

# ULJANIK PLOVIDBA d.d.

# UNAUDITED FINANCIAL STATEMENTS FOR THE PERIOD JANUARY - SEPTEMBER 2012

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Financial Statements of ULJANIK PLOVIDBA d.d. (unaudited) for the period January – September 2012	
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Statement of the person responsible for preparing Financial Statements

Attachment 1.						
Reporting period:		1.1.2012	to		30.9.2012	]
18		tatament of the		our TEI	DOD	
	Quarterly financial s	tatement of the	e entrepren	ieur - IFI-	POD	
Tax number (MB):	03292754	J				
Company registration number (MBS):	040010793	]				
Personal identification number (OIB):	49693360447	]				
, ,	ULJANIK PLOVIDBA D.D.					
Postal code and place:	52100	PULA				
Street and house number:	CARRARINA 6					
E-mail adress:	uljanik-plovidba@pu.t-com.h	<u>nr</u>				
Internet adress:	www.uljanikplovidba.com					
Municipality/city code and name:	359 PULA					
County code and name:	18 ISTARSKA				Number of employees	
Consolidated report:	NO				(quarter end NKD code	
Companies of the consolidation	subject (according to IFRS):		Seat:		MB:	
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Bookkeeping service:	I	1 1				
	VANESA PERUŠKO TOPIĆ	J				
Contact person.	(please enter only contact person	on's family name and	name)			
Telephone:	052 211544			Telefax: 0	52 492598	
E-mail adress:	vanesa.topic@uljanikplovidb	oa.com				
Family name and name:	DRAGUTIN PAVLETIĆ					
r army name and name.	(person authorized to represent	the company)				
Documents to be 1 Financial statem	published: ents (balance sheet, profit and lot	oss statement cash f	flow statement	statement of c	hanges in equity	
and notes to final	•				3 40);	
· · · · · · · · · · · · · · · · · · ·	anagement Board on the Compa	-				, ,
3. Statement of per	rsons responsible for the drawing	g-up of financial state	ements	(	\$/	<b>↓</b> ~
	ULJA	NIK PLOVI	DBA d.d	re of the per	son authorized to repres	sent the company)

#### **BALANCE SHEET**

as of 30.09.2012.

Company: ULJANIK PLOVIDBA D.D.  Position  1	AOP	Previous	
1		period	Current period
•	2	3	4
	ı	, ,	
A) RECEIVABLES FOR SUBSCRIBED AND NON - PAID CAPITAL	001	500 000 740	F40, 400, 741
B) LONG - TERM ASSETS (003+010+020+029+033)  I. INTANGIBLE ASSETS (004 to 009)	002 003	502.863.710 61.810	518.490.74 29.01
Assets development	003	61.610	29.01
Concessions, patents, licence fees, merchandise and service brands, software and other rights	005	61.810	29.01
3. Goodwill	006		
Prepayments for purchase of intangible assets	007		
5. Intangible assets in preparation	800		
6. Other intangible assets	009		
II. TANGIBLE ASSETS (011 to 019)	010	3.628.598	3.469.00
1. Land	011	121.829	121.82
2. Buildings	012	3.137.627	3.099.64
3. Plant and equipment	013	249.142	155.32
Instuments, plant inventories and transportation assets	014	120.000	92.21
5. Biological assets	015		
6. Prepayments for tangible assets	016		
7. Tangible assets in preparation	017		
8. Other material assets     9. Investment in buildings	018 019		
III. LONG-TERM FINANCIAL ASSETS (021 to 028)	020	431.105.087	456.844.23
1. Shares (stocks) in related parties	020	429.416.260	455.155.41
Loans given to related parties	022	423.410.200	400.100.41
3. Participating interests (shares)	023	1.688.827	1.688.82
Loans to entrepreneurs in whom the entity hold participating interests	024	1.000.027	1.000.02
5. Investment 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	68.068.215	58.148.48
Receivables from related parties	030	67.656.803	57.817.56
2. Receivables based on trade loans	031	411.412	330.91
3. Other receivables	032		
V. DEFERRED TAX ASSETS	033		
C) SHORT- TERM ASSETS (035+043+050+058)	034	150.107.398	175.043.58
I. INVENTORIES (036 to 042)	035	0	
1. Row material	036		
2. Work in progress	037		
Finished goods     Merchandise	038		
	039		
Prepayments for inventories     Long - term assets held for sale	040 041		
7. Biological assets	041		
II. RECEIVABLES (044 to 049)	043	76.297.135	95.143.73
Receivables from related parties	044	56.685.547	78.968.75
Accounts receivable	045	19.459.611	16.088.05
3. Receivables from participating entrepreneurs	046		
Receivables from employees and shareholders	047		
5. Receivables from government and other institutions	048	33.287	71.47
6. Other receivables	049	118.690	15.44
III. SHORT - TERM FINANCIAL ASSETS (051 to 057)	050	73.694.129	78.008.49
Shares (stocks) in related parties	051		
2. Loans given to related parties	052	61.620.052	62.942.38
3. Participating interests (shares)	053		
4. Loans to entrepreneurs in whom the entity hold participating interests	054		
5. Investment in securities	055		
6. Loans, deposits and similar assets	056	12.074.077	15.066.11
7. Other financial assets	057	110.101	4 004 00
IV. CASH AT BANK AND IN CASHIER  D) DEEDAID EYBENGES AND ACCRUED INCOME	058	116.134	1.891.36
D) PREPAID EXPENSES AND ACCRUED INCOME E) TOTAL ASSETS (001+002+034+059)	059 060	19.309 652.990.417	20 603 534 53
F) OFF-BALANCE SHEET NOTES	060	052.990.417	693.534.53

