

GROUP ULJANIK PLOVIDBA

SEMIANNUAL CONSOLIDATED UNAUDITED FINANCIAL STATEMENTS

FOR THE PERIOD

JANUARY - JUNE 2010

CON	TENT:
	Consolidated Financial Statements of GROUP ULJANIK PLOVIDBA (unaudited) for the period January – June 2010
	Notes
	Interim Report of the Management
	Statement of the person responsible for preparing Financial Statements

APPENDIX 1.

Reporting	period:

1.1.2010

to

30.6.2010

Quarterly Financial Statements-TFI-POD

Tax number (MB): 03292754			
Registration number (MBS): 040010793			
Personal identification 49693360447 number (OIB):			
Issuing company: ULJANIK PLOVIDBA D.D.			
Postal code and place 52100	PULA		
Street and house number: CARRARINA 6			
E-mail address uljanik-plovidba@pu.t-com.h	<u>r</u>		
Internet address www.uljanikplovidba.com			
funicipality/city code and name 359 PULA			
County code and name 18 ISTARSKA		Number of employees:	29
Consolidated report: YES	Busi	(quarter end) iness activity (NKD) code	5020
Entities in consolidation (according to IFRS):	Registered seat:	Tax number (MB):	
ULJANIK PLOVIDBA D.D.	PULA	03292754	
UNITED SHIPPING SERVICES ONE INC.	MONROVIA, LIBERIA		
REAL D.O.O.	PULA	2044471	
Bookkeeping service:			
Contact person: BOJANA MIHAJLOVIĆ			
(unosi se samo prezime i ime os Telephone: 052 492546	sobe za kontakt) Facsimile: 0	152 <u>402508</u>	
		IJZ 432J30	
E-mail address: <u>bojana.mihajlovic@uljanikplc</u>	<u>vidba.com</u>		
Name and family name DRAGUTIN PAVLETIĆ		_	
(person authorized to represent	the company)		· <u> </u>

Dokuments to be published:

- 1. Financial Statements (Balance Sheet, Profit and Loss Account, Cash Flow Statement, Change in Capital Statement and Notes to Financial Statements
- 2. Statement of persons responsible for the drawing-up of financial statements
- 3. Report of the Management Board on the Company Status

ULJANIK PLOVIDBA d.d.

(signature of authorized representative)

BALANCE SHEET

as of 30.06.2010.

in HRK

in HRK			
Position	AOP code	Previous period	Current period
1	2	3	4
ASSETS			
A) RECEIVABELS FOR SUBSCRIBED NOT PAID CAPITAL	001		
B) NON-CURRENT ASSETS	002	1.388.179.242	1.645.603.992
I. INTANGIBLE ASSETS	003	2.080	216
II. PROPERTY, PLANT AND EQUIPMENT	004	1.383.248.451	1.640.707.911
III. LONG-TERM FINANCIAL ASSETS	005	4.106.810	4.106.226
IV. RECEIVABLES	006	821.901	789.639
V. DEFERRED TAX ASSET	007		
C) CURRENT ASSETS	008	56.549.288	134.680.285
I. INVENTORIES	009	3.268.849	4.268.172
II. TRADE RECEIVABLES	010	5.283.730	21.192.136
III. SHORT-TERM FINANCIAL ASSETS	011	10.995.081	10.710.338
IV. CASH AND CASH EQUIVALENTS	012	37.001.628	98.509.639
D) PREPAID EXPENSES AND ACCRUED INCOME	013	2.112.702	0
E) LOSS ABOVE SUBSCRIBED CAPITAL	014		
F) TOTAL ASSETS	015	1.446.841.232	1.780.284.277
G) OFF BALANCE SHEET ITEMS	016		
LIABILITIES		•	
A) CAPITAL AND RESERVES	017	548.528.514	689.588.292
I. SHARE (SUBSCRIBED) CAPITAL	018	232.000.000	232.000.000
II. CAPITAL RESERVES	019	-1.720.661	-4.160.459
III.LEGAL RESERVES	020	9.537.798	13.038.146
IV. REVALUATION RESERVES	021	0	52.126.859
V. RETAINED PROFIT	022	256.549.911	358.612.060
VI. LOSS CARRIED FORWARD	023		
VII. PROFIT FOR THE YEAR	024	52.161.466	37.971.686
VIII. LOSS FOR THE YEAR	025		
IX. MINORITY INTEREST	026		
B) PROVISIONS	027	1.805.697	1.879.503
C) NON-CURRENT LIABILITIES	028	681.640.502	847.462.586
D) CURRENT LIABILITIES	029	149.144.989	167.867.925
E) ACCRUALS AND DIFERRED INCOME	030	65.721.530	73.485.971
F) TOTAL EQUITY AND LIABILITIES	031	1.446.841.232	1.780.284.277
G) OFF BALANCE SHEET ITEMS	032		
BALANCE SHEET SUPPLEMENT (to be completed by entities that prepare consolidated financial st	tatement)		
IDALANCE SHEET SUPPLEIMENT (to be completed by entitles that prepare consolidated financial s	,		
CAPITAL AND RESERVES			
	033	548.528.514	689.588.292

