

**OT - Optima
Telekom d.d.
Consolidated
Report of the
Group for the
First Quarter
of 2016.**

20
16

Optima
TELEKOM

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Corporate Governance and General Information

SUPERVISORY BOARD	Siniša Đuranović — CHAIRMAN Ariana Bazala-Mišetić — DEPUTY CHAIRMAN Marina Brajković — MEMBER Jasenka Anica Kreković — MEMBER Marko Makek — MEMBER Ana Hanžeković — MEMBER Rozana Grgorinić — MEMBER Maša Serdinšek — MEMBER Ivica Hunjek, Member — EMPLOYEE REPRESENTATIVE
BOARD OF DIRECTORS	Zoran Kežman — CHAIRMAN Irena Domjanović — MEMBER Mirela Šešerko — MEMBER Tomislav Tadić — MEMBER
IBAN	HR3023600001101848050 Zagrebačka banka d.d. Zagreb Commercial Court of Zagreb
OIB	36004425025
MBS	040035070
MB	0820431
SHARE CAPITAL	
AMOUNT	635.568.080,00 HRK
NUMBER OF SHARES	63.556.808, nominal value of HRK 10.00 each

Optima Telekom Group Members and Regional Centers

Headquarters - Company Management

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I. **Business and Financial
Overview**

Introduction

I.1

In the previous two – year period, after having successfully reached a Settlement in pre-bankruptcy proceedings before the Commercial Court of Zagreb on 30 April 2014, case reference Stpn-354/13, to date the Company has fulfilled all its due obligations and reported all related actions to the public, in line with the Financial Operations and Pre-bankruptcy Settlement Act, via Fina’s website, www.fina.hr.

There were no changes in the Company’s governing bodies in the relevant quarter.

Apart from publications on Fina’s website, the Company is informing the public on the fulfilment of obligations in a timely and transparent fashion in accordance with the relevant laws and regulations in the field of capital markets.

I.2

Statement by the Chairman of the Board

After achieving a positive net profit, an EBITDA increase and cutting costs in previous periods, in the first quarter of this year we also achieved an increase in overall income. This means that all of our expectations, primarily based on a greater inflow of new customers and a smaller outflow of existing ones, have been met.

These results confirm beyond doubt that by choosing the correct business strategy one can achieve growth, in spite of challenging market circumstances. Business is now completely stabilized, which enables us to devote ourselves to customers and further improvement of the customer experience to the greatest extent possible.

Therefore, we have every reason to expect further strengthening of our market position and new successes for the rest of the year, both aimed at increasing the value of the Company.



Zoran Kežman,
Chairman of the Board

Market Overview

I.3

Fixed Telephony Market

In the fixed telephony market in Croatia there is a negative trend in the use of the service. The total outgoing traffic (in minutes) of all fixed public communications network operators in the fourth quarter of 2015 was 7.7% higher compared to the previous quarter, but this increase did not reflect on revenue, which dropped by 2.5% in the retail segment.

This negative trend in the fixed telephony market has been present for a while now and is predicted to continue in the future. The ratio between the total outgoing traffic (in minutes) of all fixed public communications network operators in the fourth quarter of 2014 and the fourth quarter of 2015 is negative by 10.2%, while the retail income parameter ratio has also dropped significantly, by 9.7%

Broadband Access Market

At the same time, in the fourth quarter of 2015 the growing trend in the use of broadband internet access via fixed networks continued. Compared to the third quarter of

2015, in the fourth quarter of 2015 the number of broadband access connections via fixed networks increased by 1.4% but the revenue has dropped slightly by 0.6%.

Compared to the fourth quarter of the previous year, in the fourth quarter of 2015 the number of broadband access connections via fixed networks increased by 3.6%. At the same time, the revenue in this category increased by 1.4%.

IPTV Market

The internet protocol based television (IPTV) market has grown. The total number of connections is 0.8% higher in the fourth quarter of 2015, compared to the previous quarter of 2015.

When the ratio between the total number of connections is compared at the level of the fourth quarter of 2014 and the fourth quarter of 2015, it shows a 1.8% decrease.

I.4

Economic Environment

In the last quarter of the previous year, the gross domestic product trends were within expectations. A 1.9% growth has been achieved at an annual level, which kept the increase rate for the entire year at a level of 1.6%. Processing industry had the greatest impact on GDP growth in the last quarter of the previous year.

In spite of pessimistic prognoses, after six years of the GDP dropping, 2015 was characterised by a mild recovery of domestic demand, primarily personal consumption and investments in fixed capital, as well as a dynamic growth of export of goods and services of a high 9.3%.

The unemployment rate is still following the usual seasonal pattern: out of season there

is no employment in tourism, the unemployment rate is increasing. The active population is at an all-time low – in December of last year the number of economically active citizens went under 1.6 million for the first time, and in January of this year the decline continued to a new record of 1.586 million.

Consumer prices have decreased in December by 0.6%, while the actual gross salary increased by 1.7% at an annual level and the net salary by 1.6%. Salaries are expected to grow in this year as well, but due to the removal of the basic influence of tax changes, the growth of gross and net salaries will be much more coordinated.

The beginning of this year was characterised

by relatively usual fluctuations of the HRK exchange rate against the EUR. In January, there was a mild weakening of the HRK, and in February an equally mild strengthening, while the quarter has ended in the EUR exchange rate dropping.

The previous year was concluded with HRK 25.1 billion outstanding payment titles, whi-

ch is 15.0% or HRK 4.4 billion less compared to the year preceding it. The value of outstanding obligations thus continued to move down a mildly dropping curve for the first consecutive year.

I.5

Regulatory Environment

Considering that the Croatian Regulatory Authority for Network Industries (hereinafter: HAKOM) rendered final decisions in all relevant market analysis processes in the previous reporting period, in this reporting period there were no significant changes in the electronic communications market regulation.

