



LETNO POROČILO

tušmobil

ANNUAL REPORT

2013

KAZALO VSEBINE

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POSLOVNO POROČILO



COMPANY REPORT

2013



SPLOŠNI PODATKI O DRUŽBI

GENERAL INFORMATION ON THE COMPANY

Družba Tušmobil d.o.o., podjetje za mobilne telekomunikacije

SEDEŽ: Brnčičeva ulica 49, 1231 Ljubljana Črnuče, Slovenija

LASTNIK: TUŠ HOLDING d. o. o. Celje, Slovenija

VODSTVO DRUŽBE:

Direktor: Gregor Štampohar
Prokurist: Mirko Tuš
Marko Fujs

DRUGI PODATKI:

Matična številka: 5692229000
Davčna številka: SI66863627
Šifra dejavnosti: 61.200

Poslovni računi:

Banka Celje d. d. 0600 0011 6401 560
NLB d. d. Ljubljana 0294 3025 6849 437
Banka Sparkasse d. d. Ljubljana 3400 0101 2419 531
Abanka Vipra d. d. 0510 0801 3371 927
Nova KBM d. d. 0483 5000 1801 735
Banka Koper d. d. 1010 0005 1996 360

Dejavnost družbe:

- brezžične telekomunikacijske dejavnosti

Družba Tušmobil d.o.o., podjetje za mobilne telekomunikacije

REGISTERED OFFICE: Brnčičeva ulica 49, SI-1231 Ljubljana-Črnuče, Slovenia
OWNER: TUŠ HOLDING d.o.o., Celje, Slovenia

COMPANY MANAGEMENT:

Director: Gregor Štampohar
Procurator: Mirko Tuš
Marko Fujs

FURTHER DETAILS:

Registration number: 5692229000
Tax number: SI66863627
Business activity code: 61.200

Corporate bank accounts:

Banka Celje d.d. - 0600 0011 6401 560
NLB d.d. Ljubljana - 0294 3025 6849 437
Sparkasse d.d. Ljubljana - 3400 0101 2419 531
Abanka Vipra d.d. - 0510 0801 3371 927
Nova KBM d.d. - 0483 5000 1801 735
Banka Koper d.d. - 1010 0005 1996 360

Business activities:

- Wireless telecommunications activities



POROČILO POSLOVODSTVA

MANAGEMENT REPORT

Dogajanje v panogi mobilne telefonije, ki velja za eno najhitreje razvijajočih se panog, opredeljujejo nenehne spremembe in bliskovit razvoj, ki pred operaterje vsakodnevno postavljajo izjemne izzive. V Tušmobilu znamo na njih odgovoriti s pravimi odgovori, kar dokazuje naša bliskovita rast v zgolj šestih letih od ustanovitve in tudi delo v letu 2013. Z odličnim razumevanjem uporabniških navad in spremljanjem sodobnih usmeritev v naše delovanje nenehno vključujemo nove rešitve in pristope, ki našim osnovnim storitvam dajejo dodano vrednost. Skozi naš obstoj že ves čas neprenehoma povečujemo svoj delež na slovenskem telekomunikacijskem trgu, s svojo osredotočenostjo na ponujanje sodobnih mobilnih storitev pa smo tudi v šestem letu okrepili svoje mesto med tremi največjimi mobilnimi operaterji v državi in naredili pozitiven preobrat v poslovanju. Tušmobil je danes brez dvoma eno najperspektivnejših slovenskih podjetij, to trditev pa potrjuje tudi podatek, da smo v letu 2013 prvič, a hkrati le šest let po prihodu na trg, dosegli kar 2 milijona evrov dobička, čeprav smo načrtovali zgolj pozitiven rezultat. Dokazali smo, da je Tušmobil stabilno podjetje, ki ga odlikujeta poslovna zrelost in pravilen pristop na trg, to pa potrjuje tudi uspešna izdaja obveznic in uvrstitev Tušmobila med borzne družbe.

Za nami je eno najbolj uspešnih let našega delovanja, ko smo z najhitrejšo rastjo števila uporabnikov med vsemi slovenskimi operaterji še utrdili svoj položaj na slovenskem trgu. Več kot 270.000 Tušmobilovih uporabnikov predstavlja novo prelomnico v zgodbi, ki jo pišemo od leta 2007, leto pa smo končali z 11,9-odstotnim deležem na trgu. Z izdajo obveznic, ki smo jo uspešno izpeljali v

Developments in mobile telephony, which is considered to be one of the fastest growing industries, are characterized by constant changes and rapid progress, causing operators to face incredible challenges on a daily basis. Tušmobil is able to respond to such challenges with the right solutions, as evidenced by company's swift growth in merely six years since its establishment as well as the work done in 2013. By possessing excellent understanding of user habits and following contemporary trends, Tušmobil's operations are constantly embracing new solutions and approaches that provide added value to company's basic services. Throughout our existence, we have continuously increased our share in the Slovenian telecommunications market. By focusing on offering contemporary mobile telephony solutions, our position among the three largest mobile network operators in the country was solidified for the sixth consecutive year, achieving a positive shift in our operations. Today, Tušmobil is arguably one of the most promising Slovenian companies, which is also confirmed by the fact that 2013 was the year in which the company for the first time, and merely six years after entering the market, achieved as much as €2 million profit even though it planned to attain nothing more than a positive result. It was thus proved that Tušmobil is a stable company distinguished by corporate maturity and the right approach to the market, as attested by the successful issuing of bonds and the placement of Tušmobil among the companies listed on the stock exchange.

In 2013, which was one of the most successful years for Tušmobil, our position on the Slovenian market was further consolidated through the fastest growth in the number of users among all Slovenian mobile network operators. More than 270,000 Tušmobil users represent a new milestone in the story that has been written since 2007, and 2013 was concluded with the 11.9% market share.

juliju, ko smo v kratkem času pri več kot 5 milijonih evrov dosegli prag uspešnosti, in uvrstitvijo na trg vrednostnih papirjev ljubljanske borze v oktobru smo postali javna družba, naše poslovanje pa je z zavezo k stalnemu poročanju še bolj transparentno za poslovno in drugo javnost. Hkrati smo v načrtovanje poslovnih potez in aktivnosti vnesli dodatno mero odgovornosti ne le do lastnika, pač pa tudi do vseh vlagateljev, ki so Tušmobilu z nakupom obveznic zaupali svoja sredstva in potrdili, da verjamejo v njegovo vizijo.

V skladu z zavezami iz naše poslovne strategije smo v letu 2013 nadaljevali z optimizacijo poslovnih procesov in iskali nove sinergije z ostalimi družbami v Skupini Tuš Holding. Ena glavnih konkurenčnih prednosti Tušmobila je zato danes izjemna cenovna ugodnost, saj so naši stroški delovanja najnižji med vsemi operaterji, kar se povsem neposredno pozna na cenah končnih storitev. Prihranki, ki jih imajo zaradi tega uporabniki Tušmobila, so občutni in zelo jasno vidni iz neposrednih primerjav storitev med operaterji.

Tušmobil je v šestih letih svojega obstoja in rasti temeljito preoblikoval trg mobilne telefonije, kakršnega so uporabniki poznali do njegovega prihoda na trg. V tem času smo postavili številne nove mejnike; prvi smo ponudili najsodobnejše mobilne telefone po simbolični ceni en evro, prvi vpeljali neomejeno možnost uporabe storitev, prvi smo preizkušali in uporabnikom ponudili napredne tehnološke platforme, ki omogočajo mobilno komuniciranje novih generacij.

Inovativna ponudba storitev in paketov, ki uporabnikom poleg odlične uporabniške izkušnje prinašajo velike prihranke, je v teh letih postala naš zaščitni znak. Tudi v letu 2013 smo v svojo ponudbo vnesli številne novosti in jo dopolnjevali na segmentih dodatnih storitev, individualnega prilagajanja ponudbe in cenovne učinkovitosti. Postregli smo z vrsto novosti - uporabnikom smo ponudili brezmejne storitve v akcijskem paketu Totalno neomejen MINGL in prenovljenem predplačniškem paketu FREE2GO. Z lastno linijo telefonov različnih kakovostnih in cenovnih spektrov za potrebe različno zahtevnih uporabnikov, v kateri so tudi trije pametni telefoni, smo uporabnikom še približali sodobno mobilno komunikacijo in tudi v segment mobilne telefonije prinesli prednosti, ki jih potrošnikom prinaša lastna blagovna znamka. Z razširitvijo družine naročniških paketov Najbližji, ki smo jo za še bolj brezskrbno komunikacijo dopolnili s tremi novimi paketi, pa smo še enkrat dokazali, da ponujamo največ storitev za najmanj denarja.

Naši uporabniki so lahko v mobilni komunikaciji spoznali prednosti lastnega tehnološko izjemno naprednega omrežja, ki je tudi prijazno do okolja. Z njim smo konec leta 2013 uporabnikom zagotavljali 98,90-odstotno pokritost prebivalstva na različnih tehnoloških platformah. Tehnološko platformo bomo zelo intenzivno razvijali in nadgrajevali tudi v prihodnje, uporabniki pa lahko še naprej pričakujejo nove inovativne ponudbe in druge novosti, s katerimi v mobilni komunikaciji zagotavljamo odlično izkušnjo z najsodobnejšimi tehnološkimi rešitvami.

In July, we successfully issued bonds, where the success threshold was reached at more than € 5 million within a short period of time, and became a publicly traded company by entering the securities market of the Ljubljana Stock Exchange in October. Committed to provide regular reports, our operations became even more transparent for the business and general public. At the same time, company's plans in business moves and activities were introduced with an additional level of responsibility not only in relation to the owner but also to all investors who, by purchasing bonds, entrusted their funds to Tušmobil and thus confirmed their belief in company's vision.

Following the commitments set in our business strategy, we continued the optimisation of business processes in 2013 and searched for new synergies with other companies within the Tuš Holding Group. One of the main competitive advantages of Tušmobil remains the extreme affordability, as the costs of operation are the lowest among all operators, which is reflected quite directly in the prices of end services. Savings achieved this way by the Tušmobil post-paid plan users were significant and clearly evident from direct comparisons of services among mobile telephony operators.

In the six years of its existence and growth, Tušmobil thoroughly re-formed the mobile telephony market as known by the users before Tušmobil entered the market. During this time, Tušmobil set a number of new milestones: we were the first to offer the latest mobile telephones at a symbolic price of €1, the first to introduce the unlimited option of using services, and the first to test and offer our users advanced technological platforms enabling new-generation mobile communication.

An innovative range of services and packages bringing our customers not only superior user experience but also considerable savings became our trademark symbol. In 2013, we introduced numerous fresh features in our range, supplementing it in segments of additional services, custom-tailoring of the offer, and cost effectiveness. Several new features became available as our users were offered limitless services within the special-offer package entitled Totalno neomejen MINGL (Totally limitless MINGL) and the refreshed FREE2GO pre-paid package. Our own line of telephones covering a diverse quality and price spectrum and catering to a wide range of user requirements, including three types of smart phones, brought our users even closer to contemporary mobile communications and introduced the advantages brought by company's own brand in the mobile telephony segment as well. By expanding the Najbližji (Closest) post-paid package group, within which even more care-free communication is now enabled through three new packages, Tušmobil proved once again that it offers the greatest scope of services at a minimum price.

Our users were able to learn about the advantages ensured in mobile communication by Tušmobil's own, technologically extremely progressive network, which is also environmentally friendly. At the end of 2013, the network enabled us to provide our users with 98.9% population coverage via various technological platforms. The latter will continue to undergo thorough development and upgrades, and users can expect new, innovative offers and features, through which the company provides superb mobile communication user experience by means of state-of-the-art technological solutions.

POUDARKI IZ POSLOVANJA V PRETEKLOSTI

HIGHLIGHTS OF PAST BUSINESS OPERATIONS

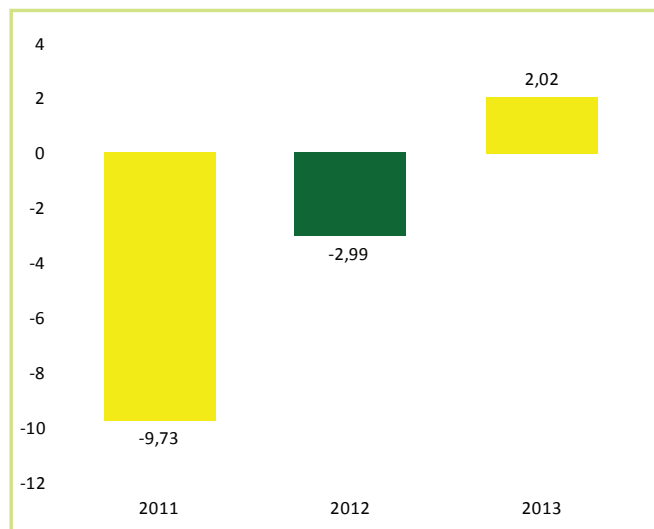
Poudarki iz poslovanja družbe Engrotuš d. d.

Highlights in Engrotuš, d.d. operations

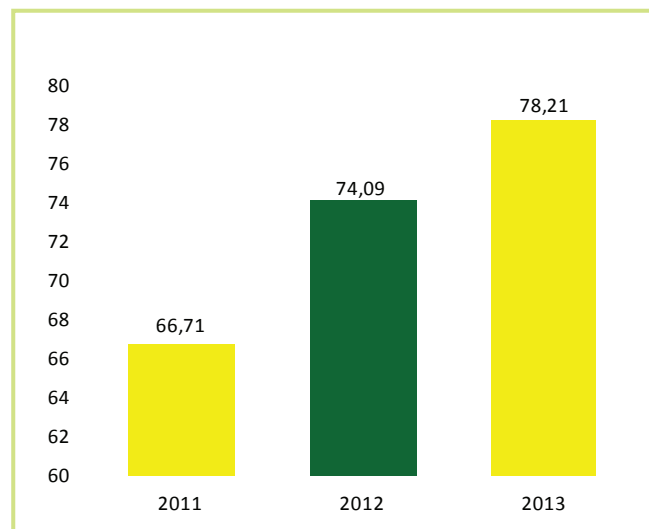
Postavka v EUR / Item in EUR	2011	2012	2013
Poslovni prihodki / Operating revenues	66.708.577	74.091.246	78.213.607
Poslovni izid iz poslovanja / Operating profit or loss	-8.750.693	-2.093.782	2.922.913
Čisti poslovni izid / Net profit or loss	-9.732.074	-2.991.795	2.021.194
Bilančna vsota / Balance sheet total	64.282.593	62.360.692	62.722.719
Kapital / Capital	20.780.570	18.488.775	21.252.417
Vlaganja v osnovna sredstva in dolgoročne AČR / Investments in fixed assets and long-term deferred expenses and accrued revenues	9.485.831	13.289.668	14.491.385
Zaposleni - stanje 31. 12. / Employees - balance as of 31 st Dec	220	220	189

Čisti poslovni izid iz poslovanja družbe Tušmobil d. o. o. (v mio EUR)

Poslovni prihodki družbe Tušmobil d. o. o. (v mio EUR)



Net profit/loss of Tušmobil d.o.o. (in € million)



Operating revenues of Tušmobil d.o.o. (in € million)



PREDSTAVITEV DRUŽBE

COMPANY PROFILE

Družba Tušmobil d. o. o. je bila ustanovljena leta 2006 in je danes tretji največji mobilni operator na slovenskem trgu. Družba je v 100-odstotni lasti družbe Tuš Holding d. o. o. in ponuja širok splet mobilnih komunikacijskih storitev na območju vse države.

Z lastnim sodobnim in do okolja prijaznim mobilnim omrežjem v Sloveniji ponuja mobilne storitve nove generacije. Tušmobil je prvi uvedel naročniške pakete z vnaprej zakupljenimi količinami podatkov in tehnološko najsodobnejše mobilne telefone za 1 evro, s čimer je postavil nove standarde v ponudbi na slovenskem mobilnem trgu. Temu sledi tudi danes, z razvejano ponudbo inovativnih in konkurenčnih naročniških paketov.

Tušmobil ostaja najhitreje rastoči slovenski mobilni operator, ki ima danes že več kot 270.000 uporabnikov. Leto 2013 smo zaključili z 272.283 uporabniki in povečali tržni delež na 11,9 odstotka.

The Tušmobil d.o.o. company was established in 2006. Today, it is the third largest mobile service operator in the Slovenian market. The company is owned 100 % by Tuš Holding d.o.o. and offers a wide range of mobile communications services across the entire country.

With its own advanced and environmentally-friendly Slovenian mobile network, the company offers a new generation of services. Tušmobil was the first to introduce post-paid packages with the prepaid data transfer service and technologically most advanced mobile phones for the price of €1, which set new standards in the Slovene mobile service market. This is the goal Tušmobil continues to pursue by offering innovative and competitive post-paid packages.

Tušmobil remains the fastest growing Slovenian mobile operator with more than 270,000 users. We concluded the year 2013 with 272,283 users and increased the market share to 11.9 %.

NAJPOMEMBNEJŠI PARAMETRI POSLOVANJA DRUŽBE V LETU 2013

THE MOST SIGNIFICANT BUSINESS PARAMETERS OF THE COMPANY IN 2013

• Čisti prihodki od prodaje

V letu 2013 je družba Tušmobil d. o. o. z doseženimi 272.283 uporabniki ustvarila 75.908.394 evrov čistih prihodkov od prodaje, kar predstavlja 5,2-odstotno povečanje čistih prihodkov glede na leto 2012. Na povečanje prihodkov je v največji meri vplivalo povečanje števila uporabnikov.

86,2 odstotka čistih prihodkov od prodaje je bilo ustvarjenih s prodajo proizvodov in storitev ter blaga in materiala na domačem trgu, 10,6 odstotka s prihodki od prodaje proizvodov in storitev na tujem trgu, preostala 3,2 odstotka pa od prodaje trgovskega blaga in materiala.

• Drugi poslovni prihodki

Družba Tušmobil d. o. o. je realizirala 2.305.213 evrov drugih poslovnih prihodkov, predvsem od dodatno obračunanih stroškov kupcem (izvršbe in zamudne obresti). Največji delež med drugimi prihodki predstavljajo pogodbene kazni, zaračunane kupcem.

• Poslovni odhodki

Poslovni odhodki v višini 75.290.694 evrov vključujejo stroške nabavne vrednosti prodanega blaga, storitev, dela, odpisane vrednosti in druge poslovne odhodke.

Delež stroškov blaga, materiala in storitev v čistih prihodkih družbe Tušmobil d. o. o. v letu 2013 znaša 75,4 odstotka, kar je za 3,6 odstotne točke manj kot v letu 2012.

Delež odpisov vrednosti v čistih prihodkih Tušmobila v letu 2013 znaša 16,1 odstotka. Zmanjšanje odpisov vrednosti v primerjavi z letom 2012 je posledica nižje amortizacije.

• Poslovni izid iz poslovanja

Tušmobil d. o. o. je v letu 2013 ustvaril poslovni izid iz poslovanja v višini 2.922.913 evrov.

V primerjavi z letom 2012 je višji za 5.015.694 evrov. Poslovni izid iz poslovanja je v primerjavi s preteklim letom višji zaradi večje prodaje in nižje amortizacije.

• Finančni prihodki in odhodki

Ustvarjeni negativni finančni izid v višini 925.757 evrov je v večji meri posledica finančnih odhodkov za obresti od posojil ter obveznic.

• Net sales

By reaching 272,283 users in 2013, Tušmobil d.o.o. generated net sales in the amount of €75,908,394 which constitutes a 5.2% increase in net revenues in comparison to 2012. The increase in revenues was mainly the result of a greater number of users.

The sale of products and services as well as goods and material on the national market generated 86.2% of net sales, while 10.6% of it was achieved through revenues arising from the sale of products and services on the foreign market. The remaining 3.2% were generated by selling merchandise and materials.

• Other operating revenues

Tušmobil d.o.o. realised €2,305,213 of other operating revenues, mostly from additional expenses charged to customers (foreclosures and default interests). The greatest share among other revenues was represented by contractual penalties charged to customers.

• Operating expenses

Operating expenses in the amount of €75,290,694 include costs arising from the purchase value of the sold goods, services, work, value write-offs and other operating expenses.

In 2013, the share of expenses from goods, material and services in net revenues of Tušmobil amounted to 75.4%, which was 3.6 percentage points less than in 2012.

The share of value write-offs in Tušmobil d.o.o. net revenues in 2013 was 16.1%. The decrease of value write-offs in comparison to 2012 was the result of lower depreciation.

• Operating profit or loss

In 2013, Tušmobil d.o.o. generated an operating profit in the amount of €2,922,913.

Compared with the figures from 2012, the operating profit was higher by €5,015,694. The number is higher than in 2012 due to higher sales and lower depreciation.

• Financial revenues/financial expenses

The generated net decrease in cash and cash equivalents in the amount of €925,757 is largely the result of financial expenses for interest arising from loans and bonds.

• Čisti poslovni izid

V letu 2013 je družba Tušmobil d. o. o. ustvarila čisti poslovni izid po davku v višini 2.021.194 evrov. V primerjavi z letom 2012 je višji za 5.012.989 evrov.

• Sredstva

Bilančna vsota družbe Tušmobil d. o. o. je na dan 31. 12. 2013 znašala 62.722.719 evrov, kar je za 0,6 odstotka več kot leta 2012 - od tega je 56,5 odstotka dolgoročnih sredstev, 32 odstotkov kratkoročnih sredstev in 11,5 odstotka aktivnih časovnih razmejitev

• Kapital in viri sredstev

Družba Tušmobil d. o. o. je imela na dan 31. 12. 2013 21.252.417 evrov kapitala, kar predstavlja 33,9 odstotka vseh obveznosti do virov sredstev. Kapital družbe se je v letu 2013 zaradi dobička in vplačila kapitala v višini 800.000 evrov povečal za 2.763.642 evrov.

Kratkoročne in dolgoročne obveznosti so se glede na leto 2012 zmanjšale za 2.478.988 evrov.

• Investicije

V letu 2013 je podjetje Tušmobil d. o. o. za naložbe namenilo 14.491.385 evrov. Več kot polovico investicij (64 odstotkov) predstavljajo investicije v tržišče v obliki subvencioniranja telefonskih aparatov, slabo tretjino predstavljajo investicije v izgradnjo omrežja (izgradili smo 24 baznih postaj), preostanek so investicije v IT-opremo.

• Finančna tveganja

Obvladujemo jih, da bi zagotovili najnižjo možno raven izpostavljenosti posameznim nevarnostim in dosegli stabilnost finančnega poslovanja. Aktivnosti na tem področju so del vsakodnevnega procesa, kar nam omogoča in zagotavlja hitre ter pravočasne odločitve. Med njimi smo posebej poudarili tveganja, navedena v nadaljevanju.

• Kreditno tveganje

Zaradi gospodarske krize se povišuje izpostavljenost podjetij likvidnostnim težavam.

Aktivnosti, ki smo jih izvajali za znižanje tega tveganja, so bile usmerjene na naslednja področja:

- večkratno preverjanje bonitete kupca, spremljanje njegove finančne discipline in kvalitativnih dejavnikov poslovanja;
- razvrščanje kupcev v bonitetni razred;
- pridobitev ustreznega zavarovanja za utrditev sodelovanja;
- aktivno spremljanje vseh terjatev iz poslovanja (po starosti, enotah, kakovosti, kupcih);
- spremljanje možne izpostavljenosti posameznemu kupcu;
- redna uporaba nabora instrumentov izterjave;
- sistem blokad za izvajanje sistematičnega in aktivnega procesa izterjave;
- izterjava prek elektronskega vlaganja izvršb, kar je pospešilo poplačilo terjatev;
- redni sestanki in v primeru odstopanj takojšnje ukrepanje.

• Net profit or loss

In 2013, Tušmobil d.o.o. generated a net operating profit after tax in the amount of €2,021,194. Compared with 2012, the net operating profit was higher by €5,012,989.

• Assets

As at 31st December 2013, the Tušmobil d.o.o. balance sheet total amounted to €62,722,719, which was 0.6% more than at the end of 2012. The balance sheet total consisted of 56.5% of long-term assets, 32% of short-term assets and 11.5% of deferred expenses and accrued revenues.

• Equity and resources

As at 31st December 2013, the Tušmobil d.o.o. equity amounted to €21,252,417, which represented 33.9% of all liabilities to asset resources. In 2013, company's equity increased by €2,763,642 on account of profit and paid-up capital in the amount of €800,000.

In comparison to 2012, short-term and long-term liabilities decreased by €2,478,988.

• Investments

In 2013, Tušmobil d.o.o. earmarked €14,491,385 for investments. More than half of investments (64%) were represented by investments made in the market in the form of subsidised telephone appliances, a little less than one third was used for investments in the construction of the network (we built 24 base stations), while the rest was invested in IT equipment.

