

# Unaudited Business Report of the Telekom Slovenije Group and Telekom Slovenije, d. d.

for 2014

Ljubljana, 25 February 2015

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# 1. Introductory note

Pursuant to the law and the Rules of the Ljubljana Stock Exchange, Telekom Slovenije, d. d. (hereinafter: Telekom Slovenije), with its registered office at Cigaletova 15, Ljubljana, hereby publishes the Unaudited Business Report of the Telekom Slovenije Group and Telekom Slovenije for 2014.

Telekom Slovenije's Supervisory Board discussed the Unaudited Business Report of the Telekom Slovenije Group and Telekom Slovenije for the aforementioned period at its session on 25 February 2015.

Any significant changes to the data contained in the prospectus for listing on the stock exchange are regularly published by the Company on the Ljubljana Stock Exchange's SEOnet website and on the Company's website at www.telekom.si.

The Unaudited Business Report for 2014 is also available on the Company's website at www.telekom.si.

# 2. Mission, vision, values and strategic objectives

#### Vision

The Telekom Slovenije Group is a trustworthy partner to its users, with whom it creates a society of opportunities.

#### **Mission**

The Telekom Slovenije Group inspires its users with innovative technologies. We open up new professional and personal avenues for them, and together cultivate an environment for the development of a community of opportunities. With open, flexible, and scalable products and services, and attractive content, we continuously provide our users with effective, useful, reliable, entertaining and constantly evolving tools for business and leisure.

#### Values

#### We live with the user.

Our guiding principle is a satisfied customer. We understand and respect their wishes and needs, and provide services that are simple, useful and tailored to those needs. Whenever they need information, advice or assistance, we are there to provide it.

#### We are reliable and innovative.

Through quality, reliability, innovation and flexibility, we offer our users the freedom to combine and intertwine our services, packages, content and products.

#### We act responsibly.

Our actions are ethical, heartfelt, responsible and sustainable with respect to the society and environment in which we operate. We encourage the development of knowledge, the exchange of experiences, the creation of innovative solutions, and operations that are people and environmentally friendly.

#### We create connections.

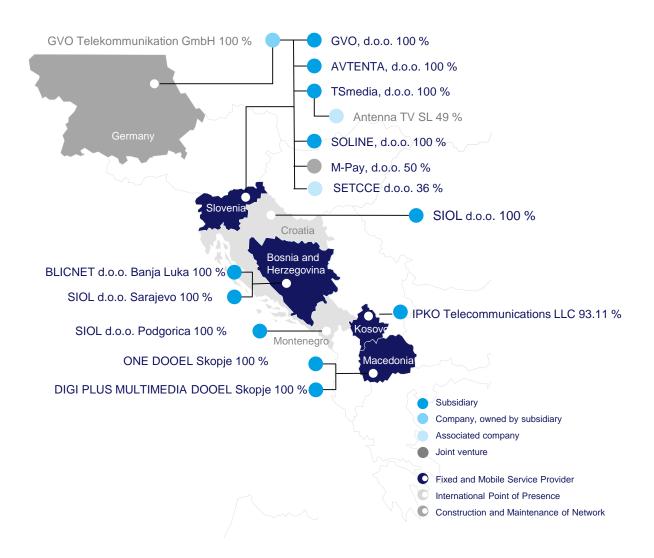
Telekom Slovenije Group employees work in a creative environment. We achieve excellent results because we are connected to one another, proactive, experienced and value an entrepreneurial mindset. We respect our agreements and keep our promises.

# 3. Telekom Slovenije Group

## 3.1. Markets and companies of the Telekom Slovenije Group

The Telekom Slovenije Group comprises the parent company Telekom Slovenije, d. d. and the subsidiaries, associates and joint ventures shown in the figure below with corresponding participating interests.

#### Situation as at 31 December 2014



#### Changes in the composition of the Group in 2014

- Pursuant to the agreement on the sale and transfer of the 100% participating interest in its subsidiary Media Works, which was concluded on 18 December 2013, the Kosovo subsidiary Ipko Telecommunications LLC completed the transfer of its ownership stake in Media Works to the buyer on 9 January 2014.
- Based on the sales agreement concluded on 17 November 2014, the payment of consideration and the fulfilment of other conditions, Telekom Slovenije sold and transferred its 50% participating interest in Gibtelecom Limited to the government of Gibraltar.

# 3.2. Operating highlights

The operating results of the **Telekom Slovenije Group** in 2014 must be viewed in the context of the following one-off events that have a current effect on the Group's financial results for 2014, but otherwise represent a solid foundation for its future:

- Slovenia was hit by an ice storm at the beginning of the year and by floods in the middle of the year. The ice storm resulted in numerous power outages and severe damage to Telekom Slovenije's cable network, which was also damaged by the floods. The Company repaired the cable network at a cost of EUR 6.2 million.
- At April's auction of frequencies for the provision of public mobile communication services organised by the AKOS, Telekom Slovenije secured an appropriate number of the relevant frequency bands that will be used in the future to offer users the most state-of-the-art services and the best coverage in a superior network. The Company paid EUR 64.5 million for the aforementioned frequencies.
- At the 25th General Meeting of Shareholders held in May, shareholders supported the counter proposal on the use of distributable profit for 2013, and adopted a resolution that the full amount of EUR 65.1 million be earmarked for the payment of dividends in the gross amount of EUR 10.00 per share.
- In October Telekom Slovenije and the Telekom Austria Group agreed to merge operators on the Macedonian market. Due to the complex procedures involved and the time required to obtain the consent of the Macedonian regulatory body, the planned consolidation of operations in Macedonia was postponed from the final quarter of 2014 until 2015.
- In July Blicnet in Bosnia and Herzegovina signed an agreement on the purchase of a 100% participating interest in Telrad Net, d. o. o. The procedure, however, is still ongoing. The planned acquisition represents the further strengthening of Blicnet's position on the Bosnian market.
- In accordance with its adopted Strategic Business Plan for the period 2014 to 2018, Telekom Slovenije signed an agreement with the government of Gibraltar in November on the sale of its 50% participating interest in Gibtelecom Limited. The transaction was completed in full in December.
- Telekom Slovenije and Simobil signed an agreement in December on mutual relations by which the two companies set in order open issues regarding mutual relations and laid down the conditions for future business cooperation. The signing of the agreement represents an important step aimed at mitigating risks associated with lawsuits, which further enhances the Company's value for owners.
- Provisions were created for severance pay for redundant workers.

Strategic objective	Steps and achievements in 2014
<ul> <li>Maintain the number of users in Slovenia and achieve the highest level of profitability possible.</li> <li>Optimise the sale network.</li> </ul>	<ul> <li>The total group number of mobile telephony connections was up 5%, while the number of broadband connections was up 2%.</li> <li>Activities to maintain the number of subscribers – Loyalty Programme.</li> <li>We introduced an additional category (D2D) for field sales; the aim is to strengthen sales and make the Company's services more appealing to users.</li> <li>We continued to renovate points of sale and consolidate the agent network.</li> </ul>

#### Strategic objectives and their realisation in 2014

<ul> <li>Achieve growth in the number of users and EBITDA on the markets of South-Eastern Europe.</li> <li>Optimise costs at subsidiaries in South- Eastern Europe.</li> </ul>	<ul> <li>Ipko strengthened its share of the mobile telephony market in Kosovo to 36.4% at the end of the third quarter of 2014, an increase of 2.7 percentage points on the end of 2013.</li> <li>The Group recorded an increase in the number of users in the mobile telephony segment at all companies in South- Eastern Europe (by a total of 10%), while the total number of VoIP connections was up 47%. The number of broadband connections was up in Kosovo and Bosnia and Herzegovina.</li> </ul>
<ul> <li>Develop new services and subscriber models that will provide new revenue sources.</li> <li>Achieve a high level of quality of all services at Telekom Slovenije Group companies.</li> <li>Provide contemporary ICT solutions and services.</li> </ul>	<ul> <li>A total of 141 base stations were erected in Slovenia with the aim of upgrading the broadband mobile network with Long-Term Evolution (LTE) technology. The Company had a total of 372 LTE base stations by the end of 2014.</li> <li>Telekom Slovenije was one of the first operators in the world to offer gigabit internet and IPV6 internet services.</li> <li>The Company updated fixed and mobile voice telephony subscriber packages.</li> </ul>
<ul> <li>Achieve growth in revenues from international data services.</li> </ul>	<ul> <li>The Company strengthened sales of international data services.</li> <li>We completed construction of Telekom Slovenije's regional fibre optic network.</li> </ul>
<ul> <li>Optimisation of the employee structure and labour costs.</li> <li>Human resource development.</li> <li>Transformation from a technologically oriented company to a sales and service oriented company.</li> </ul>	<ul> <li>Human resource restructuring, interviews with employees, reassignment within the Company and the termination of employment contracts for business reasons.</li> <li>Conclusion of an agreement with social partners.</li> <li>The total number of employees was reduced by 3% relative to 2013.</li> <li>Labour costs were down 2% on 2013.</li> <li>Despite the rationalisation of operations, 85.5% of all employees were included in some form of education or training.</li> </ul>
Pursue sustainable development policies while taking into account the principle of efficiency, and the Company's attitude to other people and the natural environment.	<ul> <li>We assisted individuals affected by natural disasters in Slovenia and Bosnia and Herzegovina. In that respect, we are aware of our social responsibility, which we express by investing in sponsorships and donations in the environment in which we operate. Telekom Slovenije is thus among the most visible sponsors of and donors to sporting, cultural, educational, humanitarian and environmental projects.</li> <li>The Company introduced a system for the targeted monitoring of energy consumption.</li> <li>The Company's information security management system was certified (ISO/IEC 27001).</li> </ul>