INCOME STATEMENT

for the period

01.01.

to

30.06.2010.

in HRK AOP Position Previous period **Current period** code Cumulative Cumulative Quarter Quarter 2 . OPERATING INCOME 035 124.376.426 61.147.944 154.039.715 94.933.466 036 122.882.350 60.362.374 125.438.360 67.322.384 1. Sales revenue 2. Income from own consumption of products, goods and services 037 1.494.076 28.601.355 3. Other operating income 038 785.570 27.611.082 039 86.918.841 46.661.745 102.094.321 54.855.965 040 2. Increse of inventories in work in progress and finished products 041 3. Material expenses 042 18.153.049 11.089.444 19.592.656 10.624.403 4. Staff costs 043 25.767.432 13.390.109 30.020.671 16.099.288 5. Depreciation and amortisation 044 36 613 029 19.070.211 43 795 228 23 233 234 6. Other expenses 045 7. Impairment and charges 046 8. Provisions 047 113.850 113.850 9. Other operating expenses 048 6.385.331 3.111.981 8.571.916 4.785.190 III. FINANCIAL INCOME 8.943.600 1.733.585 7.037.553 4.655.001 049 1. Interest, exchange rate fluctuations, dividend and similar from associated companies 050 2. Interest, exchange rate fluctuations, dividend and similar from non-associated companies 8.943.600 1.733.585 051 7.037.553 4.655.001 3. Income from investments in associates and joint ventures 052 4. Unrealised gains (income) 053 5. Other financial revenue 054 IV. FINANCIAL EXPENSES 055 17.680.552 7.805.209 20.153.592 12.767.780 1. Interest, exchange rate fluctuations and other costs with associated companies 056 2. Interest, exchange rate fluctuations and other costs with non-associated companies 057 17.680.552 7.805.209 20.153.592 12.767.780 058 3. Unrealised losses (costs) from finance assets 059 4. Other financial expenses V. EXTRAORDINARY - OTHER INCOME 060 VI. EXTRAORDINARY - OTHER EXPENSES 061 161.077.268 VII. TOTAL INCOME 062 133.320.026 62.881.529 99.588.467 VIII. TOTAL EXPENSES 063 104.599.393 54,466,954 122,247,913 67 623 745 IX. PROFIT BEFORE TAXES 064 28.720.633 8.414.575 38.829.355 31.964.722 LOSS BEFORE TAXES 065 XI. TAXATION 066 916.366 458.183 857.669 428.835 XII. NET PROFIT FOR THE PERIOD 067 27.804.267 7.956.392 37.971.686 31.535.887 XIII. LOSS FOR THE PERIOD 068 0 SUPPLEMENT TO INCOME STATEMENT (to be completed by companies that prepare consolidations) ted financial statements) XIV.* NET PROFIT ATTRIBUTABLE TO MAJORITY OWNERS 37.971.686 31.535.887 069 27.804.267 7.956.392 XV.* NET PROFIT ATTRIBUTABLE TO MINORITY INTEREST 070 XVI.* LOSS ATTRIBUTABLE TO MAJORITY OWNERS 071 XVII.* LOSS ATTRIBUTABLE TO MINORITY INTEREST 072

