UIS ULJANIK PLOVIDBA

# ULJANIK PLOVIDBA d.d.

# **UNAUDITED FINANCIAL STATEMENTS**

# FOR THE PERIOD

# JANUARY - MARCH 2013

Pula, April 2013

#### CONTENT:

Financial Statements of ULJANIK PLOVIDBA d.d. (unaudited) for the period January – March 2013

Notes

Management Report

Statement of the person responsible for preparing Financial Statements

| Attachment 1.                            |             |   |                     |                 |                |                             |                  |
|--|-------------|---|---------------------|-----------------|----------------|-----------------------------|------------------|
| Reporting period:                        |             |   | 1.1.2013            | to              |                | 31.3.2013                   | 1                |
| 18                                       | Quarte      | rly financial st                            | tatement of         | the entrenry    | anour - Ti     |                             |                  |
|  | Guarte      |   |                     | ine entrepri    | eneur - Ti     |                             |                  |
| Tax number (MB):                         | (           | 03292754                                    | Ţ                   |                 |                |                             |                  |
|  |             |   | 1                   |                 |                |                             |                  |
| Company registration number (MBS):       | 0           | 40010793                                    |                     |                 |                |                             |                  |
|  |             |   | -                   |                 |                |                             |                  |
| Personal identification number<br>(OIB): | 49          | 693360447                                   | 1                   |                 |                |                             |                  |
| Issuing company:                         | ULJANIK F   | PLOVIDBA D.D.                               |                     |                 |                |                             |                  |
| Destal and and alara                     |             | 50100                                       | l Inu               |                 |                |                             |                  |
| Postal code and place:                   |             | 52100                                       | PU                  | LA              |                |                             |                  |
| Street and house number:                 | CARRARIN    | NA 6  |                     |                 |                |                             |                  |
| E-mail adress:                           | ulianik-nlo | vidba@pu.t-com.h                            | ar.                 |                 |                |                             |                  |
|  |             |   | <u>II</u>           |                 |                |                             |                  |
| Internet adress:                         | www.uljan   | ikplovidba.com                              |                     |                 |                |                             |                  |
| Municipality/city code and name:         | 359         | PULA  |                     | I               |                |                             |                  |
| wanicipality/city code and hame.         | 333         |   |                     |                 |                |                             |                  |
| County code and name:                    | 18          | ISTARSKA                                    |                     |                 |                | Number of employees         | 32               |
| Consolidated report:                     | NO          | 1   |                     |                 |                | (quarter end)<br>NKD code:  | 5020             |
|  |             | 1   |                     |                 |                |                             |                  |
| Companies of the consolidation           | subject (ac | cording to IFRS):                           |                     | Seat:           |                | MB:                         |                  |
|  |             |   | 1                   |                 |                | I                           |                  |
|  |             |   |                     |                 |                | 1                           |                  |
|  |             |   |                     |                 |                |                             |                  |
|  |             |   | 1                   |                 |                |                             |                  |
|  |             |   | 1                   |                 |                |                             |                  |
|  |             |   | ļ                   |                 |                |                             |                  |
|  |             |   |                     |                 |                |                             |                  |
|  |             |   | 1                   |                 |                | I                           |                  |
|  |             |   |                     |                 |                |                             |                  |
|  |             |   |                     |                 |                |                             |                  |
| Bookkeeping service:                     |             |   | 1 1                 |                 |                |                             |                  |
| Bookkeeping service.                     |             |   | J L_                |                 |                |                             |                  |
| Contact person:                          |             | ERUŠKO TOPIĆ                                |                     |                 |                |                             |                  |
| Telephone:                               |             | er only contact pers<br>1                   | on's family name    | and name)       | Telefax:       | 052 492598                  |                  |
|  |             |   |                     |                 |                |                             |                  |
| E-mail adress:                           | vanesa.to   | pic@uljanikplovidk                          | <u>ba.com</u>       |                 |                |                             |                  |
| Family name and name:                    | DRAGUTIN    | I PAVLETIĆ                                  |                     |                 |                |                             |                  |
|  |             | thorized to represen                        | t the company)      |                 |                |                             |                  |
| Documents to be                          | nubliched   |   |                     |                 |                |                             |                  |
|  | -           |   | loss statement, o   | ash flow statem | ient, statemer | nt of changes in equity,    |                  |
| and notes to fina                        |             |   | <b>0</b>            |                 |                |                             |                  |
|  | •           | Board on the Comp<br>Insible for the drawir |                     | statements      |                | > 1                         | 1 -              |
| o. oracomoni or pe                       |             |   | -9 op or interioldi | clatomonito     |                | × X /-                      | <i>\</i>         |
|  |             | UI.1A                                       |                     | VIDBA d         | d.             | person authorized to repres |                  |
|  |             | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~      |                     |                 | re of the p    | person authorized to repres | ent the company) |