#### Fulfilment of the business expectations of the Telekom Slovenije Group for 2014

	Planned in 2014	Achieved in 2014	Achieved in 2014 adjusted	Planned in 2015
Investments	up to EUR 137 million (EUR 97 million excluding frequency fees)	EUR 176 million	EUR 112 million	up to EUR 107 million
EBITDA	up to EUR 212 million	EUR 170 million	EUR 215 million	EUR 198 million
Net profit	EUR 63 million	EUR 1.6 million	EUR 64 million	EUR 66 million

# 3.3. Key financial indicators for the Telekom Slovenije Group

in EUR thousand	2014	2013*	Ind. 14/13
Revenue	756,454	779,360	97
Other operating income	8,442	19,819	43
Operating revenues	764,896	799,179	96
EBITDA	170,051	239,868	71
EBITDA margin	22.5%	30.8%	73
EBIT	11,412	71,540	16
Return on sales: ROS (EBIT/net sales revenue) in %	1.5%	9.2%	16
Net profit	1,594	51,057	3
Assets	1,343,421	1,391,869	97
Equity	693,901	758,582	91
Equity ratio in %	51.7%	54.5%	95
Net financial debt	344,124	341,807	101

\* Adjusted for a change to an accounting policy; see point 7.1 for more information.

# 3.4. Overview by company and key market

#### **Operating revenues**

in EUR thousand	2014	2013*	Ind. 14/13
Telekom Slovenije	649,082	669,855	97
Other companies in Slovenia	56,477	56,186	101
Ipko - Kosovo	69,581	69,138	101
Companies in Macedonia	76,312	79,850	96
Other companies abroad	22,716	21,415	106
Total - unconsolidated	874,168	896,444	98
Elimination and adjustment	-109,272	-97,265	112
Telekom Slovenije Group	764,896	799,179	96

#### EBITDA – earnings before interest, taxes, depreciation and amortisation

in EUR thousand	2014	2013*	Ind. 14/13
Telekom Slovenije	125,954	193,249	65
Other companies in Slovenia	1,606	1,786	90
Ipko - Kosovo	26,152	26,576	98
Companies in Macedonia	10,637	14,381	74
Other companies abroad	4,631	2,560	181
Share in Gibtelecom	4,058	5,097	80
Total - unconsolidated	173,038	243,649	71
Elimination and adjustment	-2,987	-3,781	79
Telekom Slovenije Group	170,051	239,868	71

#### EBIT – earnings before interest and taxes

in EUR thousand	2014	2013*	Ind. 14/13
Telekom Slovenije	1,319	58,529	2
Other companies in Slovenia	-955	-611	-
Ipko - Kosovo	7,137	8,652	82
Companies in Macedonia	-1,681	1,177	-
Other companies abroad	1,599	-303	-
Share in Gibtelecom	4,058	5,097	80
Total - unconsolidated	11,477	72,541	16
Elimination and adjustment	-65	-1,001	-
Telekom Slovenije Group	11,412	71,540	16

\* Adjusted for a change to an accounting policy; see point 7.1 for more information.

#### Net profit or loss

in EUR thousand	2014	2013*	Ind. 14/13
Telekom Slovenije	17,926	51,171	35
Other companies in Slovenia	-1,459	-842	-
Ipko - Kosovo	564	1,395	40
Companies in Macedonia	-4,006	-994	-
Other companies abroad	1,145	-886	-
Share in Gibtelecom	4,058	5,097	80
Total - unconsolidated	18,228	54,941	33
Elimination and adjustment	-16,634	-3,884	-
Telekom Slovenije Group	1,594	51,057	3

\* Adjusted for a change to an accounting policy; see point 7.1 for more information.

#### TELEKOM SLOVENIJE GROUP CONNECTIONS AND SERVICES BY TYPE AND MARKET

#### **Broadband connections**

Number of retail connections as at	31.12.2014	31.12.2013	Ind. 14/13
Slovenia	199,542	202,158	99
Macedonia	38,552	39,563	97
Kosovo	90,219	82,427	109
BiH	24,674	21,520	115
SE Europe	153,445	143,510	107
Telekom Slovenije Group	352,987	345,668	102

#### Fixed and mobile telephony connections

Number of retail connections as at	31.12.2014	31.12.2013	Ind. 14/13
Slovenia, mobile telephony	1,125,365	1,123,867	100
Slovenia, fixed voice telephony	401,599	421,701	95
SE Europe, mobile telephony:	1,186,660	1,082,143	110
Macedonia	558,090	527,928	106
Kosovo	626,817	554,010	113
BiH	1,753	205	855
SE Europe, fixed voice telephony	41,068	54,929	75
Telekom Slovenije Group	2,754,692	2,682,640	103
VoIP services			
Slovenia	162,042	153,911	105
SE Europe	36,576	24,927	147
Telekom Slovenije Group	198,618	178,838	111

#### Number of mobile and fixed telephony connections / services

Number of retail connections as at	31.12.2014	31.12.2013	Ind. 14/13
Total mobile telephony	2,312,025	2,206,010	105
Total fixed voice telephony services*	641,285	655,468	98
Telekom Slovenije Group	2,953,310	2,861,478	103

\* Sum of fixed voice telephony connections and VoIP services.

#### Capex

in EUR thousand	2014	2013	Ind. 14/13
Telekom Slovenije	151,158	72,890	207
Other companies in Slovenia	1,560	3,034	51
Ipko - Kosovo	13,944	13,070	107
Companies in Macedonia	9,078	20,455	44
Other companies abroad	3,355	6,811	49
Elimination and adjustment	-2,614	-2,971	88
Telekom Slovenije Group	176,481	113,289	156

#### Employees

number of employees as at	31.12.2014	31.12.2013	Ind. 14/13
Telekom Slovenije	2,749	2,887	95
Other companies in Slovenia	617	684	90
lpko - Kosovo	524	482	109
Companies in Macedonia	420	423	99
Other companies abroad	121	110	110
Telekom Slovenije Group	4,431	4,586	97

## 3.5. Ownership structure and share trading

#### General information regarding Telekom Slovenije, d. d. shares as at 31 December 2014

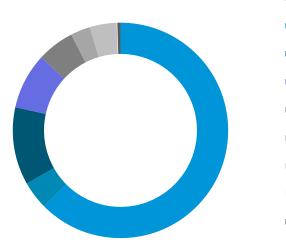
General information regarding shares	
Ticker symbol	TLSG
Listing	Ljubljana Stock Exchange, prime market
Share capital (EUR)	272,720,664.33
Number of ordinary registered no-par value shares	6,535,478
Number of shares held in treasury	30,000
Number of shareholders as at 31 December 2013	11,498

#### **Ownership structure and largest shareholders**

As at 31 December 2014 there were 11,498 shareholders entered in Telekom Slovenije's register of shareholders, a decrease of 131 on the end of 2013. The most significant decline (of 125) was recorded by the category of individual shareholders.

There were no significant shifts in the ownership structure, as there was no change exceeding 1 percentage point in any category. Domestic corporates decreased their stake slightly, by 0.47 percentage points to 8.40%, while individual shareholders increased their stake by 0.45 percentage points to 11.66%. The Company's largest shareholder at the end of 2014 remained the government, together with Kapitalska družba, d. d., Slovenski državni holding, d. d. and Modra zavarovalnica, d. d. Collectively, 73.82% of the Company's shares were directly or indirectly held by the government at the end of the year.