LIABILITIES AND CAPITAL			
A) CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	454.914.441	492.093.566
I. SUBSCRIBED CAPITAL	063	232.000.000	232.000.000
II. CAPITAL RESERVES	064	-19.217.000	-19.729.681
III. RESERVES FROM PROFIT (066+067-068+069+070)	065	37.877.082	37.726.659
1. Reserves prescribed by law	066	11.600.000	14.466.350
2. Reserves for treasury stocks	067	36.382.812	36.382.812
3. Treasury stocks and shares (deduction)	068	10.105.730	13.122.503
4. Statutory reserves	069		
5. Other reserves	070		
IV. REVALUATION RESERVES	071	47.798.639	44.017.606
V. RETAINED EARNINGS OR ACCUMULATED LOSS (073-074)	072	99.128.721	153.016.100
1. Retained earnings	073	99.128.721	153.016.100
2. Accumulated loss	074		
VI. PROFIT / LOSS FOR THE CURRENT YEAR (076-077)	075	57.326.999	45.062.882
1. Profit for the current year	076	57.326.999	45.062.882
2. Loss for the current year	077		
VII. MINORITY INTEREST	078		
B) PROVISIONS (080 to 082)	079	1.990.894	1.970.780
Provisions for pensions, severance pay and similar liabilities	080	1.990.894	1.970.780
2. Reserves for tax liabilities	081		
3. Other reserves	082		
C) LONG TERM LIABILITIES (084 to 092)	083	67.656.803	107.923.212
Liabilities to related parties	084		
2. Liabilities for loans, deposits etc.	085	67.656.803	107.923.212
3. Liabilities to banks and other financial institutions	086		
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		
9. Deferred tax liability	092		
D) SHORT - TERM LIABILITIES (094 to 105)	093	128.229.048	91.545.764
Liabilities to related parties	094		
2. Liabilities for loans, deposits etc.	095		2.808.000
Liabilities to banks and other financial institutions	096	52.020.581	82.492.798
Liabilities for received prepayments	097	138.844	138.844
5. Accounts payable	098	437.537	634.321
6. Liabilities arising from debt securities	099	70.000.000	
7. Liabilities to enterpreneurs in whom the entity holds participating interests	100		
8. Liabilities to employees	101	748.337	992.421
Liabilities for taxes, contributions and similar fees	102	809.587	363.741
10. Liabilities to share - holders	103	2.614.254	2.559.900
11. Liabilities for long term assets held for sale	104		
12. Other short - term liabilities	105	1.459.908	1.555.739
E) DEFERRED SETTLEMENTS OF CHARGES AND INCOME DEFERRED TO FUTURE PERIOD	106	199.231	1.216
F) TOTAL CAPITAL AND LIABILITIES (062+079+083+093+106)	107	652.990.417	693.534.538
G) OFF-BALANCE SHEET NOTES	108		
APPENDIX TO BALANCE SHEET(only for consolidated financial statements)		•	
A) CAPITAL AND RESERVES			
Attributed to equity holders of parent company	109		
1. Attributed to equity florders of parent company			

# PROFIT AND LOSS ACCOUNT for period 01.01.2012. to 30.09.2012.

Company: ULJANIK PLOVIDBA D.D.