• Financial risks

We manage financial risks in order to ensure the lowest possible level of exposure to individual threats and to achieve stable financial operations. Activities in this area are part of an everyday process which enables and ensures fast and timely decisions. Among them, we highlighted risks mentioned below.

• Credit risk

Exposure of companies to liquidity problems is on the rise due to the economic crisis.

The activities we have carried out in order to decrease this risk were directed towards the following areas:

- multiple verifications of the buyer's credit standing, monitoring the buyer's financial discipline and qualitative operating factors,
- classification of buyers in credit standing groups,
- obtaining suitable securities in order to consolidate co-operation,
- active monitoring of all operating receivables (by age, units, quality, buyers),
- monitoring of possible exposure to a particular buyer,
- regular use of a range of recovery instruments,
- a system of blockings designed with the purpose of implementing a systematic and active recovery process,
- recovery via electronic submissions of executions which speeded up the repayment of receivables,
- regular meetings and immediate action taken in the event of deviation.

• Likvidnostno oziroma plačilno sposobnostno tveganje

Za obvladovanje likvidnostnega tveganja, ki se kaže v nezmožnosti zagotavljanja zadostnih finančnih virov za tekoče poravnavanje obveznosti, smo v letu 2013 tekoče načrtovali in upravljali s finančnimi sredstvi, in sicer smo:

- dnevno načrtovali denarne tokove;
- usklajevali ročnost terjatev in obveznosti;
- se osredotočali na dejavnike, povezane s plačilno nedisciplino;
- pravočasno zaznavali odmike in določali likvidnostne ukrepe.

• Valutno tveganje

Funkcionalna valuta družbe v letu 2013 je bil evro. Le majhen delež transakcij se izvaja v drugih valutah, zato valutno tveganje za družbo nima bistvenega pomena.

• Obrestno tveganje

Obrestnemu tveganju, ki ga opredeljujemo kot tveganje spremembe višine tržnih obrestnih mer, smo izpostavljeni pri najetih posojilih z variabilno obrestno mero, vezano na euribor. Ta je podvržena tržnemu nihanju, kar lahko vpliva na stroške financiranja. Da smo se izognili velikim nihanjem, smo del pogodb sklenili s fiksno obrestno mero in tako znižali tveganje spremembe obrestnih mer.

• Poslovna tveganja

Poslovna tveganja so povezana z uspešnim uresničevanjem naše kratkoročne in dolgoročne strategije z vidika zagotavljanja načrtovanih prihodkov in rezultatov ter z ohranjanjem vrednosti premoženja in ugleda. Obvladovali smo jih z izvajanjem vseh aktivnosti kriznega menedžmenta po naslednjih skupinah:

- Tržno tveganje in tveganje zmanjšanja kupne moči - konkurenca na področju telekomunikacijskih storitev je močna, vsi ponudniki se trudijo, da bi pridobili čim več uporabnikov, zato smo tveganja ocenjevali s spremljanjem ponudbe konkurence in gospodarske situacije, saj je tveganje odvisno predvsem od potrošnikov. Spremljali smo tudi želje naših kupcev in pridobivali neposredne povratne informacije, da smo lahko prilagodili našo ponudbo njihovim željam in potrebam.
- Tveganje sprememb nabavnih cen smo obvladovali z nabavnimi pogodbami, kjer smo konkretne postavke natančno opredelili.
- Tveganje nepravčasne dobave oz. opravljene storitve - gre za tveganje, da dobavitelj ne dobavi blaga ali opravi storitve v dogovorjenem roku. Nevarnosti, ki smo jih ocenjevali, so nedoseganje časovnega roka dokončanja investicije, izguba dobrega imena, oportunitetni stroški. Da bi se temu tveganju izognili, smo v nabavnih pogodbah opredelili pogodbene kazni za primer nepravčasno opravljenih storitev.
- Informacijsko tveganje je povezano z zagotavljanjem zaupnosti, varnosti in razpoložljivosti informacij, zato redno sledimo zakonskim zahtevam s področja varovanja informacij in izboljšujemo informacijski sistem.

• Liquidity or solvency risk

In order to manage the liquidity risk which is seen as inability to ensure adequate financial resources for the regular settlement of liabilities, we planned and managed cash on a daily basis in 2013 by:

- planning cash flows on a daily basis,
- harmonising maturity of receivables and liabilities,
- focusing on factors related to the lack of payment discipline,
- detecting deviations on time and determining liquidity-related measures.

• Currency risk

The company's operating currency in 2013 was the euro. Only a small share of transactions was implemented in other currencies and the foreign exchange risk therefore had no significant relevance for the company.

• Interest rate risk

We are exposed to the interest rate risk, which we define as the risk of change in the amount of market interest rates, with leased loans having a variable interest rate bound to the Euribor rate. The variable interest rate is subject to market fluctuations which can affect the costs of financing. With the aim of avoiding great fluctuations, we concluded some contracts with a fixed interest rate, thus lowering the risk of changes in the interest rates.

• Operating risks

Operating risks are associated with successful realisation of both our short-term as well as long-term strategies from the aspect of ensuring the planned revenues and results, and by preserving the value of our property and reputation. We managed them by implementing all risk management activities by the following groups:

- Market risks and the risk of decreasing purchasing power - Competition in the telecommunication service is strong. All providers aim to attract as many users as possible. For this reason, risks were assessed by monitoring the offerings provided by our competitors and the economic situation, since risks depend mostly on consumers. We also regularly monitored the wishes of our customers and obtained direct feedback so that we were able to adapt our offering to their wishes and requirements.
- We managed the risk of changes in purchase prices by means of purchase agreements where the concrete items were precisely defined.
- The risk of untimely deliveries or services rendered - this is the risk of the supplier not delivering goods or rendering services within the agreed period of time. The threats we assessed included failure to meet the deadline set for the completion of an investment, the loss of goodwill, and opportunity costs. In order to avoid this risk, we defined, in the purchase agreements, the contractual penalties applicable in the event of services not being rendered on time.
- Information risk is related to providing information confidentiality, security and availability. For this reason, we regularly monitor statutory requirements in data protection and improve our IT system.

- Pravno tveganje izhaja iz vidika, da pogodbe ne bodo urešene na dogovorjeni način. Govorimo bodisi o tveganju nepopolne dokumentacije, tveganju varnosti in zaupnosti posla. S tem se srečamo takoj, ko sklenemo dogovor oziroma pogodbo s poslovnim partnerjem. Pravno tveganje izločamo na več načinov, in sicer tako, da z dostopom do pravnih aktov preverimo informacije, uporabimo pravno svetovanje; še posebej takrat, ko sodelujemo s tujimi strankami, pa pridobimo tudi podatke o tuji pravni podlagi in pravna mnenja tujih strokovnjakov.

• Davek iz dobička in odloženi davek

Davek od dobička oziroma izgube poslovnega leta obsega odmerjeni in odloženi davek. Davek od dobička se v izkazu poslovnega izida izkaže kot odhodek, razen v tistem delu, v katerem se nanaša na postavke, ki se izkazujejo neposredno v kapitalu, in se zato izkazuje med kapitalom.

Odmerjeni davek je davek, ki bo plačan od obdavčljivega dobička za poslovno leto, ob uporabi davčnih stopenj, uveljavljenih na datum bilance stanja, in morebitne prilagoditve davčnih obveznosti v povezavi s preteklimi poslovnimi leti.

Pri izkazovanju odloženega davka se uporablja metoda obveznosti po bilanci stanja na osnovi začasnih razlik med knjigovodskimi in davčnimi vrednostmi posameznih sredstev in obveznosti. Znesek odloženega davka temelji na pričakovanem načinu povrnitve oziroma poravnave knjigovodske vrednosti sredstev in obveznosti ob uporabi davčnih stopenj, uveljavljenih na datum bilance stanja, oziroma davčnih stopenj obdobja, v katerem se pričakuje odprava terjatve ali obveznosti za odložene davke.

Odložena terjatev za davek se pripozna samo v obsegu, za katerega obstaja verjetnost, da bo na razpolago prihodnji obdavčljivi dobiček, v breme katerega bo v prihodnje mogoče uporabiti odloženo terjatev. Odložene terjatve za davek se zmanjšujejo za znesek, za katerega ni več verjetno, da bo mogoče uveljaviti davčno olajšavo, povezano s sredstvom.

Proaktivno zaznavanje, predvidevanje možnosti, ki bi lahko tvegano vplivale na naše poslovanje, nam omogoča učinkovito upravljanje s tveganji podjetja. Z varovalnimi mehanizmi v procesih načrtovanja, izvajanja in spremljanja strategij se izogibamo nepotrebnim nevarnostim, zato vodstvo ocenjuje, da so uvedeni in izvedeni ukrepi takšni, da zagotavljajo nizko stopnjo tveganosti poslovanja.

- Legal risk arises from the aspect of agreements not being realised in a way it was agreed. Here, the present types of risks are mainly the risk of incomplete documentation and the risk to transaction security and confidentiality. We encounter this risk as soon as an agreement or a contract is concluded with a business partner. Legal risks can be excluded in several ways, by verifying information upon accessing legal documents, by using legal counselling, and by acquiring information on foreign legal foundations and legal opinions of foreign experts, especially when we work with foreign clients.

• Income tax and deferred tax

The tax on profit/loss of the financial year comprises the assessed and deferred tax. The income tax is disclosed in the profit and loss account as an expense, except in cases where it refers to items which are disclosed directly in equity and is therefore disclosed there.

The assessed tax is the tax which will be paid from the taxable profit for the financial year while using tax rates in force on the balance sheet date, and any adjustments of tax liabilities in relation to previous financial years.

In disclosing the deferred tax, the balance sheet liability method is used on the basis of temporary differences between the accounting values and tax values of specific assets and liabilities. The deferred tax amount is based on the expected method of refund or settlement of the accounting value of assets and liabilities while using tax rates in force on the balance sheet date or tax rates from the period in which the elimination of the receivable or deferred tax liability is expected.

The deferred tax receivable is recognised only to the extent to which it is likely that future taxable profit will be available to charge for deferred receivables used in the future. The deferred tax receivables are decreased by the amount for which it is no longer likely that it would be possible to assert an asset-related tax relief.

Proactive detection and anticipation of possibilities which could pose a risk for our business operations enable us to manage company risks effectively. We avoid any unnecessary threats by means of protective mechanisms integrated in the processes of planning, implementing and monitoring strategies. The Management therefore estimates that the introduced and implemented measures are sufficient for ensuring a low level of risk in operations.



tušmobil

VIZIJA IN POSLANSTVO

COMPANY'S VISION AND MISSION

Vizija

V družbi Tušmobil d. o. o. stremimo k cilju, da postanemo vodilna družba v segmentu mobilne telefonije. Dinamično rast tržnega deleža bomo tudi v prihodnje dosegali s komercialnim pristopom pri pridobivanju novih uporabnikov ter s ponudbo, ki bo zadovoljila potrebe in pričakovanja uporabnikov, ob spoštovanju njihovega družbenega okolja.

Poslanstvo

Naše poslanstvo temelji na zagotavljanju najvišje ravni kakovosti storitev. Pri tem s pridom izkoriščamo našo tehnološko naprednost in sinergije znotraj Skupine Tuš.

Vision

Tušmobil d.o.o. is committed to becoming a leader in mobile telephony services. We will continue to pursue the dynamic growth of the market share through our commercial approach in attracting new users and through offers which will meet the user requirements and expectations, while also respecting the social environment.

Mission

Our mission is based on providing the highest level of service quality. In doing so, we make good use of our technological advancement and synergies within the Tuš Holding Group.



VREDNOTE DRUŽBE

COMPANY VALUES

Vrednote predstavljajo temelj našega poslovanja, odgovornega delovanja in pozitivne organizacijske kulture. Zavezujejo nas k spoštljivemu, etičnemu ravnanju in odgovornemu odnosu.

Transparentnost in zaupanje do uporabnika

Prisluhnemo svojim strankam, skrbimo za njihovo zadovoljstvo in jim ponujamo najvišjo kakovost storitve za pričakovano ceno. Naše vodilo je ohraniti in nagraditi zaupanje, ki nam ga izkazuje že več kot 270.000 uporabnikov.

Učinkovitost, kakovost, inovativnost, strokovnost

V družbi Tušmobil d. o. o. nadgrajujemo svojo zavezo k učinkovitosti in ponujanju kakovostnih storitev. Z lastnim omrežjem nenehno vlagamo v bolj kakovosten pristop do svojih uporabnikov, ki so deležni inovativnih storitev. Zavzetost, odločnost in podjetniški duh nas vodijo v napredek, rast in razvoj.

Odgovoren odnos do okolja

Postavili smo sodobno, do okolja prijazno in tehnološko dovršeno mobilno omrežje z nacionalno pokritostjo. Omogoča nam, da učinkovito znižujemo porabo energije in zmanjšujemo vplive na okolje. Hkrati lahko zaradi tehnološko izjemno napredne platforme, ki vključuje tudi tehnologijo HSPA +, uporabnikom ponujamo vedno nove storitve.

Vsi zaposleni v Tušmobilu aktivno podpiramo odgovoren pristopu do čistega okolja. Tako smo v letu 2013 uvedli projekt internega recikliranja odpadkov in ga poimenovali Igrajmo za okolje.

The Tušmobil d.o.o. values represent the foundation of our operations, responsible actions and an optimistic corporate culture within our organisation. They shape our commitment towards respectful and ethical conduct as well as a responsible attitude.

Transparency and customer trust

We listen to our customers, take care of their satisfaction and offer them the highest quality at an expected price. Our guideline is to preserve and enhance the trust of as many as 270,000 of our service users.

Efficiency, quality, innovation and professional conduct

Tušmobil d.o.o. upgrades its commitment towards efficiency and high-quality service. By building our own network, we keep investing in a higher-quality approach to our users who, in turn, can draw benefits from our innovative services. Commitment, decisiveness and an entrepreneurial spirit lead us towards progress, growth and development.

Responsible attitude towards the environment

We established a modern, environmentally-friendly and technologically advanced mobile network enabling national coverage. This allowed us to effectively lower our energy consumption and decrease our impact on the environment. At the same time, the technologically advanced platform, which includes the HSPA + technology, allows us to offer customers an increasing number of new services.

All Tušmobil employees are active supporters of efforts aimed at maintaining a clean environment. In 2013, we thus introduced an in-house waste recycling project entitled Igrajmo za okolje (Play for the Environment).



DRUŽBENA ODGOVORNOST

SOCIAL RESPONSIBILITY

Usmerjenost družbe v trajnostni razvoj in varovanje okolja nam nalaga, da parametre odgovornega odnosa do vsega in vsakogar vnašamo v naše vsakodnevne procese. Živimo z okoljem, mu pomagamo k razvoju in ga ohranjamo z najnaprednejšo tehnologijo.

Odgovoren odnos do okolja

Zavedamo se, da prihodnje generacije potrebujejo čisto okolje, ki jim bo nudilo visoko kakovost življenja. Poslovna odličnost nam nalaga, da z lastnim zgledom zmanjšujemo vplive na okolje, spodbujamo trajnostni razvoj in uveljavljamo dobre okoljske prakse. Tudi uporabniki z izbiro Tušmobila prispevajo k odgovornejšemu odnosu do okolja in pomagajo ohranjati naravo za prihodnje rodove.

Zmanjševanje vplivov na okolje

Odgovornost do narave in okolja se začne v lastnem podjetju, njegova naloga pa je, da varovanje okolja omogoči tudi uporabnikom storitev. Tehnološko najnaprednejše mobilno omrežje v Sloveniji, ki ga uporablja družba Tušmobil d. o. o., pomeni izjemen korak k zmanjšanju porabe energije in nevtralizaciji vizualnega motenja okolja. Tušmobilove bazne postaje porabijo 60 odstotkov manj energije od povprečnih, ki so danes v uporabi po svetu, za nude nje UMTS-tehnologije smo zaradi naprednih rešitev potrebovali bistveno manj oddajnih točk kot primerljivi operaterji.

Naše uporabnike še naprej aktivno spodbujamo k uporabi okolju prijazne elektronske oblike računov, na vseh prodajnih mestih pa smo uvedli elektronske podpisne tablice in s tem še dodatno prispevali k zmanjševanju vplivov na okolje. Naš prijazen in skrben odnos narava že občuti.

Company's orientation toward sustainable development and environmental protection dictates that the parameters of responsibility towards inanimate and animate objects are incorporated in our daily processes. We live in harmony with our environment and help it develop and preserve by means of state-of-the-art technology.

Responsible attitude towards the environment

We are aware that we need to keep the environment clean for the future generations so that they too can enjoy a high quality of life. Our business excellence requires us to set an example in terms of minimising the negative impacts on the environment, encouraging sustainable development and introducing good environmentally-friendly practices. Users who choose Tušmobil send out a message saying that they care about the environment and that they too contribute their share to preserving the nature for future generations.

Reducing impacts on the environment

Responsibility towards nature and the environment starts within our own company and it is the company's task to enable service users to take part in the process of protecting our environment. The technologically most advanced mobile network in Slovenia used by Tušmobil represents a remarkable step towards lower energy consumption and neutralising the visual impact it has on the environment. Tušmobil's base stations use 60% less energy than average base stations in use around the world today. Moreover, advanced solutions in the field of UMTS technology required the use of a significantly smaller number of transmitting units than comparable operators.

We keep actively encouraging our users to use the environmentally-friendly e-invoices. Moreover, electronic signature pads were introduced at all points of sale, thus even further reducing our impact on the environment. Our nature-friendly and caring attitude is already reflected in the environment.

Odgovorno ravnanje z odsluženimi mobilnimi telefoni in baterijami

V družbi Tušmobil d. o. o. odgovoren odnos do okolja prenašamo na naše uporabnike. V vsaki poslovalnici brezplačno sprejemamo odslužene mobilne telefone in baterijske vložke, ki jih predamo v reciklažo in razgradnjo pooblaščenemu pogodbenemu partnerju. Naše uporabnike osveščamo, da z odgovornim odnosom do okolja delamo v skupno dobro, saj so nekateri učinki tovrstnih odločitev vidni že kmalu, drugi del odgovornosti pa bodo občutili prihodnji rodovi.

SMS-donacije

V družbi Tušmobil d. o. o. smo kot del Skupine Tuš Holding prevzeli njihovo tradicijo dobrotelnosti, ki traja že več kot 24 let, in omogočili pomoč tistim, ki jo zares potrebujejo. Z omogočanjem SMS-donacij smo podprli številne dobrotelne akcije in projekte, ki dajejo pomemben zgled in opozarjajo, da so med nami številni potrebni pozornosti in skrbi.

Šport

Tradicionalni Tušev vzpon na Celjsko kočo velja za največji športno-rekreacijski dogodek v celjski regiji in enega največjih v Sloveniji. V družbi Tušmobil d. o. o. smo s ponosom podprli rekreativni pohod in kolesarski maraton, ki iz leta v leto privablja številne športne navdušence.

Podporo kolesarski aktivnosti v Sloveniji nadgrajujemo s Kolesarskim klubom Tušmobil, ki je v preteklem letu že zabeležil pomembne zmage in že na prvem svetovnem prvenstvu za rekreativne in amaterske kolesarje dosegel dve prvi mesti v kronometru in drugo mesto na 112 km dolgi cestni preizkušnji.

Kot napredni mobilni operater nadaljujemo s podporo izjemnim projektom preseganja meja človeških zmogljivosti. Potem ko smo leta 2012 podprli odpravo Tušmobil TransAtlantik, v kateri je prvi Slovenec skupaj z ekipo zgolj z vesli premagal Atlantski ocean, smo se v letu 2013 pridružili projektu, katerega cilj je bil doseči še en izjemen podvig - svetovni hitrostni rekord s posebnim ležečim kolesom z aerodinamično školjko na izključno človeški pogon.

Dogodki

S paketi FREE smo kot glavni sponzor sodelovali na 8. tradicionalnem adrenalinskem vikendu FREE Luža na Krvavcu.

Blagovna znamka Mingl je aktivno sodelovala na vseh dogodkih agencije za mlade Collegium ter se kot generalni sponzor pojavila na absolventskih in maturantskih izletih, Ritmu mladosti, Knock out festivalu ipd. Z Minglom smo se aktivno vključili tudi na Študentsko areno in Škisovo tržnico.

Pridružili smo se praznovanju Kuponkovega rojstnega dneva, ki se ga je na Kongresnem trgu v Ljubljani udeležilo skoraj 15.000 ljudi.

Responsible handling of disused mobile telephones and batteries

Tušmobil d.o.o. seeks to pass its responsible attitude towards the environment on to its users.. Each sales unit offers cost-free collection of disused mobile phones and batteries which are later handed over for recycling and disassembled by our authorized business partner. It is our goal to raise the user awareness on the fact that a responsible attitude towards the environment is also to their advantage, as some of the benefits of environmentally-friendly decisions can be seen right away. Other benefits, on the other hand, will be felt by future generations.

SMS donations

As part of the Tuš Holding Group, Tušmobil d.o.o. adopted the tradition of charitable activities the Group has been fostering for over 24 years, and reached out to those who truly need help. Tušmobil enables people to make donations via SMS, thereby supporting numerous charity campaigns and projects intended to set an example and raise the awareness that there are people among us who need special care and attention.

Sports

The traditional Tuš Ascent to the Celjska koča Hut has become the most important sporting and recreational event in the Celje region and one of the largest events of this type in the country. In Tušmobil, we are proud to support the bicycle marathon and the recreational hike which keep attracting sport enthusiasts every year.

Our support of cycling in Slovenia is reinforced through the Tušmobil Cycling Club, which already marked important victories in 2013 with two first places in a time trial and a second place in a 112 km road race at the first Amateur Road World Championship. Being an advanced mobile network operator, we continue to support the exceptional project of surpassing the limits of human capabilities. After having supported the Tušmobil TransAtlantik expedition in 2012, in which the first Slovene and his team conquered the Atlantic Ocean using nothing but oars, Tušmobil joined a project in 2013 with the aim to achieve another extraordinary feat, namely a world speed record set by means of a special human-powered streamliner recumbent bicycle.

Events

With the FREE packages, we appeared as the main sponsor at the 8th traditional adrenaline-filled Quiksilver Luža weekend at the Krvavec Ski Resort.

The Mingl brand was actively involved at all events organized by the Collegium travel agency specializing for the younger population, and appeared as the general sponsor at university and high-school graduation trips as well as events such as Ritem mladosti (Rhythm of Youth), Knock out festival etc. With Mingl, we also actively participated at Študentska arena (Student Arena) and Škisova tržnica (Škis Marketplace).

What is more, we joined the celebration of Kuponko's birthday (a website company offering major discounts for collective shopping of various products and services) attended by nearly 15,000 people at the Congress Square in Ljubljana.



VPLIV TRŽNIH RAZMER NA POSLOVANJE

HOW THE MARKET SITUATION IS REFLECTED IN BUSINESS OPERATIONS

Gospodarske razmere v Sloveniji še vedno niso optimalne, tržne razmere pa se še dodatno zaostrejejo. Kljub navedenemu je družba Tušmobil d. o. o. v letu 2013 uspešno povečala skupnost svojih uporabnikov. Tako smo okrepili svojo prisotnost na trgu, hkrati pa znotraj organizacije nadaljevali z optimizacijo stroškov. Preteklo leto smo se v družbi Tušmobil d. o. o. intenzivno usmerjali k uporabnikom in skozi cenovno vojno skušali uporabnikom približati in predstaviti nove naročniške pakete ter napredne storitve.

Po podatkih, dostopnih iz poročila Agencije za komunikacijska omrežja in storitve Republike Slovenije za tretje četrtletje, je penetracija aktivnih uporabnikov mobilne telefonije na prebivalstvo v četrtem četrtletju znašala 110,8 odstotka. Odstotek penetracije aktivnih uporabnikov mobilne telefonije na prebivalstvo se je v letu 2013 povečal za skoraj dve odstotni točki (1,9 odstotka).

To pomeni, da je uporabniška izkušnja še toliko bolj pomembna, zato je bil glavni cilj v letu 2013 uporabniku podati kakovostne storitve ter čim večjo razpoložljivost storitev z dodano vrednostjo.

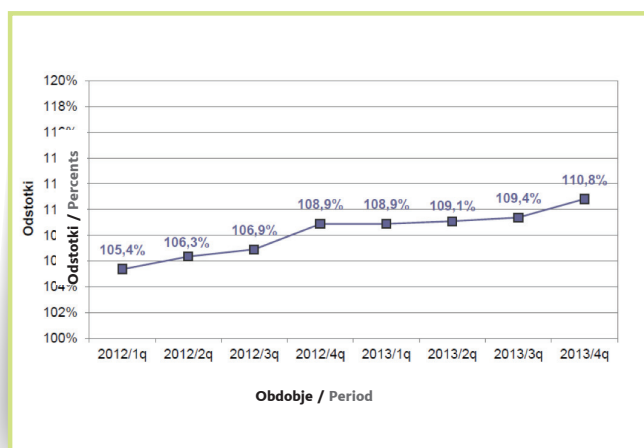
The Slovenian economy is still far from being at its optimum level, and the market situation is becoming even more aggravated. Nevertheless, Tušmobil d.o.o. successfully expanded its user community in 2013. By doing so, its presence on the market was solidified, and cost optimization within the organization continued. Throughout 2013, Tušmobil d.o.o. was intensely oriented towards users and waged a war against prices in its attempt to bring the users closer and introduce them to the new post-paid packages and advanced services.