#### **Ownership structure as at 31 December 2014**



- Republic of Slovenia 62.54%
- Slovenian Sovereign Holding , d.d. 4.25%
- Individual shareholders 11.66%
- Domestic corporations 8.40%
- Kapitalska družba d.d. (pension fund manager; KAD) 5.59%
- Institutional investors 2.96%
- Foreign corporations 4.04%
- Brokerage houses 0.10%
- Treasury shares 0.46%

#### **Ten largest shareholders**

As at 31 December 2014 the ten largest shareholders held 77.83% of the Company's share capital, up 0.06 percentage points on the end of 2013. Changes occurred in the structure of the ten largest shareholders, as Perspektiva FT doubled its ownership stake, while The Bank of New York Mellon and Telekom Slovenije (through treasury shares) also ranked among the top ten, replacing Intersvet and NFD 1, mešani fleksibilni podsklad.

	Delničar na dan 31.12. 2014	%	Shareholder as at 31 December 2013	%
1	Republic of Slovenia	62.54	Republic of Slovenia	62.54
2	Kapitalska družba d.d.	5.59	Kapitalska družba, d. d.	5.59
3	Slovenski državni holding, d.d.*	4.25	Slovenska odškodninska družba, d. d.	4.25
4	Perspektiva FT d.o.o.	1.51	Modra zavarovalnica, d. d. (PPS)	1.44
5	Modra zavarovalnica d.d. – PPS	1.44	Intersvet, d. o. o.	1.10
6	NLB d.d.	0.55	Perspektiva FT, d. o. o.	0.75
7	Triglav vzajemni skladi – delniški Triglav	0.51	NLB, d. d.	0.55
8	KD Galileo, fleksibilna struktura naložb	0.51	Triglav vzajemni skladi – delniški Triglav	0.52
9	The Bank of New York Mellon - fiduciarni	0.47	NFD 1, mešani fleksibilni podsklad	0.52
10	Telekom Slovenije d.d.	0.46	KD Galileo, fleksibilna struktura naložb	0.51
	Skupaj	77.83	Total	77.77

\* Slovenski državni holding (SDH) was established in June 2014 with the entry into force of the ZSDH-1, and assumed the responsibilities and obligations of Slovenska odškodninska družba (SOD).

#### Shares held by the Management Board and the Supervisory Board of Telekom Slovenije

Members of the Management Board and Supervisory Board held 1,549 TLSG shares as at 31 December 2014 (see table below). Other members of the aforementioned bodies did not hold the Company's shares.

Name	Office	Number of shares	% of equity
Management Board			
Rudolf Skobe, MSc	President of the Management Board	300	0.00459
Zoran Janko	Member of the Management Board	31	0.00047
Tomaž Seljak, MSc	Vice-President of the Management Board	4	0.00006
Supervisory Board			
Adolf Zupan, MSc	Vice-President of the Supervisory Board	1,094	0.01674
Matej Golob Matzele	Member of the Supervisory Board	22	0.00034
Samo Podgornik	Member of the Supervisory Board	92	0.00141
Primož Per	Member of the Supervisory Board	5	0.0008
Dean Žigon	Member of the Supervisory Board	1	0.00001
Total		1,549	0.02370

#### Share trading and key share-related financial data

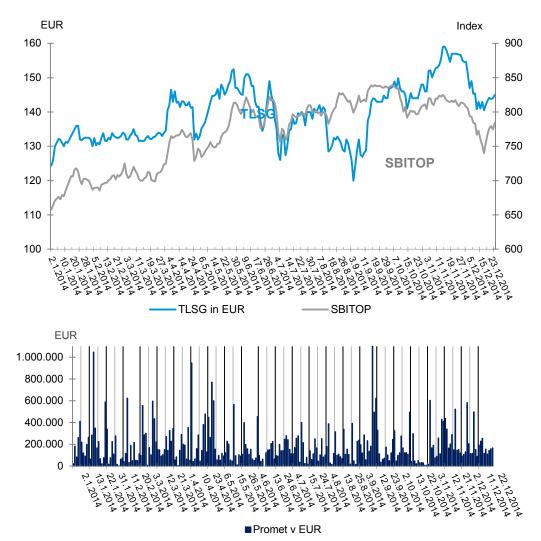
The price of TLSG shares ended 2014 in positive territory, and stood at EUR 145.00 on the last trading day of the year. The share price thus rose by 19.29% in year-on-year terms. The SBI TOP index, which represents the largest and most liquid shares on the regulated market of the Ljubljana Stock Exchange, gained 19.59% over the same period.

Market capitalisation stood at EUR 947.64 million at the end of the year, ranking TLSG shares second on the market in this regard. In terms of trading volume, TLSG shares were the second most heavily traded securities in 2014.

# Trading statistics for TLSG shares on the Ljubljana Stock Exchange in the period January – September 2014/2013

Standard price in EUR	I – XII 2014	I – XII 2013
Highest daily volume	159.10	122.95
Lowest daily volume	120.00	77.50
Average daily volume	139.70	101.39
Volume in EUR thousand	I – XII 2014	I – XII 2013
Total volume for the year	46,494.00	33,632.74
Highest daily volume	1,165.05	1,536.83
Lowest daily volume	0.91	1.36
Average daily volume	187.48	136.72

# Movement in the TLSG share price compared to the SBI TOP index and volume of trading in TLSG shares



Source: Ljubljana Stock Exchange, archive of share prices

#### Key financial data relating to shares

	31. 12. 2014	31. 12. 2013
Standard price (P) of one share on the last trading day of the period in EUR	145,00	121,55
Book value (BV) <sup>1</sup> of one share in EUR	112,36	119,89
Earnings per share (EPS) <sup>2</sup> in EUR	2,76	7,87
P/BV	1,29	1,01
Capital return per share during the year <sup>3</sup>	19,29 %	27,28 %

Notes:

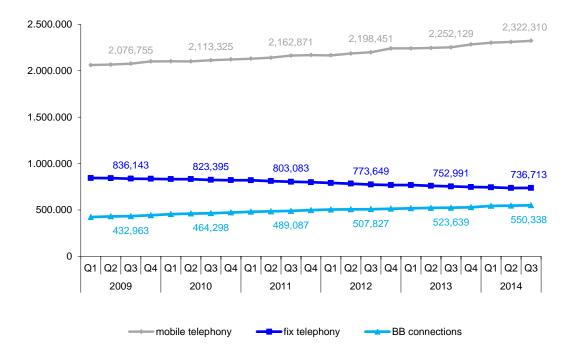
\* Adjusted data for 2013.

<sup>1</sup> The book value of one share is calculated as the ratio of the book value of Telekom Slovenije's equity on the last day of the period to the weighted average number of ordinary shares during the accounting period excluding treasury shares.

<sup>2</sup> Earnings per share is calculated as the ratio of Telekom Slovenije's net operating profit for the accounting period to the weighted average number of ordinary shares during the accounting period excluding treasury shares.

<sup>3</sup> The capital return per share is calculated as the ratio of the share price on the final trading day of the period minus the share price on the first trading day of the period.

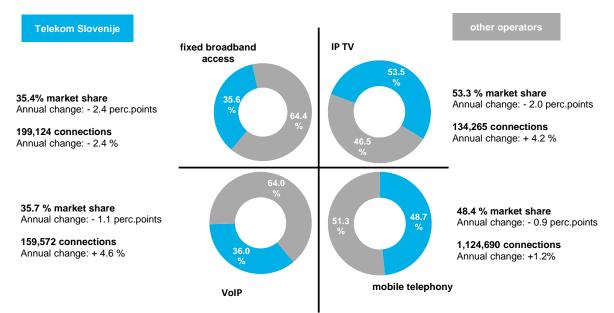
## 3.6. Market and market shares in key service segments



Number of connections in Slovenia

Source: Report for the third quarter of 2014, SORS

Telekom Slovenije Group market shares at the end of the first half of 2014 in key market segments



Source: Report on the development of the electronic communications market for the third quarter of 2014, AKOS, December 2014; internal Telekom Slovenije figures.

# 3.7. Risk management

Key risks are presented below by individual company and market.