Company: ULJANIK PLOVIDBA D.D.		1		1	
Position	AOP	Previous	s period	Current period	
		Cummulative	Periodical	Cummulative	Periodical
1	2	3	4	5	6
I. OPERATING REVENUES (112+113)	111	32.761.314	3.700.140	37.717.203	28.599.253
1. Sales revenues	112	10.192.227	3.697.355	13.794.684	4.715.991
2. Other operating revenues	113	22.569.087	2.785	23.922.519	23.883.262
II. OPERATNG EXPENSES (115+116+120+124+125+126+129+130)	114	9.571.589	2.969.526	9.728.786	3.411.558
Changes in the value of work in progress and finished goods	115				
2. Material costs (117 to 119)	116	487.925	163.184	553.797	178.087
a) Raw material and material costs	117	111.136	37.099	134.475	38.211
b) Costs of goods sold c) Other external costs	118 119	376.789	126.085	419.322	139.876
3. Staff costs (121 to 123)	120	6.763.909	2.267.573	6.766.996	2.238.002
a) Net salaries and wages	121	3.429.709	1.147.774	3.483.946	1.161.533
b) Costs for taxes and contributions from salaries	121	2.324.505	769.976	2.352.676	783.252
c) Contributions on gross salaries	123	1.009.695	349.823	930.374	293.217
4. Depreciation	124	190.593	65.233	185.777	58.295
5. Other costs	125	2.073.312	417.686	2.222.216	937.174
6. Impairment (127+128)	126	0	417.000	2.222.210	301.114
a) Impairment of long-term assets (excluding financial assets)	127	Ů	0		
b) Impairment of short-term assets (excluding financial assets)	128				
7. Provisions	129	55.850	55.850		
8. Other operating expenses	130	55.550	33.330		
III. FINANCIAL INCOME (132 to 136)	131	36.254.266	12.892.202	50.080.477	6.798.086
Interest income, foreign exchange gains, dividends and similar income from related parties	132	15.381.615	0	22.494.320	
2. Interest income, foreign exchange gains, dividends and similar income from non-related	133	20.872.651	12.892.202	27.586.157	6.798.086
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	22.697.031	7.591.289	31.996.810	8.926.984
1. Interest expenses, foreign exchange losses and similar expenses from related parties	138				
2. Interest expenses, foreign exchange losses and similar expenses from non - related parties	139	22.697.031	7.591.289	31.996.810	8.926.984
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	69.015.580	16.592.342	87.797.680	35.397.339
X. TOTAL EXPENSES (114+137+143 + 145)	147	32.268.620	10.560.815	41.725.596	12.338.542
XI. PROFIT OR LOSS BEFORE TAXATION (146-147)	148	36.746.960	6.031.527	46.072.084	23.058.797
Profit before taxation (146-147)	149	36.746.960	6.031.527	46.072.084	23.058.797
2. Loss before taxation (147-146)	150	0	0	0	0
XII. PROFIT TAX	151	192.897	64.299	1.009.202	336.400
XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)	152	36.554.063	5.967.228	45.062.882	22.722.397
1. Profit for the period(149-151)	153	36.554.063	5.967.228	45.062.882	22.722.397
2. Loss for the period (151-148)	154	0	0	0	0
APPENDIX TO P&L (only for consolidated financial statements)					
XIV. PROFIT OR LOSS FOR THE PERIOD					
1. Attributed to equity holders of parent company	155				
2. Attributed to minority interests	156				
STATEMENT OF COMPREHENSIVE INCOME (IFRS)		1			
I. PROFIT OR LOSS FOR THE PERIOD (= 152)	157	36.554.063	5.967.228	45.062.882	22.722.397
II. OTHER COMPREHENSIVE INCOME / LOSS BEFORE TAX(159 to 165)	158	-5.447.118	27.052.529	-3.781.033	-15.017.502
Exchange differences on translation of foreign operations	159	-5.447.118	27.052.529	-3.781.033	-15.017.502
2. Movements in revaluation reserves of long-term tangible and intangible assets	160				
3. Profit or loss from revaluation 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	4.00= := :	F 44	==	0.00= =:
III. TAX ON OTHER COMPREHENSIVE INCOME FOR THE PERIOD	166	-1.089.424	5.410.506	-756.207	-3.003.500
IV. NET OTHER COMPREHENSIVE INCOME/ LOSS FOR THE PERIOD (158-166)	167	-4.357.694	21.642.023	-3.024.826	-12.014.002
V. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD(157+167)  A DDENIENT to Statement of comprehensive income (only for consolidated financial attatements).	168	32.196.369	27.609.251	42.038.056	10.708.395
APPENDIX to Statement of comprehensive income (only for consolidated financial statements) VI. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD	400	1		T	
1. Attributed to equity holders of parent company	169				
2. Attributed to minority interests	170				

## **CASH FLOW STATEMENT - Indirect method**

period 01.01.2012. to 30.09.2012.