According to the data available from the report drawn up by the Agency for Communication Networks and Services of the Republic of Slovenia for the third quarter, the penetration of active mobile telephony users in the population amounted to 110.8% in the fourth quarter. The percentage of the penetration of active mobile telephony users in the population increased in 2013 by nearly 2 percentage points (1.9%).

This shows how important the user experience is, and we made it our primary goal in 2013 to provide users with high-quality services and optimum availability of the range of services with added value.

Graf 1: Penetracija uporabnikov mobilne telefonije na prebivalstvo

Graph 1: Penetration rate of mobile telephony users in the population



Vir: APEK, Poročilo o razvoju trga elektronskih komunikacij za četrto četrtletje 2013, februar 2014

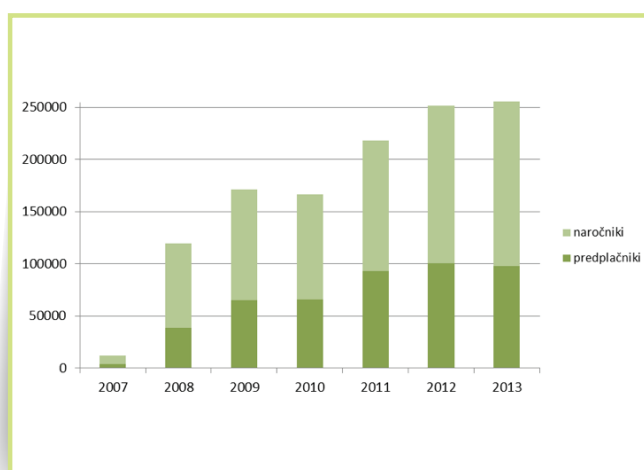
Source: APEK (Post and Electronic Communications Agency of the Republic of Slovenia), Report on the development of the electronic communications market for the fourth quarter of 2013, February 2014

Tržni delež aktivnih uporabnikov mobilne telefonije se družbi Tušmobil d. o. o. še vedno zvišuje, do četrtega četrtletja 2013 se je povečal na 11,9 odstotka. V primerjavi z lanskim letom se je do četrtega četrtletja 2013 zvišal za 0,7 odstotka. Predstavitev novih naročniških paketov družine NAJBLIŽJI ter ponudba akcijskih konkurenčnih aktivnosti naročniških paketov MINGL sta ključna elementa, zaradi katerih je družba Tušmobil tudi v letu 2013 obdržala tretje mesto med ponudniki mobilnih storitev v Sloveniji.

The market share of active mobile telephony users continues to grow at Tušmobil d.o.o., rising to 11.9% by the fourth quarter of 2013. In comparison to 2012, it increased by 0.7% by the fourth quarter of 2013. The introduction of new post-paid packages in the NAJBLIŽJI group and the range of special-offer competitive activities within the MINGL post-paid packages represent the key elements that enabled Tušmobil to retain third place among the mobile service providers in Slovenia also in 2013.

Graf 2: Rast števila uporabnikov v letih 2007 do 2013

Graph 2: User growth from 2007 to 2013

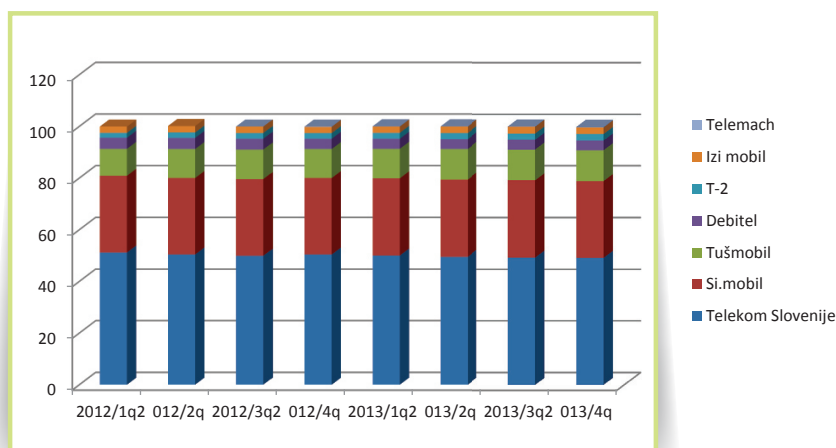


Naročniki / Post-paid plan users

Predplačniki / Pre-paid plan users

Graf 3: Tržni delež uporabnikov mobilne telefonije po operaterjih v letih od 2007 do četrtega četrletja 2013

Graph 1: Penetration rate of mobile telephony users in the population



Vir: APEK, Poročilo o razvoju trga elektronskih komunikacij

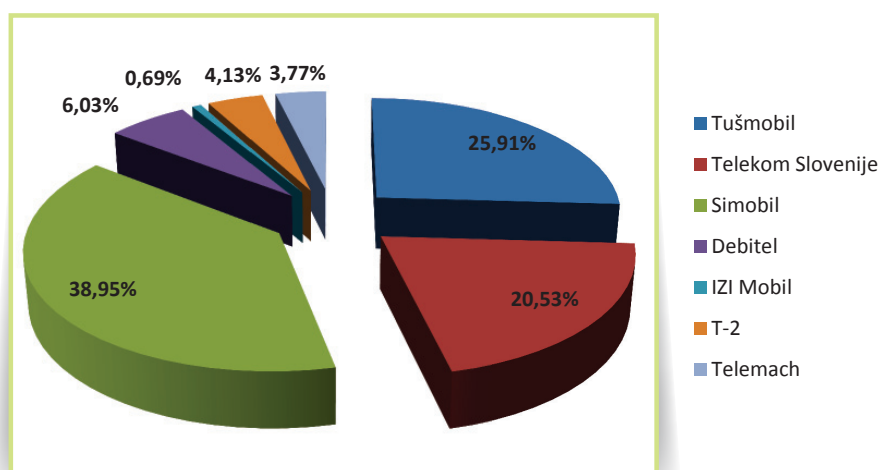
Source: APEK (Post and Electronic Communications Agency of the Republic of Slovenia), Report on the development of the electronic communications market

Delež prenesenih števil od drugih operaterjev k Tušmobilu je v letu 2013 znašal 25,91 odstotka.

In 2013, the share of telephone numbers transferred to Tušmobil from other operators was 25.91%.

Graf 4: Prenesene telefonske številke med operaterji

Graph 4: Mobile numbers transferred among operators



Vir: www.npch.si, 31. 12. 2013

Source: www.npch.si, 31st December 2013



REGULATORNO OKOLJE V LETU 2013

REGULATIONS IN 2013

15. januarja 2013 je začel veljati nov Zakon o elektronskih komunikacijah (ZEKom-1), ki je v slovensko zakonodajo prinesel nov evropski zakonodajni okvir s področja elektronskih komunikacij.

V začetku leta 2013 so se na podlagi odločbe na upoštevem trgu 7 iz leta 2009 cene zaključevanja klicev v mobilna omrežja izenačile na 0,0324 evra. S tem se je končala asimetrija maksimalnih dopustnih cen, ki so jih operaterji lahko zaračunali za zaključevanje klicev v svojih mobilnih omrežjih.

Družba Tušmobil d. o. o. je s 1. 1. 2013 v skladu z Uredbo (EU) št. 531/2012 Evropskega parlamenta in Sveta objavila svojo vzorčno ponudbo za veleprodajni dostop za gostovanje na mobilnem omrežju družbe Tušmobil d. o. o. Družba Tušmobil d. o. o. s to vzorčno ponudbo na svojem mobilnem omrežju ponuja neposredni veleprodajni dostop za gostovanje in dostop za preprodajo veleprodajnega gostovanja.

Na podlagi želje mobilnih operaterjev je Agencija v marcu 2013 objavila sklep o uvedbi javnega razpisa za dodelitev radijskih

On 15th January 2013, a new Electronic Communications Act (ZEKom-1) became effective, bringing into the Slovenian legislation a new European legislative framework from the field of electronic communications.

In early 2013, pursuant to a decision on the relevant market 7 from 2009, the call termination prices in mobile networks were levelled at €0.0324. This ended the asymmetry of maximum allowed prices which operators could charge to terminate calls in their mobile networks.

On 1st January 2013, Tušmobil d.o.o., in line with Regulation (EU) No. 531/2012 of the European Parliament and of the Council, published its own sample offer for wholesale access to roaming on Tušmobil d.o.o.'s mobile network. Through this offer, Tušmobil provides direct wholesale roaming access and access to re-sale of wholesale roaming on its mobile network.

Based on the wishes expressed by mobile network operators, the Agency published, in March 2013, a decision on implementing a

frekvenc za zagotavljanje javnih komunikacijskih storitev. Javni razpis je obsegal proste frekvence na frekvenčnih pasovih 1800 MHz in 2600 Mhz. Družba Tušmobil d. o. o. je na tem razpisu uspešno pridobila dodatnih 2 x 10 MHz na frekvenčnem pasu 1800 MHz, ki jih je uporabila za razvoj in testiranje nove LTE-tehnologije (ang. long term evolution).

Konec marca 2013 je Agencija objavila javno posvetovanje za analizo upoštevne trga 7: "Zaključevanje govornih klicev v posamičnih javnih mobilnih telefonskih omrežjih (medoperaterski trg)". Agencija je v analizi na podlagi po metodi BU LRIC enostavno izračunanega povprečja čiste cene držav, za katere je Agencija utemeljila, da so lahko predmet primerjalne analize, določila ceno zaključevanja 0,0105 evra. Kljub pripombam operaterjev Agencija ni izdala odločbe na predmetnem trgu, saj je od Evropske komisije prejela navodilo, da mora sama, na podlagi realnih podatkov od operaterjev, po metodi BU LRIC izračunati ceno zaključevanja klicev v mobilna omrežja. Nova cena bo predvidoma določena v prvem kvartalu leta 2014.

Agencija se je v letu 2013 intenzivno pripravljala na javni razpis z javno dražbo za dodelitev radijskih frekvenc za zagotavljanje javnih komunikacijskih storitev v radiofrekvenčnih pasovih 800 MHz, 900 Mhz, 1800 MHz, 2100 MHz in 2600 MHz. Za namen javne dražbe je prek javnih naročil izbrala zunanje svetovalce, ki ji bodo pomagali pri izvedbi tako kompleksnega projekta. Agencija je zadnji dan v letu 2013 v Uradnem listu Republike Slovenije izdala poziv za javni razpis in na svojih spletnih straneh objavila razpisno dokumentacijo. Javna dražba, ki bo potekala v prvi polovici leta 2014, bo začrtala nadaljnjo pot in delovanje družbe Tušmobil d. o. o. za naslednjih 15 let. Rezultat javne dražbe bo pomembno vplival na slovenski mobilni trg in njegov nadaljnji razvoj.

Evropska komisija je 11. 9. 2013 brez predhodnega javnega posvetovanja predstavila nov predlog Uredbe Evropskega parlamenta in Sveta o ukrepih za evropski enotni trg elektronskih komunikacij in doseganje povezane celine ter sprememb direktiv 2002/20/ES, 2002/21/ES in 2002/22/ES ter uredb (ES) št. 1211/2009 in (EU) št. 531/2012. Predlog obsežne Uredbe bi vse dosedanje ukrepe, ki smo jo v slovensko zakonodajo implementirali komaj v začetku leta 2013, znatno spremenil in jih dobesedno povozil. Uredba precej posega v nedavno sprejeto Uredbo o gostovanju, v suverenost držav, s tem ko prenaša upravljanje frekvenčnega spektra na evropsko raven, v cene mednarodnih klicev v fiksna omrežja itd. V kolikor bi bil predlog uredbe v takšni obliki sprejet (oziroma brez temeljitih popravkov), bi to imelo, razen pri največjih evropskih operaterjih, izredno negativne učinke na industrijo v celoti, na operaterje elektronskih komunikacijskih storitev v Republiki Sloveniji kot eni najmanjših držav EU pa še toliko večje. Glavni učinki bodo vidni v nadaljnjem povečevanju kompleksnosti in nepreglednosti regulacije, zaostrovanju pogojev poslovanja, zmanjšanju konkurence ter dodatnih izrazitih omejitvah prihodkov, ki jih ne bo mogoče realno nadomestiti glede na položaj, v katerem se nahajajo telekomunikacije in Slovenija kot država. Na ta način sta močno ogroženi pravna varnost in predvidljivost subjektov trga elektronskih komunikacij, s čimer so ogrožene zlasti dolgoročne investicije.

public tender for the allocation of radio frequencies to ensure public communication services. The tender involved free frequencies in the 1800 MHz and 2600 MHz frequency bands. Tušmobil d.o.o. was successful in this tender, obtaining additional 2 x 10 MHz in the 1800 MHz frequency band which it used to develop and test the new LTE (long-term evolution) technology.

In late March 2013, the Agency published a public consultation to analyse the relevant market 7: Termination of voice calls in individual public mobile telephony networks (inter-operator market). In the analysis based on the average net price of states (calculated following the BU LRIC principle) for which the Agency substantiated that they could be the subject of a comparative analysis, the Agency set the call termination price to amount to €0.0105. Despite the operators' comments, the Agency did not issue a decision on the relevant market, as the European Commission instructed it to calculate the mobile network call termination price following the BU LRIC principle by itself, based on real data obtained from the operators. The new price will probably be determined in the first quarter of 2014.

In 2013, the Agency underwent intense preparations for the public tender with a public auction for the allocation of radio frequencies to provide public communications services in the 800 MHz, 900 MHz, 1800 MHz, 2100 MHz and 2600 MHz radio frequency bands. In order to implement the public auction, the Agency chose external consultants through public procurement procedures in order for them to help with the implementation of such a complex project. On the last day of 2013, the Agency published an invitation to tender in the Official Journal of the Republic of Slovenia, and posted the appurtenant tender documentation on its website. The public auction which is to take place in the first six months of 2014 will outline the path and operations of Tušmobil d.o.o. for the next 15 years. Its results will have a significant impact on the Slovenian mobile market and further development in this field.

On 11th September 2013, the European Commission, without any prior public consultation, introduced the new proposal for the 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 as well as amendments to Directives 2002/20/EC, 2002/21/EC and 2002/22/EC, and Regulations (EC) No.1211/2009 and (EU) No.531/2012. The proposal for the extensive Regulation would considerably change and literally run over all measures implemented in the Slovenian legislation just at the beginning of 2013. The Regulation encroaches significantly on the recently adopted Regulation on roaming and the sovereignty of states by transferring the frequency spectrum management to the European level, as well as on the prices of international calls in fixed networks etc. If the proposal of the Regulation were accepted in such a form (or without thorough adjustments), it would, with the exception of the largest European operators, have a very negative impact on the industry as a whole, and an even more adverse effect on the electronic communications service operators in the Republic of Slovenia as one of the smallest EU states. The main effects will be seen in further increased complexity and non-transparency of regulation, aggravated operating terms and conditions, decreased competition and additional distinctive restrictions of revenues which will be impossible to be realistically replaced given the situation in the telecommunications industry and Slovenian economic situation. This is a severe threat to the legal certainty and predictability in subjects active on the electronic communications market which, in turn, poses a threat, especially for long-term investments.

POMEMBNEJŠI DOGODKI V LETU 2013

IMPORTANT EVENTS IN 2013

Poslovni mejniki

- 15. 1. 2013 - sklep o razrešitvi direktorja;
- 15. 1. 2013 - sklep o imenovanju direktorja;
- 29. 3. 2013 - sklep o povečanju osnovnega kapitala;
- 5. 7. 2013 - Tušmobil d. o. o. zaključi postopek izdaje obveznic v skupni nominalni vrednosti 5.020.000 evrov s kuponsko obrestno mero 6,5 odstotka in rokom dospelosti 5. 7. 2015;
- 23. 10. 2013 - obveznice družbe Tušmobil d. o. o. so sprejete v trgovanje na organiziranem trgu Ljubljanske borze.

Odprtje posredniških mest

- Maj - Tušmobil MEDVODE
- Junij - otvoritev 5 novih prodajnih mest v prodajalnah BIG BANG
- Junij - Tušmobil Ljubljana HALA A
- Junij - Tušmobil TOLMIN
- Julij - Tušmobil BOVEC
- Avgust - Tušmobil TRŽIČ
- September - Tušmobil Ljubljana RUSKI CAR
- September - Tušmobil ZAGORJE OB SAVI
- Oktober - Tušmobil TREBNJE
- December - Tušmobil NOVO MESTO
- December - otvoritev prvega Tušmobilove trgovine v trgovini v prodajalni BIG BANG v centru EUROPARK Maribor

Marketing

- Februar - korporativna kampanja Ustvarjamo bližino in predstavitev nove celostne podobe;
- Marec - lansiranje paketa Najbližji;
- April - kampanja BODI RAJE FREE ob prenovljeni vizualni podobi paketov FREE;
- Maj, junij - lansiranje akcijskega paketa Najbližji 1500 in novega lojalnostnega programa D*NAR;
- Oktober - produktna prenova predplačniškega paketa FREE2GO ter predstavitev lastne blagovne znamke mobilnih telefonov Tušmobil;
- November, december - lansiranje paketa TOTALNO NEOMEJEN MINGL in družine paketov NAJBЛИŽJI.

Število uporabnikov:

15. 11. 2013 je družba Tušmobil d. o. o. dosegla 270.000 uporabnikov.
31. 12. 2013 je družba Tušmobil d. o. o. zabeležila 272.283 uporabnikov.

Business milestones

- 15th January 2013 - decision on discharging the director
- 15th January 2013 - decision on appointing a new director
- 29th March 2013 - decision on increasing the share capital
- 5th July 2013 - Tušmobil d.o.o. completed the process of issuing bonds at the total face value of €5,020,000 with the coupon interest rate of 6.5% and maturity on 5th July 2015;
- 23rd October 2013 - the Tušmobil d.o.o. bonds were accepted for trading on the regulated market of the Ljubljana Stock Exchange.

Opening dealerships

- May - Tušmobil MEDVODE
- June - opening of five new POSs at the BIG BANG stores
- June - Tušmobil Ljubljana, Hall A
- June - Tušmobil TOLMIN
- July - Tušmobil BOVEC
- August - Tušmobil TRŽIČ
- September - Tušmobil Ljubljana RUSKI CAR
- September - Tušmobil Ljubljana RUSKI CAR
- October - Tušmobil TREBNJE
- December - Tušmobil NOVO MESTO
- December - opening of the first Tušmobil store within the BIG BANG store at the EUROPARK Maribor shopping centre

Marketing Department

- February - the corporate campaign entitled Ustvarjamo bližino (Bringing you Closer) and presentation of the new corporate design;
- March - launch of the Najbližji package;
- April - the campaign entitled BODI RAJE FREE (RATHER BE FREE) accompanying the refreshed visual image of the FREE packages;
- May, June - launch of the Najbližji 1500 special-offer package and the new D*NAR loyalty programme
- October - product renovation of the FREE2GO pre-paid package and presentation of company's own brand of Tušmobil mobile phones;
- November, December - launch of the TOTALNO NEOMEJEN MINGL (TOTALLY LIMITLESS MINGL) package and the NAJBЛИŽJI package group.

Number of users

On 15th November 2013, Tušmobil d.o.o. reached 270,000 mobile service users.

As at 31st December 2013, Tušmobil d.o.o. had 272,283 mobile service users.



TRŽENJE

MARKETING

MARKETING

MEJNIKI IN NOVOSTI V PONUDBI

Paket Najbližji 1500

V Tušmobilovi ugodni ponudbi paketov, namenjenih različnim potrebam uporabnikov mobilnih storitev, smo z oglaševalsko kampanjo poudarili akcijski paket Najbližji 1500. Paket je ponujal idealno količino in razporeditev enot po najboljši ceni. Bil je odlično sprejet, zadnji dan v maju pa je njegova prodaja dosegla rekord zadnjih štirih let in pol.

D*NAR

V poslovanje smo uspešno vpeljali D*NAR, projekt Skupine Engrotuš, ki kupcem prinaša dodano vrednost nakupov, hkrati pa povezuje vsa štiri področja Skupine Engrotuš.

Naročniki Tušmobila na svojo Tuš klub kartico prve 4 zaporedne mesece prejmejo D*NAR v višini 25 odstotkov osnovne mesečne naročnine; zbrani D*NAR znotraj vseh dejavnosti pa lahko porabijo za brezskrbno komunikacijo, saj lahko z D*NARjem plačujejo Tušmobilove položnice ali pa si privoščijo nov telefon.

MARKETING DEPARTMENT

MILESTONES AND NEW FEATURES IN OUR OFFER

The Najbližji 1500 package

In the Tušmobil range of affordable packages intended to cater to a variety of needs in mobile service users, our advertising campaign emphasized the Najbližji 1500 special-offer package which was distinguished by its ideal amount and allocation of units at the optimum price. The package was warmly received, as the sales reached the record of the past four and a half years on the last day in May.

D*NAR

D*NAR, a project started by the Engrotuš Group, bringing customers added value on their purchases and linking together all four areas of the Engrotuš Group's activities, was successfully implemented in our business operation.

For the first four consecutive months, Tušmobil post-paid plan users receive D*NAR on their Tuš Club loyalty card in the amount of 25% of their basic monthly fee; the D*NAR collected through all Tuš activities enables carefree communication, as it can be used to pay Tušmobil invoices or even a new telephone.

Predplačniški paket FREE2GO - produktna prenova

Vizualno in vsebinsko smo prenovili pakete FREE2GO in svojim predplačnikom prvi v Sloveniji zagotovili možnost neomejenega klicanja, pošiljanja SMS in MMS sporočil ter surfanja po internetu.

Brez naročnine in vezave smo predplačniškim uporabnikom omogočili prilagodljivost ter tako na trgu ponovno vzpostavili nove standarde ponudbe, ki uporabnikom prinašajo dostopnejšo in cenovno ugodnejšo mobilno komunikacijo.

Nova linija mobilnih telefonov blagovne znamke Tušmobil

Kot edini ponudnik mobilnih storitev v Sloveniji smo uvedli linijo mobilnih telefonov lastne blagovne znamke Tušmobil. Cenovno izjemno ugodni in kakovostni telefoni, med katerimi so tudi trije pametni telefoni, zadovoljujejo potrebe različno zahtevnih uporabnikov.

Paket za mlade - Totalno neomejen MINGL

Uspešni smo bili z akcijskim paketom, namenjenim mladim, ki smo ga poimenovali Totalno neomejen MINGL. Paket je ponujal neomejene klice, sporočila in prenos podatkov za le 17,99 evra.

Naročniški paketi NAJBLIŽJI

V začetku leta smo predstavili nov paket Najbližji, ki je nadomestil priljubljeni jubilejni paket Vsenajboljše, konec leta pa smo uporabnike razveselili z novo družino paketov. Paketu Najbližji smo dodali še pakete Najbližji L, Najbližji XL in Najbližji NET ter tako uporabnikom ponudili še več izbire glede na njihove individualne želje in potrebe. Z novo družino paketov Najbližji smo ponovno dokazali, da ponujamo največ storitev po dostopnih cenah.

Interna zasnova marketinških aktivnosti

V drugi polovici leta smo pričeli z internim snovanjem marketinških kampanj in aktivnosti, kar nam je omogočilo še boljši nadzor nad stroški in bolj ekonomično razporeditev marketinških sredstev.

STORITVE

IMPLEMENTIRANE STORITVE

• Osnovna predplačniška ponudba - prenovljeni predplačniški paketi FREE2GO

Tušmobil je prvi v Sloveniji predstavil predplačniški paket z neomejenimi klici, SMS/MMS sporočili in prenosom podatkov. S paketi FREE2GO ponuja neomejeno komunikacijo BREZ NAROČNINE IN BREZ VEZAVE!

Uporabnik ob vsakokratni polnitvi predplačniškega računa za 10 evrov prejme NEOMEJENO UGODJE, s katerim mu je iz Tušmobilovega radijskega omrežja omogočeno 30 dni NEOMEJENEGA klicanja Tušmobilovih uporabnikov ter 30 dni NEOMEJENEGA pošiljanja SMS in MMS sporočil v vsa slovenska omrežja. Ob

The FREE2GO pre-paid package - product renovation

The FREE2GO packages were refreshed in terms of their visual image and content, and Tušmobil was the first in Slovenia to enable the option of limitless calls, sending of SMSs and MMSs and web surfing to our pre-paying customers.

