

GROUP ULJANIK PLOVIDBA

CONSOLIDATED UNAUDITED FINANCIAL STATEMENTS FOR THE PERIOD

JANUARY - JUNE 2018

CONTENT:
Consolidated Financial Statements of GROUP ULJANIK PLOVIDBA (unaudited) for the period January – June 2018
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Management Report
Statement of the persons responsible for preparing Financial Statements



Attachment 1. Reporting period:		01.01.2018.	to	30.06.2018.				
Semiannual financial statement of the entrepreneur - TFI-POD								
Tax number (MB):	03292754	J						
Company registration number (MBS):	040010793							
Personal identification number	49693360447	J						
(OIB): Issuing company:	ULJANIK PLOVIDBA D.D.							
Postal code and place:	52100	PULA						
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	31			
Consolidated report:	YES			(quarter end) NKD code:	5020			
Companies of the consolidation	subject (according to IFRS):		Seat:	MB:				
	ULJANIK PLOVIDBA D.D.		PULA	3292754				
UNITED SH	IPPING SERVICES ONE INC.		MONROVIA, LIBERIA					
	REAL D.O.O.		PULA	2044471				
Bookkeeping service:		1 1						
Contact person:	BOJANA MIHAJLOVIĆ							
Telephone:	(please enter only contact per 052 211544	son's family name ar	,	052 492598				
	bojana.mihajlovic@uljanikp	olovidba.com	'					
Family name and name:								
,	(person authorized to represe	nt the company)						
and notes to fin 2. Report of the M	e published: ments (balance sheet, profit and ancial statements Management Board on the Con ersons responsible for the dra	npany Status		ent of changes in equity,	~			
	ULJA	ANIK PLOV	IDBA d.d. e of the p	erson authorized to represent t	ne company)			



BALANCE SHEET as of 30.06.2018.

Company: ULJANIK PLOVIDBA D.D.			
Position	AOP	Previous period	Current period
1	2	3	4
A) RECEIVABLES FOR SUBSCRIBED AND NON - PAID CAPITAL	001		
B) LONG - TERM ASSETS (003+010+020+029+033)	002	1.096.820.592	1.049.905.729
I. INTANGIBLE ASSETS (004 to 009)	003	9.752	7.208
1. Assets development	004		
Concessions, patents, licence fees, merchandise and service brands, software and other rights Goodwill	005	9.752	7.208
	006		
Prepayments for purchase of intangible assets Intangible assets in preparation	007 008		
6. Other intangible assets	009		
II. TANGIBLE ASSETS (011 to 019)	010	1.076.480.023	1.029.392.595
1. Land	010	121.829	121.829
2. Buildings	011	2.833.741	2.808.417
3. Plant and equipment	013	97.411	92.435
4. Instuments, plant inventories and transportation assets	014	1.070.296.267	1.023.257.338
5. Biological assets	015	3.130.775	3.112.576
6. Prepayments for tangible assets	016	0	0
7. Tangible assets in preparation	017		
8. Other material assets	018		
9. Investment in buildings	019		
III. LONG-TERM FINANCIAL ASSETS (021 to 028)	020	6.013.526	5.907.595
1. Shares (stocks) in related parties	021		
2. Loans given to related parties	022		
3. Participating interests (shares)	023	3.744.630	3.744.637
Loans to entrepreneurs in whom the entity hold participating interests	024	1.600.000	1.600.000
5. Investment in securities	025		
6. Loans, deposits and similar assets	026	668.896	562.958
7. Other long - term financial assets	027		
Investments accounted by equity method	028		
IV. RECEIVABLES (030 to 032)	029	14.317.291	14.598.331
Receivables from related parties	030		
2. Receivables based on trade loans	031		
3. Other receivables	032	14.317.291	14.598.331
V. DEFERRED TAX ASSETS	033	07.400.404	00.050.050
C) SHORT- TERM ASSETS (035+043+050+058)	034	27.138.121	26.853.372
I. INVENTORIES (036 to 042) 1. Row material	035	1.530.306	2.919.578
2. Work in progress	036 037	1.530.306	2.919.578
3. Finished goods	037		
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	20.606.517	9.233.624
Receivables from related parties	044		
2. Accounts receivable	045	2.515.053	2.610.516
Receivables from participating entrepreneurs	046		
Receivables from employees and shareholders	047		
5. Receivables from government and other institutions	048	161.736	103.240
6. Other receivables	049	17.929.728	6.519.868
III. SHORT - TERM FINANCIAL ASSETS (051 to 057)	050	680.922	671.307
1. Shares (stocks) in related parties	051		
2. Loans given to related parties	052		
3. Participating interests (shares)	053	1	
4. Loans to entrepreneurs in whom the entity hold participating interests	054	ļ	
5. Investment in securities	055		_
6. Loans, deposits and similar assets	056	680.922	671.307
7. Other financial assets	057	4 000 070	44.000.000
IV CACH AT DANK AND IN CACHED	058	4.320.376	14.028.863
IV. CASH AT BANK AND IN CASHIER		F 404	202 075
IV. CASH AT BANK AND IN CASHIER D) PREPAID EXPENSES AND ACCRUED INCOME E) TOTAL ASSETS (001+002+034+059)	059 060	5.121 1.123.963.834	363.975 1.077.123.076