Based on the updated cost model, in this reporting period HAKOM calculated the new monthly charge for the wholesale unbundled access to the local loop service (hereinafter: ULL) and a public debate was held about the decision proposal on determining the highest monthly charge for the ULL service in the amount of HRK 48.47. It should be noted

that the monthly charge amount for the ULL service is calculated into the price of wholesale broadband access service when the end customer makes basic access to the network via the entrant operator (hereinafter: NBSA service), so the change to the monthly charge will reflect on the price of the NBSA service as well, both being HT's wholesale services used by Optima in order to provide retail services to its end customers. However, the existing monthly charge for the ULL service in the amount of HRK 43.61 still applies. In the upcoming reporting period, HAKOM is to render a final decision and the new monthly charge for the ULL service will apply as of 1 January 2017.

Business Indicators and Segments

1.6

Customer base	31 Mar 2015	31 Mar 2016/ 31 Mar 2015	31 Dec 2015	31 Mar 2016/ 31 Dec 2015	31 Mar 2016
Business					
PVS	15.806	-0,5%	15.747	-0,2%	15.720
IPTV	1.052	2,4%	1.078	-0,1%	1.077
Internet	10.906	8,8%	11.779	0,7%	11.867
Data	1.172	19,5%	1.365	2,6%	1.401
Residential					
PVS	138.558	0,8%	139.963	-0,2%	139.697
IPTV	24.719	15,2%	27.287	4,4%	28.482
Internet	84.859	4,6%	88.310	0,5%	88.790

NOTE: 1

a. Residential Sales Segment

Significant savings achieved during the year through the operative restructuring program made it possible for Optima Telekom to invest in marketing and sales activities aimed at decreasing the outflow of existing customers and increasing the inflow of new customers.

Thanks to this, there was a significant success in the residential segment with respect to stopping and stabilizing the negative trend in user base development from the previous years.

Compared to the number of fixed public voice service residential customers in the first qu-

arter of 2015, at the end of the first quarter of 2016 Optima Telekom has had a 0.8% increase with an 18.2% revenue drop. Negative trends in the fixed public voice service residential customers segment have been recorded at national level as well, which is the primary cause of the negative trend within Optima Telekom. The negative trends in the fixed public voice service segment at a national level are equally predicted in the future. In the first quarter of 2016, there was a mild drop in the number of fixed public voice service residential customers of 0.2% but with a 4.9% revenue drop compared to the end of 2015. It is a result of certain promotional benefits Optima prepared during the aforementioned quarter.

1

The data provided differs from previous data published in the Company's financial reports for 2015, solely in respect of the customer base data. This is a consequence of circumstances that occurred after the publication of financial reports but had affected reporting.

Namely, in the structure of providing services to end customers there was a change regarding the used wholesale service. Therefore, instead of the previous practice of performing services using the ULL or WLR+CPS+BSA wholesale services, new services are performed by using the ULL or NBSA wholesale service. In cases when the PVS is performed via ULL or via the wholesale WLR+CPS or WLR+CPS+BSA service, the income from PVS access is included in the category of income from PVS. However, in cases when the voice service is performed using the wholesale NBSA service, the access income is allocated and reported in the Internet income category, given that the whole service (both the voice service and the Internet service) has been provided through broadband Internet access. Regardless of the wholesale service used, the income deriving from voice minutes is always reported as PVS income.

As at the end of the first quarters of 2015 and 2016, the revenue in the broadband internet access segment increased by 19.9%, while the number of customers also went up by 4.6%. In line with the market expansion trend in this segment and compared to the last quarter of 2015, Optima Telekom has had a 7.5% increase in revenue and a 0.5% increase in customer base in the first quarter of 2016.

The IPTV residential customers segment also increased its customer base, at annual and quarterly level alike. At annual level, the number of customers increased significantly by 15.2% with a 6.4% revenue increase. A customer base expansion of 4.4% was recorded in the first quarter of 2016, when revenues also increased by 8.3% (compared to the final quarter of the previous year). This result was aided by the introduction of the triple play package, having a lower monthly charge because it is realised through Optima Telekom's ULL infrastructure. Even though the launch of these packages took place on 1 September 2015, i.e. in the third quarter of 2015, these packages continue to realise their potential thanks to a powerful advertising campaign that ran in the previous quarter.

b. Business Sales Segment

Business sales have been reorganised at the beginning of 2015, and with a stronger internal orientation towards increasing the inflow of new customers, new sales channels have been developed in the SOHO market segment, which led to a significant success in stopping and stabilising the negative user base development trends from previous years.

Compared to the number of active connections for public voice service customers in the business segment at the end of 2015, Optima has concluded the first quarter of 2016 with a mild decrease of 0.5% with a 11.7% revenue drop. Negative trends in the fixed public voice service business customers segment have been recorded at national level as well, which is the primary cause of the negative trend within Optima Telekom. The negative trends

in the fixed public voice service segment at a national level are equally predicted in the future. The same trends were recorded in the first quarter of 2016, compared to the final quarter of 2015, where the number of connections dropped by 0.2% and revenues by 4.6%.

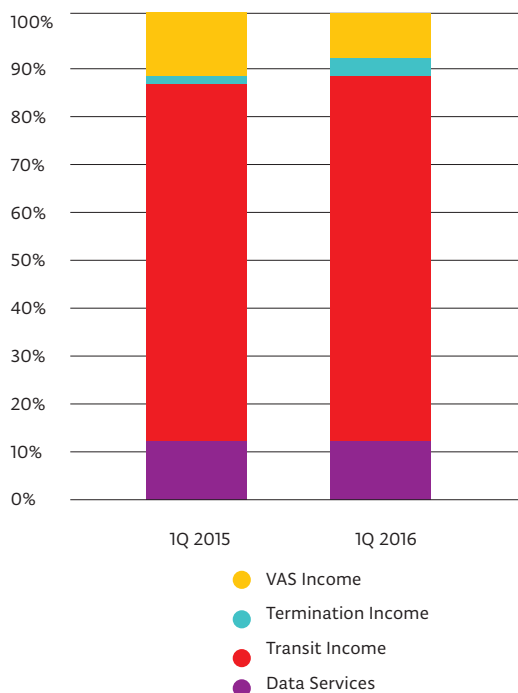
In the broadband internet access segment there has been an 8.8% increase in the number of connections and a 7.5% increase in revenue compared to the first quarter of 2015. In line with the market expansion trend and a growing demand for higher speeds in this segment, in the first quarter of 2016 Optima Telekom has had a 2.8% increase in revenue and a 0.7% increase in the number of connections compared to the final quarter of 2015.