Without having to pay a fee or be bound to a specific package, our users were offered flexible deals, which is how we succeeded in establishing new standards for offers on the market, bringing users more accessible and affordable mobile communication.

New line of Tušmobil brand mobile phones

Tušmobil was the only mobile service provider in Slovenia to introduce company's own brand of Tušmobil mobile phones which are very affordable and of high quality. The range also includes three smart phones which cater to users whose needs vary in terms of complexity.

Package tailored to young people - Totalno neomejen MINGL (Totally limitless MINGL)

Tušmobil was successful with its special-offer package intended for the young generation and entitled Totalno neomejen MINGL (Totally limitless MINGL). The package included unlimited calls, text messages and data transfer at the affordable price of merely €17.99.

The NAJBLIŽJI post-paid packages

In early 2013, the company introduced a new package entitled Najbližji (Closest) which replaced the popular Vsenajboljše (Happy Birthday) jubilee package. At the end of 2013, Tušmobil users were delighted with a new group of packages. The Najbližji package was joined by the Najbližji L, Najbližji XL and Najbližji NET packages (Closest L/XL/NET), giving users even more choice to fulfil their individual wishes and needs. By introducing the new Najbližji group of packages, Tušmobil proved once again that it offers the greatest scope of services at affordable prices.

Internal plan of marketing activities

In the second half of 2013, Tušmobil began devising an internal plan of marketing campaigns and activities which enabled us even better cost control and a more prudent allocation of marketing resources.

SERVICES

IMPLEMENTED SERVICES

• Basic pre-paid deals - the improved FREE2GO pre-paid plans

Tušmobil was the first in Slovenia to introduce a pre-paid plan package with LIMITLESS calls, SMSs/MMSs and data transfer. The FREE2GO packages offer unlimited communication WITHOUT HAVING TO PAY A MONTHLY FEE OR BE BOUND TO A SPECIFIC PACKAGE.

Each time a user puts a €10 credit on their pre-payment account, they receive NEOMEJENO UGODJE (LIMITLESS BENEFITS) enabling them 30 days of LIMITLESS calls to Tušmobil users and 30 days of LIMITLESS sending of SMSs and MMSs to all Slovenian mobile networks from Tušmobil's radio network. For €20 credit,

polnitvi za 20 evrov pa prejme še 30 dni NEOMEJENEGA srfanja po spletu. Dobroimetje ima veljavnost 90 dni od polnitve. Ob nakupu kateregakoli novega predplačniškega paketa FREE2GO (samo s SIM-kartico ali v paketu s telefonom) uporabnik prejme promocijskih 15 dni NEOMEJENEGA klicanja ter pošiljanja SMS- in MMS-sporočil.

• Dodatni predplačniški paketi

SMS-aj 24 ur: omogoča neomejeno pošiljanje SMS in MMS sporočil v vsa slovenska omrežja 24 ur od zakupa paketa za le 1 evro.

Surfaj 100: vključuje 100 MB prenosa podatkov v Tušmobilovem radijskem omrežju, za 30 dni in le za 1 evro.

Klič 100: vključuje 100 minut pogovorov za klice v vsa slovenska omrežja, v kolikor se uporabnik nahaja v Tušmobilovem omrežju, za 30 dni in le za 5 evrov mesečno.

• Prodajni avtomat

Septembra smo na glavni avtobusni postaji v Ljubljani postavili že tretji Tušmobilov prodajni avtomat.

• Mobilni telefoni lastne blagovne znamke

Ponudbo prenovljenega predplačniškega paketa FREE2GO smo nadgradili s 3 telefoni lastne blagovne znamke Tušmobil: Y1, NILE FF in Kentaurus i110s.

Telefone lastne blagovne znamke smo predstavili tudi v ponudbi naročniških paketov, kjer so uporabniki lahko izbirali med petimi modeli: Tušmobil Sirius w980, Tušmobil Kentaurus i110s, Tušmobil Nile FF, Tušmobil Vega W976 in prodajno uspešnico Tušmobil Y1.

PAKETI NAJBLIŽJI

Najbližji M: paket za 14,90 evra mesečne naročnine vključuje 500 minut pogovorov v lastnem omrežju, 500 SMS/MMS sporočil, 500 minut v ostala omrežja in 500 MB prenosa podatkov.

Najbližji NET: paket za 17,90 evra mesečne naročnine vključuje 500 minut pogovorov v lastnem omrežju, 500 SMS/MMS sporočil, 500 minut v ostala omrežja in 5000 MB prenosa podatkov. Vključen prenos podatkov iz paketa lahko uporabnik porablja tudi na drugi SIM-kartici, za katero mesečno plačuje 1,90 evra.

Najbližji L: paket za 19,90 evra mesečne naročnine vključuje 2000 minut pogovorov v lastnem omrežju, 2000 SMS/MMS sporočil, 2000 minut v ostala omrežja in 2000 MB prenosa podatkov.

Najbližji M: paket za 29,90 evra mesečne naročnine vključuje 3000 minut pogovorov v lastnem omrežju, 3000 SMS/MMS sporočil, 3000 minut v ostala omrežja in 3000 MB prenosa podatkov.

PAKETI FREE

Free 5: paket za 5 evrov mesečne naročnine vključuje 100 minut pogovorov ali SMS-sporočil ali MMS-sporočil ali MB prenosa podatkov in neomejeno število klicev znotraj omrežja Tušmobil.

Free 15: paket za 15 evrov mesečne naročnine vključuje 300 minut pogovorov v ostala slovenska omrežja ali 300 MB prenosa podatkov in neomejeno število klicev, SMS in MMS sporočil znotraj omrežja Tušmobil.

the user receives additional 30 days of LIMITLESS web surfing. The credit remains valid for 90 days from the day it was put on the account. When purchasing any of the new FREE2GO pre-paid plan packages (the SIM card only or together with a phone), the user receives 15 promotional days of LIMITLESS calls, SMSs and MMSs.

• Additional pre-paid plan packages

SMS-aj 24 ur (24-hour SMSs): The plan enables limitless sending of SMSs and MMSs to all Slovenian networks for 24 hours since purchasing the package for only €1.

Surfaj 100 (Surfing 100): The plan includes 100 MB of data transfer in Tušmobil's radio network for a 30-day period and at an affordable price of only €1.

Klič 100 (Calling 100): The plan includes 100 minutes for calls made to all Slovenian networks if the user is in Tušmobil's network, for a 30-day period and at an affordable price of only €5 per month.

• Vending machines

In September, a third Tušmobil vending machine was set up at the main Bus Station in Ljubljana.

• Tušmobil brand mobile phones

The range available within the refreshed FREE2GO pre-paid plan package was upgraded with three telephones under company's own Tušmobil brand, namely Y1, NILE FF and Kentaurus i110s.

The phones were also presented within the offer of post-paid packages where users were able to choose from five models, namely Tušmobil Sirius w980, Tušmobil Kentaurus i110s, Tušmobil Nile FF, Tušmobil Vega W976 and Tušmobil Y1 which became a best-seller.

THE NAJBLIŽJI PACKAGES

Najbližji M (Closest M): The package with a monthly fee of €14.90 includes 500 minutes for telephone conversations within the Tušmobil network, 500 SMSs/MMSs, 500 minutes to other networks and 500 MB of data transfer.

Najbližji NET (Closest NET): The package with a monthly fee of €17.90 includes 500 minutes for telephone conversations within the Tušmobil network, 500 SMSs/MMSs, 500 minutes to other networks and 5,000 MB of data transfer. The data transfer included in the package can also be used with another SIM card at a monthly fee of €1.90.

Najbližji L (Closest L): The package with a monthly fee of €19.90 includes 2000 minutes for telephone conversations within the Tušmobil network, 2000 SMSs/MMSs, 2000 minutes to other networks and 2,000 MB of data transfer.

Najbližji M (Closest M): The package with a monthly fee of €29.90 includes 3000 minutes for telephone conversations within the Tušmobil network, 3000 SMSs/MMSs, 3000 minutes to other networks and 3,000 MB of data transfer.

"FREE" PACKAGES

Free 5: The €5 package includes 100 minutes for telephone conversations or SMSs/MMSs or MB of data transfer and unlimited number of calls made within the Tušmobil network.

Free 15: The package with a monthly fee of €15 includes 300 minutes for telephone conversations in other Slovenian networks or 300 MB of data transfer and an unlimited number of calls, SMSs and MMSs within the Tušmobil network.

Free 20: paket za 20 evrov mesečne naročnine vključuje 400 minut pogovorov v ostala slovenska omrežja in neomejeno število minut, SMS-sporočil in MMS-sporočil ter neomejen prenos podatkov v omrežju Tušmobil.

Free 40: paket za 40 evrov mesečne naročnine vključuje 1500 minut pogovorov v ostala slovenska omrežja in neomejeno število minut, SMS-sporočil in MMS-sporočil ter neomejen prenos podatkov v omrežju Tušmobil.

TUŠMOBIL BREZ

Tušmobil BREZ: paket brez mesečne naročnine in brez vključenih vsebin

PAKETI BREZMEJNI

Brezmejnih 200: paket za 9,99 evra mesečne naročnine vključuje 200 enot, ki jih uporabnik po želji razporeja in uporablja za klice, SMS- in MMS-sporočila ali prenos podatkov.

Brezmejnih 1000: paket za 19,99 evra mesečne naročnine vključuje 1000 enot, ki jih uporabnik po želji razporeja in uporablja za klice, SMS- in MMS-sporočila ali prenos podatkov.

Brezmejnih 2000: paket za 29,99 evra mesečne naročnine vključuje 2000 enot, ki jih uporabnik po želji razporeja in uporablja za klice, SMS- in MMS-sporočila ali prenos podatkov.

Brezmejnih X: paket za 59,99 evra mesečne naročnine vključuje neomejeno število enot, pri čemer veljajo pravila primerne rabe storitev, ki določajo obseg primerne rabe ter posledice pretirane izrabe dodeljenih količin.

Enote, vključene v paketih Brezmejni, lahko uporablja do 5 uporabnikov, kar pomeni, da uporabljajo Brezmejni Multipaket, v katerem nosilec naročniškega razmerja za vsako dodatno SIM-kartico mesečno plača 2,99 evra.

PAKETI za MLADE

MINGL 12: paket za 12,99 evra mesečne naročnine vključuje 300 minut pogovorov v ostala slovenska omrežja ali 300 MB prenosa podatkov in neomejeno število klicev, SMS- ter MMS-sporočil znotraj omrežja Tušmobil.

MINGL 17: paket za 17,99 evra mesečne naročnine vključuje 400 minut pogovorov v ostala slovenska omrežja in neomejeno število minut, SMS- in MMS-sporočil ter neomejen prenos podatkov v omrežju Tušmobil.

Akcijski paketi

Najbližji 1500: paket za 14,90 evra mesečne naročnine vključuje 1500 minut pogovorov v lastnem omrežju, 1500 SMS-/MMS-sporočil, 1500 minut v ostala omrežja in 1500 MB prenosa podatkov.

Totalno neomejen MINGL: paket za 17,99 evra mesečne naročnine vključuje neomejeno število minut pogovorov v lastnem omrežju, neomejeno število SMS-/MMS-sporočil, neomejeno število minut v ostala omrežja in neomejen prenos podatkov. Vključene vsebine oziroma storitve ne obsegajo prenosa podatkov v omrežju ponudnika nacionalnega gostovanja.

Free 20: The package with a monthly fee of €20 includes 400 minutes for telephone conversations to other Slovenian networks and unlimited calls, SMSs and MMSs as well as data transfer within the Tušmobil network.

Free 40: The package with a monthly fee of €40 includes 1500 minutes for telephone conversations to other Slovenian networks and unlimited calls, SMSs and MMSs as well as data transfer within the Tušmobil network.

TUŠMOBIL BREZ

Tušmobil BREZ: A package without a monthly fee and no content included

BREZMEJNI (LIMITLESS) PACKAGES

Brezmejnih 200 (Limitless 2000): The package with a monthly fee of €9.99 includes 200 units which users may allocate either for calls, SMSs, MMSs or data transfers

Brezmejnih 1000 (Limitless 2000): The package with a monthly fee of €19.99 includes 1000 units which users may allocate either for calls, SMSs, MMSs or data transfers

Brezmejnih 2000 (Limitless 2000): The package with a monthly fee of €29.99 includes 2000 units which users may allocate either for calls, SMSs, MMSs or data transfers

Brezmejnih X (Limitless X): The package with a monthly fee of €59.99 includes an unlimited number of units, whereby the rules concerning appropriate use of services apply, determining the scope of appropriate use and the consequences of excessive use of given amounts.

The units included within the Brezmejni packages can be used by up to 5 users, which means that they are using the Brezmejni Multipaket multi-package where the carrier of the post-paid plan pays a monthly fee of €2.99 for every additional SIM card.

PACKAGES DESIGNED FOR YOUNG USERS

MINGL 12: The package with a monthly fee of €12.99 includes 300 minutes for telephone conversations in other Slovenian networks or 300 MB of data transfer and an unlimited number of calls, SMSs and MMSs within the Tušmobil network.

MINGL 17: The package with a monthly fee of €17.99 includes 400 minutes for telephone conversations to other Slovenian networks and unlimited calls, SMSs and MMSs as well as data transfer within the Tušmobil network.

Special-offer packages

Najbližji 1500 (Closest1500): The package with a monthly fee of €14.90 includes 1500 minutes for telephone conversations within the Tušmobil network, 1500 SMSs/MMSs, 1500 minutes to other networks and 1,500 MB of data transfer.

Totalno neomejen MINGL (Totally limitless MINGL): The package with a monthly fee of €17.99 includes an unlimited number of minutes for telephone conversations within the Tušmobil network, unlimited SMSs/MMSs, unlimited number of minutes to other networks and unlimited data transfer. The content or services included do not comprise data transfer within the national roaming provider's network.

DODATNI PAKETI

Dodatni paketi +PLUS

+PLUS 500 MIN: dodatni paket za 5 evrov mesečne naročnine vključuje 500 minut pogovorov v vsa omrežja.

+PLUS 500 SMS/MMS: dodatni paket za 3,5 evra mesečne naročnine vključuje 500 SMS-/MMS-sporočil.

+PLUS 500 MB: dodatni paket za 3,5 evra mesečne naročnine vključuje 500 MB prenosa podatkov v Sloveniji iz Tušmobilovega radijskega omrežja.

+PLUS 1000 MB: dodatni paket za 5 evrov mesečne naročnine vključuje 1000 MB prenosa podatkov v Sloveniji iz Tušmobilovega radijskega omrežja.

+PLUS 5000 MB: dodatni paket za 15 evrov mesečne naročnine vključuje 5000 MB prenosa podatkov v Sloveniji iz Tušmobilovega radijskega omrežja.

+PLUS Nacionalno gostovanje: dodatni paket za 2,90 evra mesečne naročnine za rezidente in 5 evrov mesečne naročnine za poslovne uporabnike omogoča uporabo dodeljenih količin storitev znotraj izbranega paketa (klici, SMS in MMS) v omrežju ponudnika nacionalnega gostovanja.

Dodatni bonus paketi

Vklop BONUS paketov je mogoč le na paketih Brezmejni in Multipaketih.

Bonus 200: vključuje 200 enot, ki jih uporabnik po želji razporeja in uporablja za klice, SMS- in MMS-sporočila ali prenos podatkov.

Bonus 1000: vključuje 1000 enot, ki jih uporabnik po želji razporeja in uporablja za klice, SMS- in MMS-sporočila ali prenos podatkov.

Dodatni paket PREMIUM

Dodatni paket PREMIUM omogoča porabo dodatnih 30 GB prenosa podatkov z največjo hitrostjo prenosa podatkov. Po porabi dodatne količine prenosa se največja pasovna širina za prenos podatkov zmanjša na 128 kbit/s.

Dodatni paketi Tušmobil

Tušmobil5+: dodatni paket tušmobil5+ za 5 evrov mesečne naročnine omogoča zakup 75 minut klicev v vsa omrežja, 100 SMS-sporočil, 20 MB prenosa podatkov ali 75 MMS-sporočil.

Tušmobil10+: dodatni paket tušmobil10+ za 10 evrov mesečne naročnine omogoča zakup 150 minut klicev v vsa omrežja, 200 SMS-sporočil, 50 MB prenosa podatkov ali 150 MMS-sporočil.

Tušmobil20+: dodatni paket tušmobil20+ za 20 evrov mesečne naročnine omogoča zakup 300 minut klicev v vsa omrežja, 500 SMS-sporočil, 100 MB prenosa podatkov ali 300 MMS-sporočil.

ADDITIONAL PLANS

Additional +PLUS packages

+PLUS 500 MIN: The additional package with a monthly fee of €5 includes 500 minutes for telephone conversations in all networks.

+PLUS 500 SMS/MMS: The additional package with a monthly fee of €3.5 includes 500 SMSs/MMs.

+PLUS 500 MB: The additional package with a monthly fee of €3.5 includes 500 MB of data transfer in Slovenia from the Tušmobil radio network.

+PLUS 1,000 MB: The additional package with a monthly fee of €5 includes 1,000 MB of data transfer in Slovenia from the Tušmobil radio network.

+PLUS 5,000 MB: The additional package with a monthly fee of €15 includes 5,000 MB of data transfer in Slovenia from the Tušmobil radio network.

+PLUS Nacionalno gostovanje (+PLUS National roaming): The additional package with a monthly fee of €2.90 for residents and €5 for business users enables the use of given amounts of services within the selected package (calls, SMSs and MMSs) in the national roaming provider's network.

Additional bonus packages

Activation of BONUS packages is possible only with the Brezmejni and Multipaket packages.

Bonus 200: 200 units which users may allocate either for calls, SMSs, MMSs or data transfers

Bonus 1000: 1000 units which users may allocate either for calls, SMSs, MMSs or data transfers

The additional PREMIUM package

The additional PREMIUM package enables the use of extra 30 GB of data transfer at the maximum speed. Once the additional transfer amount is burned, the maximum broadband for data transfer is decreased to 128 kbit/s.

Additional Tušmobil packages

Tušmobil5+: The additional tušmobil5+ package with the monthly fee of €5 enables the purchase of 75 minutes for telephone conversations in all networks, 100 SMSs, 20 MB of data transfer or 75 MMSs.

Tušmobil10+: The additional tušmobil10+ package with the monthly fee of €10 enables the purchase of 150 minutes for telephone conversations in all networks, 200 SMSs, 50 MB of data transfer or 150 MMSs.

Tušmobil20+: The additional tušmobil20+ package with the monthly fee of €20 enables the purchase of 300 minutes for telephone conversations in all networks, 500 SMSs, 100 MB of data transfer or 300 MMSs.

OPCIJA TELEFON

Z izbiro opcije si lahko uporabniki znižajo ceno aparata na 1 evro, hkrati pa k izbranemu naročniškemu paketu prejmejo dodaten prenos podatkov ali dodatna SMS-sporočila.

	Opcija 1	Opcija 3	Opcija 6	Opcija 9	Opcija 12	Opcija 16	Opcija 19	Opcija 23	Opcija 26	Opcija 29
Mesečna naročnina / Monthly fee	0,99 €	3,99 €	6,99 €	9,99 €	12,99 €	16,99 €	19,99 €	23,99 €	26,99 €	29,99 €
Opcija vključuje / Including	10 SMS ali/ 50 MB	50 SMS ali/ 100 MB	100 SMS ali/ 250 MB	150 SMS ali/ 500 MB	200 SMS ali/ 700 MB	250 SMS ali/ 1 GB	300 SMS ali/ 2 GB	350 SMS ali/ 3 GB	400 SMS ali/ 3,5 GB	450 SMS ali/ 4 GB

MOBILNI INTERNET

Mobilni internet 24 ur - predplačniški paket

- Brez mesečne naročnine in pogodbenih obveznosti.
- Plačilo po potrebi (brez vnaprejšnjega zakupa).
- 1 evro že prednaložene vrednosti in 24 ur neomejenega brskanja po internetu.
- Enostavna uporaba.
- Omogoča prilagodljivost.
- Najugodnejši mobilni internet na slovenskem trgu.
- Deluje v najsodobnejšem mobilnem omrežju HSPA+.

Paketi:

- Brezmejni internet 24 ur (USB modem + kartica SIM)
- Brezmejni internet 24 ur (kartica SIM)
- Brezmejni internet 24 ur (mikro SIM)

Mobilni internet - naročniški paketi

- BREZMEJNI INTERNET do 1 GB z mesečno naročnino 9,99 evra
- BREZMEJNI INTERNET od 1 GB dalje z mesečno naročnino 19,99 evra

OPCIJE za mobilni internet

Z izbiro opcije na mobilnem internetu lahko uporabnik dobi opremo že za 1 evro in hkrati prejme še dodatna SMS-obvestila.

	Opcija 1	Opcija 3	Opcija 6	Opcija 9	Opcija 12	Opcija 16	Opcija 19	Opcija 23	Opcija 26	Opcija 29 (iPhone)
Mesečna naročnina / Monthly fee	0,99 €	3,99 €	6,99 €	9,99 €	12,99 €	16,99 €	19,99 €	23,99 €	26,99 €	29,99 €
Opcija vključuje / Including	10 SMS	50 SMS	100 SMS	150 SMS	200 SMS	250 SMS	300 SMS	350 SMS	400 SMS	450 SMS

DODATNE IN NAPREDNE STORITVE

Tušmobilovim uporabnikom so na voljo različne dodatne in napredne dopolnilne storitve.

OPCIJA TELEFON (PHONE OPTION)

By choosing this option, users can decrease the price of their telephone to €1 while, at the same time, receiving additional data transfer or SMSs for their selected post-paid package.

MOBILE INTERNET

Mobilni internet 24 ur (24-hour mobile Internet) - a pre-paid package

- There are no monthly fee or contractual obligations required with this package.
- Payment as needed (no advance purchase)
- The plan already contains a €1 credit and 24 hours of unlimited surfing on the internet.
- Simple use.
- Enables flexibility.
- The most affordable mobile internet in the Slovenian market
- Operates within the state-of-the-art HSPA+ mobile network

Packages:

- Brezmejni internet 24 ur (24-hour limitless internet) (USB modem + SIM card)
- Brezmejni internet 24 ur (24-hour limitless internet) (SIM card)
- Brezmejni internet 24 ur (24-hour limitless internet) (micro-SIM)

Mobile internet post-paid plan packages

- LIMITLESS INTERNET up to 1Gb with a monthly fee of €9.99
- LIMITLESS INTERNET from 1Gb with a monthly fee of €19.99

Mobile internet OPTIONS

By choosing this option through mobile Internet access, users can get equipment for as little as €1 and, at the same time, receive additional SMS notifications.

ADDITIONAL AND ADVANCED SERVICES

Tušmobil users have various additional and advanced supplementary services at their disposal.

• Dodatne mednarodne tarife

Dodatne mednarodne tarife omogočajo ugodnejše klice iz Slovenije v tujino.

• Poslovna predskupina

Poslovna predskupina je storitev, ki stranki omogoča, da na vseh svojih številkah nastavi svojo prepoznavno melodijo, ki se predvaja klicateljem.

• Brezplačni klici v skupini prijateljev

Brezplačni klici so namenjeni vsem Tušmobilovim uporabnikom, predplačnikom in naročnikom. V skupini so lahko vključeni največ 4 uporabniki, ki skupino ustvarjajo po lastnih željah.

• Plačaj zame

V kolikor predplačniškemu uporabniku zmanjka denarja na predplačniškem računu, lahko pokliče na stroške naročnika Tušmobila, če naročnik to seveda odobri.

• 1188 SMS

Storitev 1188 SMS omogoča hiter dostop do informacij o telefonskih naročnikih, objavljenih v Telefonskem imeniku Slovenije. Po poslani SMS-zahtevi uporabnik prejme povratno informacijo o iskanem naročniku.

• SMS-limit dodatne porabe

SMS-limit dodatne porabe je storitev, ki posamezniku omogoča, da si poljubno in kadarkoli nastavi znesek, ob katerem želi biti obveščen prek SMS-sporočila. SMS-limit dodatne porabe je informativne narave in velja kot opozorilo pred nastalimi stroški ter ne vsebuje blokade storitev. Dodatna poraba se preverja enkrat dnevno in se pošilja vsako jutro med 9:00 in 10:00. Velja za naročnike Tušmobila.

• Moj Tušmobil na Tuškabini

Storitev omogoča možnost vklopa dodatnih paketov, storitev ter nadzor naročnin na storitve na mobilnem portalu Tuškabina.

• Spletni portal Moj Tušmobil

Interaktivni spletni portal omogoča uporabnikom pregled in vodenje računa iz domačega naslanjača. Omogoča vklop dodatnih storitev, spremljanje porabe in dodatne informacije glede Tušmobilove ponudbe.

• E-račun

Tušmobilovim naročnikom je na voljo e-račun, elektronska različica mesečnega računa, ki v celoti nadomešča papirno. E-račun je okolju prijaznejši, enostaven, priročen in pregleden.

