

### ULJANIK PLOVIDBA d.d.

# UNAUDITED FINANCIAL STATEMENTS FOR THE PERIOD JANUARY - MARCH 2014

CONTENT:
Financial Statements of ULJANIK PLOVIDBA d.d. (unaudited) for the period January – March 2014
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Management Report
Statement of the person responsible for preparing Financial Statements

Attachment 1.						
Reporting period:		1.1.2014	to		31.3.2014	
18	0				000	
	Quarterly financial s	tatement of	the entrepreneu	ur - IHI-I	POD	
Tax number (MB):	03292754	_				
Company registration number (MBS):	040010793					
Personal identification number (OIB):	49693360447	_				
Issuing company:	ULJANIK PLOVIDBA D.D.					
Postal code and place:	52100	PI	ULA			
Street and house number:	CARRARINA 6					
E-mail adress:	uljanik-plovidba@pu.t-com.	<u>hr</u>				
Internet adress:	www.uljanikplovidba.com					
Municipality/city code and name:	359 PULA					
County code and name:	18 ISTARSKA				Number of employees	32
Consolidated report:	NO				(quarter end) NKD code:	5020
Companies of the consolidation	subject (according to IFRS):		Seat:		MB:	
		Î				
		1				
Bookkeeping service:		J L				
Contact person:	VANESA PERUŠKO TOPIĆ					
Telephone:	(please enter only contact pers 052 211544	on's family name		Telefax: 05	2 492598	
E-mail adress:	vanesa.topic@uljanikplovid	ba.com				
Family name and name:	DRAGUTIN PAVLETIĆ					
-	(person authorized to represen	t the company)				
Desuments to be	nublished					
Documents to be	published: ents (balance sheet, profit and l	oss statement o	ach flow statement sta	tement of cl	nanges in equity	
and notes to finar		oss statement, o	asir now statement, sta	itement of ci	langes in equity,	
	inagement Board on the Compa	iny Status				
	rsons responsible for the drawin	-	statements	(	\$ 14.	
	ULJA	NIK PLC	VIDBA d.d.	e of the per	son authorized to represent the c	ompany)

## BALANCE SHEET as of 31.03.2014.

Position	AOP	Previous	Current
1	2	period 3	period 4
'		3	
A) RECEIVABLES FOR SUBSCRIBED AND NON - PAID CAPITAL	001		
B) LONG - TERM ASSETS (003+010+020+029+033)	002	457.762.875	459.822.295
I. INTANG BLE ASSETS (004 to 009)	003	3.713	3.017
Assets development	004		
2. Concessions, patents, licence fees, merchandise and service brands, software and other rights	005	3.713	3.017
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	3.358.275	3.344.433
1. Land	011	121.829	121.829
2. Buildings	012	3.036.330	3.023.669
3. Plant and equipment	013	143.015	135.113
4. Instuments, plant inventories and transportation assets	014	57.101	63.822
5. Biological assets	015		
6. Prepayments for tangible assets	016		
7. Tangible assets in preparation	017		
8. Other material assets	018		
9. Investment in buildings	019	444 004 075	440.000.050
III. LONG-TERM FINANCIAL ASSETS (021 to 028)	020	441.234.875	443.328.958
1. Shares (stocks) in related parties	021	438.906.075	441.000.155
Loans given to related parties     3. Participating interests (shares)	022	0.000.000	0.000.000
4. Loans to entrepreneurs in whom the entity hold participating interests	023	2.328.800	2.328.803
Investment in securities	024 025		
6. Loans, deposits and similar assets	025		
7. Other long - term financial assets	020		
Investments accounted by equity method	028		
IV. RECEIVABLES (030 to 032)	029	13.166.012	13.145.887
Receivables from related parties	030	1.387.250	1.393.956
Receivables based on trade loans	031	11.778.762	11.751.931
3. Other receivables	032		
V. DEFERRED TAX ASSETS	033		
C) SHORT- TERM ASSETS (035+043+050+058)	034	214.304.016	212.464.630
I. INVENTORIES (036 to 042)	035	0	(
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	103.292.201	106.473.613
Receivables from related parties	044	77.247.830	78.488.766
2. Accounts receivable	045	25.351.589	27.365.405
Receivables from participating entrepreneurs	046		
Receivables from employees and shareholders	047		
5. Receivables from government and other institutions	048	615.404	596.238
6. Other receivables	049	77.378	23.204
III. SHORT - TERM FINANCIAL ASSETS (051 to 057)	050	110.595.295	105.771.234
Shares (stocks) in related parties	051		
2. Loans given to related parties	052	106.070.815	104.985.619
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	4.524.480	785.615
7. Other financial assets	057		
NY CARLLAT DANK AND IN CARLIED		416.520	219.783
IV. CASH AT BANK AND IN CASHIER	058	- I	
IV. CASH AT BANK AND IN CASHIER  D) PREPAID EXPENSES AND ACCRUED INCOME  E) TOTAL ASSETS (001+002+034+059)	058 059 060	5.729	4.229 672.291.15