CASH FLOW STATEMENT - Indirect method

for the period 1.1.2010 to 30.6.2010

in HRK

			in HR
	105		
Position	AOP code	Previous period	Current period
1	2	3	4
CASH FLOW FROM OPERATING ACTIVITIES			
1. Profit before tax	073	28.720.633	38.829.355
2. Depreciation and amortisation	074	36.613.029	43.795.228
3. Increase in short-term liabilities	075	52.574.040	3.052.402
Decrease in short-term receivables	076		
5. Decrease in inventories	077		
6. Other increase of cash flow	078	9.790.584	9.950.949
I. Total increase of cash flow from operating activities	079	127.698.286	95.627.934
Decrease in short-term liabilities	080		
2. Increase in short-term payables	081	2.427.103	15.908.406
3. Increase in inventories	082	669.104	999.323
4. Other decrease in cash flow	083	25.119.257	126.160.775
II. Total decrease in cash flow from operating activities	084	28.215.464	143.068.504
A1) NET INCREASE IN CASH FLOW FROM OPERATING ACTIVITIES	085	99.482.822	0
A2) NET DECREASE IN CASH FLOW FROM OPERATING ACTIVITIES	086	0	47.440.570
CASH FLOW FROM INVESTING ACTIVITIES			
Cash proceeds from sale of non-current tangible and intangible assets	087		132.184.917
Cash proceeds from sale of equity and debt security instruments	088		
Cash proceeds from interest payment	089		
Cash proceeds of dividend payment	090		
5. Other cash proceeds from investing activities	091		
III. Total cash inflow from investing activities	092	0	132.184.917
Cash outflow for acquisition of non-current tangible and intangible assets	093	238.599.151	206.106.509
Cash outflow for acquisition of equity and debt security instruments	094		
Other cash outflows from investing activities	095		
IV. Total cash outflow from investing activities	096	238.599.151	206.106.509
B1) NET CASH FLOW FROM INVESTING ACTIVITIES	097	0	0
B2) NET CASH OUTFLOW FROM INVESTING ACTIVITIES	098	238.599.151	73.921.592
CASH FLOW FROM FINANCING ACTIVITIES			
Proceeds from issue of equity securities and debt securities	099		50.000.000
2. Proceeds from loans and borrowings	100	158.279.422	330.069.661
Other cash inflows from financing activities	101		6.021.903
V. Total cash inflows from financing activities	102	158.279.422	386.091.564
Repayment of loans and bonds	103	43.468.782	198.577.043
2. Dividends paid	104	22.807.559	
3. Repayment of finance lease	105		
4. Purchase of treasury shares	106	2.696.480	4.644.348
5. Other cash outflows from financing activities	107		
VI. Total cash outflows from financing activities	108	68.972.821	203.221.391
C1) NET INCREASE OF CASH FLOW FROM FINANCING ACTIVITIES	109	89.306.601	182.870.173
C2) NET DECREASE OF CASH FLOW FROM FINANCING ACTIVITIES	110	0	0
Total increases of cash flows	111	0	61.508.011
Total decreases of cash flows	112	49.809.728	0
Cash and cash equivalents at the beginning of period	113	97.143.852	37.001.628
Increase of cash and cash equivalents	114		61.508.011
Decrease of cash and cash equivalents	115	49.809.728	0
Cash and cash equivalents at the end of period	116	47.334.124	98.509.639

STATEMENT OF CHANGES IN EQUITY

from 1.1.2010 to 30.6.2010

in HRK

Position	AOP code	Previous period	Increase	Decrease	Current period
1	2	31.12. previous year		3	4
Subscribed share capital	117	232.000.000			232.000.000
2. Capital reserves	118	-1.720.661		2.439.798	-4.160.459
3. Net income reserves	119	9.537.798	-2.204.550	-5.704.898	13.038.146
4. Retained earnings or loss carried forward	120	308.711.377	49.900.683		358.612.060
5.Net profit (loss) for the period	121		37.971.686		37.971.686
6. Revaluation of property, plant and equipment	122				0
7. Revaluation of intangible assets	123				0
8. Revaluation of available for sale financial assets	124				0
9. Other revaluation	125				0
10. Foreign exchange differences from investments abroad	126		52.126.859		52.126.859
11. Current and deferred taxes (part)	127				0
12. Protection of cash flow	128				0
13.Change of accounting policies	129				0
14.Change of prior period error	130				0
15.Other changes in equity	131				0
16.Total increase or decrease of equity	132	548.528.514	137.794.678	-3.265.100	689.588.292
16a. Attributable to majority owners	133				
16b. Attributable to minority interest	134				



NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT 30.06.2010

GENERAL INFORMATION

ULJANIK PLOVIDBA, pomorski promet, d.d. Pula, was established in Croatia. The company is registered at the Commercial Court in Pazin.