• SMS-horoskop

SMS-horoskop je privlačna storitev za vse, ki jih zanima, kaj jim napovedujejo zvezde! Tušmobilovi uporabniki lahko svoj dnevni horoskop v trenutku preverijo kar na mobilnem telefonu!

• MMS-razglednica

MMS-razglednica je storitev, ki omogoča, da fotografijo, posneto z mobilnim telefonom, uporabnik pošlje kot klasično razglednico, ki jo bo naslovnik prejel po pošti v nabiralnik. Ta zares izvirna storitev je namenjena za različne priložnosti, kot so voščila, utrinki z dopusta, potovanja ali enostavno za polepšanje dneva.

• Additional international rates

Additional international rates enable more affordable telephone calls from Slovenia to foreign countries.

• Poslovna predskupina (Business Pre-group) service

The Poslovna predskupina service enables customers to set their recognisable ring tones for all their numbers, which will then be played to callers.

• Cost-free calls within a group of friends

Free telephone calls are intended for all Tušmobil users, both pre-paid and post-paid plan users. A group may comprise a maximum of 4 users who can create the group as they wish.

• Plačaj zame (Pay for me)

If a pre-paid plan user runs out of credit on their pre-payment account, they can place a call at the expense of the Tušmobil post-paid plan user if the later agrees to such calls.

• 1188 SMS

The 1188 SMS service enables quick access to information regarding post-paid plan users published in the Telephone Directory of Slovenia (Telefonski imenik Slovenije - TIS). After sending an SMS-request, the user will receive feedback on the post-paid plan user in question.

• SMS-limit dodatne porabe (SMS-limit for additional credit)

The SMS-limit for additional credit is a service that enables individuals to set at any time a desired amount at which they would like to receive an SMS notification. The service is of informative nature and is used as a warning against incurring excessive costs, and does not include a service blocking feature. Additional usage is checked once a day and notification is sent every morning between 9 and 10 am. This service is available for Tušmobil post-paid plan users.

• Moj Tušmobil (My Tušmobil) service at Tuškabina

The service enables the possibility of activating additional packages, services and supervision of subscriptions to services at the Tuškabina mobile portal.

• Moj Tušmobil web portal

The interactive web portal enables users to view and manage their account from the comfort of their armchair. It enables the activation of additional services, monitoring the use and additional information on the Tušmobil offering.

E-invoice

Tušmobil's service users can now use the e-invoicing system to produce electronic monthly invoices which fully replace the hardcopy format. The e-invoices are environment friendly, simple and handy and they allow complete transparency in invoicing.

• SMS horoscope

The SMS horoscope service was designed for those interested in what the stars have in store for them. Tušmobil users can instantly check their daily horoscope on their mobile phones.

• MMS postcard

MMS postcard is a service enabling users to send their photographs, which they had taken with their mobile phone, as a classic postcard to be delivered to the recipient by mail. This truly original service can be used for various occasions such as sending congratulations and best wishes, sharing glimpses of your holidays and travels, or simply when you would like to make someone's day a little bit nicer.

• SMS-neurje

Tušmobilovi uporabniki imajo možnost, da so vedno obveščeni o morebitni nevarnosti neurja oziroma ekstremnih padavin. Storitve SMS-NEURJE uporabnikom omogoča, da izberejo kraje, za katere želijo prejemati obvestila o nevarnosti neurja. Ob morebitni nevarnosti prejmejo SMS-sporočilo z vsebino in povezavo na mobilni portal Tuškabina, kjer si lahko ogledajo tudi radarsko sliko padavin.

• aplikacija MMS RAZGLEDNICA

Aplikacija za platformo Android za še enostavnejše pošiljanje slik iz telefona v obliki klasične razglednice.

• Mobilna TV

Dostop do informativnih ter zabavnih TV-kanalov prek mobilnega telefona.

• številke 090

Uporabniki lahko kličejo na premijske številke 090 različnih ponudnikov storitev zabavne ali informativne narave. Storitve je podprta za vse uporabnike Tušmobilovih storitev.

• T.info

Aplikacija T.info omogoča Tušmobilovim uporabnikom preverjanje stanja porabe in hkrati omogoča prikaz lokacij Tušmobilovih trgovin.

• Polni zame

Polni zame je Tušmobilova storitev, s katero lahko naročnik Tušmobila drugemu Tušmobilovemu predplačniškemu uporabniku napolni njegov predplačniški račun v višini 5, 10 ali 20 evrov. Tušmobilov predplačnik s storitvijo Polni zame ne more napolniti računa drugega predplačniku.

• Asistenca

Uporabnikom Tušmobila za 2,5 evra mesečne naročnine prek partnerja Asistenca.com ponujamo informacije o več kot 25.000 ponudnikih blaga in storitev v Sloveniji, delovnem času ustanov, trgovin, stanju na cestah, voznih redih ipd.

POSLOVNA PONUDBA IN REŠITVE

Pri poslovnih uporabnikih postavljamo v središče želje in potrebe naših uporabnikov ter jim tako ponujamo razvejano ponudbo naročniških paketov in storitev.

Poslovne storitve

• Tušmobil Terminal

Tušmobil Terminal ponuja sodoben način mobilne komunikacije, ki omogoča nove priložnosti poslovanja. Tušmobilovi poslovni uporabniki lahko na ta način svojim končnim uporabnikom posredujejo ključne informacije, omogočijo nakup zelenih vsebin oziroma storitev, rezervacijo vstopnic, izvajanje ankete, glasovanja ipd.

• Tušmobil Metron

Tušmobil Metron je podatkovni paket, ki omogoča komunikacijo med dvema napravama oziroma aplikacijama. Omogoča sledenje vozil, daljinsko upravljanje naprav.

• Tušhosting

Tušhosting vključuje gostovanje strežnikov, virtualne strežnike in namenske strežnike.

• SMS-neurje (SMS storm alert)

Tušmobil users have the option which enables them to always be notified when there is a potential danger of storms or extreme precipitation. The SMS-NEURJE service enables users to select locations for which they would like to be notified in the event of a storm. Upon such potential danger, they receive an SMS with content and a link to the Tuškabina mobile portal where they can view the radar image of precipitation.

• The RAZGLEDNICA (POSTCARD) app

An Android application allows easier sending of phone-shot photos taken as a proper postcard.

• Mobile TV

Access to TV channels with news and entertainment via your mobile phone.

• 090 numbers

The customers can call the 090 premium rate numbers by various service providers offering entertainment or delivering information. The service is supported for all Tušmobil service users.

• T.info

The T.info application enables Tušmobil users to check the consumption status and displays locations of Tušmobil stores.

• Polni zame (Fill it up for me)

This is a Tušmobil service by means of which a Tušmobil post-paid plan user can put credit on the account of another Tušmobil pre-paid plan user in the amounts of €5, €10 or €20. The Polni zame (Fill it up for me) service does not enable Tušmobil pre-paid users to fill the account of another pre-paid plan user.

• Asistenca (Assistance)

For a monthly fee of €2.5, Tušmobil users can avail themselves of information on more than 25,000 providers of goods and services in Slovenia, opening hours of various institutions, stores, situation on the roads, timetables etc. via Tušmobil's partner Asistenca.com.

OFFERING AND SOLUTIONS FOR BUSINESS CLIENTS

When it comes to business users, Tušmobil focuses on their wishes and needs in order to provide them with a diverse range of post-paid packages and services.

Business services

• Tušmobil Terminal

Tušmobil Terminal offers a modern method of mobile communication that enables new opportunities in business operations. Tušmobil's business users can thus provide their end users with key information, enable the purchase of desired content or services, book tickets, conduct a survey, vote etc.

• Tušmobil Metron

Tušmobil Metron is a data package that allows communication between two devices/applications as well as vehicle tracking and remote-control of devices.

• Tušhosting

Tušhosting includes server hosting, virtual servers and dedicated servers.

• Tušmobilov komunikacijski komplet

Tušmobilov komunikacijski komplet ponuja sinergijo fiksnega in mobilnega sveta na enem mestu.

• Poslovna predskupina

Poslovna predskupina je storitev, ki stranki omogoča, da na vseh svojih številkah nastavi svojo prepoznavno melodijo, ki se predvaja klicateljem.

• Brezplačni klici v poslovni skupini

Brezplačni klici v poslovni skupini omogočajo, da se vsi zaposleni v določeni organizaciji oziroma podjetju med seboj kličejo brezplačno.

PRODAJNA MREŽA

Prodajno mesto je tista stična točka, kjer se uporabniki spoznajo in povežejo z našimi storitvami. Pomemben člen v prodajni mreži družbe Tušmobil d. o. o. je pozorno, mlado, energično osebje, ki ugodne pakete in napredne storitve predstavlja uporabnikom v multimedijских centrih, franšiznih prodajalnah ter pooblaščenih posredniških mestih.

V letu 2013 smo bolj zavzeto pristopili tudi k terenskemu posredništvu in tako sklenili poslovno sodelovanje z največjo turistično agencijo za mlade (Collegium) v Sloveniji. S skupnim sodelovanjem omogočamo visoke popuste pri potovanjih po svetu vsem novim uporabnikom naročniških paketov MINGL.

Svojo ponudbo smo razširili tudi na pet najbolj obiskanih prodajalnih BIG BANG po Sloveniji, in sicer v Novo mesto, Maribor, Koper ter kar na dve prodajni mesti v Ljubljani. V prodajalni BIG BANG EURO PARK pa smo odprli prvo t. i. "prodajalno v prodajalni". V vseh naših lastnih poslovnih enotah smo uspešno vzpostavili sistem nakupa iz naslonjača (prodajni kanal HDS).

V letu 2013 smo uspešno obnovili kar devet posredniških prodajnih mest (Šmarje pri Jelšah, Slovenska Bistrica, Maribor Pobrežje, Vrhnika, Ljubljana Vič, Postojna, Nova Gorica, Sevnica in Celje) ter tako nadaljevali s poenoteno, uporabniku privlačno podobo.

Prenova razvejane mreže lastnih prodajnih centrov in pooblaščenih prodajalcev se nadaljuje tudi v letu 2014.

• Tušmobil's communications kit

Tušmobil's communications kit offers the synergy of fixed and mobile worlds combined in one place.

• Poslovna predskupina (Business Pre-group) service

The Poslovna predskupina service enables customers to set their recognisable ring tones for all their numbers, which will then be played to callers.

• Cost-free telephone calls within a business group

Free telephone calls within a business group make it possible for all organization/company employees to call each other cost-free.

SALES NETWORK

A sales point is the juncture where users meet and connect to our services. Attentive, young and dynamic staff constitutes an important link within the Tušmobil d.o.o. sales network, introducing affordable packages and advanced services to users at multimedia centres, franchise stores and authorized vendor locations.

In 2013, we focused more energy on agents on the field and forged business collaboration with Collegium, the largest Slovenian tourist agency specialized for young travellers. Our joint work enables high discounts for travels around the world to all new users of the MINGL post-paid packages.

The Tušmobil range was also expanded to five of the most frequented BIG BANG stores in Slovenia, namely in Novo mesto, Maribor, Koper and two stores in Ljubljana. At BIG BANG EURO PARK, we opened the first "store within a store". The system of shopping from the comfort of one's home (the HDS sales channel) was successfully established throughout all of our own business units.

In 2013, we successfully renovated as many as nine vendor locations (Šmarje pri Jelšah, Slovenska Bistrica, Maribor Pobrežje, Vrhnika, Ljubljana Vič, Postojna, Nova Gorica, Sevnica and Celje) and continued with a unified image that appeals to users.

The process of renovating the network of Tušmobil's own sales centres and authorized vendors continues in 2014.

Slika 1: Odprtje enega izmed najsodobnejših prodajnih mest na eni boljših lokacij v Sloveniji (Šmartinska ulica, HALA A)

Image 1: Opening of one of the most advanced sales points at one of the premium locations in Slovenia (the Šmartinska ulica street, HALL A)



V samo šestih mesecih smo odprli enajst novih posredniških mest (Medvode, Ljubljana - Hala A, Tolmin, Tržič, Ruski car, Bovec, Zagorje ob Savi, Ilirska Bistrica, Trebnje, Novo mesto in Litija) in tako nadaljevali usmeritev širjenja prodajne mreže.

In merely six months, we opened eleven new vendor locations (Medvode, Ljubljana - Hall A, Tolmin, Tržič, Ruski car, Bovec, Zagorje ob Savi, Ilirska Bistrica, Trebnje, Novo mesto and Litija), thus continuing with company's aim of expanding the sales network.

Slika 2: Prodajno mesto v Novem mestu

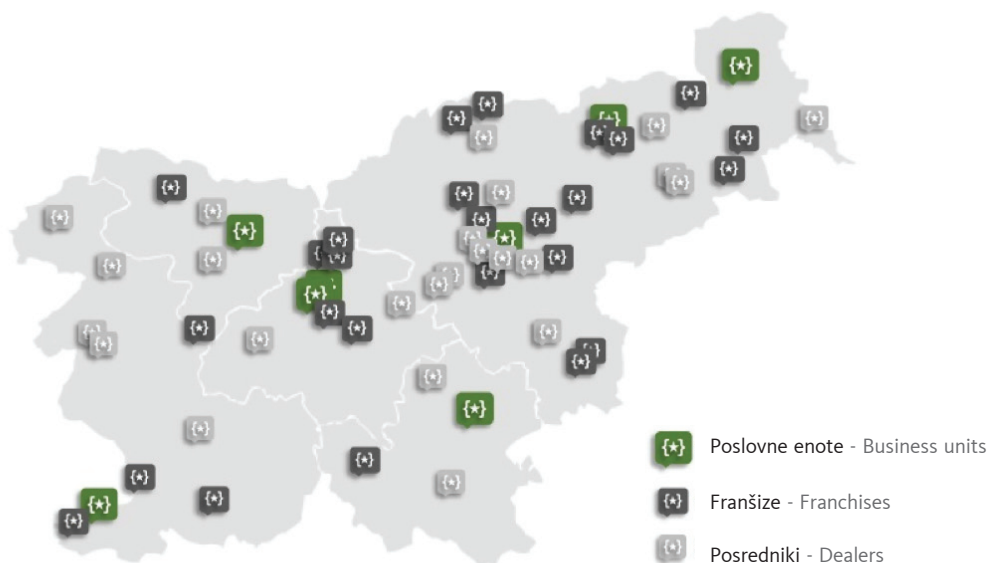
Image 2: PoS in Novo mesto



Leto 2013 smo zaključili z:

- 8 lastnimi poslovnimi enotami;
- 5 prodajnimi mesti v trgovinah BIG BANG;
- 29 franšizami v supermarketih Tuš;
- 40 pooblaščenimi posredniki;
- 3 terenski posredniki.

Slika 1: Zemljevid prodajnih mest



2013 was concluded by establishing:

- 8 own business units,
- 5 points of sale at the BIG BANG stores,
- 29 franchise stores in Tuš Supermarkets,
- 40 authorised dealers,
- 3 field agents.

Figure 1: Map of PoSs

SKRB ZA UPORABNIKE

Center za pomoč uporabnikom

Osredotočenost na kakovost storitev in zadovoljstvo uporabnikov ne bi bila mogoča brez proaktivne vloge Tušmobilovega klicnega centra v letu 2013. Slednji je poleg podpore Tušmobilovim uporabnikom v letu 2013 opravljal podporo tudi za kupce hčerinske družbe Engrotuš d. d. in uporabnike poslovnega partnerja EVJ Elektroprom d. o. o., s katerim Tušmobil strateško uspešno sodeluje pri ponudbi storitev na trgu fiksnih telekomunikacij. Tako so se prihodki od ponujanja storitev klicnega centra Tušmobil v letu 2013 v primerjavi z letom 2012 povečali za 35,8 odstotka in so znašali 112.576 evrov.

V letu 2013 so Tušmobilovi agenti prejeli 549.070 klicev, kar je v primerjavi z letom 2012 za 7 odstotkov manj, in 362.804 odhodne klice, kar je primerjavi z letom 2012 16,7 odstotka več. Dodatno so agenti klicnega centra v primerjavi z letom 2012 v letu 2013 za 44,6 odstotka povečali pisno komuniciranje prek elektronske pošte. Povečan obseg dela je predvsem posledica uvedbe neposrednega prodajnega kanala HDS (ang. home delivery system), s katerim smo v letu 2013 uspešno prepričali slabih 6000 novih naročnikov, kar znaša 71,8 odstotka več kot v letu 2012. Z osebnim nagovorom pred iztekom vezave smo bili v letu 2013 občutno uspešnejši v primerjavi z letom 2012, in sicer smo za ponovno vezavo prepričali kar za 92,2 odstotka več naročnikov.

CARE FOR THE USERS

User support centre

Focusing on the quality of services and user satisfaction would not be possible without a proactive role of the Tušmobil call centre throughout 2013. In addition to providing support to Tušmobil users, the call centre did the same for customers of the subsidiary company of Engrotuš d.d. and users of the EVJ Elektroprom d.o.o. business partner with whom Tušmobil has been successfully co-operating strategically with regard to offering services in the fixed telecommunications market. The 2013 revenues arising from services rendered by the Tušmobil call centre increased, in comparison to 2012, by 35.8% and amounted to €112,576.

In 2013, Tušmobil's agents received as many as 549,070 calls which means 7% less than in 2012, and made 362,804 outgoing calls which is 16.7% more than in 2012. What is more, the call centre agents increased written communication via e-mail by 44.6% in comparison to 2012.

The increased scope of work is mainly the result of implementing the HDS (Home Delivery System) direct sales channel, through which Tušmobil successfully persuaded almost 6,000 new post-paid plan users in 2013, which amounts to 71.8% more than in 2012. By personally addressing customers before the expiry of their post-paid plans, our success rate in 2013 was considerably higher than in 2012, as we succeeded in persuading as much as 92.2% more post-paid plan users to renew their contracts.

RAZISKAVE IN RAZVOJ

RESEARCH AND DEVELOPMENT

Razvoj mobilnega omrežja Tušmobil

Tudi v letu 2013 smo nadaljevali z investicijami v izgradnjo radijskega omrežja, ki smo ga nadgradili s 24 novimi baznimi postajami s tehnologijo GSM in s tehnologijo UMTS. Konec leta 2013 smo imeli 554 baznih postaj s tehnologijo GSM in že 356 baznih postaj s tehnologijo UMTS.

V letu 2013 smo nadaljevali z modernizacijo elementov podatkovnega dela omrežja in z nadgradnjo s tehnologijo HSxPA, ki omogoča občutno večje hitrosti prenosa podatkov, teoretično največ 21,6 Mb/s v smeri proti uporabniku.

Izboljšali smo omrežje UMTS, saj je bilo v letu 2013 s tehnologijo UMTS nadgrajenih 51 baznih postaj, s čimer smo konec leta dosegli skupno število 571 baznih postaj. Nove bazne postaje so bile nadgrajene predvsem na ruralnih področjih Slovenije.

Konec leta 2013 je Tušmobilo pokritost dosegla naslednje vrednosti:

GSM/EDGE

- 98,90-odstotna pokritost prebivalstva
- 83,50-odstotna pokritost ozemlja

UMTS/HSxPA

- 89,72-odstotna pokritost prebivalstva
- 58,90-odstotna pokritost ozemlja

V letu 2013 je družba Tušmobil d. o. o. z novimi pogodbami o gostovanju svojim uporabnikom omogočila tudi več storitev v tujini. S tujimi mobilnimi operaterji smo sklenili 32 novih pogodb o gostovanju za naročnike in 10 za predplačnike. Prav tako smo v letu 2013 sklenili 29 novih pogodb o gostovanju GPRS.

Da bi modernizirali hrbtenično omrežje ter dostop do omrežja in ga pripravili za porast prenosa podatkov mobilnega interneta, smo nadaljevali s prehodom baznih postaj na omrežje IP/MPLS. Istočasno smo posodabljali in nastavljali protokole na omrežju, ki nam omogočajo večjo zanesljivost in stabilnost v delovanju. Izvedena je bila optimizacija omrežja 3G na področju Ljubljane in okolice.

Tušmobil's mobile network development

In 2013, the company continued with its investments in the construction of a radio network which was upgraded with 24 new base stations featuring GSM and UMTS technology. At the end of 2013, we had 554 base stations featuring GSM technology and 356 base stations featuring the UMTS technology.

In 2013, we continued to upgrade part of the network by means of the HSxPA technology, which enables drastic improvements in data transfer speed. In theory, this improvement is 21.6 Mb/s maximum in the direction towards the user.

Furthermore, we improved the UMTS network by upgrading 51 new base stations in 2013, reaching a total of 571 base stations at the end of the year. Most of the upgrades took place on the base stations standing in the rural areas of Slovenia.

At the end of 2013, the Tušmobil network coverage values read as follows:

GSM/EDGE

- 98.90% population coverage
- 83.50% geographical coverage

UMTS/HSxPA

- 89.72% population coverage
- 58.90% geographical coverage

In 2013, the Tušmobil d.o.o. company provided their users with more services available abroad through settling new roaming contracts. With foreign mobile network operators, we signed 32 new contracts on roaming for post-paying subscribers and 10 for pre-paying customers. In 2013, we also signed 29 new GPRS roaming contracts.

In order to modernise the backbone network and network accessibility and to prepare the network for the increase in mobile internet data transfer, we continued with the transition of base stations to the IP/MPLS network. At the same time, we carried out upgrades and set network protocols enabling us greater reliability and operational stability. The 3G network in Ljubljana and the surrounding area was optimized.



ZAPOSLENI - KLJUČ DO SKUPNEGA USPEHA

EMPLOYEES - THE KEY TO JOINT SUCCESS

1 SPLOŠNO

Motivirani, strokovno usposobljeni, inovativni, zanesljivi, zavzeti, učinkoviti in usmerjeni v rezultate, opremljeni z dinamičnostjo in energijo, pozitivnim odnosom do dela in sprememb ter željo po uspehu - to smo Tušmobilovci.

Leto 2013 je bilo obarvano z vrsto aktivnosti na različnih področjih, s katerimi smo učinkovito in uspešno sledili postavljenim ciljem, skrbeli za pretok idej, znanja, podpirali razvoj in dvigovali motiviranost zaposlenih ter se uspešno sinergijsko povezovali s Skupino Tuš Holding za izkoriščanje novih priložnosti in krepitev pripadnosti zaposlenih. Pri optimizaciji stroškov in kadrovskega potenciala smo ohranili raven iz preteklih let.

Število zaposlenih se je v primerjavi z letom 2012 zmanjšalo. V Tušmobilovi ekipi, ki jo sestavljajo redno zaposleni, študenti in strokovnjaki različnih področij s statusom zunanjih sodelavcev, smo omogočili vrsto napredovanj, zaposlitev študentov, naše vrste pa obogatili tudi z novimi domačimi in tujimi strokovnjaki. V leto 2013 smo stopili z novim direktorjem, njegovo energijo, zmagovalno vizijo ter se reorganizirali na več področjih, da bi

1 GENERAL REQUIREMENTS

Motivated, professionally trained, innovative, reliable, committed, effective and result-driven, dynamic and full of energy, displaying a positive attitude to work and changes, and exuding the wish to succeed - these are the advantages of Tušmobil employees.

The year 2013 was enlivened by a series of activities in different areas, through which we successfully and effectively pursued the set objectives, facilitated the flow of ideas and knowledge, supported development, raised motivation levels among employees and established successful synergy connections with the Tuš Holding Group with the aim of seizing new opportunities and enhancing employee commitment to the company. The optimization of costs and human resource potential was preserved at the level from previous years.

The number of employees decreased in 2013 in relation to the number of employees in 2012. The Tušmobil team comprised of regular employees, students and experts from various fields with the status of associates was enabled a number of promotions and employment options for students, while our ranks were enriched with new Slovenian and foreign specialists. The company entered 2013 with a new director who brought fresh energy and a winning

dosegli optimalno in prilagoditveno umestitev ekip ter sledili učinkovitejšim delovnim procesom.

Izpeljali smo vrsto uspešnih kadrovskih projektov ter se posvetili krepitvi vodstvenih kompetenc za uspešno vodenje, usmerjanje in motiviranje zaposlenih. Motivirani zaposleni so namreč ključ do skupnega uspeha.

2 GIBANJE ŠTEVILA ZAPOSLENIH

2.1 Zmanjšanje števila zaposlenih

Tabela 2.1 Gibanje števila zaposlenih v letu 2013

Obdobje / Period	Število zaposlenih/na dan/ Number of employees/as at	Razlika / Difference	Odstotek zmanjšanja / Decrease percentage
31. 12. 2012	204		
31. 12. 2013	189	-15	7,35

V letu 2013 smo v primerjavi z letom 2012 zmanjšali število zaposlenih za 15 zaposlenih oziroma 7,35 odstotka. Število zaposlenih se je enakomerno zmanjševalo skozi vse leto. Povprečno število zaposlenih je bilo 194.