#### Key risks for Telekom Slovenije

- Conditions in the area of regulation on the markets of fixed and mobile telecommunications remain uncertain. The proposed Regulation of the European Parliament and of the Council laying down measures concerning the European single market for electronic communications and to achieve a Connected Continent was drafted by the European Commission and debated by the European Parliament. The final content of the aforementioned regulation could change significantly during the ratification process. If the regulation is adopted, legislative changes will be introduced significantly faster compared with directives that must be transposed to national legislation.
- Among the market risks and risks linked to the competition, the risk of business and residential users migrating to competitor networks remains elevated. Competition and market risks are managed by adapting the range of products and services, and by carrying out activities to promote sales and maintain existing subscribers. A great deal of attention is given to improving user support processes.
- Activities aimed at managing market shares also increase the risk of diminishing profitability for subscribers. Measures to manage these risks include optimising the range of products and services in terms of content and price, and clear rules regarding the allocation of benefits and discounts to subscribers.
- Employee-related risks are primarily linked to the implementation of the internal restructuring plan, which could have an impact on the optimal structure of employees, the number of service providers and, ultimately, knowledge for the continued development of Telekom Slovenije. Employees are assigned to areas where staff shortages have been identified.
- Despite implemented measures (consistent adherence with internal rules regarding legal reviews and the formalisation of cooperation in the preparation of defence strategies in open proceedings, and the appropriate setting of priorities), legal risks linked to lawsuits and legislation and risks associated with procedures before the regulatory body remain.
- Revenue-loss risk from centralised data capture to the "switch to bill" calculation is managed using an established system to prevent the outflow of revenues from the fixed telephony segment.
- Special attention is given to managing operational risks associated with ICT networks, services and devices. Key measures for managing risks related to the functioning and security of ICT include the implementation of preventive measures to identify potential problems and critical points, and the testing and training of personnel for appropriate action. We are implementing an information security management system (ISMS) for the regular functioning and upgrading of business continuity management (BCM) and procedures for implementing measures if extraordinary events occur. We are planning updates and an increase in capacities through redundancy in those network segments where we have identified increased functional and security-related risks.
- Risks associated with the outsourcing of services were successfully mitigated through the
  following measures: the definition of processes to manage IT needs, the definition of procedures
  for managing partners in the development of solutions, the standardisation of requirements and
  the drafting of a strategy to optimise the ratio of insourcing to outsourcing. We will further mitigate
  risks through the establishment of internal competences to manage content and systems, and by
  managing outsourcing.
- The risks associated with the malfunctioning of connections and services provided by other entities are managed by introducing processes to monitor and report on SLA indicators on leased networks, and by standardising requirements vis-à-vis network providers for newly leased networks. Continuous notification regarding planned works on the networks of operators has been established.
- Exposure to financial risks is monitored regularly. The most significant source of credit risk (the risk of failure by subscribers and operators to fulfil obligations) is default by subscribers (retail segment) and operators (wholesale segment). The credit risk associated with subscribers is assessed as high. Measures to manage the aforementioned risk include the regular collection of debt and ultimately the exclusion of those in default, taking into account a subscriber's credit rating in sales and the monitoring of shifts in a subscriber's traffic relative to average use, and the resulting measures. The credit risk associated with operators is assessed as moderate, while the introduction of a credit risk management system has contributed to appropriate risk management. Telekom Slovenije is also exposed to certain credit risk due to loans approved to its subsidiaries

and issued guarantees or sureties, in particular for the liabilities of subsidiaries. Telekom Slovenije mitigates the risk of default via collateral in loan and guarantee agreements, the amount of which must at least be equal to the loan amount.

There was no significant increase in exposure to financial risks. Liquidity risk is still assessed as moderate, while interest-rate risk and currency risk are deemed low. To manage risks associated with short-term solvency, Telekom Slovenije has established an effective system for managing and planning cash flows that facilitates the timely identification of potential shortfalls in liquid funds and decisions regarding measures. Unused short-term and long-term revolving loans and credit lines at domestic and foreign banks also provide a high level of financial flexibility to balance liquidity. There is also risk associated with rolling over existing short-term sources and risk associated with the refinancing of short-term sources with long-term sources. These are mitigated though timely refinancing procedures carried out in accordance with the relevant regulation.

#### Key risks in the development of digital content and media (TSmedia)

- The risk of a decline in leased advertising space is managed by investing in the technical and creative development of products.
- The risk associated with the stability and continued development of the Najdi.si web product will be mitigated by strengthening administrator and development teams, and through the development of a new generation product on a new platform.

#### Key risks for Avtenta

• Revenue risks associated with public administration projects are managed by strengthening efforts to secure new projects on the external market.

#### Key risks for Soline

• Weather conditions significantly affect the production of sufficient levels of salt. In uncertain weather conditions, this results in risks associated with the loss of salt and thus the loss of revenue. The commercial success of Lepa Vida Thalasso Spa also depends in part on the weather.

#### Key risks on the Macedonian market

- Credit risk continues to be one of the main risks in Macedonia. It is managed through regular collection activities, negotiations and potential legal measures.
- We will mitigate the risks associated with the proper provision of services in the mobile telephony segment by implementing the next phase of network modernisation and by modifying the configuration of the network.
- Risks associated with falling regulated and unregulated prices persist.

#### Key risks for Kosovo

- Competition and market risks remain high. These risks are managed through a proactive market approach to attracting new subscribers and through measures for maintaining existing subscribers in all segments.
- The risk of lower revenues from the termination of calls from the rest of the world is managed by carefully monitoring market developments and performing business analyses.
- The risk associated with a change to the conditions that facilitate the use of the transmission network of the energy operator is managed by analysing legal bases and planning various technical scenarios.

#### Key risks in Bosnia and Herzegovina

- The risks associated with the limited availability of public IP addresses, which are required to provide internet services, will be mitigated by purchasing the lacking public IP addresses or by implementing a Carrier Grade Network Address Translation (CG NAT) system.
- Legal risks associated with the placement of equipment are managed by searching for alternative locations.

- There is a risk that the broadcasting of certain channels will be terminated due to the disorganised legal environment in the area of programme rights.
- Competitive pressure, both in terms of price and the range of services, remains a significant risk factor. The company regularly monitors the operations of the competition and regularly updates its own range of services.

# 4. Corporate governance

#### **Management Board**

Telekom Slovenije is managed by a five-member Management Board, comprising the following members as at 31 December 2014:

- Rudolf Skobe, MSc, President
- Tomaž Seljak, MSc, Vice-President
- Mateja Božič, MSc, member
- Zoran Janko, member
- Vesna Lednik, member and Workers Director

Members of the Management Board are appointed for a term of office of four years, which begins on the day of appointment.

On 7 April 2014 the term of office of Darja Senica, member of the Management Board and Workers Director, expired. Vesna Lednik was appointed to a four-year term of office as member of the Management Board and Workers Director on 23 April 2014.

On 30 April 2014 the term of office of Zoran Vehovar, MSc, Vice-President of the Management Board expired. Tomaž Seljak, MSc, was appointed Vice-President of the Management Board for a four-year term of office, effective 1 May 2014.

#### Supervisory Board

The Supervisory Board has nine members, six of whom are shareholder representatives and three of whom are employee representatives. The members of the Supervisory Board submitted a statement of compliance with the criteria of independence in accordance with the Corporate Governance Code.

Telekom Slovenije's Supervisory Board comprised the following members as at 31 December 2014:

Shareholder representatives, whose four-year term of office began on 27 April 2013 due to the expiry of the term of office of previous members of the Supervisory Board:

- Borut Jamnik, President
- Adolf Zupan, MSc, Vice-President
- Tomaž Berločnik, MSc, member
- Bernarda Babič, MSc, member

Shareholder representatives, elected by the General Meeting of Shareholders on 1 July 2013 with a term of office that begins on the day they are elected by the General Meeting and runs until term of office of the current Supervisory Board expires:

- Dr Marko Hočevar, member
- Matej Golob Matzele, member

Employee representatives:

- Dean Žigon, Vice-President
- Primož Per, member
- Samo Podgornik, member

The term of office of employee representatives ends on 14 November 2017.

In April 2014 the Supervisory Board was informed of the resignation of two employee representatives, Milan Richter and Martin Gorišek.

Composition of management and supervisory bodies at subsidiaries of the Telekom Slovenije Group as at 31 December 2014

Slovenia

#### GVO, d. o. o.

Managing Director: Borut Radi

Edo Škufca served as Managing Director until 28 February 2014.

#### Avtenta, d. o. o.

Managing Director: Vedran Krevatin

Miha Praunseis was appointed Managing Director for a term of office of four years, effective 1 January 2015.

TSmedia, d. o. o.

Managing Director: Tomaž Pernovšek, MSc

Soline, d. o. o.

Managing Director: Klavdij Godnič

#### M-Pay, d. o. o.

Managing Director: Janez Stajnik

Based on the resignation submitted by Dr Dean Korošec, the company's supervisory board relieved the latter of his position as Managing Director as of 31 January 2014, and appointed Janez Stajnik to take his place, effective 1 February 2014.