LIABILITIES AND CAPITAL			
A) CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	5.411.183	12.573.451
I. SUBSCRIBED CAPITAL	063	232.000.000	232.000.000
II. CAPITAL RESERVES	064	-22.705.367	-23.327.479
III. RESERVES FROM PROFIT (066+067-068+069+070)	065	43.455.396	44.305.330
1. Reserves prescribed by law	066	19.079.004	19.079.004
2. Reserves for treasury stocks	067	36.382.812	36.382.812
3. Treasury stocks and shares (deduction)	068	12.006.420	11.156.486
4. Statutory reserves	069		
5. Other reserves	070		
IV. REVALUATION RESERVES	071	-60.759.889	-54.690.233
V. RETAINED EARNINGS OR ACCUMULATED LOSS (073-074)	072	-333.141.305	-334.208.225
1. Retained earnings	073		
2. Accumulated loss	074	333.141.305	334.208.225
VI. PROFIT / LOSS FOR THE CURRENT YEAR (076-077)	075	4.360.079	2.168.956
1. Profit for the current year	076	4.360.079	2.168.956
2. Loss for the current year	077		2.100.000
VII. MINORITY INTEREST	078	142.202.269	146.325.102
B) PROVISIONS (080 to 082)	079	1.738.293	1.480.554
1. Provisions for pensions, severance pay and similar liabilities	080	1.738.293	1.480.554
2. Reserves for tax liabilities	080	1.736.293	1.460.554
3. Other reserves	082		
C) LONG TERM LIABILITIES (084 to 092)		000 045 044	0.47.000.040
	083 084	869.045.614	847.220.940
Liabilities to related parties Liabilities for loans, deposits etc.	084		
, I		000 045 044	0.47.000.040
3. Liabilities to banks and other financial institutions	086	869.045.614	847.220.940
4. 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	189.232.093	159.332.535
Liabilities to related parties	094		
2. Liabilities for loans, deposits etc.	095	5.056.842	5.266.842
3. Liabilities to banks and other financial institutions	096	123.114.260	98.971.989
Liabilities for received prepayments	097		
5. Accounts payable	098	20.139.703	22.771.720
6. Liabilities arising from debt securities	099	0	0
7. Liabilities to enterpreneurs in whom the entity holds participating interests	100		
8. Liabilities to employees	101	2.387.503	2.009.687
Liabilities for taxes, contributions and similar fees	102	67.423	0
10. Liabilities to share - holders	103	1.324.750	1.324.750
11. Liabilities for long term assets held for sale	104		
12. Other short - term liabilities	105	37.141.612	28.987.547
E) DEFERRED SETTLEMENTS OF CHARGES AND INCOME DEFERRED TO FUTURE PERIOD	106	58.536.651	56.515.596
F) TOTAL CAPITAL AND LIABILITIES (062+079+083+093+106)	107	1.123.963.834	1.077.123.076
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	-136.791.086	-133.751.651
2. Attributed to minority interests	110	142.202.269	146.325.102



PROFIT AND LOSS ACCOUNT

for period 01.01.2018. to 30.06.2018.