Company: ULJANIK PLOVIDBA D.D.			
Position	AOP	Previous period	Current period
1	2	3	4
CASH FLOW FROM OPERATING ACTIVITIES			
Profit before tax	001	36.746.960	46.072.084
2. Depreciation	002	190.593	185.777
3. Increase in short-term liabilities	003	2.432.347	36.499
Decrease in short term receivables	004		
5. Decrease in inventories	005		
6. Other cash flow increases	006	101.636	76.772
I. Total increase in cash flow from operating activities (001 to 006)	007	39.471.536	46.371.132
Decrease in short - term liabilities	800		
2. Insrease in short - term receivables	009	29.287.943	18.846.596
3. Increase in inventories	010		
4. Other cash flow decreases	011	192.897	1.800.602
II. Total decrease in cash flow from operating activities (008 to 011)	012	29.480.840	20.647.198
A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES (007-012)	013	9.990.696	25.723.934
A2) NET DECREASE OF CASH FLOW FROM OPERATING ACTIVITIES (012-007)	014	0	0
CASH FLOW FROM INVESTING ACTIVITIES			
Cash flow from sale of long - term tangible and intangible assets	015		
Cash inflows from sale of equity and debt financial instruments	016		
3. Interest receipts	017		
4. Dividend receipts	018		
5. Other cash inflows from investing activities	019		
III. Total cash inflows from investing activities(015 to 019)	020	0	0
1.Cash outflows for purchase of long - term tangible and intangible assets	021	95.893	51.059
Cash outflows for purchase of equity and debt financial instruments	022	22.562.837	29.520.183
Other cash outflows from investing activities	023		
IV. Total cash outflows from investing activities (021 to 023)	024	22.658.730	29.571.242
B1) NET INCREASE OF CASH FLOW FROM INVESTING ACTIVITIES(020-024)	025	0	0
B2) NET DECREASE OF CASH FLOW FROM INVESTING ACTIVITIES(024-020)	026	22.658.730	29.571.242
CASH FLOW FROM FINANCING ACTIVITIES			
Cash receipts from issuance of equity and debt financial instruments	027	70.000.000	
Cash inflows from loans, debentures, credits and other borrowings	028	79.068.205	118.907.738
Other cash inflows from financing activities	029	12.350.715	
V. Total cash inflows from financing activities (027 to 029)	030	161.418.920	118.907.738
Cash outflows for repayment of loans and bonds	031	31.406.801	39.755.747
2. Dividends paid	032	34.725.629	
3. Cash outflows for finance lease	033		
4. Cash outflows for purchase of own stocks	034		3.529.454
5. Other cash outflows from financing activities	035	82.196.800	70.000.000
VI. Total cash outflows from financing activities (031 do 035)	036	148.329.230	113.285.201
C1) NET INCREASE OF CASH FLOW FROM FINANCING ACTIVITIES (030-036)	037	13.089.690	5.622.537
C2) NET DECREASE OF CASH FLOW FROM FINANCING ACTIVITIES (036-030)	038	0	0
Total increases of cash flows (013 – 014 + 025 – 026 + 037 – 038)	039	421.656	1.775.229
Total decreases of cash flows (014 – 013 + 026 – 025 + 038 – 037)	040	0	0
Cash and cash equivalents at the beginning of period	041	124.735	116.134
Increase in cash and cash equivalents	042	421.656	1.775.229
Decrease in cash and cash equivalents	043		0
Cash and cash equivalents at the end of period	044	546.391	1.891.363