## BALANCE SHEET

| as | of | 31.03 | 3.201 | 3. |
|----|----|-------|-------|----|
|    |    |       |       |    |

| as of 31.03.2013.  |                   |                    |                   |
|--|-------------------|--------------------|-------------------|
| Company: ULJANIK PLOVIDBA D.D.   | 400               |                    |                   |
| Position   | AOP               | Previous<br>period | Current<br>period |
| 1  | 2                 | 3                  | 4                 |
|  |                   | 1 1                |                   |
| A) RECEIVABLES FOR SUBSCRIBED AND NON - PAID CAPITAL   | 001               |                    |                   |
| B) LONG - TERM ASSETS (003+010+020+029+033)  | 002               | 514.696.775        | 531.091.549       |
| I. INTANGIBLE ASSETS (004 to 009)  | 003               | 18.083             | 8.485             |
| 1. Assets development  | 004               | 40.000             | 0.405             |
| 2. Concessions, patents, licence fees, merchandise and service brands, software and other rights<br>3. Goodwill                      | 005               | 18.083             | 8.485             |
| 4. Prepayments for purchase of intangible assets   | 008               |                    |                   |
| 5. Intangible assets in preparation  | 008               |                    |                   |
| 6. Other intangible assets   | 009               |                    |                   |
| II. TANGIBLE ASSETS (011 to 019)   | 010               | 3.423.634          | 3.388.711         |
| 1. Land  | 011               | 121.829            | 121.829           |
| 2. Buildings   | 012               | 3.086.978          | 3.074.316         |
| 3. Plant and equipment   | 013               | 133.955            | 117.680           |
| 4. Instuments, plant inventories and transportation assets   | 014               | 80.872             | 74.886            |
| 5. Biological assets   | 015               |                    |                   |
| 6. Prepayments for tangible assets   | 016               |                    |                   |
| 7. Tangible assets in preparation  | 017               |                    |                   |
| 8. Other material assets<br>9. Investment in buildings   | 018               |                    |                   |
| III. LONG-TERM FINANCIAL ASSETS (021 to 028)   | 019               | 455.914.810        | 470.904.788       |
| 1. Shares (stocks) in related parties  | 020               | 452.785.992        | 467.775.951       |
| 2. Loans given to related parties  | 021               | 452.765.992        | 407.775.551       |
| 3. Participating interests (shares)  | 023               | 3.128.818          | 3.128.837         |
| 4. Loans to entrepreneurs in whom the entity hold participating interests  | 024               |                    |                   |
| 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               | 55.340.248         | 56.789.565        |
| 1. Receivables from related parties  | 030               | 44.026.161         | 45.502.309        |
| 2. Receivables based on trade loans  | 031               | 11.314.087         | 11.287.256        |
| 3. Other receivables V. DEFERRED TAX ASSETS  | 032               |                    |                   |
| C) SHORT- TERM ASSETS (035+043+050+058)  | 033               | 160.958.012        | 161.646.782       |
| I. INVENTORIES (036 to 042)  | 034               | 100.958.012        | 101.040.782       |
| 1. Row material  | 036               |                    |                   |
| 2. Work in progress  | 037               |                    |                   |
| 3. Finished goods  | 038               |                    |                   |
| 4. Merchandise   | 039               |                    |                   |
| 5. Prepayments for inventories   | 040               |                    |                   |
| 6. Long - term assets held for sale  | 041               |                    |                   |
| 7. Biological assets   | 042               |                    |                   |
| II. RECEIVABLES (044 to 049)   | 043               | 94.380.806         | 101.812.100       |
| 1. Receivables from related parties  | 044               | 78.394.982         | 82.017.408        |
| 2. Accounts receivable     3. Receivables from participating entrepreneurs   | 045               | 15.066.685         | 18.675.879        |
| 4. Receivables from employees and shareholders   | 048               |                    |                   |
| 5. Receivables from government and other institutions  | 047               | 876.843            | 1.059.484         |
| 6. Other receivables   | 040               | 42.296             | 59.329            |
| III. SHORT - TERM FINANCIAL ASSETS (051 to 057)  | 050               | 66.459.298         | 56.742.059        |
| 1. Shares (stocks) in related parties  | 051               |                    |                   |
| 2. Loans given to related parties  | 052               | 51.294.286         | 52.958.669        |
| 3. Participating interests (shares)  | 053               |                    |                   |
|  | 054               |                    |                   |
| 4. Loans to entrepreneurs in whom the entity hold participating interests  |                   |                    |                   |
| 5. Investment in securities  | 055               |                    |                   |
| 5. Investment in securities         6. Loans, deposits and similar assets  | 056               | 15.165.012         | 3.783.390         |
| 5. Investment in securities         6. Loans, deposits and similar assets         7. Other financial assets                          | 056<br>057        |                    |                   |
| 5. Investment in securities<br>6. Loans, deposits and similar assets<br>7. Other financial assets<br>IV. CASH AT BANK AND IN CASHIER | 056<br>057<br>058 | 117.908            | 3.092.623         |
| 5. Investment in securities         6. Loans, deposits and similar assets         7. Other financial assets                          | 056<br>057        |                    |                   |