Company: ULJANIK PLOVIDBA D.D.

Position	AOP	Previous period		Current period		
rusitiuli		FIEVIOU	Frevious periou		Surrent periou	
		Cummulative	Periodical	Cummulative	Periodical	
1	2	3	4	5	6	
I. OPERATING REVENUES (112+113)	111	98.851.545	58.488.515	87.055.063	44.495.847	
1. Sales revenues	112	96.496.555	57.149.180	84.178.018	43.038.410	
2. Other operating revenues	113	2.354.990	1.339.335	2.877.045	1.457.437	
II. OPERATNG EXPENSES (115+116+120+124+125+126+129+130)	114	80.204.689	32.470.117	69.745.228	34.205.633	
Changes in the value of work in progress and finished goods Material costs (117 to 119)	115 116	12.154.260	3.186.751	13.943.080	7.574.899	
a) Raw material and material costs	117	166.140	62.655	165.196	91.224	
b) Costs of goods sold	118	100.110	02.000	100.100	01.221	
c) Other external costs	119	11.988.120	3.124.096	13.777.884	7.483.675	
3. Staff costs (121 to 123)	120	24.455.211	9.143.210	23.026.973	10.059.206	
a) Net salaries and wages	121	22.306.575	8.051.501	20.904.505	8.996.701	
b) Costs for taxes and contributions from salaries	122	1.463.668	745.381	1.452.094	727.578	
c) Contributions on gross salaries	123	684.968	346.328	670.374	334.927	
4. Depreciation	124	37.611.684	17.539.829	23.727.691	12.107.990	
5. Other costs	125	5.983.534	2.600.327	8.051.608	4.415.285	
6. Impairment (127+128)	126	0	0	0	0	
a) Impairment of long-term assets (excluding financial assets) b) Impairment of short-term assets (excluding financial assets)	127			0	0	
7. Provisions	128 129	0	0	0	0	
8. Other operating expenses	130	0	0	995.876	48.253	
III. FINANCIAL INCOME (132 to 136)	131	29.429.311	18.571.190	55.067.130	31.680.196	
Interest income, foreign exchange gains, dividends and similar income from related	132	20.420.011	10.07 1.100	00.007.100	0 1.000.100	
2. Interest income, foreign exchange gains, dividends and similar income from non-related	133	29.429.311	18.571.190	55.067.130	23.386.934	
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	50.800.366	31.462.293	67.485.418	40.831.835	
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	139	50.800.366	31.462.293	67.485.418	40.831.835	
3. Unrealized losses (expenses) on financial assets	140					
4. Other financial expenses	141					
V. INCOME FROM INVESTMENT SHARE IN PROFIT OF ASSOCIATED ENTREPRENEURS VI. LOSS FROM INVESTMENT SHARE IN LOSS OF ASSOCIATED ENTREPRENEURS	142 143					
VII. EXTRAORDINARY - OTHER INCOME	144					
VIII. EXTRAORDINARY - OTHER EXPENSES	145					
IX. TOTAL INCOME (111+131+142 + 144)	146	128.280.856	77.059.705	142.122.193	76.176.043	
X. TOTAL EXPENSES (114+137+143 + 145)	147	131.005.055	63.932.410		75.037.468	
XI. PROFIT OR LOSS BEFORE TAXATION (146-147)	148	-2.724.199	13.127.295	4.891.547	1.138.575	
1. Profit before taxation (146-147)	149	0	13.127.295	4.891.547	1.138.575	
2. Loss before taxation (147-146)	150	2.724.199	0	0	0	
XII. PROFIT TAX	151	154.963	77.481	115.829	57.914	
XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)	152	-2.879.162	13.049.814	4.775.718	1.080.661	
1. Profit for the period(149-151)	153	0	13.049.814	4.775.718	1.080.661	
2. Loss for the period (151-148)	154	2.879.162	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	592.672	13.797.983	2.168.957	-1.163.951	
2. Attributed to equity indices of parent company	156	-3.471.834	-748.169	2.606.761	2.244.612	
STATEMENT OF COMPREHENSIVE INCOME (IFRS)	100	3.77 1.004	1-0.103	2.000.701	L.2-7.01Z	
I. PROFIT OR LOSS FOR THE PERIOD (= 152)	157	-2.879.162	13.049.814	4.775.718	1.080.661	
II. OTHER COMPREHENSIVE INCOME / LOSS BEFORE TAX(159 to 165)	158	-202.868.969	-177.094.914	6.069.656	27.878.884	
1. Exchange differences on translation of foreign operations	159	-202.868.969	-177.094.914	6.069.656	27.878.884	
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	40 570 700	25 442 252	4 000 500	F 040 400	
III. TAX ON OTHER COMPREHENSIVE INCOME FOR THE PERIOD	166	-40.573.793	-35.418.983	1.092.538	5.018.199	
IV. NET OTHER COMPREHENSIVE INCOME/ LOSS FOR THE PERIOD (158-166) V. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD(157+167)	167	-162.295.176 -165.174.338	-141.675.931	4.977.118 9.752.836	22.860.685	
APPENDIX to Statement of comprehensive income (only for consolidated financial statements)	168	-165.174.338	-128.626.117	9.752.836	23.941.346	
VI. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD						
Attributed to equity holders of parent company	169	-161.702.504	-127.877.948	7.146.075	21.696.734	
2. Attributed to minority interests	170	-3.471.834	-748.169	2.606.761	2.244.612	
		2	00	50001		