Tabela 2.1.1 Število zaposlenih iz ur in povprečno število zaposlenih v letu 2013

Število zaposlenih iz ur v decembru 2013 / Number of employees based on hours of work recorded in December 2013	177,18
Povprečno število zaposlenih v letu 2013 / Average number of employees in 2013	194,00

Zmanjšanje števila zaposlenih se kaže tudi pri podatku o številu zaposlenih iz ur, ki je v decembru 2013 znašalo 177,18 v primerjavi z decembrom 2012, ko smo imeli iz ur 188,42 zaposlenih.

Tabela 2.1.2 Odsotnost zaposlenih v letu 2013

Stopnja odsotnosti (v odstotkih) zaradi bolezni / Rate of absence (in %) due to illnesses	3,92
Stopnja odsotnosti (v odstotkih) zaradi porodniških, očetovskih dopustov / Rate of absence (in %) due to maternity/paternity leaves	5,11

V letu 2013 smo beležili 3,92 odstotka odsotnosti zaradi bolezni, kar v primerjavi z letom 2012, ko smo iz tega naslova registrirali 2,96-odstotno stopnjo odsotnosti, pomeni povečanje za 1 odstotek. Do povečanja je prišlo zaradi refundiranih bolezni, ki so se v primerjavi z letom 2012 povečale za 0,96 odstotka. Medtem ostaja odsotnost zaradi navadnih bolezni na isti ravni kot v lanskem letu, to je 2,29 odstotka. Stopnja odsotnosti zaradi porodniških in očetovskih dopustov je za 0,54 odstotka nižja kot v predhodnem letu in je tako znašala 5,11 odstotka.

2.2 Fluktuacija zaposlenih

Registrirali smo 12,89-odstotno fluktuacijo, od tega je bilo 5,67 odstotka želene in 7,22 odstotka neželene fluktuacije. V primerjavi z letom 2012 se je zmanjšala za 1,71 odstotka. Večji del odhodov se je zgodil v prvi polovici leta, medtem ko sta bili vrsti odhodov - želeni in neželeni - v obeh polovicah leta enakomerno zastopani. Obe gibanji zaposlenih sta se zmanjšali - neželena fluktuacija za 1,54 odstotka in želena za 0,17 odstotka. Če smo v primerjavi let 2011 in 2012 beležili povišanje fluktuacije v vseh stopnjah merjenja, v letu 2013 beležimo trend zmanjšanja.

vision, and implemented reorganization in several areas in order to achieve optimum and adjustable placement of teams and pursue more effective work processes.

We conducted several successful human resource projects and focused on reinforcing leadership competences necessary for successful management, guidance and motivation of employees, as those with high motivation levels represent the key to success in general.

2 EMPLOYEE TURNOVER

2.1 Decreases in the number of employees

Table 2.1 Employee turnover in 2013

In 2013, the number of employees was decreased by 15 people or 7.35% in comparison to 2012. This number decreased evenly throughout the entire year. The average number of employees was 194.

Table 2.1.1 Number of employees based on hours and average number of employees in 2013

The decrease in the number of employees is also shown by the information on the number of employees in terms of hours which, in December 2013, amounted to 117.18 in comparison to December 2012 when there were 188.42 employees based on hours.

Table 2.1.2. Absence of employees in 2013

In 2013, the company documented 3.92% of absences due to sickness benefits which signifies a 1% increase in comparison to 2012 when a 2.96% absence rate was recorded. The increase is the result of sickness benefit refunds which, compared to 2012, increased by 0.96%. Meanwhile, absence due to ordinary sickness benefits remains at the same level as in 2012, i.e. 2.29%. The rate of absence due to maternity/paternity leaves is 0.54% lower than in 2012, thus amounting to 5.11%.

2.2 Employee fluctuation

We recorded a 12.89% employee fluctuation, of which 5.67% was desired and 7.22% was undesired. Compared to 2012, it decreased by 1.71%. Most departures took place in the first half of the year, with both types of departures, i.e. desired and undesired, represented evenly through both halves of 2013. Both employee fluctuation types decreased; the undesired fluctuation by 1.54% and the desired fluctuation by 0.17%. While increased fluctuation was recorded at all measurement levels when comparing 2011 and 2012, the year 2013 witnessed a decreasing trend.

3 STRUKTURA ZAPOSLENIH

3.1 Struktura zaposlenih glede na spol

Delež zaposlenih po spolni strukturi gre kot vsako leto v korist moškega spola. V decembru 2013 je bilo tako zaposlenih 57,14 odstotka moških in 42,86 odstotka žensk. Tušmobil je vsako leto starejši, tako je povprečna starost znašala 33,84 leta.

3.2 Izobrazbena struktura zaposlenih

Največ zaposlenih ima srednješolsko izobrazbo (47,62 odstotka zaposlenih), sledijo zaposleni z doseženo ravniyo izobrazbe 6/2 (23,28 odstotka zaposlenih) in 7. ravniyo izobrazbe (13,23 odstotka zaposlenih).

3.3 Študenti - pomemben člen naše družbe

Študenti v naši družbi predstavljajo pomemben del človeškega kapitala.

- Povprečno so bili stari 24 let.
- Nudili smo jim opravljanje splošnih in zelo strokovnih del.
- V okviru naše družbe so v sodelovanju z izobraževalno ustanovo opravljali obvezna praktična usposabljanja.
- V delovni proces so vnašali najnovejše znanje, prakse in izkušnje iz izobraževalnih institucij, sveže ideje.
- Predstavljali so učinkovit nabor, iz katerega smo črpali perspektivne sodelavce na različnih področjih: v letu 2013 smo jih šest redno zaposlili.

4 IZOBRAŽEVANJE IN RAZVOJ ZAPOSLENIH

V letu 2013 smo se udeleževali izobraževanj s področja vodstvenih veščin, prodajnih veščin, pridobivali smo tehnična znanja, sledili novostim na vseh strokovnih področjih, se usposabljali za varno delo ter si krepili zavest o pomenu informacij in njihovega varovanja.

Pomembno smo sodelovali pri ustanovitvi Tuševega kompetenčnega centra za razvoj kadrov v trgovini. Kompetenčni center je v sklopu tega projekta vzpostavljen za razvoj profilov prodajalca, poslovođe, strokovnjaka v prodaji, nabavi in vodstvenih zaposlenih. Veliko je bilo aktivnosti, ki so bile usmerjene v določitev kompetenc in vzpostavitev centra. V zadnjem delu leta pa smo pričeli tudi s prvimi izobraževanji na področjih prodaje poslovnim uporabnikom in centra za pomoč uporabnikom.

Področje izobraževanja so zaznamovala tudi interna izobraževanja in usposabljanja - interni prenos znanja. V prodaji smo institucionalizirali redna izobraževanja, s katerimi smo skupaj iskali odgovore na izzive in odprta vprašanja, pilili prodajne pristope. Roke sta si podajala tehnično in prodajno področje ter z medsebojnim prenosom znanja in izkušenj optimizirala delo in procese.

Interno kadrovanje ima pomembno mesto v naši kadrovski politiki. Predstavlja nam kanal prepoznavanja potencialov, z vertikalnimi in horizontalnimi napredovanji, širjenjem kroga posameznikovih izkušenj, poznanstev, znanja, vsebine in strokovnosti dela pa skrbimo za razvoj in motivacijo zaposlenih.

Redno smo objavljali interne razpise za redna in študentska delovna mesta ter vsem dajali priložnost sodelovanja.

3 EMPLOYEE STRUCTURE

3.1 Employee structure by gender

As usual, the share of employees by gender speaks in favour of male employees. In December 2013, there were 57.14% of male employees and 42.86% of female employees in the company. Tušmobil is growing older every year, with the average age being 33.84 years.

3.2 Employee structure by education

Most employees have secondary school education (47.62%), followed by employees with education level 6/2 (23.28%) and level 7 (13.23%).

3.3 Students - an important part of our company

Students are a vital part of our HR potential.

- The average age of employees was 24 years.
- In our company, they are able to carry out general and specialist tasks.
- In collaboration with their respective educational institutions, we were able to provide mandatory practical training.
- They introduced the latest knowledge, practices and experience from the education institutions into our working processes.
- They represent an efficient pool of staff and include potential employees from different fields; six of them got regular employment at Tušmobil in 2013.

4 EMPLOYEE EDUCATION AND DEVELOPMENT

In 2013, we attended education courses in leadership and sales skills, acquired technical knowledge, kept abreast of the latest developments in all professional fields, trained in occupational safety and raised our awareness on the significance of information and protection thereof.

We took a significant part in establishing the Tuš Competence Centre for Human Resources Development in Commerce. Within this project, the Competence Centre was established with the aim of developing sales personnel, store managers, specialists in sales and acquisitions as well as senior management. Many activities were directed towards defining competencies and establishing the Centre. Towards the end of 2013, the first education courses were launched in the area of sales to business clients and the call centre.

The area of education also included in-house education and training, i.e. in-house knowledge transfer. With regard to sales, Tušmobil institutionalized regular education courses within which answers to challenges and open issues were sought and sales approaches were honed. The technical and sales areas cooperated closely, achieving work and process optimization through mutual sharing of knowledge and experience.

Internal staffing occupies an important position in company's human resource policy. It serves as a channel through which potential is recognized, while employee development and motivation is achieved through vertical and horizontal promotions, and by expanding the individual's experiences, circle of acquaintances, knowledge, content and competent performance of work.

Internal calls for job applications both in regular as well as student employments were published on a regular basis, giving everyone the opportunity to take part.

Štirinajstim zaposlenim smo omogočili vertikalno in trem horizontalno napredovanje.

5 ODGOVORNA SKRB ZA ZAPOSLENE

- V praksi smo imeli delno premakljiv delovni čas. S tem zaposlenim že vsa leta omogočamo, da si delno uravnavajo urnike in lažje usklajujejo delovne in družinske obveznosti.
- Negovali in razvijali smo stimulativen sistem nagrajevanja, na katerega sta vplivali individualna uspešnost in uspešnost tima/enote, ter organizirali zdravo tekmovanje med prodajalci z nagrajevanjem najboljših.
- S kolegi iz Skupine Tuš smo nadgradili ponudbo "Tuš tima" naših zaposlenih, ki skrbi za ugodne ponudbe ponudnikov iz različnih področij (trgovine, drogerije, zabava) za različne produkte in storitve ter krepili pripadnost Tuševi ekipi.
- Spodbujali smo zaposlene k športnim aktivnostim. Tako smo v letu 2013 organizirali Tušmobilov kolesarski tour, na katerem je ekipa kolesarjev premagala najbolj zanimivi del bivše ozkotirne železniške proge, imenovane Parenzana, nogometna ekipa se je udeležila Tuševega nogometnega turnirja, oktobra pa je tekaška ekipa zastopala barve Tušmobila na 18. Ljubljanskem maratonu na 10-, 21- in 42-kilometerskih progah. Športno smo obarvali tudi naša neformalna druženja na poletnih piknikih in novoletni zabavi, s katerimi vsako leto krepimo pripadnost in povečujemo zadovoljstvo zaposlenih.
- Kvartalno smo organizirali srečanja zaposlenih na sedežu družbe, na katerih smo se seznanjali z doseganji ciljev in načrtov, s pomembnimi novostmi in projekti ekip vseh področij. Ob koncu leta smo se družili z zaposlenimi vseh poslovnih prodajnih enot in centra za pomoč uporabnikom, ki prihajajo iz dislociranih enot in se rednih srečanj ne morejo udeleževati, priložnost smo izkoristili za razglasitev najboljših prodajalcev leta. Srečanja zaposlenih so pomembni vir motivacije in še povečajo našo željo po uspehu in napredku.
- Interno komuniciranje in obveščanje smo popeljali na višjo raven. Dobro sprejeto in uveljavljeno redno obveščanje "internega obveščevalca" prek elektronske pošte smo prelevili v tiskano verzijo - konec leta smo izdali prvo številko internega časopisa Insider. Izdaje časopisa sodijo v koncept dobre klime in zadovoljstva zaposlenih, z njimi krepimo zavest in pripadnost zaposlenih.

5.1 Izvedba raziskave Merjenje organizacijske klime in zadovoljstva zaposlenih

V zadnjem delu leta smo drugo leto zapored izvedli raziskavo Merjenje organizacijske klime in zadovoljstva zaposlenih, s katero smo zaposlene povabili k oddaji mnenj glede dojemanja Tušmobila, oddelkov, vodstva, odnosov in osebnega zadovoljstva. Izvedli smo jo v obliki izpolnjevanja anonimnih anketnih vprašalnikov na posebnih "delavnicah", mobilne delavnice pa smo organizirali tudi v vseh dislociranih enotah.

V merjenju klime vidimo veliko dodano vrednost. Projekt merjenja, predstavitve rezultatov in aktivnosti za premagovanje identificiranih izzivov je tako postavljen v središče naše kadrovske politike. Klima in zadovoljstvo vplivata na našo produktivnost in uspešnost, zato je pomembno, da ju merimo in izboljšujemo.

We allowed vertical promotion for fourteen employees and horizontal promotion for three employees.

5 RESPONSIBLE CARE FOR THE EMPLOYEES

- Implementing partly flexible working time has always enabled our employees to partly manage their timetables and balance their work and family obligations more easily.
- We nurtured and developed a stimulating remuneration system based on the performance of an individual employee and of the team/unit, and organized healthy competitions between members of the sales staff, rewarding those who achieved the best results.
- In cooperation with our Tuš Group colleagues, we supplemented the offer of the Tuš Team that consists of our employees and is in charge of affordable offers by providers from different areas (retail, drugstores, and entertainment) for various products and services, and enhanced the Tuš Team loyalty.
- we encouraged employees to engage in sports activities. In 2013, we thus organised the Tušmobil Cycling Tour during which a team of cyclists conquered the most intriguing section of the former narrow gauge railway line called Parenzana. Our soccer team participated at the Tuš Soccer Tournament, while a team of runners represented Tušmobil's colours at the 18th Ljubljana Marathon in October, covering 10-, 21- and 42-kilometre routes. Sport was also incorporated in our informal gatherings at summer picnics and the New Year's party, through which the company enhances loyalty and increases satisfaction of its employees every year.
- Quarterly meetings were organised for Tušmobil employees at the company's registered office, where everyone was familiarized with progress as regards achieving company objectives and plans, important news and projects undertaken by teams from all areas. At the end of the year, we socialized with employees from all business sales units and the Call Centre who work at remote units and cannot attend regular meetings. We took this opportunity to declare the most successful sales people of the year. Meetings of employees serve as an important source of motivation and increase our desire for success and progress.
- Internal communication and notification were raised to a higher level. The well-received and firmly established system of regular internal notifications via e-mail was adapted into a printed version. In late 2013, the first issue of the Insider in-house newspaper was published. Newspaper publishing helps maintain a good working climate and employee satisfaction, raising the sense of belonging and loyalty among employees.

5.1 Organizational Climate and Employee Satisfaction survey

At the end of 2013, a Survey on Organizational Climate and Employee Satisfaction was conducted for the second consecutive year. Our employees were invited to share their views on how they perceive Tušmobil, company's individual departments, management, relations and personal satisfaction. The survey was conducted in the form of filling out anonymous survey questionnaires at special "workshops", while mobile workshops were organized at all remote units as well.

Tušmobil sees great added value in measuring the company climate. The project of measuring, presentation of results and activities aimed at overcoming identified challenges is therefore placed at the centre of our human resource policies. The overall climate and satisfaction influence company productivity and performance,

Letos smo s prav posebnim zanimanjem in vznemirljivostjo merili, kakšna je klima v primerjavi z lanskim letom. V letu 2013 smo namreč aktivirali precej ukrepov, s katerimi smo premagovali izzive, ki so bili identificirani na merjenju v letu 2012, in ohranjali prednosti.

Rezultati so potrdili pravo izbiro ukrepov, saj so pokazali izboljšanje ocen, pozitivne in velike premike v vseh parametrih merjenja. Klima in zadovoljstvo sta se pomembno izboljšala. Odzivnost zaposlenih smo ohranili na nadpovprečni ravni - 89 odstotkov vabljenih se je odzvalo in oddalo mnenja. Veselila nas ni samo velika odzivnost zaposlenih, temveč tudi njihov pozitiven odnos do raziskave. To kaže na zavzetost, pripadnost zaposlenih in tudi njihovo prepoznavo dodane vrednosti raziskave.

Prednosti iz preteklega leta smo ohranili oziroma nadgradili, določeni izzivi ostajajo in smo jih z našimi močjo, voljo, pogumom in energijo odločeni premagati. Aktivnosti za premagovanje izzivov so bile določene na podlagi interpretacije rezultatov klime in jih bomo izvajali v letu 2014.

6 TUŠMOBILOVCI SMO DOBRODELNI IN SKRIBIMO ZA OKOLJE

V letu 2013 smo nadgradili aktivnosti na področju varovanja okolja in ohranili čut za dobrodelnost:

- Strateško in organizirano smo se lotili aktivnosti skrbi za okolje s projektom, ki smo ga poimenovali Igrajmo za okolje. Tušmobilovci tako v svojem delovnem okolju igramo igro za okolje - igro misli in aktivnosti za okolje - ter smo postali igralci, ki z ekoaktivnostmi in delovanjem - ločevanjem in zmanjševanjem odpadkov, varčevanjem z energijo, pametnim in smotrnim ravnanjem z resursi v delovnih procesih - sestavljamo sestavljanko urejenega, čistega, lepega zelenega okolja. V tej igri je zmagovalec okolje. V okviru projekta smo s postavitvijo ekotočk, rednim obveščanjem in spodbujanjem zaposlenih k ekoaktivnostim in varčevanju pomembno nadgradili aktivnosti za okolje in zavedanje pomembnosti njegovega varovanja.
- Z zbiranjem odpadnih kartuš v posebnih zbiralnih škatlah Rdeči noski smo pomagali Društvu za pomoč trpečim in bolnim pridobiti finančna sredstva, ki jih potrebujejo za izvajanje obiskov v bolnišnicah.
- Ponovili smo uspešno prakso iz let 2011, 2012 in se pridružili lepi in dobrodelni praksi Skupine Tuš Holding, ki sredstva za obdarovanje poslovnih partnerjev že leta namenja obdarovanju otrok po vsej Sloveniji. Letos smo skupaj obdarili 18.000 otrok. Darila poslovnih partnerjev smo zbrali in razdelili med zaposlene. Ponovno smo risali nasmeh na obraze otrok, ki se zaradi stisk redko smejejo, pri tem pa odprli čute solidarnosti.

which is why it is imperative for them to be measured and improved. This year, we were especially excited and interested in measuring the company climate in comparison to last year, as several steps were taken in 2013 in order to overcome the challenges identified during the 2012 measurements, and preserve the advantages.

According to the results, the steps taken were right, as the evaluations improved, and positive and major shifts were recorded throughout all measured parameters. The climate and satisfaction levels improved considerably. The responsiveness of employees was kept at an above-average level, since as much as 89% of them responded and provided their opinions. Not only did the employees exhibit high levels of responsiveness, but also showed a positive attitude towards the research. This demonstrates they are committed and loyal to the company and that they see the added value this research brings.

The advantages identified in 2012 were maintained and upgraded, while certain challenges remain but will surely be conquered through our strength, willpower, courage and energy. Activities aimed at overcoming challenges were determined based on interpretation of the climate results and will be implemented in 2014.

6 CHARITY ACTIVITIES AND ENVIRONMENTAL CARE

In 2013, we upgraded our activities related to environmental protection and cultivated our sense of philanthropy:

- We undertook a strategic and organized approach towards environmental care in a project entitled Igrajmo za okolje (Play for the Environment). The project takes place on the job, whereby Tušmobil employees play a game involving thinking and activities to aid the environment. We all became players who, through eco-friendly activities and actions such as waste separation and reduction, energy saving as well as smart and prudent handling of resources in work processes, put together a puzzle of a well-kept, clean and beautiful green environment which is the ultimate winner in this game. By setting up eco-points, establishing a regular notification system and encouraging employees to take part in eco-friendly activities and saving, the company made a great deal of progress in its activities aimed at improving the environment and raising awareness as to the importance of its protection.
- By continuing to collect waste cartridges in special collection containers labelled "Rdeči noski" (Red Noses) in 2012, we made a contribution to the society dedicated to helping the ill and those in need to raise financial funds necessary to implement Red Nose visits at hospitals.
- Tušmobil continued to implement the successful practice from 2011 and 2012 and, once again, participated in the commendable and charitable tradition fostered by the Tuš Holding Group in which the money earmarked for corporate presents has long been used to buy gifts for children across Slovenia. In 2013, we bought presents for 18,000 children. The corporate presents were gathered and distributed among employees. We once again brought smiles on the faces of children whose difficult circumstances rarely give them reasons to smile, and encouraged people to give heed to their sense of solidarity.



NAČRTI ZA PRIHODNOST

FUTURE PLANS

V leto 2014 Tušmobil vstopa kot najhitreje rastoči mobilni operater z več kot 270.000 uporabniki. Dejstvo, da že več let zapored dosegamo najhitrejšo rast med operaterji, in zaupanje, ki nam ga z uporabo naših storitev izkazujejo naši uporabniki, sta nedvomna potrditev, da slovenski uporabniki vedo, da pri Tušmobilu za svoj denar dobijo največ, hkrati pa izjemna popotnica in spodbuda za nadaljnje delo. Vse to nam seveda nalaga tudi veliko mero odgovornosti, ki jo sprejemamo kot izziv, da postanemo še boljši, še večji in še bližji uporabnikom mobilne telefonije na slovenskem trgu. Tudi zato bomo v prihodnje sledili našemu prepoznavnemu pristopu, ki uporabnikom prinaša največje koristi, Tušmobil pa po prihrankih za uporabnike brez dvoma postavlja na prvo mesto med operaterji na trgu.

With more than 270,000 users, Tušmobil is starting 2014 as the fastest growing mobile service operator. The fact that the company achieved the fastest growth among operators for several consecutive years, and the trust placed in us by Tušmobil users by choosing our services certainly confirm that the Slovenian users know Tušmobil offers the most services for their money. At the same time, this is a solid foundation and a wonderful encouragement for our future work. Naturally, it also gives us a great deal of responsibility which we consider to be a challenge for Tušmobil to become even bigger and better, and to come even closer to the mobile telephony users on the Slovenian market. We will thus continue to pursue our distinctive approach which brings optimum benefits to our users and makes Tušmobil No.1 among the operators on the market in terms of savings for users.

Veliko pozornosti bomo tudi v letu 2014 namenili aktualnemu prepoznavanju potreb uporabnikov in jim omogočili še kakovostnejšo ponudbo za primerno ceno, ki bo na voljo še širšemu krogu vseh, ki si brez mobilne telefonije ne predstavljajo vsakdana. Mobilnost, ki vse bolj zajema ne le pogovorni, pač pa tudi spletni vidik, je vedno bolj prepoznana kot neizogibna dobrina, ki vpliva na kakovost človekovega življenja, zato bomo na slovenskem trgu skrbeli, da bo čim širši krog naših uporabnikov imel dostop do te dobrine.

V Tušmobilu nenehno prilagajamo svojo ponudbo pričakovanjem naših uporabnikov, razmeram na trgu in novostim, ki se v svetu mobilnih komunikacij dnevno pojavljajo in vključujejo v procese. Uporaba mobilnega interneta prek pametnih telefonov, tablic in drugih naprav je danes usmeritev, ki še vedno dosega skokovito rast in opredeljuje ključne razvojne korake na področju mobilne telefonije, ki jih Tušmobil prinaša tudi svojim uporabnikom. Mobilni internet kot integralni del mobilne telefonije je segment, ki se mu bomo v prihodnje še intenzivneje posvetili ter nadgrajevali našo ponudbo paketov, dodatnih opcij, naprednih dodatnih storitev in pametnih telefonov.

Naše omrežje bomo dopolnjevali z naprednimi mobilnimi storitvami in implementacijo hitrih mobilnih omrežij četrte generacije, obenem pa poskrbimo, da jih bo slovenski uporabnik lahko uporabljal za primerno ceno. K temu bo prispevala tudi naša notranja organiziranost, kjer bomo še naprej stremeli k cilju učinkovite družbe, ki vsem deležnikom prinaša veliko dodane vrednosti.

In 2014, we will remain intensely focused on the timely identification of user needs, enabling them a higher-quality range of products at suitable prices which will be available to an even wider circle of people who cannot imagine their daily life without mobile telephony. More and more, mobility comprises not only telephone conversations but also the aspect of being online. It is becoming increasingly recognized as indispensable and affecting the quality of one's life. Tušmobil will therefore make sure that as many users as possible have access to it on the Slovenian market.