| LIABILITIES AND CAPITAL   |     |             |             |
|---|-----|-------------|-------------|
| A) CAPITAL AND RESERVES (063+064+065+071+072+075+078)   | 062 | 486.100.077 | 505.820.405 |
| I. SUBSCRIBED CAPITAL   | 063 | 232.000.000 | 232.000.000 |
| II. CAPITAL RESERVES  | 064 | -19.729.681 | -19.729.681 |
| III. RESERVES FROM PROFIT (066+067-068+069+070)   | 065 | 36.635.168  | 36.359.646  |
| 1. Reserves prescribed by law   | 066 | 14.466.350  | 14.466.350  |
| 2. Reserves for treasury stocks   | 067 | 36.382.812  | 36.382.812  |
| 3. Treasury stocks and shares (deduction)   | 068 | 14.213.994  | 14.489.516  |
| 4. Statutory reserves   | 069 | 14.210.004  | 14.403.310  |
| 5. Other reserves   | 070 |             |             |
| IV. REVALUATION RESERVES  | 070 | 41.648.179  | 56.638.157  |
| V. RETAINED EARNINGS OR ACCUMULATED LOSS (073-074)  | 071 | 153.016.100 | 195.546.411 |
| 1. Retained earnings  | 072 | 153.016.100 | 195.546.411 |
| 2. Accumulated loss   | 073 | 155.010.100 | 195.540.411 |
| VI. PROFIT / LOSS FOR THE CURRENT YEAR (076-077)  |     | 40 500 011  | E 00E 070   |
|   | 075 | 42.530.311  | 5.005.872   |
| 1. Profit for the current year  | 076 | 42.530.311  | 5.005.872   |
| 2. Loss for the current year  | 077 |             |             |
|   | 078 |             |             |
| B) PROVISIONS (080 to 082)  | 079 | 1.956.929   | 1.956.929   |
| 1. Provisions for pensions, severance pay and similar liabilities                               | 080 | 1.956.929   | 1.956.929   |
| 2. Reserves for tax liabilities   | 081 |             |             |
| 3. Other reserves   | 082 |             |             |
| C) LONG TERM LIABILITIES (084 to 092)   | 083 | 91.475.122  | 91.259.533  |
| 1. Liabilities to related parties   | 084 |             |             |
| 2. Liabilities for loans, deposits etc.   | 085 | 91.475.122  | 91.259.533  |
| 3. Liabilities to banks and other financial institutions  | 086 |             |             |
| 4. Liabilities for received prepayments   | 087 |             |             |
| 5. Accounts payable   | 088 |             |             |
| 6. Liabilities arising from debt securities   | 089 |             |             |
| <ol><li>Liabilities to entrepreneurs in whom the entity holds participating interests</li></ol> | 090 |             |             |
| 8. Other long-term liabilities  | 091 |             |             |
| 9. Deferred tax liability   | 092 |             |             |
| D) SHORT - TERM LIABILITIES (094 to 105)  | 093 | 96.123.515  | 93.705.028  |
| 1. Liabilities to related parties   | 094 |             |             |
| 2. Liabilities for loans, deposits etc.   | 095 | 3.558.000   | 3.558.000   |
| 3. Liabilities to banks and other financial institutions  | 096 | 86.727.305  | 83.724.706  |
| 4. Liabilities for received prepayments   | 097 | 138.844     | 138.844     |
| 5. Accounts payable   | 098 | 182.744     | 699.005     |
| 6. Liabilities arising from debt securities   | 099 |             |             |
| 7. Liabilities to enterpreneurs in whom the entity holds participating interests                | 100 |             |             |
| 8. Liabilities to employees   | 101 | 1.185.523   | 1.181.278   |
| 9. Liabilities for taxes, contributions and similar fees  | 102 |             |             |
| 10. Liabilities to share - holders  | 103 | 2.555.391   | 2.552.543   |
| 11. Liabilities for long term assets held for sale  | 104 |             |             |
| 12. Other short - term liabilities  | 105 | 1.775.708   | 1.850.652   |
| E) DEFERRED SETTLEMENTS OF CHARGES AND INCOME DEFERRED TO FUTURE PERIOD                         | 106 | 3.981       | 1.273       |
| F) TOTAL CAPITAL AND LIABILITIES (062+079+083+093+106)  | 107 | 675.659.624 | 692.743.168 |
| G) OFF-BALANCE SHEET NOTES  | 108 |             |             |
| APPENDIX TO BALANCE SHEET (only for consolidated financial statements)                          |     | I I         |             |
| A) CAPITAL AND RESERVES   |     |             |             |
| 1. Attributed to equity holders of parent company   | 109 | [ [         |             |
| 2. Attributed to minority interests   | 110 |             |             |
|   |     |             |             |