In the data services segment there was a significant increase in the number of connection, 19.5%, and an 18.4% increase in revenue compared to the first quarter of 2015. The trends are equally positive when compared to the fourth quarter of the previous year, with a 2.6% increase in the number of connections and a 4.2% increase in revenue, owing to the realisation of several major projects of connecting key customer locations into private data networks in line with the demands of business operations, organisation and upgrading infrastructure.

In the first quarter of 2016, the wholesale sales revenue increased by 31.5% compared to the same period of the previous year. Within these, the wholesale voice services sales (transit) revenue increased by 33.2%. This increase is a result of regulatory changes that entered into force on 1 April 2015, i.e. the deregulation of the interconnections charge in international calls originating outside the EU/EEA. For the same reason, termination revenue went up by 246.1%.

In the first quarter of 2016, VAS service sales revenue decreased by 8.0% compared to the same period of the previous year.

Interconnection Income Structure



Data Source: Company's business records

c. Infrastructure, Optical Fiber Network and Internal Services Development

Voice Networks

In the first quarter of 2016, the internally developed class NGN switchboard, used for providing voice service to residential customers, and as of the first quarter of 2016, to small business customers, has been upgraded. The SBC-IC (Session Border Controller – Interconnection) system has been integrated, enabling the technological migration of existing TDM/ISUP IC connections to the IC connection (IP/TDM-TDM/IP), which influences the improvement of voice quality. Technological progress and regulatory changes made it possible to achieve interconnections for voice interconnections by using new technologies and protocols (IP/SIP). The precondition was to introduce a new SessionBorderController system into Optima's voice network. This created the prerequisites for diminishing existing interconnection capacities for voice interconnections using older technologies (TDM/ISUP) and the PSTN Gateway system to a minimum. During the first quarter of 2016, within the integration, extensive functionality testing has been carried out when interconne-

cting voice networks with one of the domestic operators.

Data Networks

In the first quarter of this year, by upgrading capacities and increasing redundancy of the existing MPLS routing tables to 53 nodes (out of a total of 60), the physical optimisation of the configuration of IP/MPLS routing tables has been carried out in order to enhance reliability. During the first quarter of 2016, the upgrade to the last 7 nodes has been completed. A new MPLS routing table has been installed in the town of Pag, due to its larger capacity (1GE) and a higher accessibility level. In 2015, new MPLS border routing tables have been installed for accepting IPTV multicast traffic from multiple IPTV service providers and connecting into Optima's network, which ensures the flexibility in the possibility to choose from various IPTV contents suppliers.

The new BRAS system has been integrated into the network environment, which increased capacities for the intake of new Internet customers, and the redundancy level within the BRAS systems themselves has been raised. During the last quarter of 2015 and the first quarter of this year, vDSL access equipment has been introduced at ULL collocations, which enables own vDSL capacities in most ULL collocations.

Network Infrastructure and Optical Fibre Network

Optical infrastructure development, i.e. the construction of the individual optical fibre network in the first quarter of 2016 consisted primarily of the regular construction of optical feeds to our new end wholesale and retail customers.

In numbers, we are talking about 22.6 km of new optical fibre network, consisting of 80 new optical feeds. Most feeds and cable routes have been built in the Northern Region (42 feeds), followed by regions East and West, with 13 feeds each, and region South, with 12 feeds.

Technical Services

In the technical services segment, hard-copy work orders have been abolished. Being ecologically aware, Optima has switched to electronic assignment distribution only. This has

increased internal efficiency and contributed towards preserving the environment.

Internal Application Development

During this quarter, the databases have been migrated to new servers and a new disc system, which creates greater stability and faster query response in databases (faster account processing, getting reports, faster query response in CRM, etc.).

A new application for checking availability has been developed that gives more accurate results with a more user – friendly interface, as well as a new malfunction management system at SMC level which enables better tracking and faster repairs.

After a prolonged testing period, the internally developed oMail system has been put into production, which diminishes the possibility of customer e-mail addresses being blacklisted.

Infrastructure

In the first quarter, the project of switching

batteries in collocations started to secure the system's autonomy in the event of an electrical grid failure. During the first three months, 116 batteries have been replaced in a total of 13 locations.

ICT Solutions

As of the first quarter of this year, a new business process known as ICT solutions, i.e. special ICT solutions for end customers, has been put in motion.

Through ICT solutions, a complete business solution has been offered to customers alongside Optima Telekom's standard services, which creates added value to the same.

Optima Telekom's partner base will expand through this business segment, which will enhance the Company's presence in the market. The first ICT solution projects have been realised successfully, and we are planning to expand the solution portfolio in the upcoming quarters.

I.7

Financial Results of the Group

Summary (in tsd HRK)	Q1 2015	Q1 2016	Q1 2016 / Q1 2015
Total income	107.646	112.049	4,1%
Total expenses	85.190	88.909	4,4%
EBITDA	22.456	23.140	3,0%
One times items	2.180	227	(89,6%)
EBITDA before one times items	24.636	23.367	(5,2%)
EBITDA margin (before one times items)	22,9%	20,9%	(8,9%)
Depreciation	18.547	16.046	(13,5%)
Financial result (net)	(6.314)	(3.072)	(51,3%)
Net profit/(loss)	(2.406)	4.022	
Net profit/(loss) before one time items	(226)	4.248	

*THE RETROACTIVE DISCOUNT OF FINANCIAL OBLIGATIONS AND IPTV RIGHTS HAS BEEN INCLUDED IN 2015, AS WELL AS THE RECLASSIFICATION OF MCL EFFECTS INTO CAPITAL

a. Consolidated Revenue

Telecommunication Services Revenue



Data Source: Company's business records

Total telecommunications services revenue in the first quarter of 2016 is 5.0% higher compared to the same period of the previous year.

