

Report on Company operations in 3rd quarter 2013

- ❖ Income from sale of products is 72,99 million BAM.
- ❖ Profit for the period is 0,15 million BAM.

1. Profitability table

Profitability table	2013.	2012.
(in '000 BAM)	I - IX	I - IX
Sales revenue	72.998	75.667
Operating expenses	(66.463)	(67.030)
EBITDA	7.504	10.820
EBIT	1.713	5.200
Net profit/loss	152	4.001

2. Income statement

Income statement	2013.	2012.
(in '000 BAM)	I - IX	I - IX
Revenue from sales	72.998	75.667
Cost of goods sold	(28.414)	(28.938)
Gross Profit	44.583	46.729
Administration expenses	(38.049)	(38.092)
Other operating income (expenditures) - net	(4.805)	(2.831)
Financial income (expenditures) - net	(16)	(606)
EBIT	1.713	5.200
Interest	(1.562)	(1.199)
Profit/loss before tax	152	4.001
Profit tax	-	-
Net profit/loss	152	4.001
Depreciation	5.791	5.620
EBITDA	7.504	10.820

3. Balance sheet

Balance sheet	2013.	2012.
(in '000 BAM)	30.09.	31.12.
NON-CURRENT ASSETS	115.309	104.589
Intangible assets	2.417	1.915
Real estate, facilities and equipment	111.445	99.457
Other tangible non-current assets	853	839
Non-current financial investments	392	2.084
Other non-current receivables	-	0
Non-current deferrals	201	294
CURRENT ASSETS	84.572	93.278
Inventory and assets intended for sale	24.555	21.618
Current receivables	52.257	63.546
Current financial investments	1.827	178
Cash and cash equivalents	2.935	4.241
VAT-based receivables	2.015	2.576
Prepayments and accruals	983	1.119
TOTAL ASSETS	199.881	197.867
	-	0
EQUITY	135.448	137.329
Shareholders' equity	78.300	78.300
Issue premium	6.607	6.607
Reserves	45.708	42.602
Profit/loss for the reporting year	152	0
Unallocated profit/loss from previous years	5.006	10.095
Own stakes and shares purchased	(324)	(275)
	-	0
NON-CURRENT PROVISIONS	3.099	2.739
Non-current provisions for costs and risks	3.099	2.739
NON-CURRENT LIABILITIES	23.658	16.885
Non-current loans	19.765	11.270
Non-current liabilities based on financial leasing	3.893	5.615
CURRENT LIABILITIES	35.382	39.609
Current financial liabilities	22.933	25.339
Liabilities from operations	7.724	10.328
Liabilities based on salaries, compensations and other income of the employees	1.740	2.516
Other liabilities	2.940	1.413
VAT-based liabilities	-	-
Liabilities for other taxes and duties	45	13
ACCRUALS AND DEFERRED INCOME	2.294	1.305
TOTAL EQUITY AND LIABILITIES	199.881	197.867