# PROFIT AND LOSS ACCOUNT for period 01.01.2013. to 31.03.2013.

| Company: ULJANIK PLOVIDBA D.D.<br>Position  | AOP        | Previous period   |                   | Current period    |                 |
|---|------------|-------------------|-------------------|-------------------|-----------------|
|   |            | Cummulative       | Periodical        | Cummulative       | Periodical      |
| 1   | 2          | 3                 | 4                 | 5                 | 6               |
| I. OPERATING REVENUES (112+113)   | 111        | 4.514.185         | 4.514.185         | 4.943.408         | 4.943.40        |
| 1. Sales revenues   | 112        | 4.482.585         | 4.482.585         | 4.943.408         | 4.943.40        |
| 2. Other operating revenues   | 113        | 31.600            | 31.600            |                   |                 |
| II. OPERATNG EXPENSES (115+116+120+124+125+126+129+130)                                       | 114        | 3.307.566         | 3.307.566         | 3.095.720         | 3.095.72        |
| 1. Changes in the value of work in progress and finished goods                                | 115        | 010 005           | 040.005           | 100 700           | 400 70          |
| 2. Material costs (117 to 119)  | 116<br>117 | 213.825<br>63.260 | 213.825<br>63.260 | 188.732<br>56.629 | 188.73<br>56.62 |
| a) Raw material and material costs<br>b) Costs of goods sold                                  | 117        | 63.260            | 63.260            | 56.629            | 30.02           |
| c) Other external costs   | 119        | 150.565           | 150.565           | 132.103           | 132.10          |
| 3. Staff costs (121 to 123)   | 120        | 2.278.236         | 2.278.236         | 2.248.843         | 2.248.84        |
| a) Net salaries and wages   | 121        | 1.160.587         | 1.160.587         | 1.163.138         | 1.163.13        |
| b) Costs for taxes and contributions from salaries  | 122        | 785.469           | 785.469           | 788.785           | 788.78          |
| c) Contributions on gross salaries  | 123        | 332.180           | 332.180           | 296.920           | 296.92          |
| 4. Depreciation   | 124        | 65.128            | 65.128            | 44.521            | 44.52           |
| 5. Other costs  | 125        | 750.377           | 750.377           | 613.624           | 613.62          |
| 6. Impairment (127+128)   | 126        | 0                 | 0                 |                   |                 |
| a) Impairment of long-term assets (excluding financial assets)                                | 127        | 1                 |                   |                   |                 |
| b) Impairment of short-term assets (excluding financial assets)                               | 128        | 1                 |                   |                   |                 |
| 7. Provisions   | 129        |                   |                   |                   |                 |
| 8. Other operating expenses   | 130        |                   |                   |                   |                 |
| III. FINANCIAL INCOME (132 to 136)  | 131        | 28.926.831        | 28.926.831        | 7.703.097         | 7.703.09        |
| 1. Interest income, foreign exchange gains, dividends and similar income from related parties | 132        | 22.494.320        | 22.494.320        |                   |                 |
| 2. Interest income, foreign exchange gains, dividends and similar income from non-related     | 133        | 6.432.511         | 6.432.511         | 7.703.097         | 7.703.09        |
| 3. Share in income from affiliated entrepreneurs and participating interests                  | 134        |                   |                   |                   |                 |
| 4. Unrealized gains (income) from financial assets  | 135        |                   |                   |                   |                 |
| 5. Other financial income   | 136        |                   |                   |                   |                 |
| IV. FINANCIAL EXPENSES (138 to 141)   | 137        | 10.065.345        | 10.065.346        | 4.501.180         | 4.501.18        |
| 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        | 10.065.345        | 10.065.346        | 4.501.180         | 4.501.18        |