Uljanik Plovidba d.d. Pula is the 100% owner of its subsidiary UNITED SHIPPING SERVICES ONE INC., registered in Liberia and the 100% owner of the company REAL d.o.o., Pula.

The ownership structure as at 30 June 2010 is composed of small shareholders.

The registered office of the Company is at Pula, Carrarina 6, Croatia.

The principal activities of the Company are international maritime transport, providing of services in maritime transport and travel agency operations;

In the first half of the year 2010 the Group employed an average of 29 employees (2009: 29).

The consolidated financial statements for the Group have been prepared in accordance with the International Financial Reporting Standards ('IFRS'), the application of which has been approved by the Croatian Financial Reporting Standards Board.

The consolidated financial statements of the Group consist of consolidated data from the year-end financial statements of Uljanik Plovidba d.d. Pula, Real d.o.o. Pula and the consolidated financial statements of the Group United Shipping Services One. The effects of all intra-group transactions have been eliminated on consolidation.

The following are the notes explaining single categories in the financial statements of the Group:

1. Revenues

There has been an increase in the revenues with respect to the last year (154 mil HRK versus 124 mil HRK), which is the result of increased regular income and other revenues from the sale of the vessel FR8 Adria.

2. Expenses

Expenses in the first half of 2010 have increased with respect to the same period in 2009 due to the increase in the costs of outfitting and securing of stores for the new tanker Verige, as well as due to the vessel's operating costs, the related crew wages costs and depreciation costs. The ship was commissioned in March 2010.



NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT 30.06.2010

- 3. Financial income/ expense
 - Net financial expenses in the first six months of 2010 amount to 13.1 mil HRK while the net financial expenses for the same period last year amounted to 8.7 mil HRK. Despite the decrease in loan interest expenses, significant foreign exchange losses were registered, which developed due to the transformation of the loan obligations expressed in foreign currency into their counter-value in HRK, which with the increase in the dollar exchange rate in the first half of 2010 influenced the total net financial expenses.
- 4. Long term assets were increased in the first quarter of 2010 and the increase refers to the commissioning of the new tanker Verige which was delivered on 9.03.2010 from 3.MAJ Shipyard Rijeka, when her exploitation also began. The tanker FR8 Adria was sold by the end of April 2010. As at 30.06.2010 the book value of the vessels amounts to 1,610 mil HRK.
- 5. In the period from 1.01.2010 until 30.06.2010 the Company purchased treasury shares in the total amount of 2,204 thousand HRK and sold treasury shares in the amount of 5,705 thousand HRK.
- 6. Revaluation reserves increased with respect to their amount as at 31.12.2009 for 52,127 thousand HRK, i.e. they were created on the basis of the adjustment of the investment in the foreign subsidiary, at the mean rate of exchange for the USD as at 30.06.2010.
- 7. The increase in the short and long term liabilities in the first six months of 2010 is mainly attributable to the loans for the financing of vessels. Short term liabilities in the financial statements also include the current portion of long-term borrowings. Borrowings from foreign banks and financial institutions were transformed into their counter-value in HRK by applying the mean rate of exchange of the Croatian National Bank as at 30.06.2010. Pursuant to the decision of the Company Director dated 16th April 2010 and with the consent of the Supervisory Board, the Company set up a Program for the issuing of commercial bills. The total value of the Program is 150 mil HRK. The first tranche of commercial bills in the total amount of 50,000,000.00 HRK has been listed on the Official Market of the Zagreb Stock Exchange on 5th May 2010.
- 8. The deferred income was increased for the value of the received government grant for the construction of the tanker Verige in the total amount of 22,272 thousand HRK, pursuant to the Resolution of the Government of the Republic of Croatia on the adoption of the government-funded subsidy Programme of construction of vessels for Croatian ship-owners and the Grant Agreement for hull 709, entered into on 13.02.2009. Also, in the period from January-April 2010 the applicable amount of income from grants from previous years in the amount of 14,430 thousand HRK was recorded, with the proportional decrease of the deferred income, in accordance with the deferred income recognition plan.



NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT 30.06.2010

- 9. Uljanik Plovidba sold its 25.1% stake in Istria Consult d.o.o. in the first trimester of 2010. This stake was adjusted (written-off) in the consolidated financial statements as at 31.12.2009 in accordance with international accounting standards.
- 10. At the meeting of the Supervisory board held on 17th March 2010 the resolution on the payment of an interim dividend in the amount of 20.00 HRK per share was passed. Payment was effected on 16th April 2010. On 16th July 2010 the General Assembly was held which passed the resolution on sharing of the profit. The total amount of the dividend payable to the shareholders established at the Assembly amounted to 21,500,000.00 HRK. Since an amount of 10,797,560.00 HRK had already been paid as interim dividend, the remaining amount to be shared amounted to 10,702,440.00 HRK. Moreover, the resolution on the division of a part of the profit to the Management and the employees of the Company in the form of a one-off division of treasury shares in the total amount of 1,546,304 HRK was also passed at the Assembly.

For the GROUP ULJANIK PLOVIDBA Pula

Dragutin Pavletić

Director of ULJANIK PLOVIDBA d.d.



INTERIM REPORT OF THE MANAGEMENT IN THE PERIOD 01-06/2010

The business activity of ULJANIK PLOVIDBA (Company) and its foreign subsidiaries in the 01-06/2010 period was regular and within the planned parameters. Despite the extremely negative fluctuations on the tanker market the Company has in this period managed to:

- a) maintain regular and stable operation of the Company,
- b) continue with its Program of fleet renewal, especially MR tankers:
 - taking over of m/t VERIGE;
 - continuation of the construction of hull n.710 at the 3. MAJ Shipyard, which was launched, and the delivery is scheduled for September 2010;
 - commencing of activities on the construction of four Bulk Carriers of 52.000 DWT at ULJANIK Shipyard;
 - sale of m/t FR8 ADRIA.
- c) constant employment of all vessels with the continuation of the Company's fleet high efficiency trend,
- d) fulfil all its loan payment obligations (with no reprogramming) with the continuance of the positive effects of keeping of the interest rates at low level
- e) full implementation of the safety and quality system on the vessels and in the office, with continuous increase in the quality and expertise of the employees and maintenance of a high level of professionalism,
- f) high efficiency of the vessel's management,
- g) maintaining of the personnel structure both at sea and on shore.

An review of the functions in the company is given below:

1. ECONOMIC ASPECT

In the period reviewed the company realized a consolidated net profit in the amount 38.8 mil HRK, versus the 28.7 mil HRK realized in the period 6/2009, as a result of increased operating income of 154.0 mil HRK. The total expenses increased and amount to 102 mil HRK, which is primarily attributable to the taking over and commissioning of the new m/t Verige.

2. PERSONNEL

As at 30.06.2010 the company had 29 employees which is 1 employee more with respect to the previous trimester. The company employs exclusively Croatian seafarers on all the vessels in its fleet.

3. TECHNICAL ASPECT

No significant technical stoppages were recorded in this period for any of the vessels. The company keeps maintaining high efficiency of vessel exploitation.

4. ACQUISITION OF TREASURY SHARES

In the first 6 months of 2010 the company acquired and disposed of treasury shares in accordance with art. 233, section 3, point 2 of the Companies Act (acquisition and disposal of shares for the requirements of Company employees). The company acquired 3450 treasury

File: Izvještaj 01-06/2010



shares and disposed of 5600 treasury sales. Pursuant to the resolution of the General Assembly dated 16 July 2010, 2067 shares were divided to the employees as part of the profit share scheme to the employees and the Director of the company.

5. IMPORTANT EVENTS IN 2010

In accordance with the Development Strategy of ULJANIK PLOVIDBA d.d. until 2015 the company entered into four contracts for construction of bulk carriers, through its fully owned subsidiary ULJANIK SHIPMANAGEMENT Inc. Monrovia with ULJANIK BRODOGRADILIŠTE d.d. on 18 January 2010 and 28 June 2010. The newbuildings have been assigned hull numbers 488, 489, 490 and 491. The delivery of the vessels has been scheduled for the end of 2011 and during 2012. The company intends to finance the construction of the said vessels by applying for grants from the Croatian Government's economy recovery measures in addition to traditional sources of financing.