LIABILITIES AND CAPITAL			
A) CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	466.436.978	469.948.641
I. SUBSCRIBED CAPITAL	063	232.000.000	232.000.000
II. CAPITAL RESERVES	064	-20.238.433	-20.238.433
III. RESERVES FROM PROFIT (066+067-068+069+070)	065	38.361.100	38.117.155
1. Reserves prescribed by law	066	16.592.866	16.592.866
2. Reserves for treasury stocks	067	36.382.812	36.382.812
3. Treasury stocks and shares (deduction)	068	14.614.578	14.858.523
4. Statutory reserves	069		
5. Other reserves	070		
IV. REVALUATION RESERVES	071	26.968.244	29.062.327
V. RETA NED EARNINGS OR ACCUMULATED LOSS (073-074)	072	193.419.895	189.346.067
1. Retained earnings	073	193.419.895	189.346.067
2. Accumulated loss	074		
VI. PROFIT / LOSS FOR THE CURRENT YEAR (076-077)	075	-4.073.828	1.661.525
1. Profit for the current year	076		1.661.525
2. Loss for the current year	077	4.073.828	0
VII. MINORITY INTEREST	078		
B) PROVISIONS (080 to 082)	079	1.932.007	1.932.007
Provisions for pensions, severance pay and similar liabilities	080	1.932.007	1.932.007
2. Reserves for tax liabilities	081	110021007	
3. Other reserves	082		
C) LONG TERM LIABILITIES (084 to 092)	083	107.744.038	107.923.566
1. Liabilities to related parties	084		
Liabilities for loans, deposits etc.	085	107.744.038	107.923.566
Liabilities to banks and other financial institutions	086	107.744.000	107.020.000
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	95.958.377	92.486.027
Liabilities to related parties	094	33.330.377	32.400.027
2. Liabilities for loans, deposits etc.	095	62.917.521	60.717.521
Liabilities to banks and other financial institutions	096	28.272.886	26.627.195
Liabilities for received prepayments	097	138.844	138.844
5. Accounts payable	098	466.181	733.402
6. Liabilities arising from debt securities	099	100.101	700.102
7. Liabilities to enterpreneurs in whom the entity holds participating interests	100		
8. Liabilities to employees	101	770.252	807.358
Liabilities for taxes, contributions and similar fees	102	770.202	007.000
10. Liabilities to share - holders	103	2.546.327	2.542.925
11. Liabilities for long term assets held for sale	104	2.040.027	2.012.020
12. Other short - term liabilities	105	846.366	918.782
E) DEFERRED SETTLEMENTS OF CHARGES AND INCOME DEFERRED TO FUTURE PERIOD	106	1,220	913
F) TOTAL CAPITAL AND LIABILITIES (062+079+083+093+106)	107	672.072.620	672.291.154
G) OFF-BALANCE SHEET NOTES	107	072.072.020	072.251.154
APPENDIX TO BALANCE SHEET (only for consolidated financial statements)	.00	ı	
A) CAPITAL AND RESERVES			
Attributed to equity holders of parent company	109		
Attributed to equity notices of parent company     Attributed to minority interests	110		
2. Autobuted to millionty interests	110		