| 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        | 33.441.016        | 33.441.016        | 12.646.505        | 12.646.50       |
| X. TOTAL EXPENSES (114+137+143 + 145)   | 147        | 13.372.911        | 13.372.912        | 7.596.900         | 7.596.90        |
| XI. PROFIT OR LOSS BEFORE TAXATION (146-147)  | 148        | 20.068.105        | 20.068.104        | 5.049.605         | 5.049.60        |
| 1. Profit before taxation (146-147)   | 149        | 20.068.105        | 20.068.104        | 5.049.605         | 5.049.60        |
| 2. Loss before taxation (147-146)   | 150        | 0                 | 0                 | 0                 |                 |
| XII. PROFIT TAX   | 151        | 336.401           | 336.401           | 43.733            | 43.73           |
| XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)   | 152        | 19.731.704        | 19.731.703        | 5.005.872         | 5.005.87        |
| 1. Profit for the period (149-151)  | 153        | 19.731.704        | 19.731.703        | 5.005.872         | 5.005.87        |
| 2. Loss for the period (151-148) APPENDIX TO P&L (only for consolidated financial statements) | 154        | 0                 | 0                 | 0                 |                 |
| XIV. PROFIT OR LOSS FOR THE PERIOD  |            |                   |                   |                   |                 |
| 1. Attributed to equity holders of parent company   | 165        | 1                 |                   |                   |                 |
| 2. Attributed to equity holders of parent company<br>2. Attributed to minority interests      | 155<br>156 |                   |                   |                   |                 |
| STATEMENT OF COMPREHENSIVE INCOME (IFRS)  | 100        |                   |                   |                   |                 |
| I. PROFIT OF LOSS FOR THE PERIOD (= 152)  | 157        | 19.731.704        | 19.731.703        | 5.005.872         | 5.005.87        |
| II. OTHER COMPREHENSIVE INCOME / LOSS BEFORE TAX(159 to 165)                                  | 157        | -14.486.485       | -14.486.485       | 14.989.977        | 14.989.97       |
| 1. Exchange differences on translation of foreign operations                                  | 158        | -14.486.485       | -14.486.485       | 14.989.977        | 14.989.97       |
| 2. Movements in revaluation reserves of long-term tangible and intangible assets              | 160        | 14.400.400        | 14.400.400        | 14.303.311        | 14.000.97       |
| 3. Profit or loss from revaluation of financial assets available for sale                     | 160        |                   |                   |                   |                 |
| 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        | 1                 |                   |                   |                 |
| 6. Share in other comprehensive income / loss of associated companies                         | 164        |                   |                   |                   |                 |
| 7. Actuarial gains / losses on defined benefit plans  | 165        | 1                 |                   |                   |                 |
| III. TAX ON OTHER COMPREHENSIVE INCOME FOR THE PERIOD   | 166        | -2.897.297        | -2.897.297        | 2.997.995         | 2.997.99        |
| IV. NET OTHER COMPREHENSIVE INCOME/ LOSS FOR THE PERIOD (158-166)                             | 167        | -11.589.188       | -11.589.188       | 11.991.982        | 11.991.98       |
| V. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD(157+167)                                       | 168        | 8.142.516         | 8.142.515         | 16.997.854        | 16.997.85       |
| APPENDIX to Statement of comprehensive income (only for consolidated financial statements)    |            | -                 |                   |                   |                 |
| VI. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD   |            |                   |                   |                   |                 |
| 1. Attributed to equity holders of parent company   | 169        |                   |                   |                   |                 |
| 2. Attributed to minority interests   | 170        | 1                 |                   |                   |                 |