The increase in revenue compared to the previous year is primarily a result of the interconnection revenue increase, as well as internet revenue, data revenue and multimedia revenue.

Interconnection revenue is 30.4% higher as a consequence of higher transit income increased by deregulation of termination charges for international calls originating outside the EU/EEA. As a positive result of customer base expansion, internet revenue increased and is 17.8% higher, data revenue is higher by 22.7% and multimedia revenue is higher by 5.9%.

On the other hand, the revenue increase is countered by the 15.5% revenue drop in public voice service, as a consequence of the general declining trend in the use of the public voice service at a global level.

b. Earnings before Interest, Taxation and Depreciation – EBITDA

The consolidated EBITDA is 3.0% higher compared to the first three months of 2015, mostly due to lower special items in 2016.

However, special items aside, the EBITDA befo-

re special items amounts to HRK 23.4 million, which represents a 5.2% decrease compared to the previous year. The aforementioned decrease is a consequence of the seasonal character of marketing activities and an enhanced customer acquisition in 2016, compared to 2015.

c. Net profit/(loss)

Excluding special items and considering the financial costs related to the pre-bankruptcy settlement, the discounting effect for financial obligations and lower depreciation costs in 2016, the net result before special items is HRK 4.5 million higher compared to the previous year.

d. Capital Investments in 2016

Consolidated capital investments in the first three months of 2016 amounted to HRK 13.5 million. Out of this, HRK 9.7 million has been invested in the development of access fibre optic network, expanding the collocations network, user equipment for providing the IPTV and internet service for residential customers, as well as the equipment to connect new business customers. HRK 0.2 million has been invested into the core network, while HRK 1.9 million have been invested in expanding the range of customer services.

	Q1 2016 (HRK 000)	share %
General Investments	1.779	13%
Capital Technical Investments	11.751	87%
ACCESS Network	9.682	72%
CORE Network	151	1%
Telecommunications Center	1.919	14%
TOTAL	13.530	100%

e. Risk Management

Currency Risk Management

The currency risk is the risk that the value of financial instruments will change due to exchange rate changes. The Company's highest exposure to currency risk arises out of long-term loans, denominated in foreign currencies and recalculated into HRK applying the relevant exchange rates as per the balance sheet date. Any exchange rate divergences shall be attributed to operating costs or recorded in the profit and loss account, but do not influence the cash flow.

Interest Risk

The Company's exposure to interest risk is not significant, given that the Company's liabilities have not been agreed subject to variable interest rates.

The remaining assets and liabilities, including issued bonds, are not exposed to interest risk.

Credit Risk

The credit risk is the risk that the other party will fail to meet its contractual obligations arising out of potential financial losses of the Group. The Group does not have a significant credit risk concentration with contractual parties possessing similar characteristics and has adopted procedures it applies in buyer transactions. The Group receives sufficient collaterals, if necessary, as a means to mitigate the risk of financial loss due to unfulfilled

obligations and offers no guarantees for third party liabilities.

The Group sees its maximum exposure as reflecting in the amount of receivables from debtors, minus value depreciation reservations recognized at the financial position report date.

Apart from this, the Group is exposed to the risk of money deposits in banks. Management of this risk is focused on dealing with the most reputable banks, both domestic and international, and in both the domestic and international markets, and based on daily contact with the banks.

Liquidity Risk Management

The Board of Directors holds the responsibility for liquidity risk management and sets the appropriate framework for liquidity risk management, with a view to manage short-term, mid-term and long-term financing and liquidity requirements. The Company manages the liquidity risk by maintaining adequate reserves and credit lines, continuously comparing the planned and achieved cash flow and monitoring the receivables and liabilities due dates.

Financial Reports of the Group

II.

II. 1

Profit and Loss Account

Position name	<i>In thousand HRK</i>	31 Mar 2016	31 Mar 2015 <i>Restated</i>
Sales		111.617	107.034
Other operating income		432	612
		112.049	107.646
Merchandise, material and energy expenses		(1.734)	(1.630)
Interconnection fee expenses		(39.862)	(34.381)
Rent of telecommunication equipment		(6.077)	(6.717)
Customer attraction expenses		(1.698)	(531)
Other service expenses		(15.759)	(16.199)
Staff costs		(12.833)	(16.040)
Own work capitalized		1.006	-
Depreciation, amortisation and impairment charges		(16.046)	(18.547)
Impairment charge on non-current and current receivables - net		(1.700)	(1.153)
Net loss on disposal of assets and equipment		(34)	(2)
Other operating expenses		(10.218)	(8.538)
		(104.955)	(103.738)
OPERATING PROFIT		7.094	3.908
Finance income		3.530	488
Finance costs		(6.602)	(6.802)
Finance costs - net		(3.072)	(6.314)
PROFIT BEFORE TAXATION		4.022	(2.406)
Income tax expense		-	-
PROFIT FOR THE YEAR		4.022	(2.406)
Other comprehensive income		-	-
TOTAL COMPREHENSIVE INCOME		4.022	(2.406)

