

## Report on Company operations in 2nd quarter 2013

- ❖ Income from sale of products is 45.91 million BAM.
- ❖ Loss for the period is 0.67 million BAM.

### 1. Profitability table

<b>Profitability table</b>	<b>2013</b>	<b>2012</b>
<b>(in '000 BAM)</b>	<b>I - VI</b>	<b>I - VI</b>
Sales revenue	45,911	36,862
Operating expenses	(44,535)	(38,990)
EBITDA	4,457	(194)
EBIT	321	(3,901)
Net profit/loss	(668)	(4,616)

### 2. Income statement

<b>Income statement</b>	<b>2013</b>	<b>2012</b>
<b>(in '000 BAM)</b>	<b>I - VI</b>	<b>I - VI</b>
Revenue from sales	45,911	36,862
Cost of goods sold	(17,376)	(15,284)
<b>Gross Profit</b>	<b>28,535</b>	<b>21,578</b>
Administration expenses	(27,159)	(23,706)
Other operating income (expenditures) - net	(986)	(1,199)
Financial income (expenditures) - net	(69)	(574)
<b>EBIT</b>	<b>321</b>	<b>(3,901)</b>
Interest	(989)	(715)
<b>Profit/loss before tax</b>	<b>(668)</b>	<b>(4,616)</b>
Profit tax	-	-
<b>Net profit/loss</b>	<b>(668)</b>	<b>(4,616)</b>
Depreciation	4,136	3,707
<b>EBITDA</b>	<b>4,457</b>	<b>(194)</b>

### 3. Balance sheet

Balance sheet (in '000 BAM)	2013	2012
	<b>30.06.</b>	<b>31.12.</b>
<b>NON-CURRENT ASSETS</b>	<b>112,899</b>	<b>104,589</b>
Intangible assets	2,461	1,915
Real estate, facilities and equipment	108,961	99,458
Other tangible non-current assets	853	839
Non-current financial investments	388	2,084
Other non-current receivables	0	0
Non-current deferrals	236	294
<b>CURRENT ASSETS</b>	<b>87,642</b>	<b>93,278</b>
Inventory and assets intended for sale	26,035	21,618
Current receivables	49,237	63,545
Current financial investments	1,819	178
Cash and cash equivalents	5,528	4,241
VAT-based receivables	2,928	2,576
Prepayments and accruals	2,094	1,119
<b>TOTAL ASSETS</b>	<b>200,541</b>	<b>197,867</b>
<b>EQUITY</b>	<b>134,629</b>	<b>137,329</b>
Shareholders' equity	78,300	78,300
Issue premium	6,607	6,607
Reserves	45,708	42,602
Profit/loss for the reporting year	(668)	-
Unallocated profit/loss from previous years	4,968	10,095
Own stakes and shares purchased	(286)	(276)
<b>NON-CURRENT PROVISIONS</b>	<b>3,138</b>	<b>2,739</b>
Non-current provisions for costs and risks	3,138	2,739
<b>NON-CURRENT LIABILITIES</b>	<b>22,505</b>	<b>16,885</b>
Non-current loans	18,081	11,270
Non-current liabilities based on financial leasing	4,425	5,615
<b>CURRENT LIABILITIES</b>	<b>37,465</b>	<b>39,609</b>
Current financial liabilities	23,165	25,339
Liabilities from operations	8,960	10,328
Liabilities based on salaries, compensations and other income of the employees	1,795	2,516
Other liabilities	3,395	1,413
VAT-based liabilities	-	-
Liabilities for other taxes and duties	151	13
<b>ACCRUALS AND DEFERRED INCOME</b>	<b>2,803</b>	<b>1,304</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>200,541</b>	<b>197,867</b>