Tušmobil constantly adapts its offer to its users' expectations, market situation and new features appearing daily in the world of mobile communications and being implemented in processes. The use of mobile internet via smart phones, tablets and other devices is a trend that continues to grow rapidly and defines the key development steps in mobile telephony which Tušmobil brings to its users. Being an integral part of mobile telephony, mobile internet is a segment which we will focus on even more intensely in the future, upgrading our range of services, extra options, advanced additional services and smart phones.

Our network will be supplemented by means of advanced mobile services and by implementing fast, fourth-generation mobile networks, while also making sure that the Slovenian users will be able to use them at a reasonable price. Our internal organization will be one of the contributing factors to this aim, as we will continue to strive towards being an effective company that brings much added value to all of its stakeholders.

REVIDIRANI
RAČUNOVODSKI
IZKAZI DRUŽBE
TUŠMOBIL d. o. o.



AUDITED FINANCIAL
STATEMENTS OF
TUŠMOBIL d. o. o.

2013

**REVIDIRANI RAČUNOVODSKI IZKAZI DRUŽBE
TUŠMOBIL d. o. o.**
**AUDITED FINANCIAL STATEMENTS OF
TUŠMOBIL d.o.o.**

Bilanca stanja na dan 31. 12. 2013

Balance sheet as at 31st December 2013

Postavka v EUR / Item in EUR	Pojasnilo / Notes	2013	2012
SREDSTVA / ASSETS	-	62.722.719	62.360.692
A. DOLGOROČNA SREDSTVA / LONG-TERM ASSETS	-	35.422.377	39.548.743
I. Neopredmetena sredstva in dolgoročne AČR / Intangible assets and long-term deferred costs	3,1	8.761.958	9.978.181
II. Opredmetena osnovna sredstva / Property, plant and equipment	3,2	26.523.084	29.433.227
V. Dolgoročne poslovne terjatve / Long-term operating receivables	3,4	137.335	137.335
B. KRATKOROČNA SREDSTVA / CURRENT ASSETS	-	20.062.244	16.136.160
II. Zaloge / Inventories	3,5	2.637.278	1.438.910
III. Kratkoročne finančne naložbe / Short-term investments	-	-	-
IV. Kratkoročne poslovne terjatve / Short-term operating receivables	3,6	17.034.192	14.551.073
V. Denarna sredstva / Cash	3,7	390.774	146.177
C. KRATKOROČNE AKTIVNE ČASOVNE RAZMEJITVE / SHORT-TERM DEFERRED COSTS AND ACCRUED REVENUES	-	7.238.097	6.675.789
OBVEZNOSTI DO VIROV SREDSTEV / EQUITY AND LIABILITIES	-	62.722.719	62.360.692
A. KAPITAL / EQUITY	-	21.252.417	18.488.775
I. Vpoklicani kapital / Called-up capital	3,8	32.824.528	32.024.528
II. Kapitalske rezerve / Capital surplus	-	-	-
IV. Presežek iz prevrednotenja / Revaluation surplus	-	-57.552	0
V. Preneseni čisti poslovni izid / Retained earnings	-	-11.514.559	-10.543.958
VI. Čisti poslovni izid poslovnega leta / Net profit or loss for the year	-	0	-2.991.795
B. REZERVACIJE IN DOLGOROČNE PČR / PROVISIONS AND LONG-TERM ACCRUED COSTS AND DEFERRED REVENUES	3,9	1.895.460	1.769.855
C. DOLGOROČNE OBVEZNOSTI / LONG-TERM LIABILITIES	-	18.815.215	7.009.783
I. Dolgoročne finančne obveznosti / Long-term financial liabilities	3,1	12.878.278	6.915.310
II. Dolgoročne poslovne obveznosti / Long-term operating liabilities	3,11	5.936.937	94.473
Č. KRATKOROČNE OBVEZNOSTI / SHORT-TERM LIABILITIES	-	18.535.218	32.819.638
II. Kratkoročne finančne obveznosti / Short-term financial liabilities	3,12	1.654.058	3.946.816
III. Kratkoročne poslovne obveznosti / Short-term operating liabilities	3,13	16.881.160	28.872.822
D. KRATKOROČNE PASIVNE ČASOVNE RAZMEJITVE / SHORT-TERM ACCRUED COSTS AND DEFERRED REVENUES	3,14	2.224.409	2.272.641
Zunajbilančne obveznosti / Off balance sheet liabilities	3,15	802.210	2.295.779

Pojasnila so sestavni del računovodskih izkazov in jih je treba brati skupaj z njimi.

The notes form a component part of the financial statements and must be read together with them.

Izkaz poslovnega izida

Profit and loss account

Postavka v EUR / Item in EUR		Pojasnilo / Notes	2013	2012
1.	Čisti prihodki iz prodaje / Net sales	4,1	75.908.394	72.166.431
a.	Prihodki od prodaje proizvodov in storitev na domačem trgu / Revenues from the sale of products and services on the local market	-	65.428.541	62.491.374
b.	Prihodki od prodaje proizvodov in storitev na tujem trgu / Revenues from the sale of products and services on foreign markets	-	8.040.343	7.896.577
c.	Prihodki od prodaje trgovskega blaga in materiala na domačem trgu / Revenues from the sale of merchandise and materials on the local market	-	2.427.680	1.768.196
č.	Prihodki od prodaje blaga in materiala na tujem trgu / Revenues from the sale of merchandise and materials on foreign markets	-	11.830	10.284
4.	Drugi poslovni prihodki (s prevrednotovalnimi poslovnimi prihodki) / Other operating revenues (including revaluation operating revenues)	4,2	2.305.213	1.924.815
5.	Stroški blaga, materiala in storitev / Costs of goods, materials and services	4,3	57.195.587	56.450.288
a.	Nabavna vrednost prodanega blaga in materiala / Costs of goods and materials sold	-	2.556.738	1.829.098
b.	Stroški materiala / Cost of materials	-	1.815.849	1.829.702
c.	Stroški storitev / Costs of services	-	52.823.000	52.791.488
6.	Stroški dela / Labour costs	4,3	5.351.522	5.635.016
a.	Stroški plač / Salaries	-	4.181.309	4.410.820
b.	Stroški socialnih zavarovanj / Social security insurance costs	-	688.567	734.091
	od tega stroški pokojninskih zavarovanj / of which pension insurance costs	-	375.900	396.090
c.	Drugi stroški dela / Other costs of labour	-	481.646	490.104
7.	Odpisi vrednosti / Write-downs	4,3	12.237.464	13.687.239
a.	Amortizacija / Depreciation and amortization	-	9.080.430	11.339.185
b.	Prevrednotovalni poslovni odhodki pri neopredmetenih sredstvih in opredmetenih osnovnih sredstvih / Revaluation operating expenses associated with fixed assets	-	224.563	108.222
c.	Prevrednotovalni poslovni odhodki pri obratnih sredstvih / Revaluation operating expenses associated with current assets	-	2.932.471	2.239.832
8.	Drugi poslovni odhodki / Other operating expenses	4,3	506.121	412.485
9.	Finančni prihodki iz deležev / Financial revenues from shares and interests	4,4	0	-
a.	Finančni prihodki iz deležev v družbah v skupini / Financial revenues from shares and interests in Group companies	-	0	-

Nadaljevanje / Continued ...

Postavka v EUR / Item in EUR			Pojasnilo / Notes	2013	2012
10.		Finančni prihodki iz danih posojil / Financial revenues from loans	4,4	0	-
	a.	Finančni prihodki iz posojil, danih družbam v skupini / Financial revenues from loans to Group companies	-	0	-
11.		Finančni prihodki iz poslovnih terjatev / Financial revenues from operating receivables	4,4	282.064	292.716
	a.	Finančni prihodki iz poslovnih terjatev do družb v skupini / Financial revenues from operating receivables due from oGroup companies	-	0	33
	b.	Finančni prihodki iz poslovnih terjatev do drugih / Financial revenues from operating receivables due from others	-	282.064	-
12.		Finančni odhodki iz oslabitve in odpisov finančnih naložb / Financial expenses due to investment impairment and write-offs	4,5	0	0
13.		Finančni odhodki iz finančnih obveznosti / Financial expenses for financial liabilities	4,5	1.098.853	1.094.276
	a.	Finančni odhodki iz posojil, prejetih od družb v skupini / Financial expenses for loans received from Group companies	-	384.123	385.175
	b.	Finančni odhodki iz posojil, prejetih od bank / Financial expenses for loans received from banks	-	79.361	124.380
	č.	Finančni odhodki iz drugih finančnih obveznosti / Financial expenses for other financial liabilities	-	420.714	584.722
14.		Finančni odhodki iz poslovnih obveznosti / Financial expenses for operating liabilities	4,5	108.968	139.407
	a.	Finančni odhodki iz poslovnih obveznosti do družb v skupini / Financial expenses for operating liabilities to Group companies	-	0	0
	b.	Finančni odhodki iz obveznosti do dobaviteljev in menične obveznosti / Financial expenses for supplier payables and bills payable	-	92.456	126.096
	c.	Finančni odhodki iz drugih poslovnih obveznosti / Financial expenses for other operating liabilities	-	16.512	13.311
15.		Drugi prihodki / Other revenues	4,6	138.116	73.064
16.		Drugi odhodki / Other expenses	4,6	114.029	30.110
17.		Davek iz dobička / Income tax	-	49	-
18.		Odloženi davki / Deferred tax	-	0	-
19.		ČISTI POSLOVNI IZID OBRAČUNSKEGA OBDOBJA / NET PROFIT OR LOSS FOR THE YEAR	4,7	2.021.194	-2.991.795

Pojasnila so sestavni del računovodskih izkazov in jih je treba brati skupaj z njimi.

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Izkaz drugega vseobsegajočega donosa

Statement of other comprehensive income

Postavka v EUR / Item in EUR	2013	2012
19. Čisti poslovni izid obračunskega obdobja / Net profit or loss for the period	2.021.194	-2.991.795
20. Spremembe presežka iz prevrednotenja neopredmetenih sredstev in opredmetenih osnovnih sredstev / Changes in surplus from revaluation of intangible assets and tangible fixed assets	-	-
21. Spremembe presežka iz prevrednotenja finančnih sredstev, razpoložljivih za prodajo / Changes in surplus from revaluation of financial assets available for sale	-	-
22. Dobički in izgube, ki izhajajo iz prevedbe računovodskih izkazov podjetij v tujini / Profit and loss arising from translating accounting statements of companies abroad	-	-
23. Druge sestavine vseobsegajočega donosa / Other elements of comprehensive income	-57.552	-
24. Celotni vseobsegajoči donos obračunskega obdobja (19 + 20 + 21 + 22 + 23) / Total comprehensive income of accounting period (19 + 20 + 21 + 22 + 23)	1.963.642	-2.991.795

Pojasnila so sestavni del računovodskih izkazov in jih je treba brati skupaj z njimi.

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Uporaba čistega poslovnega izida leta 2013

Use of net profit or loss generated in 2013

Postavka v EUR / Item in EUR	2013
1. Čisti poslovni izid / Net loss	2.021.194
a. Za kritje prenesene izgube / Settlement of losses b/f	2.021.194
b. Za oblikovanje zakonskih rezerv / Formation of legal reserves	-
c. Za oblikovanje rezerv za lastne deleže / Formation of reserves for treasury shares	-
d. Za oblikovanje drugih rezerv iz dobička / Formation of other revenue reserves	-
2. Nerazporejeni čisti poslovni izid / Accumulated loss carried forward	0

Izkaz denarnih tokov po posredni metodi (različica II)

Cash flow statement drawn up by following the indirect method (version II)

Postavka v EUR / Item in EUR	2013	2012
A. DENARNI TOKOVI PRI POSLOVANJU / CASH FLOW FROM OPERATING ACTIVITIES		
a) Postavke izkaza poslovnega izida / Items derived from the income statement	16.948.340	13.456.808
Poslovni prihodki (razen za prevrednotenje) in finančni prihodki iz poslovnih terjatev / Operating revenues (except for revaluation) and financial revenues from trade receivables	77.082.604	72.910.999
Poslovni odhodki brez amortizacije (razen za prevrednotenje) in finančni odhodki iz poslovnih obveznosti / Operating expenses excluding depreciation (except for revaluation) and financial expenses from operating liabilities	-60.134.264	-59.454.191
Davki iz dobička in drugi davki, ki niso zajeti v poslovnih odhodkih / Income taxes and other taxes not included in operating expenses	-	-
b) Spremembe čistih obratnih sredstev (in časovnih razmejitev, rezervacij ter odloženih terjatev in obveznosti za davek) poslovnih postavk bilance stanja / Change in net current assets (and accruals, provisions and deferred tax assets and liabilities) of balance sheet items	-16.235.027	-8.064.966
Začetne manj končne poslovne terjatve / Opening less closing operating receivables	-4.243.943	-3.789.270
Začetne manj končne aktivne časovne razmejitve / Opening less closing deferred costs and accrued revenues	-562.308	-1.616.056
Začetne manj končne odložene terjatve za davek / Opening less closing deferred tax assets	-	-
Začetna manj končna sredstva (skupine za odtujitev) za prodajo / Opening less closing assets (disposal groups) held for sale	-	-
Začetne manj končne zaloge / Opening less closing inventories	-1.220.143	-211.211
Končni manj začetni poslovni dolgovi / Closing less opening operating liabilities	-10.286.005	-2.217.150
Končne manj začetne pasivne časovne razmejitve in rezervacije / Closing less opening accrued costs and deferred revenues	77.372	-231.279
Končne manj začetne odložene obveznosti za davek / Closing less opening deferred tax liabilities	-	-

Nadaljevanje / Continued ...

Postavka v EUR / Item in EUR		2013	2012
c)	Prebitek prejemkov pri poslovanju ali prebitek izdatkov pri poslovanju (a + b) / Net cash from operating activities (a + b)	713.303	5.391.842
B.	DENARNI TOKOVI PRI NALOŽBENJU / CASH FLOWS FROM INVESTING ACTIVITIES		
a)	Prejemki pri naložbenju / Cash receipts from investing activities	58.310	30.005
	Vplačan capital / Paid-up capital	-	-
	Prejemki od dobljenih obresti in deležev v dobičku drugih, ki se nanašajo na naložbenje / Interest and dividends from investing activities	-	-
	Prejemki od odtujitve neopredmetenih sredstev / Cash receipts from disposal of intangibles disposal	-	-
	Prejemki od odtujitve opredmetenih osnovnih sredstev / Cash receipts from disposal of property, plant and equipment	58.310	30.005
	Prejemki od odtujitve naložbenih nepremičnin / Cash receipts from disposal of investment property	-	-
	Prejemki od odtujitve dolgoročnih finančnih naložb / Cash receipts from disposal of long-term investments	-	-
	Prejemki od odtujitve kratkoročnih finančnih naložb / Cash receipts from disposal of short-term investments	-	-
	Prejemki od dobljenih obresti iz naložbenja / Incomes from interest incurred from investing activities	-	-
b)	Izdatki pri naložbenju / Cash disbursements from investing activities	-2.837.050	-2.285.115
	Izdatki za pridobitev neopredmetenih sredstev / Cash disbursements to acquire intangible assets	-1.233.395	-734.472
	Izdatki za pridobitev opredmetenih osnovnih sredstev / Cash disbursements to acquire property, plant and equipment	-1.603.655	-1.550.643
	Izdatki za pridobitev naložbenih nepremičnin / Cash disbursements to acquire investment property	-	-
	Izdatki za pridobitev dolgoročnih finančnih naložb / Cash disbursements to acquire long-term investments	-	-
	Izdatki za pridobitev kratkoročnih finančnih naložb / Cash disbursements to acquire short-term investments	-	-
c)	Prebitek prejemkov pri naložbenju ali prebitek izdatkov pri naložbenju (a + b) / Net cash from investing activities (a + b)	-2.778.740	-2.255.110
C.	DENARNI TOKOVI PRI FINANCIRANJU / CASH FLOWS FROM FINANCING ACTIVITIES		
a)	Prejemki pri financiranju / Cash receipts from financing activities	5.896.499	2.099.528
	Prejemki od vplačane kapitala / Cash proceeds from paid-in capital	800.000	700.000
	Prejemki od povečanja dolgoročnih finančnih obveznosti / Cash proceeds from increase in long-term financial liabilities	4.856.499	129.528
	Prejemki od povečanja kratkoročnih finančnih obveznosti / Cash proceeds from increase in short-term financial liabilities	240.000	1.270.000
b)	Izdatki pri financiranju / Cash disbursements from financing activities	-3.586.465	-5.418.496
	Izdatki za dane obresti, ki se nanašajo na financiranje / Interest paid on financing activities	-327.042	-311.668
	Izdatki za vračila kapitala / Cash repayments of capital	-	-
	Izdatki za odplačila dolgoročnih finančnih obveznosti / Cash repayments of long-term financial liabilities	-2.524.423	-3.676.828
	Izdatki za odplačila kratkoročnih finančnih obveznosti / Cash repayments of short-term financial liabilities	-735.000	-1.430.000
	Izdatki za izplačila dividend in drugih deležev v dobičku / Dividends and other profit shares paid	-	-
c)	Prebitek prejemkov pri financiranju ali prebitek izdatkov pri financiranju (a + b) / Net cash from financing activities (a + b)	2.310.034	-3.318.968
Č.	KONČNO STANJE DENARNIH SREDSTEV / CLOSING BALANCE OF CASH	390.774	146.177
	Denarni izid v obdobju (Ac + Bc + Cc) / Cash flow for the period (Ac + Bc + Cc)	244.597	-182.236
	Začetno stanje denarnih sredstev / Opening balance of cash	146.177	328.413

Pojasnila so sestavni del računovodskih izkazov in jih je treba brati skupaj z njimi.

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Izkaz gibanja kapitala za leto 2013

Capital-flow statement for 2013

		Vpoklicani kapital / Called-up capital	Kapitalske rezerve / Capital reserves	Rezerve iz dobička / Revenues reserves	Presežek iz prevrednotenja / Revaluation surplus	Preneseni čisti poslovni izid / Retained earnings	Čisti poslovni izid poslovnega leta / Net profit or loss for the year	Kapital / Equity
		Osnovni kapital / Share capital	Kapitalske rezerve / Capital reserves	Zakonske rezerve / Statutory reserves	Presežek iz prevrednotenja / Revaluation surplus	Preneseni čisti dobiček / Net profit from previous periods	Čisti dobiček poslovnega leta / Net profit of the financial year	Skupaj / Total
A.1	Stanje konec prejšnjega poročevalskega obdobja / Situation as at the end of the previous reporting period	32.024.528	-	-	-	-10.543.958	-2.991.795	18.488.775
A.2	Začetno stanje poročevalskega obdobja / Initial situation in the reporting period	32.024.528	-	-	-	-10.543.958	-2.991.795	18.488.775
B.1	Spremembe lastniškega kapitala - transakcije z lastniki / Changes in equity capital - transactions with owners	800.000,00	-	-	-	-	-	800.000
č)	Vnos dodatnih vplačil kapitala / Entry of additional capital pay-ups	800.000	-	-	-	-	-	800.000
i)	Druge spremembe lastniškega kapitala / Other changes in equity capital	-	-	-	-	-	-	-
B.2	Celotni vseobsegajoči donos poročevalskega obdobja / Total comprehensive income of the reporting period	-	-	-	-57.552	-	2.021.194	1.963.642
a)	Vnos čistega poslovnega izida poročevalskega obdobja / Entry of the net operating profit or loss recorded in the reporting period	-	-	-	-	-	2.021.194	2.021.194
B.3	Spremembe v kapitalu / Changes in equity	-	-	-	-57.552	-	-	-57.552
a)	Razporeditev preostalega dela čistega dobička primerjalnega poročevalskega obdobja na druge sestavine kapitala / Allocation of the remaining part of net profit for the comprehensive reporting period to other equity component parts	0	-	-	-	-970.601	970.601	-
č)	Poravnava izgube kot odbitne sestavine kapitala / Setting off operating losses as a deduction part of the capital	-	-	-	-	-2.991.795	2.991.795	-
C.	Končno stanje poročevalskega obdobja / Final situation in the reporting period	-	-	-	-	2.021.194	-2.021.194	-
		32.824.528	-	-	-57.552	-11.514.559	0	21.252.417

Pojasnila so sestavni del računovodskih izkazov in jih je treba brati skupaj z njimi.

The notes form a component part of the financial statements and must be read together with them.

Nadaljevanje / Continued ...

Izkaz gibanja kapitala za leto 2012

Capital-flow statement for 2012

		Vpoklicani kapital / Called-up capital	Kapitalske rezerve / Capital reserves	Rezerve iz dobička / Revenues reserves	Presežek iz prevrednotenja / Revaluation surplus	Preneseni čisti poslovni izid / Retained earnings	Čisti poslovni izid poslovnega leta / Net profit or loss for the year	Kapital / Equity
		Osnovni kapital / Share capital	Kapitalske rezerve / Capital reserves	Zakonske rezerve / Statutory reserves	Presežek iz prevrednotenja / Revaluation surplus	Preneseni čisti dobiček / Net profit from previous periods	Čisti dobiček poslovnega leta/ Net profit of the financial year	Skupaj / Total
A.1	Stanje konec prejšnjega poročevalskega obdobja / Situation as at the end of the previous reporting period	41.324.528	-	-	-	-	-20.543.958	20.780.570
A.2	Začetno stanje poročevalskega obdobja / Initial situation in the reporting period	41.324.528	-	-	-	-	-20.543.958	20.780.570
B.1	Spremembe lastniškega kapitala - transakcije z lastniki / Changes in equity capital - transactions with owners	700.000	-	-	-	-	-	700.000
č)	Vnos dodatnih vplačil kapitala / Entry of additional capital pay-ups	700.000	-	-	-	-	-	700.000
i)	Druge spremembe lastniškega kapitala / Other changes in equity capital	-	-	-	-	-	-	-
B.2	Celotni vseobsegajoči donos poročevalskega obdobja / Total comprehensive income of the reporting period	-	-	-	-	-	-2.991.795	-2.991.795
a)	Vnos čistega poslovnega izida poročevalskega obdobja / Entry of the net operating profit or loss recorded in the reporting period	-	-	-	-	-	-2.991.795	-2.991.795
B.3	Spremembe v kapitalu / Changes in equity	-10.000.000	-	-	-	-10.543.958	20.543.958	-
a)	Razporeditev preostalega dela čistega dobička primerjalnega poročevalskega obdobja na druge sestavine kapitala / Allocation of the remaining part of net profit for the comprehensive reporting period to other equity component parts	-	-	-	-	-20.543.958	20.543.958	-
č)	Poravnava izgube kot odbitne sestavine kapitala / Setting off operating losses as a deduction part of the capital	10.000.000	-	-	-	10.000.000	-	-
C.	Končno stanje poročevalskega obdobja / Final situation in the reporting period	32.024.528	-	-	-	-10.543.958	-2.991.795	18.488.775

Pojasnila so sestavni del računovodskih izkazov in jih je treba brati skupaj z njimi.

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Predlog oblikovanja bilančnega dobička poslovnega leta 2013

Proposal for the formation of distributable profit generated in the 2013 financial year

Postavka v EUR / Item in EUR	2013	2012
Čisti dobiček poslovnega leta / Net profit for the year	2.021.194	-
Čista izguba poslovnega leta / Net loss for the year	-	2.991.975
+ preneseni čisti dobiček / + Retained earnings	-	-
- prenesena čista izguba / - Accumulated loss	-13.535.753	-10.543.958
- povečanje rezerv iz dobička - sklep uprave / Increase in revenue reserves - decision of the Management Board	-	-
= bilančni dobiček / = Retained earnings	-	-
= bilančna izguba / = Accumulated loss	-11.514.559	-13.535.753
- za prenos v drugo leto / Carried forward to the next financial year	-11.514.559	-13.535.753

Nepokrita davčna izguba

Uncovered tax loss

Postavka v EUR / Item in EUR	2013	2012
Nepokrita davčna izguba / Uncovered tax loss	74.197.091	76.004.068

Družba zaradi večletnih izgub, in ker ne razpolaga z zadostnimi dokazi glede prihodnjega obdavčljivega dobička, nima oblikovanih odloženih terjatev za davke od davčnih izgub, popravkov terjatev ter rezervacij iz jubilejnih nagrad in odpravnin.

Due to several years of recorded loss and the fact that the company does not have sufficient evidence supporting future taxable profit, Tušmobil did not form deferred receivables for taxes arising from tax losses, adjustments of receivables or provisions arising from jubilee rewards and severance pays.

POJASNILA IN RAZKRITJA POSTAVK V RAČUNOVODSKIH IZKAZIH DRUŽBE TUŠMOBIL D. O. O.

1 RAČUNOVODSKE USMERITVE

Podlaga za sestavitev računovodskih izkazov

Računovodski izkazi v tem poročilu so sestavljeni na osnovi Slovenskih računovodskih standardov 2006, ki jih je izdal Slovenski inštitut za revizijo in ZGD-1. Družba nima opredeljenih ne področnih in tudi ne območnih odsekov. Upoštewane so bile iste računovodske usmeritve kot v predhodnem letu.