Data Source: Company's business records

Balance Sheet

II. 2

ASSETS	<i>In thousand HRK</i>	31 Mar 2016	31 Dec 2015
Intangible assets		42.545	45.221
Property, plant and equipment		306.038	307.584
Given loans		302	312
Deposits		3.547	3.598
Available-for-sale financial assets		35	35
Other non-current assets		9.250	9.500
Non-current assets		361.717	366.250
Inventories		112	109
Trade and other receivables		78.377	71.140
Given loans		10.763	10.767
Deposits		66	88
Prepaid expenses and accrued income		3.075	2.586
Cash and cash equivalents		15.910	20.418
Current assets		108.303	105.108
TOTAL ASSETS		470.020	471.358
EQUITY AND LIABILITIES			
Issued share capital		635.568	635.568
Capital gains		194.354	194.354
Other equity (MCL)		24.677	32.904
Accumulated losses		(818.525)	(819.787)
EQUITY		36.074	43.039
Long-term borrowings		206.321	209.303
Issued bonds		71.324	71.085
Trade payables		7.556	10.155
Provisions		62	62
Deferred income		21.407	21.835
Non-current liabilities		306.670	312.440
Short-term borrowings		416	434
Issued bonds		885	-
Trade payables		95.923	91.514
Provisions		509	509
Accrued expenses and deferred income		21.868	17.406
Other current liabilities		7.675	6.016
Current liabilities		127.276	115.879
TOTAL EQUITY AND LIABILITIES		470.020	471.358

II. 3

Cash Flow

Position name	31 Mar 2016	31 Mar 2015
Operating activities		
Total profit for the year	4.022	(2.406)
Depreciation and amortisation	16.046	18.547
Decrease/(increase) in inventories	(3)	730
Decrease in trade and other receivables	(7.303)	5.036
Increase/(decrease) in trade payables and other liabilities	6.067	(7.857)
Other cash increase/(decrease)	1.349	4.593
Cash generated from operating activities	20.178	18.644
Cash flows from investing activities		
Payments for property, plant and equipment	(11.824)	(7.118)
Cash receipt from sale of ownership and debt instruments	-	2.909
Net cash used in investing activities	(11.824)	(4.209)
Cash flows from financing activities		
Repayment of finance lease liability and borrowings	(12.862)	(16.998)
Net cash used in financing activities	(12.862)	(16.998)
Net (decrease)/increase in cash and cash equivalents	(4.508)	(2.563)
Cash and cash equivalents at 1 January	20.418	25.954
Cash and cash equivalents at 31 March	15.910	23.392

Data Source: Company's business records

Statement by Persons in Charge of Financial Reports

III.

In accordance with Article 410 of the Capital Markets Act, the members of the Board of Directors, Mr. Zoran Kežman as Chairman of the Board, Ms. Mirela Šešerko, as Member of the Board, Ms. Irena Domjanović, as Member of the Board, and Mr. Tomislav Tadić, as Member of the Board jointly declare that, to the best of their knowledge, financial statements for the reporting period have been prepared in accordance with applicable financial reporting standards and that they contain an overall and true presentation of assets and liabilities, losses and profits, financial status and operation of the Company and other companies included in the consolidation.


The financial report contains a true presentation of development, results and position of the Company and its subsidiaries, as well

as a description of the most significant risk factors and uncertainties which the group is exposed to.

The Board of Directors would like to emphasize that the above report contains certain statements on future events relative to the financial status, electronic communications market trends, results of activities the company and the group are currently undertaking with the purpose of improving their position on the market. The said statements are based on the best of knowledge and expectations at present, but cannot represent any guarantee of their realization.

Additional information and significant changes have been made available by the company at its website: www.optima.hr/investitori.hr.


(Signatures of Board members)



Zoran Kežman



Mirela Šešerko



Irena Domjanović



Tomislav Tadić

Optima
OT – OPTIMA TELEKOM D.D.
ZAGREB

Enclosure 1

Reporting period:

1 Jan 2016

to

31 Mar 2016

Quarterly Financial Report-TFI-POD

Tax Number (MB): 0820431

Registration Number (MBS): 040035070

Personal Identification Number (OIB): 36004425025

Issuer: OT-OPTIMA TELEKOM d.d.

Postal Code and Location: 10010 BUZIN

Street and number: BANI 75A

e-mail address: info@optima.hrInternet address: www.optima.hr

and name for municipality/city: 133

Code and name for county: 21

Number of employees (at the year's end): 342

Consolidated Report: YES

Business activity code: 6110

Entities in consolidation (according to IFRS)

Registered seat:

Tax number (MB):

OPTIMA DIRECT d.o.o.

Buje

03806014

OPTIMA TELEKOM d.o.o.

Koper, Republika Slovenija

02236133

OPTIMA TELEKOM za upravljanje nekretninama i savjetovanje d.o.o.

Kuzminečka 8, Zagreb

21017859228

Book-keeping firm:

Contact person: Svetlana Kundović

(unosi se samo prezime i ime osobe za kontakt)

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Surname and name: ZORAN KEŽMAN, MIRELA ŠEŠERKO, TOMISLAV TADIĆ, IRENA DOMJANOVIĆ

(osoba ovlaštene za zastupanje)

Documents for publication

1. Financial Statements (balance sheet, profit and loss account, cash flow statement, change in capital statement and notes)
2. Management report
3. Statements for persons responsible for composing financial statements

M.P.

(signature of authorized person)

PROFIT AND LOSS ACCOUNT
for the period from 01 Jan 2016 to 31 Mar 2016

Issuer: OT - Optima Telekom d.d.