#### **Other countries**

IPKO Telecommunications LLC, Kosovo

Board of Directors: Rudolf Skobe, MSc (President), Bujar Musa (Vice-President), Artan Lahaj, Dr Ciril Kafol and Robert Erzin, MSc

CEO: Robert Erzin, MSc

#### ONE DOOEL Skopje, Macedonia

Managing Director: Dr Ciril Kafol

#### DIGI PLUS MULTIMEDIA DOOEL Skopje, Macedonia

Managing Director: Metodije Mirčev

Janez Marovt resigned from his position as Managing Director, effective 31 May 2014. The general meeting of shareholders appointed Metodije Mirčev as new Managing Director, effective 1 June 2014.

Blicnet, d. o. o., Banja Luka, Bosnia and Herzegovina

Managing Director: Igor Bohorč, MSc

SIOL, d. o. o., Croatia

Managing Director: Janez Marovt

SIOL, d. o. o., Podgorica, Montenegro

Managing Director: Igor Bohorč, MSc

#### SIOL, d. o. o., Sarajevo, Bosnia and Herzegovina

Managing Director: Igor Bohorč, MSc

# 5. Significant events in the period January – December 2014

#### First quarter

#### January

- Telekom Slovenije receives the ISO 50001 international certificate, which represents the standard that enables organisations to effectively and consistently manage energy.
- Telekom Slovenije supports the "Stay Off the Line to Stay Alive!" preventive campaign organised by the Slovenian Traffic Safety Agency with the aim of warning about the dangers of using a telephone while driving.

#### February

- Slovenia is hit by an ice storm at the beginning of February, resulting in numerous power outages. The Company maintains the functioning of the mobile network using its own generators. Telekom Slovenije's cable network is also severely damaged by the ice storm.
- Avtenta is the only company in the Adriatic region to be awarded the Gold Competency status from Microsoft for CRM. Partners with the Gold Competency status are distinguished by their high level of knowledge and experience.
- On behalf of nine consortium partners from six countries, Telekom Slovenije secures a new European project in the area of SUNSEED (Sustainable and Robust Networking for Smart Electricity Distribution) smart networks. The aforementioned project is part of the European Commission's Seventh Framework Programme (FP7).

#### March

- Telekom Slovenije presents its TViN service, which combines web TV services, video-on-demand and multimedia cloud storage services, at one of the most important events in the sector, TV Connect, which takes place in London. TViN also places on the shortlist of candidates for the prestigious TV Connect Awards 2014.
- At the Slovenian Advertising Festival (SAF), TSmedia announces the introduction of large outdoor digital screens on the Slovenian advertising market. The screens are in place along main city access routes, in the centre of Ljubljana and in the vicinity of shopping centres since May.

#### Second quarter

#### April

- In the scope of the sale of the majority of shares issued by Telekom Slovenije, Slovenska odškodninska družba publishes an invitation to submit declarations of interest. The deadline for the submission of declarations is set for 23 April 2014. Telekom Slovenije's Supervisory Board and Management Board confirm the information memorandum, which represents a key document in the privatisation of the Company.
- At the auction of frequencies for the provision of public mobile communication services organised by the AKOS, Telekom Slovenije secures an appropriate number of the relevant frequency bands that will be used in the future to offer users the most state-of-the-art services and the best coverage in a superior network.
- Telekom Slovenije is the first operator in Slovenia to offer its subscribers the service of listening to music via Deezer. Using this new service, subscribers can listen to music via various devices, anytime and anywhere. Deezer is currently available in more than 180 countries, has 12 million active users a month and 5 million subscribers.

#### May

• The European Commission includes Piran salt produced by Soline in the register of protected designations of origin, the 21st product from Slovenia to receive the aforementioned quality

designation at the EU level. Piran salt is produced by hand using traditional methods dating back 700 years.

 Telekom Slovenije erects the first two advanced LTE/4G base stations in its mobile network in the 800 MHz radio frequency band. Users in rural areas will benefit most from the expansion and upgrading of the network, which facilitates the receipt of frequencies in the 800 MHz band, while improving the reception of the LTE/4G signal will further enhance accessibility in cities and towns.

#### June

- Telekom Slovenije receives the ISO/IEC 27001:2005 certificate from the Slovenian Institute of Quality and Metrology (SIQ). The aforementioned certificate represents the standard for a highquality and secure information security management system.
- One adds three cloud computing services to its range of services, enabling simplified operations for its users. One offers e-archiving, customer relationship management (CRM) solutions and virtual private cloud servers.
- Blicnet launches the TViN service which facilitates the viewing of engaging TV programmes on computers, tablets and smart phones.

#### Third quarter

#### July

- Together with Ipko and Iskratel, as well as the Administration of the Republic of Slovenia for Civil Protection and Disaster Relief and the Slovenian Automobile Association, Telekom Slovenije participates in the eCall pilot project, the aim of which is to develop an effective system for saving lives using communication technology in vehicles. The introduction of the eCall system in EU countries is planned for next year, while every new car on the EU market must have a built-in device for automatic calls for assistance from 2017 on.
- Blicnet signs an agreement with Telrad Net, d. o. o. from Bijeljina on the purchase of a 100% participating interest in the latter. The aim of the purchase is to strengthen the company's position on the Bosnian market.

#### August

• Pursuant to the requirements of the mobile frequency auction held in August 2013, One introduces fourth generation LTE/4G mobile technology in Macedonia. In doing so, the company is able to offer users new packages that make all of the advantages of this technology available to users.

#### September

- Telekom Slovenije and Microsoft sign an agreement based on which Telekom Slovenije now also offers Microsoft solutions to the largest Slovenian companies and other organisations with more than 250 employees. This makes the Company one of Microsoft's most important partners in the region of Central and Eastern Europe.
- Ipko celebrates the 15th anniversary of the company's founding. During this time, the company has become the leading telecommunications company in Kosovo with a 50% share of the internet access and digital cable television market, and is approaching a 40% share of the national mobile telephony market.
- Avtenta becomes the first certified SAP HANA Support Partner in Slovenia, thereby providing customers with expert consultancy services and support for HANA systems in accordance with strict SAP standards.

#### Fourth quarter

#### October

 Telekom Slovenije and the Telekom Austria Group agree to merge the Macedonian operators ONE DOOEL Skopje and VIP OPERATOR DOOEL Skopje. Telekom Slovenije will hold a 45% participating interest in the newly established merged company, while the Telekom Austria Group will hold the remaining 55% stake. Telekom Slovenije and the Telekom Austria Group are planning to finalise the transaction in the first quarter of 2015.

#### December

- Telekom Slovenije receives the entire amount of consideration (EUR 47.7 million) for its 50% participating interest in Gibtelecom Limited.
- The ratings agency Moody's issues a new credit rating report for Telekom Slovenije, confirming the company's current rating of Ba2 with a negative outlook.
- By signing the relevant agreement, Telekom Slovenije and Simobil set in order open issues regarding mutual relations and lay down the conditions for future business cooperation, representing an important step aimed at mitigating risks associated with lawsuits, which further enhances the Company's value for owners.
- ONE DOOEL Skopje, a member of the Telekom Slovenije Group, and VIP OPERATOR DOOEL Skopje, a member of the Telekom Austria Group, sign an agreement to merge the two companies. The entire transaction will be completed when consent is received from the Macedonian regulatory body.
- Ipko, the fastest growing mobile operator in Kosovo, officially announces the introduction of LTE/4G in the centre of Pristina and at the international airport close to the capital. The aforementioned technology will provide users in Kosovo with the fastest mobile data transfer service currently available.

# 6. Significant events after the balance-sheet date

#### January 2015

- As the defendant in the commercial dispute involving the plaintiff Akton, Telekom Slovenije (previously Mobitel, d. d.) receives a decision from the Ljubljana District Court, in which the court rejects in full the plaintiff's claim as unfounded. Akton immediately announces via the media its intent to file an appeal against the court's decision. The Company will respond in a timely manner.
- As the defendant in the commercial dispute involving the plaintiff T2, d. o. o., Telekom Slovenije
  receives a motion for retrial with respect to a previous final ruling from the Ljubljana District Court
  in which the court rejects the plaintiff's claim. Telekom Slovenije will respond to the motion by the
  legally prescribed deadline and prove in the course of proceedings that the plaintiff's lawsuit is
  completely baseless.
- Telekom Slovenije receives a decision from the Administrative Court of the Republic of Slovenia, in which the latter rejects the Company's request to reverse the decision of the Competition Protection Agency or CPA (under which Telekom Slovenije is alleged to have unjustifiably set the prior establishment of an ISDN connection as a condition for the establishment of an ADSL connection via its network) and halt proceedings before the CPA. The ruling also states that each party must bear its own costs of the aforementioned proceedings. Telekom Slovenije will submit a request for review to the Supreme Court of the Republic of Slovenia in a timely manner.
- Telekom Slovenije receives a ruling and decision from the Higher Court in Ljubljana, in which the
  latter rejects the primary claim of Sky Net (payment of damages) in full (the conclusion of the claim
  is final in this part), and upholds the decision of the court of the first instance, which rejected Sky
  Net's claim following the issue of a temporary order. The court of the first instance will now rule, in
  a retrial, on the subordinated claim relating to the fulfilment of an agreement on the mediation of
  an order for the construction of 414 base stations and the drafting of documentation for 434 base
  stations. The associated hearing is scheduled for 9 April 2015. Sky Net is expected to file a
  request for the review of the Higher Court's ruling and decision.
- As part of the consolidation of the Telekom Slovenije Group on the Macedonian market, which includes the transfer of the regional fibre optic network from the subsidiary ONE DOOEL Skopje, Telekom Slovenije established SIOL DOOEL Skopje, as 100% owner, and transferred its 100% participating interest in the subsidiary DIGI PLUS MULTIMEDIA DOOEL Skopje to ONE DOOEL Skopje.
- On 27 January 2015 Telekom Slovenije receives a ruling from the Ljubljana District Court dated 26 January 2015 in the commercial dispute lodged by the plaintiff Simobil, d. d. against the defendant