#### PROFIT AND LOSS ACCOUNT for period 01.01.2014. to 31.03.2014.

Company: ULJANIK PLOVIDBA D.D.  Position	AOP	Previous period		Current period	
		Cummulative Periodical		Cummulative	Periodical
1	2	3	4	5	6
I. OPERATING REVENUES (112+113)	111	4.943.408	4.943.408	5.477.625	5.477.625
1. Sales revenues	112	4.943.408	4.943.408	5.477.625	5.477.625
2. Other operating revenues	113				
II. OPERATNG EXPENSES (115+116+120+124+125+126+129+130)	114	3.095.720	3.095.720	3.459.098	3.459.098
Changes in the value of work in progress and finished goods	115				
2. Material costs (117 to 119)	116	188.732	188.732	198.545	198.545
a) Raw material and material costs	117	56.629	56.629	68.930	68.930
b) Costs of goods sold	118				
c) Other external costs	119	132.103	132.103	129.615	129.61
3. Staff costs (121 to 123)	120	2.248.843	2.248.843	2.378.706	2.378.706
a) Net salaries and wages	121	1.163.138	1.163.138	1.221.724	1.221.72
b) Costs for taxes and contributions from salaries	122	788.785	788.785	843.125	843.125
c) Contributions on gross salaries	123	296.920	296.920	313.857	313.857
4. Depreciation	124	44.521	44.521	38.178	38.178
5. Other costs	125	613.624	613.624	843.669	843.669
6. Impairment (127+128)	126				
a) Impairment of long-term assets (excluding financial assets)	127				
b) Impairment of short-term assets (excluding financial assets)	128				
7. Provisions	129	1			
8. Other operating expenses	130	7.703.097	7 700 007	4 000 000	1 000 000
III. FINANCIAL INCOME (132 to 136)	131	7.703.097	7.703.097	1.889.698	1.889.698
Interest income, foreign exchange gains, dividends and similar income from related parties	132	7 700 007	7 700 007	4 000 000	4 000 000
2. Interest income, foreign exchange gains, dividends and similar income from non-related	133	7.703.097	7.703.097	1.889.698	1.889.698
3. Share in income from affiliated entrepreneurs and participating interests	134				
Unrealized gains (income) from financial assets     Other financial income	135				
IV. FINANCIAL EXPENSES (138 to 141)	136 137	4.501.180	4.501.180	2.246.700	2.246.700
Interest expenses, foreign exchange losses and similar expenses from related parties	138	4.501.160	4.501.160	2.240.700	2.240.700
Interest expenses, foreign exchange losses and similar expenses from non - related parties  Interest expenses, foreign exchange losses and similar expenses from non - related parties	139	4.501.180	4.501.180	2.246.700	2.246.700
3. Unrealized losses (expenses) on financial assets	140	4.501.160	4.501.160	2.240.700	2.240.700
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	12.646.505	12.646.505	7.367.323	7.367.323
X. TOTAL EXPENSES (114+137+143 + 145)	147	7.596.900	7.596.900	5.705.798	5.705.798
XI. PROFIT OR LOSS BEFORE TAXATION (146-147)	148	5.049.605	5.049.605	1.661.525	1.661.525
1. Profit before taxation (146-147)	149	5.049.605	5.049.605	1.661.525	1.661.525
2. Loss before taxation (147-146)	150	0	0	0	(
XII. PROFIT TAX	151	43.733	43.733		
XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)	152	5.005.872	5.005.872	1.661.525	1.661.525
1. Profit for the period(149-151)	153	5.005.872	5.005.872	1.661.525	1.661.525
2. Loss for the period (151-148)	154	0	0	0	(
APPENDIX TO P&L (only for consolidated financial statements)					
XIV. PROFIT OR LOSS FOR THE PERIOD					
Attributed to equity holders of parent company	155				
2. Attributed to minority interests	156				
STATEMENT OF COMPREHENSIVE INCOME (IFRS)					
I. PROFIT OR LOSS FOR THE PERIOD (= 152)	157	5.005.872	5.005.872	1.661.525	1.661.525
II. OTHER COMPREHENSIVE INCOME / LOSS BEFORE TAX(159 to 165)	158	14.989.977	14.989.977	2.094.083	2.094.083
Exchange differences on translation of foreign operations	159	14.989.977	14.989.977	2.094.083	2.094.083
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				
III. TAX ON OTHER COMPREHENSIVE INCOME FOR THE PERIOD	166	2.997.995	2.997.995	418.817	418.817
IV. NET OTHER COMPREHENSIVE INCOME/ LOSS FOR THE PERIOD (158-166)	167	11.991.982	11.991.982	1.675.266	1.675.266
V. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD(157+167)	168	16.997.854	16.997.854	3.336.791	3.336.79
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     Attributed to minority interests	169 170				