CASH FLOW STATEMENT - Indirect method

period 01.01.2018. to 30.06.2018.

Company: ULJANIK PLOVIDBA D.D.			
Position	AOP	Previous	Current
Fosition		period	period
1	2	3	4
CASH FLOW FROM OPERATING ACTIVITIES			
1. Profit before tax	001	-2.724.200	4.891.547
2. Depreciation	002	37.611.684	23.727.691
3. Increase in short-term liabilities	003		
Decrease in short term receivables	004	1.541.635	11.372.893
5. Decrease in inventories	005	3.316.710	
6. Other cash flow increases	006	15.904.248	33.106.370
I. Total increase in cash flow from operating activities (001 to 006)	007	55.650.077	73.098.501
Decrease in short - term liabilities	800	23.544.375	5.967.288
2. Insrease in short - term receivables	009		
3. Increase in inventories	010	0	1.389.272
4. Other cash flow decreases	011	2.465.210	11.835.877
II. Total decrease in cash flow from operating activities (008 to 011)	012	26.009.585	19.192.437
A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES (007-012)	013	29.640.492	53.906.064
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	0	0
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	12.228	19.033
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	12.228	19.033
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	12.228	19.033
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	0	43.762.466
Other cash inflows from financing activities	029	19.152.391	1.859.441
V. Total cash inflows from financing activities (027 to 029)	030	19.152.391	45.621.907
Cash outflows for repayment of loans and bonds	031	32.134.313	89.519.411
2. Dividends paid	032		
3. Cash outflows for finance lease	033		
4. Cash outflows for purchase of own stocks	034	0	
5. Other cash outflows from financing activities	035	20.451.904	281.040
VI. Total cash outflows from financing activities (031 do 035)	036	52.586.217	89.800.451
C1) NET INCREASE OF CASH FLOW FROM FINANCING ACTIVITIES (030-036)	037	0	C
C2) NET DECREASE OF CASH FLOW FROM FINANCING ACTIVITIES (036-030)	038	33.433.826	44.178.544
Total increases of cash flows (013 – 014 + 025 – 026 + 037 – 038)	039	0	9.708.487
Total decreases of cash flows (014 – 013 + 026 – 025 + 038 – 037)	040	3.805.562	
Cash and cash equivalents at the beginning of period	041	14.166.377	4.320.376
Increase in cash and cash equivalents	042	0	9.708.487
Decrease in cash and cash equivalents	043	3.805.562	(
Cash and cash equivalents at the end of period	044	10.360.815	14.028.863