#### CASH FLOW STATEMENT - Indirect method period 01.01.2013. to 31.03.2013.

| Position   | AOP | Previous   | Current    |
|--|-----|------------|------------|
|  |     | period     | period     |
| 1<br>CASH FLOW FROM OPERATING ACTIVITIES                                   | 2   | 3          | 4          |
| 1. Profit before tax   | 001 | 20.068.105 | 5.049.605  |
| 2. Depreciation  | 001 | 65.128     | 44.52      |
| 3. Increase in short-term liabilities                                      | 002 | 627.192    | 584.112    |
| 4. Decrease in short term receivables                                      | 003 | 027.192    | 504.112    |
| 5. Decrease in inventories   | 004 |            |            |
| 6. Other cash flow increases   | 006 | 100.072    |            |
| I. Total increase in cash flow from operating activities (001 to 006)      | 007 | 20.860.497 | 5.678.238  |
| 1. Decrease in short - term liabilities                                    | 008 | 20.000.437 | 0.070.200  |
| 2. Insrease in short - term receivables                                    | 009 | 21.625.068 | 7.431.294  |
| 3. Increase in inventories   | 010 | 21.025.000 | 7.401.20   |
| 4. Other cash flow decreases   | 010 | 356.516    | 46.44      |
| II. Total decrease in cash flow from operating activities (008 to 011)     | 012 | 21.981.584 | 7.477.73   |
| A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES (007-012)          | 012 | 0          |            |
| A2) NET DECREASE OF CASH FLOW FROM OPERATING ACTIVITIES (012-007)          | 014 | 1.121.087  | 1.799.497  |
| CASH FLOW FROM INVESTING ACTIVITIES  | 0.1 |            |            |
| 1. Cash flow from sale of long - term tangible and intangible assets       | 015 | I I        |            |
| 2. 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          | (          |
| 1.Cash outflows for purchase of long - term tangible and intangible assets | 021 | 24.983     |            |
| 2. Cash outflows for purchase of equity and debt financial instruments     | 022 |            |            |
| 3. Other cash outflows from investing activities                           | 023 |            |            |
| IV. Total cash outflows from investing activities (021 to 023)             | 024 | 24.983     | (          |
| B1) NET INCREASE OF CASH FLOW FROM INVESTING ACTIVITIES(020-024)           | 025 | 0          | (          |
| B2) NET DECREASE OF CASH FLOW FROM INVESTING ACTIVITIES(024-020)           | 026 | 24.983     | (          |
| CASH FLOW FROM FINANCING ACTIVITIES  |     | •          |            |
| 1. Cash receipts from issuance of equity and debt financial instruments    | 027 | 35.000.000 |            |
| 2. Cash inflows from loans, debentures, credits and other borrowings       | 028 | 44.176.066 | 9.174.25   |
| 3. Other cash inflows from financing activities                            | 029 |            | 8.267.922  |
| V. Total cash inflows from financing activities (027 to 029)               | 030 | 79.176.066 | 17.442.173 |
| 1. Cash outflows for repayment of loans and bonds                          | 031 | 8.108.420  | 12.392.439 |
| 2. Dividends paid  | 032 |            |            |
| 3. Cash outflows for finance lease   | 033 |            |            |