# CASH FLOW STATEMENT - Indirect method period 01.01.2014. to 31.03.2014.

Company: ULJANIK PLOVIDBA D.D.			
Position	AOP	Previous period	Current period
1	2	3	4
CASH FLOW FROM OPERATING ACTIVITIES	1	1	
1. Profit before tax	001	5.049.605	1.661.525
2. Depreciation	002	44.521	38.178
3. Increase in short-term liabilities	003	584.112	373.341
4. Decrease in short term receivables	004		
5. Decrease in inventories	005		
6. Other cash flow increases	006		1.500
I. Total increase in cash flow from operating activities (001 to 006)	007	5.678.238	2.074.544
Decrease in short - term liabilities	008		
2. Insrease in short - term receivables	009	7.431.294	3.181.412
3. Increase in inventories	010		
4. Other cash flow decreases	011	46.441	308
II. Total decrease in cash flow from operating activities (008 to 011)	012	7.477.735	3.181.720
A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES (007-012)	013	0	0
A2) NET DECREASE OF CASH FLOW FROM OPERATING ACTIVITIES (012-007)	014	1.799.497	1.107.176
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		23.640
Cash outflows for purchase of equity and debt financial instruments	022		
Other cash outflows from investing activities	023		
IV. Total cash outflows from investing activities (021 to 023)	024	0	23.640
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	0	23.640
CASH FLOW FROM FINANCING ACTIVITIES			
Cash receipts from issuance of equity and debt financial instruments	027		
Cash inflows from loans, debentures, credits and other borrowings	028	9.174.251	328.242
Other cash inflows from financing activities	029	8.267.922	4.844.187
V. Total cash inflows from financing activities (027 to 029)	030	17.442.173	5.172.429
Cash outflows for repayment of loans and bonds	031	12.392.439	1.994.405
2. Dividends paid	032		
3. Cash outflows for finance lease	033		
Cash outflows for purchase of own stocks	034	275.522	243.945
5. Other cash outflows from financing activities	035		2.000.000
VI. Total cash outflows from financing activities (031 do 035)	036	12.667.961	4.238.350
C1) NET INCREASE OF CASH FLOW FROM FINANCING ACTIVITIES (030-036)	037	4.774.212	934.079
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	2.974.715	0
Total decreases of cash flows (014 – 013 + 026 – 025 + 038 – 037)	040	0	196.737
Cash and cash equivalents at the beginning of period	041	117.908	416.520
Increase in cash and cash equivalents	042	2.974.715	C
Decrease in cash and cash equivalents	043	0	196.737
Cash and cash equivalents at the end of period	044	3.092.623	219.783