STATEMENT OF CHANGES IN EQUITY

from 01.01.2018 to 30.06.2018

Position	AOP	Previous year	Current year
1	2	3	4
1. Subscribed capital	001	232.000.000	232.000.000
2. Capital reserves	002	-22.705.367	-23.327.479
3. Reserves from profit	003	43.455.396	44.305.330
Retained earnings or accumulated loss	004	-333.141.305	-334.208.226
5. Profit / loss for the current year	005	4.360.079	2.168.957
6. Revaluation of long - term tangible assets	006		
7. Minority interest	007	142.202.269	146.325.102
8. Revaluation of financial assets available for sale	800	-1.309.440	-1.309.440
9. Other revaluation	009	-59.450.449	-53.380.793
10. Total capital and reserves (AOP 001 to 009)	010	5.411.183	12.573.451
11. Currency gains and losses arising from net investments in foreign operations	011	-90.275.952	6.069.656
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	59.171.718	1.092.612
17. Total increase or decrease in capital (AOP 011 to 016)	017	-31.104.234	7.162.268
17 a. Attributed to equity holders of parent company	018	-6.016.555	3.039.435
17 b. Attributed to minority interest	019	-25.087.679	4.122.833

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 CONSOLIDATED FINANCIAL STATEMENTS AS AT 30.06.2018

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 30th June 2018 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 30th June 2018 the Group had 31 employees (30.06.2017: 33).

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

The financial statements for the Group have been prepared in Croatian currency, kuna (KN), which is the reporting currency of the Group.

The financial statements for the Group have been prepared using the historical cost convention with the exception for the valuation of the vessels by using the fair value.

The preparation of consolidated financial statements in conformity with International Financial Reporting Standards requires from the management to make certain key accounting estimates and judgments in the applying of the accounting policies of the Company.

Subsidiaries are all entities over which the Group Uljanik Plovidba is entitled to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights. Subsidiaries are consolidated from the date on which control commences and excluded from consolidation once the control terminates.

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

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



NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT 30.06.2018

- 1. Operating income for the first half of 2018 amounts to 87.0 mil HRK, while in the same period of 2017 it amounted to 98.8 mil HRK. Sales revenues have decreased in the current period as a result of lower realized freight due to the sale of one vessel as well as due to the lower USD exchange rate used for calculation of the HRK equivalent value of the freight income compared to the respective period of 2017. Other income is mostly related to the recognition of deferred income on the basis of received government grants for vessels construction.
- 2. Operating expenses were considerably lower in the first half of 2018 compared to 2017 due to a smaller number of vessels in the fleet as well as due to continuation of the policy of rationalization of operating costs in all segments of business.
- 3. Financial income and financial expenses have significantly increased with respect to the same period of 2017 as a result of income from obtained write-off of the part of the loan, as well of interest and exchange rate differences calculated in the current period.
- 4. As at 30.06.2018 the book value of the vessels amounts to 161.5 mil USD (1,023.3 mil HRK).
- 5. In the period from 1.01. to 30.06.2018 the Company disposed of treasury shares in the amount of 849.9 thousand HRK.
- 6. Revaluation reserves have been increased for 6,070 thousand HRK with respect to balance as at 31.12.2017, as a result of the adjustment of the investment in the foreign subsidiary at the mean rate of exchange for USD as at 30.06.2018.
- 7. Long-term loans in foreign currencies were converted in HRK by applying the mean rate of exchange of the Croatian National bank as at 30th June 2018. As at 30.06.2018 long-term debt amounts to 847.221 thousand HRK while at 31.12.2017 it amounted 869,046 thousand HRK. In the first half of 2018 loan obligations were repaid in the total amount of 14,127,408 USD at the Group level.
- 8. Current liabilities are mostly referring to short-term borrowings which also include the current portion of long-term borrowings. 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 30th June 2018.



NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT 30.06.2018

- 9. In the period from January-June 2018 the applicable amount of income from grants from previous years in the amount of 2,274 thousand HRK was recorded with the proportional decrease of the deferred income, in accordance with the deferred income recognition plan.
- 10. The minority in equity as at 30th June 2018 in the amount of 146,325 thousand HRK refers to the ownership of ULJANIK Group Pula in foreign companies United Shipping Services Twelve Inc. and United Shipping Services Thirteen Inc.