Telekom Slovenije for the payment of EUR 286,392,223.00 with appertaining amounts. With Telekom Slovenije's consent, Simobil withdrew its claim on 22 January 2015, prompting the Ljubljana District Court to issue a decision to halt proceedings. As previously disclosed, Telekom Slovenije and Simobil signed an agreement on 29 December 2014 governing mutual relations by which the two companies set in order open issues regarding mutual relations and laid down the conditions for future business cooperation.

#### February 2015

- Telekom Slovenije receives a ruling from the Administrative Court of the Republic of Slovenia in the administrative matter involving Telekom Slovenije as plaintiff and the CPA as defendant with respect to the reversal of the CPA's decision, under which it found Telekom Slovenije to have abused its dominant position from 1 December 2002 to 5 September 2005 on the inter-operator broadband access market with bit-streaming via the copper-based network in the Republic of Slovenia, and the halting of proceedings before the CPA. The Administrative Court of the Republic of Slovenia rejects the plaintiff's request to reverse the decision of the CPA and halt proceedings before the aforementioned body. The ruling also states that each party must bear its own costs of the aforementioned proceedings. Telekom Slovenije will study the decision of the Administrative Court of the Republic of Slovenia and make a decision regarding further measures.
- Telekom Slovenije receives a ruling and decision from the CPA regarding the determination of abuse of its dominant position on the inter-operator broadband access market with bit-streaming via the copper-based network in the Republic of Slovenia and the inter-operator market for access to the fixed network infrastructure in the Republic of Slovenia Telekom Slovenije will study the CPA's decision and make a decision regarding further measures.
- For the purpose of managing the regional fibre optic network in the Republic of Serbia, Telekom Slovenije establishes SIOL DOO BEOGRAD, as the latter's 100% owner. SIOL DOO BEOGRAD is entered in the companies register in Belgrade on 13 February 2015.

# 7. Summarised financial statements of the Telekom Slovenije Group and Telekom Slovenije for the period January to December 2014

### 7.1. Introductory notes

The summarised unaudited financial statements of the Telekom Slovenije Group and Telekom Slovenije derive from the unaudited financial statements of Telekom Slovenije and the Telekom Slovenije Group as at 31 December 2014, and have been compiled in accordance with the International Financial Reporting Standards (IFRS) as adopted by the EU. The summarised unaudited financial statements do not include all disclosures required by the IFRS.

On 1 January 2014 the Telekom Slovenije Group voluntarily amended its accounting policy governing the recording of a portion of broadcasting rights as intangible assets.

Prior to the aforementioned change, the Group recognised the costs of broadcasting rights in the costs of multimedia services in the period in which they arose. Following the change, broadcasting rights are recognised as an intangible asset at the time the relevant agreement is concluded and amortised over the term thereof.

The Group now recognises agreements on broadcasting rights as intangible assets if they meet the following conditions:

- the agreements are concluded for a fixed period of time, and
- the value of an agreement can be determined reliably and a monthly flat rate is paid, independent of the number of subscribers.

The Group believes that the aforementioned change ensures the more appropriate presentation of the balance sheet and better information regarding operations. The change also facilitates improved comparability with the financial statements of other companies that provide the same or similar services.

IAS 38, which deals with property, plant and equipment, does not include special provisions regarding the disclosure of the aforementioned change to the associated accounting policy. Telekom Slovenije Group therefore followed IAS 8 – Accounting Policies, Changes in Accounting Estimates and Errors, and adjusted their financial statements for previous periods in accordance with the requirements of IAS 1 – Presentation of Financial Statements. The change to the accounting policy was applied retroactively. The Group therefore recalculated financial statements for previous periods from 1 January 2011 on. The change to the accounting policy resulted in an increase in total assets of EUR 3,444 thousand as at 31 December 2013. The effect on the Group's net profit for 2013 was EUR 6 thousand.

Telekom Slovenije's total assets as at 31 December 2013 were up EUR 2,803 thousand as a result of the change to the accounting policy, while the Company's net profit for 2013 was EUR 30 thousand higher.

The Telekom Slovenije Group also adjusted data for 2013 for reclassification and the correction of an error from previous years. These changes were made to ensure the year-on-year comparability of data. The adjustments resulted in a lower net profit for the comparative period in the amount of EUR 1,511 thousand and a decrease in total assets of EUR 107 thousand as at 31 December 2013. No reclassifications or corrections of errors for previous years were made in the financial statements of Telekom Slovenije.

# 7.2. Summarised unaudited financial statements of the Telekom Slovenije Group for the period January to December 2014

#### Consolidated income statement for the period ending 31 December 2014

EUR thousand	2014	2013 adjusted*	Ind 14/13
Revenue	756,454	779,360	97
Other operating income	8,442	19,819	43
Share of profit or loss in joint ventures	4,058	5,097	80
Cost of goods and materials sold	-73,120	-66,804	109
Cost of materials and energy	-14,877	-19,260	77
Cost of services	-324,971	-318,886	102
Employee benefits expense	-138,887	-142,440	98
Amortisation and depreciation expense	-158,639	-168,328	94
Other operating expenses	-47,048	-17,018	276
Total operating expenses	-757,542	-732,736	103
Profit or loss from operations	11,412	71,540	16 345
Finance income	17,104	4,961	345
Finance costs	-20,496	-22,708	90
Share of profit of loss of associates and jointly controlled entities	-5,395	-4,930	109
Profit or loss before tax	2,626	48,863	5
Income tax expense	-286	-143	200
Deferred tax	-746	2,337	-
Net profit or loss for the period	1,594	51,057	3
Basic and diluted earnings per share (in EUR)	0.24	7.85	3

#### Consolidated statement of comprehensive income for the period ending 31 December 2014

EUR thousand	2014	2013 adjusted*	Ind 14/13
Net profit or loss for the period	1,594	51,057	3
Translation reserves	270	267	-
Change in revaluation of actuarial deficits and surpluses	-2,280	600	-
Change in revaluation of available-for-sale financial assets to profit or loss	289	141	205
Deferred tax	-49	-24	-
Change in deferred taxes due to restatement of tax rate	0	-14	-
Change in revaluation surplus of available-for-sale financial assets (net)	240	103	233
Change in deferred taxes due to restatement of tax rate	0	-197	-
Change in revaluation surplus for property, plant and equipment (net)	0	-197	-
Other comprehensive income for the period after tax	-1,770	773	-
Total comprehensive income for the period	-176	51,830	-