#### STATEMENT OF CHANGES IN EQUITY

from 1.1.2014 to 31.3.2014

Position	AOP	Previous year	Current year
1	2	3	4
Subscribed capital	001	232.000.000	232.000.000
2. Capital reserves	002	-20.238.433	-20.238.433
3. Reserves from profit	003	38.361.100	38.117.155
Retained earnings or accumulated loss	004	193.419.895	189.346.067
5. Profit / loss for the current year	005	-4.073.828	1.661.525
6. Revaluation of long - term tangible assets	006		
7. Revaluation of intangible assets	007		
8. Revaluation of financial assets available for sale	800	-800.000	-800.000
9. Other revaluation	009	27.768.244	29.862.327
10. Total capital and reserves (AOP 001 to 009)	010	466.436.978	469.948.641
11. Currency gains and losses arising from net investments in foreign operations	011	-13.879.935	2.094.083
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	-5.585.164	1.417.580
17. Total increase or decrease in capital (AOP 011 to 016)	017	-19.465.099	3.511.663
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 31.03.2014

#### **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 2014 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 2014 the Company had 32 employees (2013: 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 as well operating expenses for the first quarter of 2014 are slightly higher with respect to the same period in 2013, resulting with higher operating profit in the current period.
- 2. Financial income and expenses have significantly decreased in the first quarter of 2014 in comparison to the same period of 2013. The decrease in financial income and expenses is related to lower interest and lower foreign exchange gains and losses with respect to the same period of 2013.
- 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 exchange for USD at 31.03.2014: 5.575824 HRK; at 31.12.2013: 5.549000 HRK). As at 31<sup>st</sup> March 2014 the investments in foreign subsidiary United Shipping Services One Inc. amounted to 78,067,413 USD i.e. 435,290,155 HRK.



#### NOTES TO THE FINANCIAL STATEMENTS AS AT 31.03.2014

- 4. The long-term loans in foreign currency 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 2014.
- 5. In the first quarter of 2014 the Company purchased treasury shares in the total amount of 243.9 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<sup>st</sup> March 2014, amount to 29,862 thousand HRK.

For ULJANIK PLOVIDBA d.d. Pula

Dragutin Pavletić Director of ULJANIK PLOVIDBA d.d.

Pula, 25<sup>th</sup> April 2014



#### MANAGEMENT REPORT FOR THE PERIOD 01-03/2014

The business activity of ULJANIK PLOVIDBA (the Company) and its foreign subsidiaries in the first quarter of 2014 was with full employment of vessels and high functioning management system. The first quarter was marked with increased freight rates in both dry cargo and tanker sectors in comparison with the relating period of 2013, in addition to the evident slowdown of the announced recovery of the world economy under the impact of special economic developments in China, but also the uncertain political situation in Ukraine. From mid-March, there was a stronger correction of freight rates on the spot market in both dry cargo and tanker sectors.

In this period the Company:

- a) realized operating profit of the vessels as a result of significant increase in revenue but reported loss for the period caused by retained depreciation rates and financial liabilities,
- 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,
- d) maintained the same level of operating expenses of the vessels,
- e) realized higher freight rates with significantly increased market value of all the ships in the fleet
- 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) collected all contracted freights from the Charterers of all vessels,
- i) 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 2014 of 62.2 mil HRK compared to 49.2 mil HRK in the same period of 2013 has been under direct impact of the significant correction of freight rates from the end of 2013 and of the increased expenses related to dry docking of one vessel.

#### 2. PERSONNEL

As at 31.03.2014 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 2014 m/v Levan was in regular dry dock. The company keeps maintaining high efficiency of vessel exploitation with all other vessels in the fleet.

#### 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 243.9 thousand HRK.

#### 5. IMPORTANT EVENTS IN 2013

On 28<sup>th</sup> January 2014 two foreign subsidiaries were incorporated: ULJANIK SHIPMANAGEMENT Singapore and ULJANIK TANKER MANAGEMENT Singapore, in order to optimize the performance of ship management and expand economic activities in Asia.

#### 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. Special attention is focused on technical solutions that enable further savings in fuel consumption, reduce pollution and protect the environment.

#### 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.

#### 9. CORPORATE MANAGEMENT CODE

The Company fully complies with its Corporate Management Code.

Pula, 23<sup>rd</sup> April 2014

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 2014, 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.

Accounting manager

Bojana Mihajlović

Bhilliplane!