

Report on operations in first nine months of 2012

- Income from sale of products is 75,6 million KM.
- EBITDA of 10,8 million KM.
- Net income for the period 4 million KM

Profitability table	2012	2011
(in '000 BAM)	I - IX	I - IX
Revenue from sales	75.667	75.582
Operational expense	(67.030)	(65.170)
EBITDA	10.820	11.474
EBIT	5.200	5.922
Net profit	4.001	5.035

Income statement	2012	2011
(in '000 BAM)	I - IX	I - IX
Revenue from sales	75.667	75.582
COGS	(28.938)	(27.713)
Gross Profit	46.729	47.869
Administration expenses	(38.092)	(37.458)
Other operating income (expenditures) - net	(2.831)	(5.280)
Financial income (expenditures) - net	(606)	791
EBIT	5.200	5.922
Interest	(1.199)	(887)
Profit before tax	4.001	5.035
Profit tax		
Net profit	4.001	5.035
Amortization	5.620	5.552
EBITDA	10.820	11.474

Balance sheet	2012	2011
(in '000 BAM)	30.09.	31.12.
NON-CURRENT ASSETS	97.109	89.523
Intangible assets	1.849	676
Real estate, facilities and equipment	92.263	85.603
Other tangible fixed assetsets	833	818
Long-term financial investments	2.097	2.279
Other long-term receivables	0	130
Long-term accruals	68	17
CURRENT ASSETS	99.442	88.759
Stocks and assets intended for sale	24.049	21.940
Short-term receivable	68.559	59.454
Short-term financial investments	480	7
Cash and cash equivalents	4.373	6.188
VAT-based receivables	1.394	525
Prepayments and accrued income	587	646
TOTAL ASSETS	196.551	178.282
EQUITY	135.075	124.013

Shareholders' equity	78.300	71.743
Issue premium	6.607	3.914
Reserves	42.602	38.420
Profit/loss for the reporting year	4.001	5.938
Unallocated profit/loss from previous years	3.812	4.140
Own stocks and shares purchased	(247)	(142)
LONG-TERM RESERVES	2.432	1.821
Long-term reserves for costs and risks	2.432	1.821
NON-CURRENT LIABILITIES	10.485	5.016
Long-term loans	9.188	2.663
Long-term liabilities based on financial leasing	1.297	2.353
SHORT-TERM LIABILITIES	42.981	41.168
Short-term financial liabilities	30.096	20.375
Liabilities from operations	9.055	8.936
Liabilities based on salaries, compensations and other income of the employees	2.019	2.589
Other liabilities	1.621	9.258
VAT-based liabilities	-	-
Liabilities for other taxes and duties	189	9
ACCRUALS AND DEFERRED INCOME	5.578	6.264
BUSINESS LIABILITIES	196.551	178.282