#### Consolidated statement of financial position as at 31 December 2014

	31. 12.	31. 12. 2013	1, 1, 2013	Ind
EUR thousand	2014	adjusted*	adjusted*	14/13
ASSETS			aajaetea	
Intangible assets	187,537	149,163	154,663	126
Property, plant and equipment	751,307	839,308	900,871	90
Investments in joint ventures	127	44,576	42,914	-
Other investments	13,440	10,168	7,516	132
Other non-current assets	28,027	27,447	19,482	102
Investment property	4,076	4,119	6,378	99
Deferred tax assets	25,232	24,424	21,222	103
Total non-current assets	1,009,746	1,099,205	1,153,046	92
Assets held for sale	95,338	4,478	3,846	-
Inventories	29,837	23,876	22,386	125
Trade and other receivables	150,888	155,614	187,888	97
Deferred expenses and accrued revenues	32,321	38,278	33,105	84
Income tax credits	69	618	17,567	11
Current financial assets	1,320	10,566	61,807	12
Cash and cash equivalents	23,902	59,234	44,074	40
Total current assets	333,675	292,664	370,673	114
Total assets	1,343,421	1,391,869	1,523,719	97
EQUITY AND LIABILITIES				
Called-up capital	272,721	272,721	272,721	100
Capital surplus	169,459	169,459	172,910	100
Revenue reserves	265,059	265,210	254,014	100
Legal reserves	51,561	51,630	51,612	100
Reserves for own shares and interests	3,671	3,671	3,671	100
Own shares and interests	-3,671	-3,671	-3,671	100
Statutory reserves	54,854	54,854	54,924	100
Other revenue reserves	158,644	158,726	147,478	100
Retained earnings	-19,176	43,126	78,574	-
Retain earnings from previous periods	-20,770	2,960	58,490	-
Profit or loss for the period	1,594	40,166	20,084	4
Presežek iz prevrednotenja	7,066	9,564	9,498	-
Translation reserve	-1,228	-1,498	-1,765	-
Total capital and reserves	693,901	758,582	785,952	91
Long-term accruals	11,545	9,800	7,747	118
Provisions	78,299	40,421	45,706	194
Non-current operating liabilities	7,663	3,435	2,938	223
Interest bearing borrowings	35,827	59,586	92,534	60
Other non-current financial liabilities	309,589	317,124	315,278	98
Deferred tax liabilities	1,683	1,728	1,583	97
Total non-current liabilities	444,606	432,094	465,786	103
Liabilities held for sale	22,525	0	0	-
Trade and other liabilities	120,229	126,249	193,030	95
Income tax payable	161	40	230	403
Interest bearing borrowings	23,832	33,012	35,284	72
Other current financial liabilities	98	1,885	8,834	5
Deferred income	10,878	10,794	10,621	101
Accrued costs and expenses	27,191	29,213	23,982	93
Total current liabilities	204,914	201,193	271,981	102
Total liabilities	649,520	633,287	737,767	103
Total equity and liabilities	1,343,421	1,391,869	1,523,719	97

#### Consolidated statement of changes in equity for the period ending 31 December 2014

	0.11.1			Rev	enue rese	erves			Revaluation	Revaluation of	Revaluation		Total equity
EUR thousand	Called- up capital	p Capital Reserves Own Statutory Other Retained res		reserves for property, plant and equipment	available-for- sale financial assets (net)	surplus of actuary deficits and surpluses	Translation reserve	of owners of the Company					
Balance at 1 Jan 2014	272,721	169,459	51,630	3,671	-3,671	54,854	158,726	43,126	7,722	714	1,128	-1,498	758,582
Net profit or loss for the period Other comprehensive income for the								1,594					1,594
period									0	240	-2,280	270	-1,770
Total comprehensive income for													
the period	0	0	0	0	0	0	0	1,594	0	240	-2,280	270	-176
Dividends paid								-65,055					-65,055
Transactions with owners		0	0	0	0	0	0	-65,055	0	0	0	0	-65,055
Transfer to retained earnings and		_											_
reserves		0						458	-458				0
Other		0	-69	0	0	0	-82	701	0	0	0	0	550
Balance at 31 December 2014	272,721	169,459	51,561	3,671	-3,671	54,854	158,644	-19,176	7,264	954	-1,152	-1,228	693,901

#### Consolidated statement of changes in equity for the period ending 31 December 2013

	Called-	<b>•</b> • • •		Reve	enue rese	erves			Revaluation	Revaluation of	Revaluation surplus of	<b>-</b> 1.0	Total equity
EUR thousand	up capital	Capital surplus	Legal reserves	Reserves for own shares	Own shares	Statutory reserves	Other revenue reserves	Retained earnings	reserves for property, plant and equipment	available-for- sale financial assets (net)	actuary deficits and surpluses	Translation reserve	of owners of the Company
Balance at 1 Jan 2013 - reported	272,721	172,910	51,619	3,671	-3,671	54,924	147,478	78,609	8,359	611	528	-1,765	785,994
Effect of changes in accounting policies								65					65
Correction of error			-7					-100					-107
Balance at 1 Jan 2013 - adjusted	272,721	172,910	51,612	3,671	-3,671	54,924	147,478	78,574	8,359	611	528	-1,765	785,952
Net profit or loss for the period								51,057					51,057
Other comprehensive income for the period									-197	103	600	267	773
Total comprehensive income for the period	0	0	0	0	0	0	0	51,057	-197	103	600	267	51,830
Dividends paid								-78,556					-78,556
Transactions with owners		0	0	0	0	0	0	-78,556	0	0	0	0	-78,556
Release of other reserves							11,645	-11,645					0
Transfer to retained earnings and reserves								440	-440				0
Other		-3,451	18			-70	-397	3,256	0	0	0	0	-644
Balance at 31 December 2013 - adjusted	272,721	169,459	51,630	3,671	-3,671	54,854	158,726	43,126	7,722	714	1,128	-1,498	758,582

#### Consolidated statement of cash flows for the period ending 31 December 2014

EUR thousand	2014	2013
ash flows from operating activities		
Profit before tax	2,626	48,86
Adjustments for:		
Depreciation and amortisation of intangible assets and property,	158,639	168,32
plant and equipment	100,000	100,02
Impairment and write-offs of intangible assets, property, plant and	872	2,42
equipment	-	
Gain or loss on disposal of property, plant and equipment	468	-2
Gain on disposal of investment property	0	25
Finance income	-17,104	-4,96
Finance costs	25,891	26,33
Change in assets held for sale	-1,786	-63
Change in trade and other receivables	-5,829	32,27
Change in trade and other receivables	-5,479	-5,17
Change in other non-current assets	-599	-5,75
Change in inventories	-8,218	-1,49
Change in provisions	38,065	-5,28
Change in deferred income	4,378	2,22
Change in accruals	2,511	5,23
Change in trade and other payables	5,947	-65,35
Income tax paid	342	15,13
Net cash from operating activities	200,724	212,40
sh flows from investing activities		
Receipts from investing activities	61,900	71,04
Proceeds from sale of property, plant and equipment	459	2,48
Dividends received	3,756	3,58
Interest received	330	1,52
Cash proceeds from sale of investment property	0	99
Disposal of non-current investments	48,403	1,28
Disposal of current investments	8,952	61,17
Disbursements from investing activities	-182,015	-136,75
Acquisition of property, plant and equipment	-80,178	-78,93
Acquisition of intangible assets	-96,394	-34,51
Acquisition of investments	0	-5,46
Investments in subsidiaries and joint ventures net of cash acquired		
and acquisition of minority interests	-1,226	-8,06
Interest bearing loans	-4,217	-9,77
Cash used in investing activities	-120,115	-65,70
ash flows from financing activities		,
Receipts from financing activities	85,900	
Current borrowings	37,000	
Short-term commercial paper issue	48,900	
Disbursements from financing activities	-201,841	-131,53
Maturity of short-term commercial paper	-48,856	.0.,05
Repayment of current borrowings	-37,000	
Repayment of non-current borrowings	-32,949	-35,26
Interest paid	-17,990	-17,61
Dividends paid	-65,046	-78,65
Cash flow used in financing activities	-115,941	-131,53
et increase/decrease in cash and cash equivalents	-35,332	15,16
Closing balance of cash	23,902	59,23
Opening balance of cash	59,234	59,23 44,07

# 7.3. Summarised unaudited financial statements of Telekom Slovenije for the period January to December 2014

#### Income statement of Telekom Slovenije for the period ending 31 December 2014

EUR thousand	2014	2013 adjusted	Ind 14/13
Revenue	643,057	658,493	98
Other operating income	6,025	11,362	53
Cost of goods and materials sold	-72,614	-63,315	115
Cost of services	-10,826	-12,448	87
Cost of services	-284,631	-277,646	103
Employee benefits expense	-111,016	-111,691	99
Amortisation and depreciation expense	-124,635	-134,720	93
Other operating expenses	-44,041	-11,506	383
Total operating expenses	-647,763	-611,326	106
Profit or loss from operations	1,319	58,529	2
Finance income	38,531	18,345	210
Finance costs	-21,048	-27,984	75
Profit or loss before tax	18,802	48,890	38
Income tax expense	0	0	-
Deferred tax	-876	2,281	-
Net profit or loss for the period	17,926	51,171	35
Basic and diluted earnings per share (in EUR)	2.76	7.87	35