## STATEMENT OF CHANGES IN EQUITY

from 1.1.2012 to 30.9.2012

Position	AOP	Previous year	Current year
1	2	3	4
1. Subscribed capital	001	232.000.000	232.000.000
2. Capital reserves	002	-19.217.000	-19.729.681
3. Reserves from profit	003	37.877.082	37.726.659
Retained earnings or accumulated loss	004	99.128.721	153.016.100
5. Profit / loss for the current year	005	57.326.999	45.062.882
6. Revaluation of long - term tangible assets	006		
7. Revaluation of intangible assets	007		
8. Revaluation of financial assets available for sale	800		
9. Other revaluation	009	47.798.639	44.017.606
10. Total capital and reserves (AOP 001 to 009)	010	454.914.441	492.093.566
11. Currency gains and losses arising from net investments in foreign operations	011	18.606.969	-3.781.033
12. Current and deferred taxes (part)	012		
13. Cash flow hedging	013		
14. Changes in accounting policies	014		
15. Correction of significant errors in prior periods	015		
16. Other changes in capital	016	33.797.433	41.472.839
17. Total increase or decrease in capital (AOP 011 to 016)	017	52.404.402	37.691.806
	-		
17 a. Attributed to equity holders of parent company	018		
17 b. Attributed to minority interst	019		

Items decreasing the capital are entered with a negative number sign Data entered under AOP marks 001 to 009 are entered as situation on the Balance Sheet date



#### NOTES TO THE FINANCIAL STATEMENTS AS AT 30.09.2012

#### **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<sup>th</sup> September 2012 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;

As at 30<sup>th</sup> September 2012 the Company had 32 employees (2011: 30).

The financial statements for the Company have been prepared in accordance with the Law on Accounting and the International Financial Reporting Standards ('IFRS'), the application of which has been approved by the Croatian Financial Reporting Standards Board, and in accordance with the Regulation on the Structure and Content of the Annual Accounts.

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

- 1. Revenue from sales for period January-September 2012 is higher with respect to the same period in 2011 for the reason of increased income from management services due to a larger number of vessels in 2012. Like in the year 2011, company received the government grant in the amount of 23,860 thousand HRK pursuant to the Resolution of the Government of the Republic of Croatia on the adoption of the Programme of construction of vessels for Croatian ship-owners and the Grant Agreement for hull 713 M/T Istra dated 12.03.2009. Operating expenses in the period I-IX 2012 are on the same level in comparison to the year 2011.
- 2. Net financial income for the period I-IX 2012 was realized in the amount of 18.1 mil HRK, as opposed to 13.6 mil HRK in the same period of 2011. The increase is due to the higher amount of transferred retained profit from previous years from the subsidiary, despite an increase in foreign exchange losses incurred due to the adjustment of the loans into their counter-value in HRK, according to the mean rate of exchange of the Croatian National Bank at the end of the accounting period.



#### NOTES TO THE FINANCIAL STATEMENTS AS AT 30.09.2012

- 3. The long-term financial assets have been increased for the value of government grant for the newbuilding 713-Istra, which was invested in foreign subsidiary, and due to the adjustment of the value of the investment into the foreign subsidiary into its countervalue in HRK according to the mean rate of exchange for the USD at the end of the accounting period. As at 30<sup>th</sup> September 2012 the investments in foreign subsidiary United Shipping Services One Inc. amounted to 78,067,413 USD i.e. 449,445,416 HRK.
- 4. The increase in long-term loans relates to new loans realized through the HBOR Program for economic development. The long-term loans in foreign currencies have been expressed in their equivalent value in HRK according to the mean rate of exchange of the Croatian National Bank as at 30<sup>th</sup> September 2012 and have been repaid regularly.
- 5. All short-term borrowings in foreign currencies were converted in HRK by applying the mean rate of exchange of the Croatian National bank as at 30<sup>th</sup> September 2012.
- 6. In the period January-September 2012 the Company purchased treasury shares in the total amount of 3,952.2 thousand HRK and disposed of 935.5 thousand HRK.
- 7. Revaluation reserves that 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<sup>th</sup> September 2012, amount to 44,018 thousand HRK.
- 8. On 19<sup>th</sup> September 2012 the General Assembly of the Company was held which passed the resolution on the sharing of profit for the year 2011. According to the same resolution the profit was distributed as follows: 2,866,350.00 HRK to the legal reserves and 54,460,648.54 HRK to retained profit.

For ULJANIK PLOVIDBA d.d. Pula

Dragutin Pavletić

Director of ULJANIK PLOVIDBA d.d.



### MANAGEMENT REPORT FOR THE PERIOD 01-09/2012

The business activity of ULJANIK PLOVIDBA (the Company) and its foreign subsidiaries in the third quarter of 2012 was regular, although strongly affected by the negative fluctuations in the shipping market in both dry cargo and tanker sectors, which incurred as a direct consequence of the global economic crisis and extraordinary increased expenses related to taking delivery of m/v Stoja and m/t Istra as well as the dry docking of m/v Volme and also delivery of m/t Pula.