On 9 March 2010 the company took delivery of hull n. 709 - m/t VERIGE from 3.MAJ Shipyard, a product carrier for the transportation of petroleum products and chemicals of 51,800 DWT. The vessel's exploitation began after delivery.

On 24 March 2010 the company sold its stake in the company ISTRIA CONSULT d.o.o. Pula.

Pursuant to the resolution of the Director dated 17 March 2010 and with the consent of the Supervisory Board, on16th April 2010 the company effected payment of interim dividends for the year 2009 in the amount of 20.00 HRK per share.

Pursuant to the resolution of the Director dated 16th April 2010 and with the consent of the Supervisory Board, the Company set up a Program for the issuing of commercial bills ("Program"). The total value of the Program is 150 mil HRK and it enables the Company to issue several tranches, as instruments of short-term financing, up to the total value of the Program. The duration of the Program is five years and the Arranger and sole Dealer is Raiffeisenbank Austria d.d. The first tranche of commercial bills in the total amount of 50,000,000.00 HRK has been listed on the Official Market of the Zagreb Stock Exchange on 5th May 2010.

On 21 April 2010 the shares were listed on the Official market of the Zagreb Stock Exchange. On the same day the Zagreb Stock Exchange and Raiffeisenbank Austria d.d. entered into an Agreement on Market Making obligations for the shares ULJANIK PLOVIDBA (ULPL-R-A).

On 6 July 2010 m/t POMER (newbuilding 710) was launched at 3.MAJ Shipyard in Rijeka. Delivery is scheduled for September 2010.

On 16 July 2010 a General Assembly of the Company was held at which the resolution was passed on the sharing of profits, which included the payment of dividend to the Shareholders. The total amount destined for payments to the shareholders from the business activity of the Company amounted to 21,500,000.00 HRK, of which 10,797,560.00 were paid as interim dividend, while the remaining amount of 10,702,440.00 HRK shall be paid to the shareholders in accordance with the Law.

File: Izvještaj 01-06/2010



6. COMPANY GROWTH

The Strategy of development of ULJANIK PLOVIDBA d.d. until the year 2015 envisages the continuation of the primary maritime activity in two sectors, transport of dry cargo and transport of petroleum products and chemicals. Accordingly, the Company has on order two additional tankers from 3.MAJ Shipyard (newbuildings 710 and 713) and four dry cargo vessels from ULJANIK BRODOGRADILIŠTE (newbuildings 488-491).

The Company intends to continue participating on the new and second hand vessel market with the purpose to optimise its fleet and fleet efficiency. Even though its principal business will continue to be operation and management of its own fleet, the development of the Company shall also be aimed at ship management for other ship owners.

7. COMPANY ACTIVITIES CONCERNING RESEARCH AND DEVELOPMENT

Within its ship management operations the Company continuously engages in research which is primarily connected with the introduction of new technical solutions and technologies related to vessel exploitation.

8. BUSINESS RISKS

It is well-known that the principal activities that the Company engages in, i.e. international maritime transport and ship management are among the most risky activities and that they are directly connected with significant business risks, of which the currently most risky are:

- global economic trends;
- the risk of interest rate increase;
- significant oscillations in the value of the vessels;
- the risk of strict conditions of business operation;
- debt and uncertain period of return on capital;
- fluctuation in the basic costs of business operation;
- workforce fluctuation.

9. CORPORATE MANAGEMENT CODE

The Company fully complies with its Corporate Management Code.

Pula, 28 July 2010

Dragutin Pavletić, Director

File: Izvještaj 01-06/2010



STATEMENT OF THE PERSON RESPONSIBLE FOR PREPARING FINANCIAL STATEMENTS

Unaudited semiannual consolidated financial reports of GROUP ULJANIK PLOVIDBA for the period January – June 2010, to the best of my knowledge, have been prepared according to International Financial Reporting Standards and they contain an overall and true presentation of assets, liabilities, losses and profits, the financial position and activities of ULJANIK PLOVIDBA d.d. and the companies included in the consolidation.

Financial-accounting manager

Bojana Mihajlović

Blushopland