilities	105	364.246	332.811
E) DEFERRED SETTLEMENTS OF CHARGES AND INCOME DEFERRED TO FUTURE PERIOD	106		1.080.702
F) TOTAL – CAPITAL AND LIABILITIES (062+079+083+093+106)	107	460.191.366	486.771.046
G) OFF-BALANCE RECORDS	108		
APPENDIX to balance sheet(to be filled in by entrepreneur that prepares consolidated annual financial report)			
CAPITAL AND RESERVES			
1. Attributed to equity holders of parent company	109	0	0
2. Attributed to minority interest	110		

PROFIT AND LOSS ACCOUNT
in period from 01.01.2017. until 31.03.2017.

Luka Ploče d.d.							in Kunas				
Position							AOP	Previous year		Current year	
								Cummulative	Quarter	Cummulative	Quarter
1							2	3	4	5	6
I. OPERATING REVENUE (112+113)							111	46.868.160	46.868.160	59.439.435	59.439.435
1. Sales revenue							112	45.773.030	45.773.030	59.042.044	59.042.044
2. Other operating revenues							113	1.095.130	1.095.130	397.391	397.391
II. OPERATING EXPENSES (115+116+120+124+125+126+129+130)							114	46.662.574	46.662.574	58.096.531	58.096.531
1. Changes in value of work in progress and finished products							115				
2. Material costs (117 to 119)							116	31.455.845	31.455.845	42.496.064	42.496.064
a) Raw material and material costs							117	2.219.545	2.219.545	2.616.900	2.616.900
b) Costs of goods sold							118	23.841.382	23.841.382	33.938.907	33.938.907
c) Other external costs							119	5.394.918	5.394.918	5.940.257	5.940.257
3. Staff costs (121 to 123)							120	10.914.653	10.914.653	11.444.849	11.444.849
a) Net salaries and wages							121	6.874.389	6.874.389	7.236.333	7.236.333
b) Cost for taxes and contributions from salaries							122	2.438.100	2.438.100	2.528.257	2.528.257
c) Contributions on gross salaries							123	1.602.164	1.602.164	1.680.259	1.680.259
4. Depreciation							124	1.870.368	1.870.368	2.027.463	2.027.463
5. Other costs							125	2.421.708	2.421.708	2.128.155	2.128.155
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)							128				
7. Provisions							129				
8. Other operating costs							130				
III. FINANCIAL INCOME (132 to 136)							131	0	0	0	0
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			0	0
3. Share in income from affiliated entrepreneurs and participating interests							134				
4. Unrealized gains (income) from financial assets							135				
5. Other financial income							136				
IV. FINANCIAL EXPENSES (138 to 141)							137	37.437	37.437	938.071	938.071
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	37.437	37.437	938.071	938.071
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				
IX. TOTAL INCOME (111+131+142 + 144)							146	46.868.160	46.868.160	59.439.435	59.439.435
X. TOTAL EXPENSES (114+137+143 + 145)							147	46.700.011	46.700.011	59.034.602	59.034.602
XI. PROFIT OR LOSS BEFORE TAXATION (146-147)							148	168.149	168.149	404.833	404.833
1. Profit before taxation (146-147)							149	168.149	168.149	404.833	404.833
2. Loss before taxation (147-146)							150			0	0
XII. PROFIT TAX							151				
XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)							152	168.149	168.149	404.833	404.833
1. Profit for the period (149-151)							153	168.149	168.149	404.833	404.833
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)											
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	168.149	168.149	404.833	404.833
II. OTHER COMPREHENSIVE INCOME / LOSS BEFORE TAX (159 to 165)							158	0	0	0	0
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	0	0	0	0
V. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (157+167)							168	168.149	168.149	404.833	404.833
APPENDIX to Statement of other comprehensive 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
in period from 01.01.2017 until 31.03.2017.