# Statement of other comprehensive income of Telekom Slovenije for the period ending 31 December 2014

	2014	2013 prilagojeno	Ind 14/13
Net profit or loss for the period	17,926	51,171	35
Change in revaluation of actuarial deficits and surplus	-2,131	584	-365
Change in revaluation of available-for-sale financial assets to profit or loss	289	141	205
Deferred tax	-49	-24	204
Deferred tax on reclassification of revaluation of available-for-sale financial assets to profit or loss	0	-14	-
Change in revaluation surplus of available-for-sale financial assets (net)	240	103	233
Deferred tax on change in revaluation surplus for property, plant and equipment	0	-197	-
Change in revaluation surplus for property, plant and equipment (net)	0	-197	-
Other comprehensive income for the period	-1,891	490	-386
Total comprehensive income for the period	16,035	51,661	31

Statement of financial position of Telekom	Slovenije as at 31 D			
EUR thousand	31.12.2014	31. 12. 2013 adjusted	1. 1. 2013 adjusted	Ind 14/13
ASSETS				
Intangible assets	132,276	65,304	72,340	203
Property, plant and equipment	644,920	688,245	747,324	94
Investments in joint ventures	45,846	117,796	121,918	39
Other investments	138,048	171,048	165,510	81
Other non-current assets	32,549	31,863	22,606	102
Investment property	4,076	4,119	6,378	99
Deferred tax assets	23,659	23,676	20,533	100
Total non-current assets	1,021,374	1,102,051	1,156,609	93
Assets held for sale	35,083	4,478	3,846	783
Inventories	25,549	16,278	14,168	157
Trade and other receivables	148,172	139,950	167,444	106
Deferred expenses and accrued revenues	31,411	28,420	25,433	111
Income tax credits	22	22	17,498	100
Current financial assets	54,209	30,285	79,254	179
Cash and cash equivalents	19,032	52,894	31,824	36
Total current assets	313,478	272,327	339,467	115
Total assets	1,334,852	1,374,378	1,496,076	97
EQUITY AND LIABILITIES				
Called-up capital	272,721	272,721	272,721	100
Capital surplus	168,927	168,927	168,927	100
Revenue reserves	263,609	263,609	251,701	100
Legal reserves	50,434	50,434	50,434	100
Reserves for own shares and interests	3,671	3,671	3,671	100
Own shares and interests	-3,671	-3,671	-3,671	100
Statutory reserves	54,544	54,544	54,544	100
Other revenue reserves	158,631	158,631	146,723	100
Retained earnings	18,488	65,160	103,425	28
Retain earnings from previous periods	562	25,897	76,042	2
Profit or loss for the period	17,926	39,263	27,383	46
Revaluation surplus	7,199	9,547	9,497	75
Total capital and reserves	730,944	779,964	806,271	94
Non-current deferred income	10,572	9,010	8,252	117
Provisions	74,740	35,916	39,125	208
Non-current operating liabilities	7,663	3,426	2,740	224
Interest bearing borrowings	35,547	59,245	92,104	60
Other non-current financial liabilities	302,530	312,401	311,977	97
Deferred tax liabilities	1,683	1,728	1,583	97
Total non-current liabilities	432,735	421,726	455,781	103
Trade and other liabilities	115,337	110,169	168,264	105
Interest bearing borrowings	23,703	32,869	35,101	72
Other current financial liabilities	64	473	8,795	14
Deferred income	7,279	5,351	4,699	136
	24,790	23,826	17,165	100
Accrued costs and expenses	171,173	172,688	234,024	99
Total current liabilities	603,908	594,414	689,805	102
Total liabilities Total equity and liabilities	1,334,852	1,374,378	1,496,076	97

#### Statement of changes in equity of Telekom Slovenije for the period ending 31 December 2014

			Reve	enue reser	ves					Revaluation	Revaluation		
EUR thousand	Called- up capital	Capital reserves	Legal reserves	Own shares reserves	Own shares	Statutory reserves	revenue	Retairned earnings or losses	Revaluation surplus of property, plant and equipment	of available- for-sale financial assets in net value	surplus of available- for-sale financial instruments (net)	Revaluation surplus of actuary deficits and surpluses	Total equity of owners of the Company
Balance at 1 Jan 2014	272,721	168,927	50,434	3,671	-3,671	54,544	158,631	65,160	7,721	714	0	1,112	779,964
Net profit or loss for the period								17,926					17,926
Other comprehensive income for the period									0	240	0	-2,131	-1,891
Total comprehensive income for the													
period	0	0	0	0	0	0	0	17,926	0	240	0	-2,131	16,035
Dividends paid								-65,055					-65,055
Transactions with owners		0	0	0	0	0	0	-65,055	0	0	0	0	-65,055
Transfer to retained earnings and reserves								457	-457				0
Balance at 31 Dec 2014	272,721	168,927	50,434	3,671	-3,671	54,544	158,631	18,488	7,264	954	0	-1,019	730,944

#### Statement of changes in equity of Telekom Slovenije for the period ending 31 December 2013

EUR thousand	Called- up capital	Capital reserves	Legal reserves	Own shares reserves	Own shares	Statutory reserves	Other revenue reserves	Retairned earnings or losses	Revaluation surplus of property, plant and equipment	Revaluation of available- for-sale financial assets in net value	Revaluation surplus of available-for- sale financial instruments (net)	Revaluation surplus of actuary deficits and surpluses	Total equity of owners of the Company
Balance at 1 Jan 2013 reported	272,721	168,927	50,434	3,671	-3,671	54,544	146,723	103,350	8,358	611	0	528	
Effect of changes in accounting policies	070 704	400.007	50.404	0.074	0.074	54 544	4.40 700	75	0.050	044		500	75
Balance at 1 Jan 2013 adjusted	272,721	168,927	50,434	3,671	-3,671	54,544	146,723	103,425	8,358	611	0	528	806,271
Net profit or loss for the period								51,171					51,171
Total comprehensive income for the period									-197	103	0	584	490
Total comprehensive income for the									-197	103	0	304	490
period	0	0	0	0	0	0	0	51.171	-197	103	0	584	51,661
Dividends paid								-78,065					-78,065
Transactions with owners		0	0	0	0	0	0	-78,065	0	0	0	0	-78,065
Transfer to other reserves according to Management Board resolution Transfer to retained earnings and reserves Unpaid dividends from the 8th, 10th, 12th,		0					11,908	-11,908 440	-440				0
13th and 14th General Meetings of Shareholders – write-off Balance at 31 Dec 2013	272,721	168,927	50,434	3,671	-3,671	54,544	158,631	97 65,160	7,721	714	0	1,112	97 779,964

#### Cash flow statement of Telekom Slovenije for the period ending 31 December 2014

EUR thousand	2014	2013
ash flows from operating activities	4.0.000	
Profit before tax	18,802	48,89
Adjustments for:		
Depreciation and amortisation expense	124,635	134,72
Impairment and write-offs of property, plant and equipment	747	2,04
Gain or loss on disposal of property, plant and equipment	264	
	0	25
Finance income	-38,531	-18,34
Finance costs	21,048	27,98
Change in assets held for sale	-7	-63
Change in trade and other receivables	-8,222	27,49
Change in deferred costs and accrued revenue	-2,991	-2,98
Change of receivables for deferred taxes	0	
Change in other non-current assets	-643	-6,99
Change in inventories	-9,271	-2,11
Change in provisions	38,824	-3,20
Change in deferred income	3,490	1,41
Change in accruals	964	6,66
Change in trade and other payables	10,204	-58,73
Income tax paid	0	16,01
Net cash from operating activities	159,313	172,46
sh flows from investing activities		
Receipts from investing activities	94,416	94,67
Proceeds from sale of property, plant and equipment	515	
Proceeds from the sale of investment property	0	99
Dividends received	3,756	3,69
Interest received	9,140	10,90
Disposal of non-current investments	59,133	9,18
Dsiposal of current investments	21,872	69,90
Disbursements from investing activities	-171,944	-116,04
Acquisition of property, plant and equipment	-59,086	-54,54
Acquisition of intangible assets	-92,164	-18,34
Acquisition of investments	0	-5,12
Investments in subsidiaries and joint ventures net of cash acquired	0	-11,70
Interest bearing loans	-20,694	-26,32
Cash used in investing activities	-77,528	-21,36
ash flows from financing activities		
Receipts from financing activities	85,900	35
Current borrowings	37,000	35
Short-term commercial paper issue	48,900	
Disbursements from financing activities	-201,547	-130,37
Maturity of short-term commercial paper	-48,856	
Repayment of current borrowings	-37,000	-35
Repayment of non-current borrowings	-32,859	-35,08
Interest paid	-17,786	-16,77
Dividends paid	-65,046	-78,17
Cash flow used in financing activities	-115,647	-130,02
et increase/decrease in cash and cash equivalents	-33,862	21,07
Closing balance of cash	19,032	52,89
Opening balance of cash	52,894	31