In this period the Company:

- a) maintained regular and stable business operation, despite the realized commercial loss
- b) continued with the Program of fleet renewal:
  - took delivery of m/v STOJA Supramax 52,000 DWT,
  - took delivery of m/v ISTRA in the 3.MAJ Shipyard,
  - continued with construction of two 52,000 DWT Bulk Carriers of 52,000 DWT in the ULJANIK Shipyard,
- c) maintained constant employment of vessels with the continuation of the Company's fleet high efficiency trend,
- d) fulfilled all its loan payment obligations with the positive effects of lower interest rates,
- e) decreased operating expenses of the vessels,
- f) proceeded with 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,
- g) maintained high efficiency of vessels' management,
- h) maintained the personnel structure both at sea and on shore.

A review of the functions in the Company is given below:

#### 1. COMMERCIAL ASPECT

The negative commercial result for the period I-IX 2012, which gets around planned amounts, has been under the direct impact of historically low freight rates in the shipping market and integration into commercial exploitation of the new vessels in such low shipping market. The results are higher than in comparative period of 2011, solely because of the increased number of vessels. In addition to increased initial expenses related to commencement of commissioning of the new vessels, operating expenses of the vessels in exploitation have been distinctively reduced in the same time.

#### 2. PERSONNEL

As at 30.09.2012 the Company had 32 employees. The Company employs exclusively Croatian seafarers on all vessels in its fleet.



#### 3. TECHNICAL ASPECT

In the period January-September 2012 m/v Volme underwent regular Dry Docking; furthermore there were no significant technical stoppages in this period. The company keeps maintaining high efficiency of vessel exploitation.

#### 4. ACQUISITION OF TREASURY SHARES

In the period I-IX 2012, the Company acquired treasury shares in accordance with art. 233, section 3, point 2 of the Companies Act. The company acquired treasury shares in the amount of 3,952 thousand HRK and disposed of treasury shares in the amount of 935.5 thousand HRK.

#### **5. IMPORTANT EVENTS IN 2012**

On  $15^{th}$  February 2012 in ULJANIK Shipyard in Pula the Company took delivery of Hull no. 489 - m/v STOJA, a bulk carrier of 52,000 DWT. The vessel's commercial exploitation began after delivery.

On  $24^{th}$  March 2012 the 52,000 DWT Bulk Carrier, Hull no. 489 - m/v PUNTA was launched in the ULJANIK Shipyard. The delivery of the vessel is scheduled for the end of the year 2012.

On 1<sup>th</sup> August 2012 in the 3.MAJ Shipyard in Rijeka the Company took delivery of Hull no. 713 – m/t ISTRA, a product carrier for the transportation of petroleum products and chemicals of 52,000 DWT. The vessel's commercial exploitation began after delivery.

In accordance with the established Program for the issuing of commercial bills with the total value of 150 mil HRK, which enables the Company to issue several tranches as instruments of short-term financing, the second tranche of commercial bills was repaid on 26<sup>th</sup> January 2012 in the amount of 70,000,000.00 HRK. The third tranche in the amount of 35,000,000.00 HRK has been listed on the Official Market of the Zagreb Stock Exchange on 31<sup>th</sup> January 2012, with maturity of 180 days. The third tranche was repaid in full on 26<sup>th</sup> July and no new tranche of commercial bills was issued.

On 19<sup>th</sup> September 2012 the General Assembly of the Company was held which passed the resolution on the sharing of profit for the year 2011. According to the same resolution the profit was distributed as follows: 2,866,350.00 HRK to the legal reserves and 54,460,648.54 HRK to retained profit.

On 25<sup>th</sup> October 2012 the delivery of m/t Pula of 47,300 DWT, built in 2006 in the 3.MAJ Shipyard in Rijeka, took place, pursuant to the agreement on the sale of the vessel. After delivery the vessel was taken into a long-term lease, with a purchase option.



#### 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. 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;
- long 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, 30<sup>th</sup> October 2012

Dragutin Pavletić, Director



# STATEMENT OF THE PERSON RESPONSIBLE FOR PREPARING FINANCIAL STATEMENTS

Unaudited financial reports of ULJANIK PLOVIDBA d.d. (hereafter: Company) for the period January – September 2012, 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 the Company.

Financial-accounting manager

Bojana Mihajlović

Blushopland

Pula, 26<sup>th</sup> October 2012