Luka Ploče d.d.		in Kunas		
Position	AOP	Previous year	Current year	
1	2	3	4	
CASH FLOW FROM OPERATING ACTIVITIES				
1. Profit before tax	001	6.263.148	404.833	
2. Depreciation	002	7.693.810	2.027.463	
3. Increase in short term liabilities	003		15.957.217	
4. Decrease in short term receivables	004	212.331		
5. Decrease in inventories	005			
6. Other increase in cash flow	006		1.224.242	
I. Total increase in cash flow from operating activities (001 to 006)	007	14.169.289	19.613.755	
1. Decrease in short term liabilities	008	13.223.429		
2. Increase in short term receivables	009		1.565.531	
3. Increase in inventories	010	5.499	23.536.700	
4. Other decrease in cash flow	011	3.591.620		
II. Total decrease in cash flow from operating activities (008 to 011)	012	16.820.548	25.102.231	
A1) NET INCREASE IN CASH FLOW FROM OPERATING ACTIVITIES	013	0	0	
A2) NET DECREASE IN IN CASH FLOW FROM OPERATING ACTIVITIES	014	2.651.259	5.488.476	
CASH FLOW FROM INVESTING ACTIVITIES				
1. Cash inflows from sales of long-term tangible and intangible assets	015	27.720.000		
2. Cash inflows from sales of equity and debt instruments	016	1.500.000		
3. Interests receipts	017			
4. Dividend receipts	018			
5. Other cash inflows from investing activities	019	258.085.624		
III. Total cash inflows from investing activities (015 to 019)	020	287.305.624	0	
1. Cash outflow for purchase of long-term tangible and intangible assets	021	52.721.285	625.278	
2. Cash outflow for acquisition of equity and debt financial instruments	022			
3. Other cash outflow for investing activities	023	214.390.000		
IV. Total cash outflow for investing activities (021 to 023)	024	267.111.285	625.278	
B1) NET INCREASE IN CASH FLOW FROM INVESTING ACTIVITIES (020-024)	025	20.194.339	0	
B2) NET DECREASE IN CASH FLOW FROM INVESTING ACTIVITIES	026	0	625.278	
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	16.467.362	9.708.302	
3. Other proceeds from financial activities	029			
V. Total cash inflows from financial activities (027 to 029)	030	16.467.362	9.708.302	
1. Cash outflow for repayment of credit principal and bonds	031	5.908.250	466.473	
2. Cash outflow for dividends paid	032			
3. Cash outflow for financial lease	033			
4. Cash outflow for purchase of treasury shares	034			
5. Other cash outflow for financial activities	035			
VI. Total cash outflow for financial activities (031 to 035)	036	5.908.250	466.473	
C1) NET INCREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES	037	10.559.112	9.241.829	
C2) NET DECREASE IN CASH FLOW FROM FINANCIAL ACTIVITIES	038	0	0	
Total increase in cash flow (013 – 014 + 025 – 026 + 037 – 038)	039	28.102.192	3.128.075	
Total decrease in cash flow (014 – 013 + 026 – 025 + 038 – 037)	040	0	0	
Cash and cash equivalents at the beginning of the period	041	7.395.110	35.497.302	
Increase of cash and cash equivalents	042	28.102.192	3.128.075	
Decrease of cash and cash equivalents	043			
Cash and cash equivalents at the end of the period	044	35.497.302	38.625.377	

STATEMENT OF CHANGES IN EQUITY

for the period **1.1.2017** to **31.3.2017**

Position	AOP	Previous year	Current year
1	2	3	4
1. Subscribed capital	001	169.186.800	169.186.800
2. Capital reserves	002	88.107.087	88.107.087
3. Reserves from profit	003	39.011.478	39.011.478
4. Retained earnings or accumulated loss	004	106.552.736	112.815.884
5. Profit or loss for the current year	005	6.263.148	404.833
6. Revaluation of long - term tangible assets	006		
7. Revaluation of intangible assets	007		
8. Revaluation of financial assets available for sale	008		
9. Other revaluation	009		
10. Total capital and reserves (AOP 001 to 009)	010	409.121.249	409.526.082
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
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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 to 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 first quarter of year 2017. give a complete and true representation of assets and obligations, profit and loss, financial position and business activities of the Company.

Željka Dodig

Capt. Ivan Pavlović

Member of the Board ,
Financial affairs

President of the board