For the GROUP ULJANIK PLOVIDBA Pula

Dragutin Pavletić Director of ULJANIK PLOVIDBA d.d.

Pula, 26th July 2018



MANAGEMENT REPORT FOR THE PERIOD 01.01-30.06/2018

ULJANIK PLOVIDBA d.d. (the Company) with its registered office in Pula, Carrarina 6, Personal identification number (OIB): 49693360447 and Tax number: 3292754, is a joint stock company registered at the Commercial Court in Pazin. The share capital of the Company amounts to 232,000,000 HRK, and is divided into 580,000 ordinary shares. The Company's shares are listed on the Official Market of the Zagreb Stock Exchange, under the symbol ULPL-R-A, and represent one of the CROBEX index components. The consolidated financial statements of the Group ULJANIK PLOVIDBA for the period 1 January to 30 June 2018 represent financial statements of the Company and its subsidiaries. The principal activity of the Company is an international maritime transport in the dry cargo sector with Supramax bulk carriers and transportation of petroleum products, chemicals and oil with MR tankers.

At the end of the reporting period the fleet consists of four MR tankers and two Supramax bulk carriers with an average age of 6 years. In addition, the company performs management services for third party customers for several vessels.

Bodies of the Company are the General Assembly, the Supervisory Board and Management Board. The members of the Supervisory Board are: Amra Pende, the president, Anton Brajković and Robert Banko, the members. The Management Board represents Dragutin Pavletić, the director of the Company. During the first half of 2018 there were no changes of members of the Supervisory Board, nor of the Management Board.

The consolidated financial statements have been presented in HRK and prepared in accordance with International Financial Reporting Standards.

The business activity of the Company and its foreign subsidiaries in the first half of 2018 was regular, with full employment of vessels and high functioning management system. Unfortunately, instability associated with the implementation of customs barriers and additional charges has directly affected the global exchange of goods and reduction of transport activities especially in the US, China, Canada and EU countries. In the current period trends in dry cargo sector have been characterized by continued growth in freight rates and values of the vessels, as a reflection of increased activity in all major world economies, and hence increased transport of goods. The realized freight rates in Supramax sector are significantly higher than average freight rates realized in 2017, with further increase in value, as a result of a small number of delivered/contracted new buildings. Continuation of economic activity in China is the main generator of bulk cargo operations. Expectations for this and the next year are extremely favourable in this sector, so a prediction of further increase in freight rates and values of ships is realistic, despite the influence of customs barriers mentioned above.



In the petroleum products, oils and chemicals transportation sector the first half of the year was characterized by continuation of decrease in freight rates, primarily due to the delivery of a larger number of newly built tankers in the last year as well in the beginning of this year. The recovery of the market in tanker transportation is expected in this year as a result of increased demand and a fall in the number of newly constructed / newly contracted tankers, the first indications of which are already visible on the world market through increased interest of large transport users namely for long-term arrangements. It is an encouraging fact that a very low number of contracts for the construction of MR tankers have been concluded in this year, that there has been a further shift of delivery deadlines of the new buildings and also, that have increased ship scrapping activities for this type of vessels.

In the first half of 2018 the Company:

- a) achieved a consolidated EBITDA for the Group of 41.0 mil HRK,
- b) generated consolidated net profit of 2,168,957 HRK compared to the net loss of 592,672 HRK in the previous comparative period,
- c) realized a reduction in operating income as a direct consequence of operating with a smaller number of vessels in the fleet but also an increase in total revenues due to significant financial income realized in the first half of 2018,
- d) reduced operating costs of the vessels by continuing the rationalization policy that was introduced in previous years,
- e) achieved constant employment of vessels with the continuation of the Company's fleet high efficiency trend,
- f) retained the proper solvency and liquidity,
- g) decreased its overall credit exposure and fulfilled all its loan payment obligations. In the first half of 2018 the Company repaid its loan obligations in a total of 14,127,408 USD,
- h) conclusion of a long-term syndicated loan agreement with PBZ / HBOR for a total amount of 54 million USD refinancing loan commitments for m/t Champion Istra and Verige
- i) sale of the oldest vessel from bulk fleet, m/v Levan, with full write-off of the ship and settlement of all its loan obligations,
- j) 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
- k) maintained high efficiency of vessels' management including the third party management,
- l) fully collected contracted freights from the Charterers of all vessels with their full performance.