Item	EDP	Previous period		Current period	
		Cumulative	Quarter	Cumulative	Quarter
1	2	3	4	5	6
I. OPERATING INCOME (112+113)	111	107.645.573	107.645.573	112.049.063	112.049.063
1. Sales income	112	107.033.703	107.033.703	111.616.923	111.616.923
2. Other operating income	113	611.870	611.870	432.139	432.139
II. OPERATING EXPENSES (115+116+120+124+125+126+129+130)	114	103.737.071	103.737.071	104.955.394	104.955.394
1. Changes in the value of inventories of ongoing production and finished goods	115	0	0	0	0
2. MATERIAL COSTS (117 do 119)	116	58.239.950	58.239.950	62.561.930	62.561.930
a) Costs of raw material and supplies	117	1.575.817	1.575.817	1.455.806	1.455.806
b) Costs of goods sold	118	23.453	23.453	207.173	207.173
c) Other external costs	119	56.640.680	56.640.680	60.898.951	60.898.951
3. Staff costs (121 do 123)	120	13.251.654	13.251.654	12.273.885	12.273.885
a) Net salaries and wages	121	7.244.106	7.244.106	7.066.212	7.066.212
b) Expenses of taxes and contributions from salaries	122	4.129.018	4.129.018	3.467.018	3.467.018
c) Contributions to salaries	123	1.878.530	1.878.530	1.740.655	1.740.655
4. Amortization	124	18.547.477	18.547.477	16.046.431	16.046.431
5. Other costs	125	10.364.724	10.364.724	12.146.537	12.146.537
6. Value adjustment (127+128)	126	1.153.469	1.153.469	1.700.000	1.700.000
a) fixed assets (apart from financial assets)	127	0	0	0	0
b) current assets (apart from financial assets)	128	1.153.469	1.153.469	1.700.000	1.700.000
7. Provisions	129	2.179.797	2.179.797	226.611	226.611
8. Other operating expenses	130	0	0	0	0
III. FINANCIAL INCOME (132 through 136)	131	487.959	487.959	3.530.484	3.530.484
1. Interests income, foreign exchange gains, dividends and other income related to affiliated undertakings	132	0	0	0	0
2. Interests income, foreign exchange gains, dividends and other income related to unaffiliated undertakings and other persons	133	487.959	487.959	3.530.484	3.530.484
3. Income from affiliated undertakings and participating interests	134	0	0	0	0
4. Unrealized income of the financial assets	135	0	0	0	0
5. Other financial income	136	0	0	0	0
IV. FINANCIAL EXPENSES (138 do 141)	137	6.801.975	6.801.975	6.602.584	6.602.584
1. Interest, foreign exchange differences and other expenses related to affiliated undertakings	138	0	0	0	0
2. Interest, foreign exchange differences and other expenses related to unaffiliated undertakings and other persons	139	6.801.975	6.801.975	6.602.584	6.602.584
3. Unrealized losses (expenses) of the financial assets	140	0	0	0	0
4. Other financial expenses	141	0	0	0	0
V. SHARE IN PROFIT OF AFFILIATED UNDERTAKINGS	142	0	0	0	0
VI. SHARE IN LOSS OF AFFILIATED UNDERTAKINGS	143	0	0	0	0
VII. EXTRAORDINARY - OTHER INCOME	144	0	0	0	0
VIII. EXTRAORDINARY - OTHER EXPENSES	145	0	0	0	0
IX. TOTAL INCOME (111+131+142 + 144)	146	108.133.532	108.133.532	115.579.547	115.579.547
X. TOTAL EXPENSES (114+137+143 + 145)	147	110.539.045	110.539.045	111.557.978	111.557.978
XI. PROFIT / LOSS BEFORE TAXATION (146-147)	148	-2.405.513	-2.405.513	4.021.568	4.021.568
1. Profit before taxation (146-147)	149	0	0	4.021.568	4.021.568
2. Loss before taxation (147-146)	150	2.405.513	2.405.513	0	0
XII. PROFIT TAX	151	0	0	0	0
XIII. PROFIT / LOSS OF THE PERIOD (148-151)	152	-2.405.513	-2.405.513	4.021.568	4.021.568
1. Profit of the period (149-151)	153	0	0	4.021.568	4.021.568
2. Loss of the period (151-148)	154	2.405.513	2.405.513	0	0
ANEX TO P&L (to be filled in by entrepreneur submitting consolidated financial report)					
XIV. PROFIT OR LOSS OF THE CURRENT PERIOD					
1. Assigned to the holders of parent company's capital	155	-2.405.513	-2.405.513	4.021.568	4.021.568
2. Assigned to minority interest	156	0	0	0	0
OTHER COMPREHENSIVE INCOME STATEMENT (popunjiva poduzetnik obveznik primjene MSFI-a)					
I. PROFIT / LOSS OF THE PERIOD (= 152)	157	-2.405.513	-2.405.513	4.021.568	4.021.568
II. OTHER COMPREHENSIVE INCOME / LOSS BEFORE TAX (159 do 165)	158	0	0	0	0
1. Exchange differences on translating foreign operations	159	0	0	0	0
2. Changes in revalorization reserves of fixed and intangible assets	160	0	0	0	0
3. Profit or loss from revaluation of financial assets available for sale	161	0	0	0	0
4. Profit or loss on effective cash flow protection	162	0	0	0	0
5. Profit or loss on effective hedge of a net foreign investment	163	0	0	0	0
6. Share of other comprehensive income / loss of associated companies	164	0	0	0	0
7. Actuarial income / loss on defined benefit plans	165	0	0	0	0
III. COMPREHENSIVE INCOME TAX	166	0	0	0	0
IV. OTHER COMPREHENSIVE INCOME / LOSS FOR THE PERIOD (158-166)	167	0	0	0	0
V. COMPREHENSIVE INCOME / LOSS FOR THE PERIOD (157+167)	168	-2.405.513	-2.405.513	4.021.568	4.021.568
ANEX to other comprehensive income statement (to be filled in by entrepreneur submitting consolidated financial report)					
VI. COMPREHENSIVE INCOME / LOSS FOR THE PERIOD					
1. Assigned to the holders of parent company's capital	169	-2.405.513	-2.405.513	4.021.568	4.021.568
2. Assigned to minority interest	170	0	0	0	0