| 4. Cash outflows for purchase of own stocks                                | 034 | 14.611     | 275.522    |
| 5. Other cash outflows from financing activities                           | 035 | 70.000.000 |            |
| VI. Total cash outflows from financing activities (031 do 035)             | 036 | 78.123.031 | 12.667.961 |
| C1) NET INCREASE OF CASH FLOW FROM FINANCING ACTIVITIES (030-036)          | 037 | 1.053.035  | 4.774.212  |
| C2) NET DECREASE OF CASH FLOW FROM FINANCING ACTIVITIES (036-030)          | 038 | 0          | (          |
| Total increases of cash flows (013 – 014 + 025 – 026 + 037 – 038)          | 039 | 0          | 2.974.71   |
| Total decreases of cash flows (014 - 013 + 026 - 025 + 038 - 037)          | 040 | 93.035     | (          |
| Cash and cash equivalents at the beginning of period                       | 041 | 116.134    | 117.90     |
| Increase in cash and cash equivalents                                      | 042 | 0          | 2.974.71   |
| Decrease in cash and cash equivalents                                      | 043 | 93.035     |            |
| Cash and cash equivalents at the end of period                             | 044 | 23.099     | 3.092.62   |

# STATEMENT OF CHANGES IN EQUITY

| Position   | AOP | Previous<br>year | Current year |
|--|-----|------------------|--------------|
| 1  | 2   | 3                | 4            |
| 1. Subscribed capital  | 001 | 232.000.000      | 232.000.000  |
| 2. Capital reserves  | 002 | -19.729.681      | -19.729.681  |
| 3. Reserves from profit  | 003 | 36.635.168       | 36.359.646   |
| 4. Retained earnings or accumulated loss   | 004 | 153.016.100      | 195.546.411  |
| 5. Profit / loss for the current year  | 005 | 42.530.311       | 5.005.872    |
| 6. Revaluation of long - term tangible assets                                    | 006 |                  |              |
| 7. Revaluation of intangible assets  | 007 |                  |              |
| 8. Revaluation of financial assets available for sale                            | 008 |                  |              |
| 9. Other revaluation   | 009 | 41.648.179       | 56.638.157   |
| 10. Total capital and reserves (AOP 001 to 009)                                  | 010 | 486.100.077      | 505.820.405  |
| 11. Currency gains and losses arising from net investments in foreign operations | 011 | -6.150.460       | 14.989.977   |
| 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 | 37.336.096       | 4.730.351    |
| 17. Total increase or decrease in capital (AOP 011 to 016)                       | 017 | 31.185.636       | 19.720.328   |
|  |     |                  |              |
| 17 a. Attributed to equity holders of parent company                             | 018 |                  |              |
| 17 b. Attributed to minority interst   | 019 |                  |              |

1.1.2013 to 31.3.2013 from

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 31.03.2013

#### 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 31<sup>st</sup> March 2013 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 31<sup>st</sup> March 2013 the Company had 32 employees (2012: 32).