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

1. COMMERCIAL ASPECT

The consolidated operating revenues for the reporting period of 87,055 thousand HRK compared to 98,852 thousand HRK in the same period of 2017 a result of a smaller number of vessels in the fleet. Fixing of all bulk carriers to periods with freights directly related to the movement of the relevant index, the effects of continuing trend of specialization of transport in the tanker sector as well as the effects of measures for additional cost reduction in the observed period, have created the assumptions for a positive financial result and will have a positive impact on the total realized income and operating results in the forthcoming period.

2. PERSONNEL

As at 30th June 2018 the Company had 31 employees compared to 33 employees in the same period of 2017.

3. TECHNICAL ASPECT

In the first half of 2018 no dry docking of the fleet vessels was carried out. In this period the company keeps maintaining high efficiency of vessel exploitation with all vessels in the fleet. The only significant off-hire period is related to the repair of the cranes at m/v Levan and Stoja.

4. ACQUISITION OF TREASURY SHARES

In the period January – June 2018 the Company disposed of treasury shares in the amount of 849.9 thousand HRK.

5. IMPORTANT EVENTS IN 2018

Pursuant to Uljanik Plovidba's Development Strategy until 2030, sale of the oldest vessel from Uljanik Plovidba fleet, bulk carrier m/v Levan, built in 2006 was effected on 26th February 2018 at the port of Zhoushan, China.

On 26th March 2018, company ULJANIK PLOVIDBA d.d. entered into a Long-term Foreign Currency Syndicated Loan Agreement according to Risk-Sharing Model with Privredna banka Zagreb d.d. and Croatian Bank for Reconstruction and Development in the amount of 54 million USD. The subject Loan Agreement was concluded in order to refinance loans previously granted by Privredna banka Zagreb d.d. and syndicate of foreign banks led by Credit Suisse AG for acquisition of two Oil and Chemical Tankers named Champion Istra and Verige, both built in 3. Maj Brodogradilište d.d., Rijeka, in 2010 and 2012. The new loan was granted with a 10 year repayment period at a considerably lower interest rate and



instalments which will enable regular repayment of the loan and is secured by a State Guarantee in the amount of 43 million USD. Although the amount of the new loan is significant, there will be no increase of the Company's debt exposure.

6. COMPANY GROWTH

The Strategy of development of ULJANIK PLOVIDBA d.d. until the year 2030 envisages the continuation of the primary maritime activity in two sectors, transport of dry cargo (supramax) and transport of petroleum products and chemicals (product carriers). In addition, the company intends to expand its activity on the gas transportation segment.

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 including the gas sector business.

7. COMPANY ACTIVITIES CONCERNING RESEARCH AND DEVELOPMENT AND ENVIRONMENTAL PROTECTION

Within its shipping and 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. On the other hand, with a socially responsible business, through investing in the community, care and welfare of employees and their education, the Company's aim is to contribute to the continued economic and social development.

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 ships;
- 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 Governance Code.

Pula, 26th July 2018

Dragutin Pavletić, Director



STATEMENT OF THE PERSONS RESPONSIBLE FOR PREPARING FINANCIAL STATEMENTS

According to the best of our knowledge:

The unaudited consolidated financial reports of GROUP ULJANIK PLOVIDBA for the period January – June 2018, have been prepared according to International Financial Reporting Standards and they provide an complete and true presentation of assets, liabilities, profit and loss, financial position and business activities of ULJANIK PLOVIDBA d.d. and the companies included in the consolidation.

The Management Report for the period January – June 2018 contains a true presentation of the development, operating results and the financial position of the Parent Company and the companies included in the consolidation as well as the description of major risks and uncertainties the Parent Company and the companies included in the consolidation are exposed to.

Accounting Manager

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Bojana Mihajlović

Director

Dragutin Pavletić