BALANCE SHEET
as at 31 Mar 2016

Issuer: OT - Optima Telekom d.d.			
Item	EDP #	Previous period	Current period
1	2	3	4
ASSETS			
A) SUBSCRIBED CAPITAL UNPAID	001	0	0
B) FIXED ASSETS (003+010+020+029+033)	002	356.749.725	352.466.702
I. INTANGIBLE ASSETS (004 through 009)	003	45.221.033	42.545.309
1. Development expenses	004	0	0
2. Concessions, patents, licences, goods and services trademarks, software and other rights	005	45.221.033	42.545.309
3. Goodwill	006	0	0
4. Advances for procurement of intangible assets	007	0	0
5. Intangible assets in preparation	008	0	0
6. Other intangible assets	009	0	0
II. TANGIBLE ASSETS (011 through 019)	010	307.584.178	306.037.562
1. Land	011	23.269	23.269
2. Building objects	012	13.524.483	13.381.912
3. Facilities and equipment	013	278.150.339	277.577.613
4. Tools, production inventory and transport assets	014	1.026.468	972.234
5. Biological assets	015	0	0
6. Advances for tangible assets	016	0	0
7. Tangible assets in preparation	017	14.453.640	13.724.804
8. Other tangible assets	018	46.822	46.822
9. Real estate investments	019	359.157	310.908
III. FIXED FINANCIAL ASSETS (021 through 028)	020	3.944.514	3.883.831
1. Shares (stock) in affiliated entrepreneurs	021	0	0
2. Loans granted to affiliated entrepreneurs	022	0	0
3. Participating interests (shares)	023	35.000	35.000
4. Loans given to entrepreneurs with participating interests	024	0	0
5. Securities investments	025	0	0
6. Granted loans, deposits and such	026	3.909.514	3.848.831
7. Own stocks and shares	027	0	0
8. Other fixed financial assets	028	0	0
IV. RECEIVABLES (030 through 032)	029	0	0
1. Receivables from affiliated entrepreneurs	030	0	0
2. Receivables pertaining to sale on credit	031	0	0
3. Other receivables	032	0	0
V. DEFERRED TAX ASSETS	033	0	0
C) CURRENT ASSETS (035+043+050+058)	034	102.522.044	105.228.317
I. INVENTORY (036 do 042)	035	108.795	112.088
1. Raw material and supplies	036	0	0
2. Ongoing production	037	0	0
3. Finished products	038	0	0
4. Trading goods	039	108.795	112.088
5. Inventory advances	040	0	0
6. Assets intended for sale	041	0	0
7. Biological assets	042	0	0
II. RECEIVABLES (044 do 049)	043	71.140.783	78.443.306
1. Receivables from affiliated entrepreneurs	044	0	0
2. Receivables from buyers	045	69.718.052	76.814.114
3. Receivables from participating entrepreneurs	046	0	0
4. Receivables from employees and members of the entrepreneur	047	33.083	27.547
5. Receivables from the state and other institution	048	332.913	377.103
6. Other receivables	049	1.056.735	1.224.542
III. CURRENT FINANCIAL ASSETS (051 through 057)	050	10.854.434	10.762.619
1. Shares (stock) in affiliated entrepreneurs	051	0	0
2. Loans granted to affiliated entrepreneurs	052	0	0
3. Participating interests (shares)	053	0	0
4. Loans given to entrepreneurs with participating interests	054	0	0
5. Securities investments	055	0	0
6. Granted loans, deposits and such	056	10.854.434	10.762.619
7. Other financial assets	057	0	0
IV. CASH IN BANK AND REGISTER	058	20.418.032	15.910.304
D) PREPAYMENTS AND ACCRUED INCOME	059	12.085.986	12.324.625
E) TOTAL ASSETS (001+002+034+059)	060	471.357.755	470.019.644
F) OFF-BALANCE RECORDS	061	328.151.090	327.605.263

LIABILITIES			
A) CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	43.038.811	36.074.294
I. BASE (registered) capital	063	635.568.080	635.568.080
II. CAPITA RESERVES	064	194.354.000	194.354.000
III. PROFIT RESERVES (066+067-068+069+070)	065	30.685.674	19.699.590
1. Legal reserves	066	0	0
2. Own stock reserves	067	0	0
3. Own stocks and shares (deductable item)	068	0	0
4. Statutory reserves	069	0	0
5. Other reserves	070	30.685.674	19.699.590
IV. REVALORIZATION RESERVES	071	0	0
V. RETAINED EARNINGS OR LOSS CARRIED FORWARD (073-074)	072	-830.245.117	-817.568.944
1. Retained earnings	073	0	0
2. Loss carried forward	074	830.245.117	817.568.944
VI. PROFIT OR LOSS OF THE YEAR (076-077)	075	12.676.174	4.021.568
1. Profit of the year	076	12.676.174	4.021.568
2. Loss of the year	077	0	0
VII. MINORITY INTEREST	078	0	0
B) PROVISIONS (080 through 082)	079	571.259	571.259
1. Provisions for pensions, severance payments and similar obligations	080	571.259	571.259
2. Provisions for tax liabilities	081	0	0
3. Other provisions	082	0	0
C) FIXED LIABILITIES (084 through 092)	083	290.542.948	285.201.083
1. Liabilities towards affiliated entrepreneurs	084	0	0
2. Liabilities for loans, deposits and similar	085	0	0
3. Liabilities towards banks and other financial institutions	086	209.302.545	206.320.938
4. Liabilities for advances	087	0	0
5. Liabilities towards suppliers	088	10.155.206	7.556.440
6. Liabilities as per securities	089	71.085.197	71.323.705
7. Liabilities towards entrepreneur with participating interests	090	0	0
8. Other fixed liabilities	091	0	0
9. Deferred tax liabilities	092	0	0
D) CURRENT LIABILITIES (094 do 105)	093	97.963.197	104.898.113
1. Liabilities towards affiliated entrepreneurs	094	0	0
2. Liabilities for loans, deposits and similar	095	0	0
3. Liabilities towards banks and other financial institutions	096	433.585	416.152
4. Liabilities for advances	097	0	0
5. Liabilities towards suppliers	098	91.514.439	95.922.532
6. Liabilities as per securities	099	0	885.068
7. Liabilities towards entrepreneur with participating interests	100	0	0
8. Liabilities towards employees	101	3.181.492	3.032.723
9. Liabilities for taxes, contributions and similar levies	102	2.831.500	4.405.521
10. Liabilities as per share in results	103	0	0
11. Liabilities as per longterm assets intended for sale	104	0	0
12. Other current liabilities	105	2.181	236.117
E) DEFERRED SETTLEMENT OF CHARGES AND INCOME OF FUTURE PERIOD	106	39.241.540	43.274.895
F) TOTAL – LIABILITIES (062+079+083+093+106)	107	471.357.755	470.019.644
G) OFF – BALANCE RECORDS	108	328.151.090	327.605.263
ANNEX TO THE BALANCE SHEET (to be filled in by entrepreneur submitting consolidated financial report)			
A) CAPITAL AND RESERVES			
1. Assigned to the holders of parent company's capital	109	43.038.811	36.074.294
2. Assigned to minority interest	110	0	0