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. Operating income for the first quarter of 2013 is slightly higher with respect to the same period in 2012 due to income from management services for the new vessels, while operating expenses show a slight decline in comparison to the comparative period of the previous year.
- 2. Financial income and expenses have significantly decreased in the first quarter of 2013 in comparison to the same period of 2012. The main reason for the decrease in financial income, besides the lower interest earned on outstanding loans and lower foreign exchange gains, is that the Company has not transferred retained profit from the subsidiary in the current period. The decrease in financial expenses is related to lower interest and lower foreign exchange losses with respect to the same period of 2012.
- 3. The long-term financial assets have been increased due to the adjustment of the value of the investment into the foreign subsidiary into its counter-value in HRK according to the mean rate of exchange for the USD at the end of the accounting period (rate of

ULJANIK PLOVIDBA

#### NOTES TO THE FINANCIAL STATEMENTS AS AT 31.03.2013

exchange for USD at 31.03.2013: 5.918807 HRK; at 31.12.2012: 5.726794 HRK). As at 31<sup>st</sup> March 2013 the investments in foreign subsidiary United Shipping Services One Inc. amounted to 78,067,413 USD i.e. 462,065,950 HRK.

- 4. The long-term USD loans have been expressed in their equivalent value in HRK according to the mean rate of exchange of the Croatian National Bank as at 31<sup>st</sup> March 2013 and have been repaid regularly.
- 5. In the first quarter of 2013 the Company purchased treasury shares in the total amount of 275.5 thousand HRK.
- 6. 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  $31^{st}$  March 2013, amount to 56,638 thousand HRK.

For ULJANIK PLOVIDBA d.d. Pula

Dragutin Pavletić Director of ULJANIK PLOVIDBA d.d.

Pula, 25<sup>th</sup> April 2013



DIRECTOR

#### MANAGEMENT REPORT FOR THE PERIOD 01-03/2013

The business activity of ULJANIK PLOVIDBA (the Company) and its foreign subsidiaries in the first quarter of 2013 was regular, although strongly affected by the negative fluctuations in the shipping market in both dry cargo and tanker sectors. In this period the Company:

- a) realized commercial loss as a result of operating losses of vessels in connection to the negative fluctuations in the global shipping market,
- b) maintained constant employment of vessels with the continuation of the Company's fleet high efficiency trend,
- c) fulfilled all its loan payment obligations with the positive effects of lower interest rates and with maintaining all original agreed credit terms,
- d) decreased operating expenses of the vessels,
- e) 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,
- f) maintained high efficiency of vessels' management,
- g) collected all contracted freights from the Charterers of all vessels,
- 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 operating result for the period I-III 2013 has been under the direct impact of low freight rates in the shipping market and has been realised on the same level as in the comparative period of the year 2012. The total result was lower due to a lower financial income recorded in the current period.

#### 2. PERSONNEL

As at 31.03.2013 the Company had 32 employees. The Company employs exclusively Croatian seafarers on all vessels in its fleet.

#### **3. TECHNICAL ASPECT**

In the period January-March 2013 there was no regular Dry Docking. The company keeps maintaining high efficiency of vessel exploitation.



#### 4. ACQUISITION OF TREASURY SHARES

In the period I-III 2013, 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 275.5 thousand HRK.

#### 5. IMPORTANT EVENTS IN 2013

On 15<sup>th</sup> January 2013 the subsidiary United Shipping Sevices One Inc. has entered into a contract on the sale of 100% of its own shares in United Shipping Services Fifteen Inc. to Uljanik Brodogradilište d.d. Pula.

#### 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;
- the volatility of USD exchange rate in relation to other currencies;
- 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.



DIRECTOR

Pula, 30.04.2013

### 9. CORPORATE MANAGEMENT CODE

The Company fully complies with its Corporate Management Code.

Pula, 30<sup>th</sup> April 2013

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 – March 2013, 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

Bluiburglowe

Bojana Mihajlović

Pula, 25<sup>th</sup> April, 2013