Note 1.: annex to the balance sheet to be filled in by entrepreneur submitting consolidated financial report

CASH FLOW STATEMENT - Indirect method
in the period from 01 Jan 2016 to 31 Mar 2016

Issuer: OT - Optima Telekom d.d.			
Item	EDP	Previous period	Current period
1	2	3	4
CASH FLOW FROM OPERATING ACTIVITIES			
1. Profit before taxation	001	-2.405.513	4.021.568
2. Depreciation	002	18.547.477	16.046.431
3. Increase of short-term liabilities	003		6.067.281
4. Decrease of short-term receivables	004	5.036.468	
5. Decrease of inventories	005	729.677	
6. Other increase of cash flow	006	4.630.699	1.348.787
I. Total increase of cash flow from operating activities (001 through 006)	007	26.538.807	27.484.067
1. Decrease of short-term liabilities	008	7.856.936	
2. Increase of short-term receivables	009		7.302.523
3. Increase of inventories	010		3.293
4. Other decrease of cash flow	011	38.141	
II. Total decrease of cash flow from operating activities (008 through 011)	012	7.895.077	7.305.816
A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES (007-012)	013	18.643.730	20.178.251
A2) NET DECREASE OF CASH FLOW FROM OPERATING ACTIVITIES (012-007)	014	0	0
CASH FLOW FROM INVESTMENT ACTIVITIES			
1. Cash receipt from sale of tangible and intangible assets	015		
2. Cash receipt from sale of ownership and debt instruments	016	2.908.890	0
3. Cash receipt from interest rates	017		
4. Cash receipt from dividends	018		
5. Other cash receipts from investment activities	019		
III. Total cash receipts from investment activities (015 through 019)	020	2.908.890	0
1. Cash expenditure for buying tangible and intangible fixed assets	021	7.117.597	11.824.091
2. Cash expenditure for acquiring ownership and debt financial instruments	022		
3. Other expenditures from investment activities	023		
IV. Total cash expenditures from investment activities (021 through 023)	024	7.117.597	11.824.091
B1) NET INCREASE OF CASH FLOW FROM INVESTMENT ACTIVITIES (020-024)	025	0	0
B2) NET DECREASE OF CASH FLOW FROM INVESTMENT ACTIVITIES (024-020)	026	4.208.707	11.824.091
CASH FLOW FROM FINANCIAL ACTIVITIES			
1. Cash receipt from issuing of ownership and debt financial instruments	027	0	0
2. Cash receipt from loan principal, debentures, loans and other borrowing	028	0	0
3. Other receipt from financial activities	029	0	0
V. Total cash receipt from financial activities (027 through 029)	030	0	0
1. Cash expenditure for the payment of loan principal and bonds	031	5.286.201	1.875.464
2. Cash expenditure for the payment of dividend	032	0	0
3. Cash expenditure for financial lease	033	0	0
4. Cash expenditure for own shares buy-off	034	0	0
5. Other expenditures from financial activities	035	11.711.386	10.986.424
VI. Total cash expenditure from financial activities (031 through 035)	036	16.997.587	12.861.888
C1) NET INCREASE OF CASH FLOW FROM FINANCIAL ACTIVITIES (030-036)	037	0	0
C2) NET DECREASE OF CASH FLOW FROM FINANCIAL ACTIVITIES (036-030)	038	16.997.587	12.861.888
Total increase of cash flow (013 – 014 + 025 – 026 + 037 – 038)	039	0	0
Total decrease of cash flow (014 – 013 + 026 – 025 + 038 – 037)	040	2.562.564	4.507.728
Cash and cash equivalents at the beginning of the period	041	25.954.231	20.418.032
Increase of cash and cash equivalents	042	0	0
Decrease of cash and cash equivalents	043	2.562.564	4.507.728
Cash and cash equivalents at the end of the period	044	23.391.667	15.910.304

CHANGE IN CAPITAL STATEMENT

for the period from 1.1.2016 to 31.3.2016

Item	EDP	Previous year	Current year
1	2	3	4
1. Subscribed capital	001	635.568.080	635.568.080
2. Capital reserves	002	194.354.000	194.354.000
3. Profit reserves	003	29.417.694	19.699.590
4. Retained profit or loss carried forward	004	-830.245.117	-817.568.944
5. Profit or loss of the current year	005	-2.405.513	4.021.568
6. Revaluation of fixed tangible assets	006		
7. Revaluation of intangible assets	007		
8. Revaluation of financial property available for sale	008		
9. Other revaluation	009		
10. Total capital and reserves (EDP 001 through 009)	010	26.689.144	36.074.294
11. Foreign exchange differences from net investments in foreign operations	011	0	0
12. Current and deferred taxes (part)	012	0	0
13. Cash flow protection	013	0	0
14. Changes in accounting policies	014	0	0
15. Correction of significant mistakes from the previous period	015	0	0
16. Other equity changes	016	0	0
17. Total increase or decrease of capital (EDP 011 through 016)	017	0	0
17 a. Assigned to holders of parent company's capital	018	26.689.144	36.074.294
17 b. Assigned to minority interest	019	0	0

Items that reduce capital entered with a negative sign

Data under EDP codes 001-009 to be input balance sheet as at date