Pri pripravi sta upoštevani temeljni računovodski predpostavki o časovni neomejenosti poslovanja in nastanku poslovnega dogodka. Kakovostne značilnosti računovodskih izkazov temeljijo na razumljivosti, ustreznosti, zanesljivosti in primerljivosti.

Kratkoročne obveznosti družbe na dan 31.12. 2013 znašajo 18.535.218 evrov in so manjše od kratkoročnih sredstev za 1.527.026 evrov.

V teku so tudi intenzivni pogovori za ureditev ustrezne dolgoročne vzdržne strukture razmerij. Posledično bo družba s tem izboljšala svoje proste denarne tokove v prihodnjem letu in EBITDA.

Zaradi navedenega poslovodstvo meni, da je uporaba predpostavke delujočega podjetja primerna.

Računovodski izkazi so sestavljeni v evrih, zaokroženi so na cele enote.

1.1 Neopredmetena sredstva in dolgoročne aktivne časovne razmejitve

Neopredmetena sredstva zajemajo naložbe v premoženjske pravice s končno dobo koristnosti. Družba uporablja model nabavne vrednosti in torej vodi neopredmetena sredstva po njihovih nabavnih vrednostih, zmanjšanih za amortizacijske popravke po metodi enakomernega časovnega amortiziranja.

Družba vsako leto ob koncu leta preverja vrednost neopredmetenih sredstev in ugotavlja morebitno oslabitev. Če obstajajo dokazi, da so sredstva oslabljena, se oceni nadomestljiva vrednost sredstev. Nadomestljiva vrednost sredstev je njihova čista prodajna vrednost ali vrednost pri uporabi, odvisno, katera je višja.

Dolgoročne aktivne časovne razmejitve se nanašajo na dolgoročno odložene stroške pridobivanja naročnikov in dolgoročno raz-

NOTES TO AND DISCLOSURES OF ITEMS WITHIN THE FINANCIAL STATEMENTS OF TUŠMOBIL D.O.O.

1 ACCOUNTING POLICIES

The basis for drawing up financial statements

The financial statements contained in this report are drawn up on the basis of the 2006 Slovenian Accounting Standards issued by the Slovenian Institute of Auditors and the Companies Act (ZGD-1). The company has no business or geographical segments defined. The considered accounting policies were the same as those taken into account in the previous year.

Two basic accounting assumptions were taken into account, namely the going concern and the emergence of a business event. Qualitative characteristics of financial statements are based on clarity, suitability, reliability and comparability.

As at 31st December 2013, Tušmobil's short-term liabilities amounted to €18,535,218 and were lower than short-term assets by €1,527,026.

Additionally, extensive negotiations for establishing an adequate long-term sustainable relationship structure are in progress. As a result, company's free cash flow and EBITDA will improve in the following year.

In view of the above, the management considers the application of the going concern assumption to be suitable.

The financial statements are drawn up in the euro currency and are rounded up to whole units.

1.1 Intangible assets & long-term deferred expenses and accrued revenues

Intangible assets comprise investments in property rights with a definite economic life. The company uses the cost model and thus manages intangible assets at their purchase values less depreciation adjustments following the straight-line depreciation method.

The company verifies the value of intangible assets annually, at the end of the year, and thereby ascertains any possible impairment. If there is proof that assets have been impaired, the replaceable value of assets is estimated. The replaceable value of assets is their net sales value or value upon use, depending on which is higher.

Long-term deferred expenses and accrued revenues refer to long-term deferred costs related to the acquiring of post-paid plan

mejene stroške najemnih lokacij za bazne postaje. Stroški pridobivanja naročnikov nastajajo zaradi subvencioniranja telefonskih aparatov in se razmejujejo v času trajanja naročniških razmerij. Stroški subvencioniranih telefonskih aparatov se pripoznava mesečno v sorazmernem delu glede na trajanje naročniških razmerij in se izkazujejo med stroški storitev, stroški modemov pa se pripoznava mesečno med stroški amortizacije.

1.2 Opredmetena osnovna sredstva

Družba uporablja model nabavne vrednosti in torej vodi opredmetena osnovna sredstva po njihovih nabavnih vrednostih, zmanjšanih za amortizacijske popravke vrednosti po metodi enakomernega časovnega amortiziranja.

Nabavna vrednost osnovnih sredstev vsebuje njihovo nakupno ceno, uvozne in nevratljive nakupne dajatve ter stroške, ki jih je mogoče pripisati neposredno njihovi usposobitvi za nameravano uporabo, zlasti stroške dovoza in namestitve.

V nabavno vrednost določenih osnovnih sredstev (baznih postaj) družba vključuje tudi stroške razgradnje, h kateri smo pogodbeno zavezani. Stroški razgradnje so ocenjeni na podlagi cen izvajalcev za posamezen tip bazne postaje.

Družba ločeno izkazuje dele opredmetenih osnovnih sredstev večjih vrednosti, ki imajo različno dobo koristnosti.

Vsako leto ob koncu leta preverja vrednost opredmetenih osnovnih sredstev in ugotavlja morebitno oslabitev. Če obstajajo dokazi, da so sredstva oslabiljena, se oceni nadomestljiva vrednost sredstev. Nadomestljiva vrednost sredstev je njihova čista prodajna vrednost ali vrednost pri uporabi, odvisno, katera je višja.

Ob odtujitvi ali uničenju opredmetenega osnovnega sredstva se pripoznajo prevrednotovalni poslovni prihodki ali odhodki kot razlika med prodajno vrednostjo in neodpisano knjigovodsko vrednostjo sredstva.

Kasneje nastali stroški v zvezi z opredmetenimi osnovnimi sredstvi

Stroški, ki v zvezi z opredmetenim osnovnim sredstvom nastajajo kasneje, povečujejo njegovo nabavno vrednost, če povečujejo njegove prihodnje koristi v primerjavi s prvotno ocenjenimi.

Popravila ali vzdrževanje opredmetenih osnovnih sredstev so namenjena obnavljanju ali ohranjanju prihodnjih gospodarskih koristi, ki se pričakujejo na podlagi prvotno ocenjene stopnje učinkovitosti sredstev. Pripoznajo se kot odhodki, kadar se pojavijo.

Amortizacija

Opredmetena osnovna sredstva in neopredmetena sredstva družba amortizira po metodi enakomernega časovnega amortiziranja.

Opredmeteno osnovno sredstvo se začne amortizirati prvi dan naslednjega meseca, potem ko je razpoložljivo za uporabo. Neopredmeteno sredstvo se začne amortizirati, ko je na voljo za uporabo.

users and long-term deferred costs of locations leased for base stations. The costs of acquiring post-paid plan users are created due to the subsidizing of telephone appliances and are deferred during the post-paid plan relationship term. The costs of subsidized telephones are recognized proportionately on a monthly basis with respect to the duration of post-paid plans and are disclosed among the costs of services, while the costs of modems are recognized monthly among the depreciation costs.

1.2 Tangible fixed assets

The company uses the cost model and thus manages tangible fixed assets at their purchase values less depreciation value adjustments following the straight-line depreciation method.

The purchase value of fixed assets consists of their purchase price, import and non-refundable purchase taxes and costs attributable directly to their restoration for the intended use, especially the delivery and installation costs.

The company also includes the costs of decomposition to which it is contractually bound into the purchase value of certain fixed assets (base stations). The costs of decomposition are assessed based on the price of contractors for individual types of base stations.

The company discloses parts of tangible fixed assets of greater values with different economic lives separately.

The company verifies the value of tangible fixed assets annually, at the end of the year, and thereby ascertains any possible impairment. If there is proof that assets have been impaired, the replaceable value of assets is estimated. The replaceable value of assets is their net sales value or value upon use, depending on which is higher.

Upon disposal or destruction of a tangible fixed asset, operating revenues or expenses from revaluation are recognised as the difference between the sales value and the carrying accounting value of an asset.

Costs related to tangible fixed assets which were created at a later date

Costs which are created later on in relation to a certain tangible fixed asset increase its purchase value if they increase its future usefulness in comparison to the usefulness estimated initially.

Repair or maintenance on tangible fixed assets is intended to renew or preserve the future economic benefits expected on the basis of initially estimated effectiveness levels of assets. They are recognised as expenses as they emerge.

Depreciation

The company depreciates tangible fixed assets and intangible assets by following the straight-line depreciation method.

A tangible fixed asset begins the depreciation process on the first day of the month after the asset has been made available for use. An intangible asset starts to be depreciated once it is available for use.

Amortizacijske stopnje temeljijo na dobi koristnosti sredstev in so predstavljene v spodnji tabeli.

	Doba koristnosti (v letih) / Economic life (in years)
Programska oprema in licence / Software and licenses	5-10
Materialne pravice/ Economic rights	10
Telekomunikacijska oprema / Telecommunication equipment	4-10
Bazne postaje / Base stations	5-15
Računalniška oprema / Computer equipment	3

Amortizacijske stopnje se v primerjavi z letom 2012 niso spreminjale.

Najemi

Najem, pri katerem družba prevzame vse pomembne oblike tveganja in koristi, povezane z lastništvom sredstva, se obravnava kot finančni najem. Ostali najemi se obravnavajo kot poslovni najemi. Najeta sredstva niso pripoznana v bilanci stanja.

Finančni najemi

Na začetku najema se finančni najem v bilanci stanja pripozna kot sredstvo in dolg v zneskih, enakih poštenu vrednosti najetega sredstva ali, če je ta nižja, zdajšnji vrednosti najmanjše vsote najemnin, pri čemer se obe vrednosti določita ob sklenitvi najema. Po začetnem pripoznanju se sredstvo obračunava v skladu z računovodskimi usmeritvami, ki veljajo za taka sredstva.

Poslovni najemi

Pri poslovnem najemu se najemnina pripozna kot odhodek po enakomerni časovni metodi v vsej dobi najema.

1.3 Finančne naložbe

Finančne naložbe se v začetku pripoznajo po poštenu vrednosti. Dolgoročne in kratkoročne finančne naložbe se izkazujejo ločeno. Prevrednotenje finančnih naložb pomeni spremembo njihove knjigovodske vrednosti.

Dolgoročna finančna naložba je tista, ki jo ima družba v posesti v obdobju, daljšem od leta dni, s katero naj bi se dolgoročno dosegalo donos, in ne trgovalo. Vsaka druga finančna naložba se v bilanci stanja izkazuje kot kratkoročna.

Po začetnem pripoznanju se dolgoročne finančne naložbe v delnice in deleže podjetij v skupini merijo po njihovi nabavni vrednosti. Tudi dolgoročne finančne naložbe v druge delnice in deleže se po začetnem pripoznanju merijo po njihovi nabavni vrednosti, kadar zanje ni objavljene cene na delujočem trgu oziroma njihove poštene vrednosti ni mogoče zanesljivo izmeriti.

Kratkoročno dana posojila se po začetnem pripoznavanju vrednotijo po odplačani vrednosti z metodo efektivne obrestne mere.

Za vse finančne naložbe redno preverjamo, ali obstaja kak nepristranski dokaz o morebitni oslabiljenosti finančnih naložb in ali je posledično treba finančno naložbo prevrednotiti zaradi oslabitve.

Depreciation rates are based on the useful life of assets and are presented in the table below.

The depreciation rates did not change in 2013 in comparison to 2012.

Leases

A lease where the company takes over all relevant forms of risk and benefits associated with asset ownership is treated as a financial lease. Other types of lease are treated as business leases. The leased assets are not disclosed in the balance sheet.

Financial leases

At the beginning of the lease, the financial lease is disclosed in the balance sheet as an asset and as debt in amounts equal to the fair value of the leased asset or, if the latter is lower, equal to the present value of the lowest sum of rents, whereby both values are determined upon the establishment of the lease. After initial recognition, the asset is calculated in line with the accounting policies applicable for such assets.

Business leases

With business leases, the rent is disclosed as expenditure according to the straight-line depreciation method during the entire lease period.

1.3 Financial investments

Initially, financial investments are recognised at fair value. Long- and short-term financial investments are disclosed separately. Revaluation of financial investments means the change of their accounting value.

A long-term financial investment is an investment owned by the company over a period longer than one year, which should bring the company income and with which the company is not supposed to trade. Every other financial investment is disclosed in the balance sheet as a short-term investment.

After initial recognition, long-term financial investments in shares and interests of the Group companies are measured at their purchase value. Long-term financial investments in other shares and interests are also, after initial recognition, measured at their purchase value, as either no prices are published for them on the active market or their fair price cannot be measured reliably.

After initial recognition, short-term loans given are evaluated at amortised costs by means of the effective interest rate method.

For all financial investments, we verify regularly whether there is some impartial proof of potential impairment of financial investments and, consequently, whether a financial investment needs revaluation due to impairments.

1.4 Terjatve

Terjatve vseh vrst se ob začetnem pripoznanju izkazujejo v zneskih, ki izhajajo iz ustreznih listin, ob domnevi, da bodo poplačane. Prvotne terjatve se lahko pozneje povečajo ali pa ne, glede na prejetu plačilo ali drugačno poravnano tudi zmanjšajo za vsak znesek, utemeljen s pogodbo. Terjatve iz poslovanja, izražene v tuji valuti, se na dan bilanciranja preračunajo po referenčnem tečaju Evropske centralne banke. Njihovo povečanje iz tega naslova povečuje finančne prihodke, njihovo zmanjšanje pa finančne odhodke v zvezi s terjatvami. Dani predujmi se v bilanci stanja izkazujejo v zvezi s stvarmi, na katere se nanašajo. Dani predujmi za opredmetena osnovna sredstva so v isti skupini kot opredmetena osnovna sredstva, dani predujmi za neopredmetena sredstva so sestavni del neopredmetenih sredstev, dani predujmi za zaloge pa sestavni del zaloga.

Glede na zapadlost v plačilo se terjatve razčlenjujejo na dolgoročne in kratkoročne. Kratkoročne terjatve zapadejo v plačilo v letu dni, druge terjatve se štejejo za dolgoročne. V bilanci stanja se tisti del dolgoročnih terjatev, ki zapade v plačilo v letu dni po dnevu bilance stanja, izkazuje kot kratkoročna terjatve.

Terjatve, za katere se domneva, da ne bodo poravnane v rednem roku oziroma v celotnem znesku, se štejejo za dvomljive; če se je zaradi njih začel sodni postopek, se štejejo za sporne. Za takšne terjatve se obračuna popravek njihove vrednosti v breme prevrednotovalnih poslovnih odhodkov, pri tem pa se upošteva, da morajo biti prikazane z utemeljenim poplačljivim zneskom.

Popravek vrednosti terjatev je bil oblikovan za vse terjatve, ki so v sodnem postopku, kajti za vse neplačane terjatve se sproti vlagajo tožbe. V znesku spornih terjatev so vključeni tudi sodni stroški.

Terjatve za odloženi davek so zneski davka iz dobička, ki bodo povrnjeni v prihodnjih obdobjih glede na odbitne začasne razlike, prenos neizrabljenih davčnih izgub v naslednja obdobja in prenos neizrabljenih davčnih dobropisov v naslednja obdobja. Pripoznajo se, če je verjetno, da se bo pojavil razpoložljivi obdavčljivi dobiček, ki ga bo mogoče obremeniti za odbitne začasne razlike, za neizrabljene davčne izgube in neizrabljene davčne dobropise. Vrednost odloženega davka se določi po davčnih stopnjah, ki so v veljavi na dan bilance stanja in se pričakuje, da bodo veljale tudi v času, ko bo odloženi davek povrnjen oziroma poravnan. Izkažejo se kot dolgoročne terjatve.

1.5 Zaloge

Zaloge se v začetku izkazujejo po nabavni ceni, ki sestoji iz nakupne cene, uvoznih in drugih nevračljivih nakupnih dajatev ter neposrednih stroškov nabave, kamor sodijo: prevozni stroški, stroški špedicije in carinskega posredovanja ter stroški uvoznih dajatev. Nakupna cena se zmanjša za dobljene popuste. Pri prodaji in porabi zaloga se uporablja metoda zaporednih nabavnih cen - metoda FIFO.

Popisni presežki in primanjkljaji ter odpisi vrednosti zaloga in znižanja se izkažejo kot popravki rednih poslovnih odhodkov - nabavne vrednosti prodanega blaga.

1.4 Receivables

All types of initially recognized receivables are disclosed in the sums provided by corresponding documents, with the assumption that they will be paid. Normally, the initial receivables can at a later point either be increased or not, depending on the received payment or some other kind of settlement, and they can also be decreased by any amount substantiated by means of an agreement. Operating receivables displayed in a foreign currency are converted on the balance sheet date in line with the European Central Bank reference rate. Their resulting increase will in turn increase the financial revenues, while their decrease will increase the financial expenses related to receivables. The advance payments given are disclosed in the balance sheet in relation to their referential items. Advance payments given for tangible fixed assets belong to the same group as tangible fixed assets, while advance payments given for intangible assets are a component part of intangible assets, and advance payments given for inventories are an element of inventory.

With regard to maturity, receivables are divided into long-term and short-term receivables. Short-term receivables fall due within one year, while other receivables are classified as long-term receivables. In the balance sheet, the part of long-term receivables which falls due within one year after the balance sheet date is disclosed as a short-term receivable.

Receivables for which it is assumed that they will not be settled on time or in the full amount are deemed doubtful receivables. If court proceedings were initiated due to them, they are considered disputed receivables. For such receivables, an adjustment of their value is calculated and chargeable to operating expenses from revaluation, whereby it is considered that they must be disclosed with a substantiated repayable amount.

The value adjustment of receivables was formed for all receivables undergoing court proceedings, as actions are brought for all unpaid receivables regularly. Court expenses are also included in the amount of disputed receivables.

The deferred tax receivables are represented by the amounts of income tax, which will be refunded in future periods in view of deductible temporary differences, the transfer of unused tax losses to the following periods, and the transfer of unused tax credits to the following periods. These receivables are recognised if there is a chance that available taxable profit will appear which will allow to be charged for deductible temporary differences, unused tax losses and unused tax credits. The deferred tax value is determined by tax rates which are valid on the balance sheet date and are also expected to be valid when the deferred tax is refunded or settled. They are disclosed as long-term receivables.

1.5 Inventory

Initially, inventory is disclosed at its purchase price which consists of the acquisition price, import and other non-refundable purchase taxes as well as of direct costs of purchase which include transport costs, costs of shipping and customs intervention, and costs of import duties. The acquisition price is decreased by the received discounts. The FIFO (First In, First Out) method is used in the sale and use of inventory.

Inventory surpluses and deficits as well as the inventory value write-offs and discounts are disclosed as regular operating expenses' adjustments, namely of the purchase value of the goods sold.

Prevrednotenje zalog je sprememba njihove knjigovodske vrednosti. Opravi se najmanj pred sestavitvijo letnih računovodskih izkazov. Zaloge se zaradi okrepitve ne prevrednotujejo, se pa prevrednotujejo zaradi oslabitve, če knjigovodska vrednost presega njihovo tržno vrednost.

1.6 Denarna sredstva

Denarna sredstva vključujejo gotovino v blagajni, prosto razpoložljiva sredstva na računih pri bankah, denar na poti ter kratkoročne depozite do treh mesecev zapadlosti in se izkazujejo po nominalni vrednosti.

1.7 Kapital

Celotni kapital sestavljajo osnovni kapital, kapitalske rezerve, prenesena čista izguba iz prejšnjih let in predhodno še ne poravnana čista izguba poslovnega leta.

Osnovni kapital se vodi v domači valuti.

1.8 Rezervacije in dolgoročne pasivne časovne razmejitev

Rezervacije se pripoznajo v bilanci stanja, ko ima družba zaradi preteklega dogodka pravno ali posredno obvezo in je verjetno, da bo pri poravnavi obveze potreben odtok dejavnikov, ki omogočajo pritekanje gospodarskih koristi. Če je učinek bistven, se znesek rezervacije določi z diskontiranjem bodočih, pričakovanih denarnih tokov z diskontno stopnjo pred obdavčitvijo, ki odraža trenutno tržno oceno časovne vrednosti denarja in lahko tudi tveganje, ki je specifično za obveznost.

Rezervacije vključujejo dolgoročne vračunane stroške zaposlenih, ki se merijo v višini bodoče koristi, ki so jo zaposleni zaslužili v zameno za svoje storitve v tekočem in preteklih obdobjih, ter stroške razgradnje baznih postaj. Rezervacije se izračunajo z uporabo metode natečenih zaslužkov in se diskontirajo na sedanjo vrednost.

Dolgoročne pasivne časovne razmejitve vključujejo dolgoročne odložene prihodke, ki se zaračunavajo za obdobja, ki so daljša kot eno leto, ter za brezplačno pridobljena opredmetena osnovna sredstva, ki se zmanjšujejo vzporedno z obračunavanjem amortizacije teh sredstev.

Rezervacije in dolgoročne pasivne razmejitve na račun vnaprej vračunanih stroškov oziroma odhodkov se zmanjšujejo neposredno za stroške oziroma odhodke, za pokrivanje katerih so oblikovane.

V letu 2013 je stopil v veljavo prenovljen Mednarodni računovodski standard (MRS) 19 - zaslužki zaposlencev, ki je stopil v veljavo s 1. 1. 2013, na katerega se sklicujejo tudi Slovenski računovodski standardi (SRS 10). Prenovljeni standard prinaša številna dopolnila, ki zajemajo temeljne spremembe, pojasnila, ki poenostavljajo uporabo standarda, in spremembe besedila. Pomembnejše spremembe so naslednje: ukinitev mehanizma koridorja (ang. corridor mechanism) pri odloženem pripoznanju aktuarskih dobičkov in izgub iz programa z določenimi zaslužki. Obenem prenovljeni standard uvaja nove ali prenovljene zahteve v zvezi z razkritji, vključno z razkritjem kvantitativnih informacij občutljivosti obveznosti programa določenih zaslužkov na razumno možne spremembe v posamezni aktuarski predpostavki; odpravnine podjetje

The revaluation of inventory is expressed as a change in their accounting value. As a rule, this change must be carried out before the annual financial statements are drawn up. The inventory is not revaluated due to increase. It is, however, revaluated due to impairment if the accounting value exceeds their market value.

1.6 Cash

Cash includes cash in the cash register, freely available funds on bank accounts, cash items in the process of collection and short-term deposits with up to three months of maturity, and is disclosed at its nominal value.

1.7 Equity

The entire equity consists of the share capital, capital reserves, transferred net loss from previous years and net loss of the business year that has not been settled previously.

The share capital is managed in the local currency.

1.8 Provisions and long-term accrued expenses and deferred revenues

Provisions are recognised in the balance sheet when the company has, due to a past event, a legal and indirect commitment and when it is likely that an outflow of factors enabling the inflow of economic benefits will be necessary upon settlement of the commitment. If the effect is significant, the amount of provision is determined by discounting future expected cash flows with a discount rate prior to taxation which reflects the current market assessment of the time value of money and possibly also the risk specific to the liability.

Provisions include long-term accrued charges of employees which are measured in the amount of future benefits the employees earned in exchange for their services in the current and past periods as well as the costs of decomposing the base stations. Provisions are calculated by means of the accrued earnings method and are discounted to the present value.

Long-term accrued expenses and deferred revenues include long-term deferred revenues which are charged for periods longer than a year and for tangible fixed assets acquired free of charge, which are decreased parallel to the calculation of depreciation of these assets.

Provisions and long-term accrued expenses and deferred revenues at the expense of cost or expense provisions are decreased directly for costs or expenses for the coverage of which they are formed.

On 1st January 2013, renewed International Accounting Standards (IAS) 19 - Employee Benefits entered into force and the Slovenian Accounting Standards (SAS 10) refer to them. The renewed standards bring numerous amendments that comprise fundamental changes, explanations that simplify the application of the standards, and changes in the wording. The most relevant changes include abolishment of the corridor mechanism in relation to deferred recognition of actuarial gains and losses arising from a defined benefit plan. At the same time, the renewed standards introduce new/refreshed requirements related to disclosures, including the disclosure of quantitative information on the sensitivity of liabilities within the defined benefit plan to reasonably possible changes within individual actuarial assumptions; severance pays

pripozna na dan, ko ponudbe za prekinitve ni več možno umakniti ali na dan pripoznanja s tem povezanih stroškov prestrukturiranja po MRS 37, in sicer na tisti datum, ki nastopi prej; razlikovanje med kratkoročnimi in drugimi dolgoročnimi zaslužki zaposlenec je odvisno od pričakovanega datuma poravnave, in ne od upravičenosti zaposlenca do zaslužka. Standard se začne uporabljati za letna obdobja z začetkom 1. januarja 2013 ali kasneje. Prenovljeni standard ne vpliva pomembno na finančni položaj ali poslovanje družbe, zato družba ni preračunala primerjalnih podatkov za preteklo leto.

1.9 Dolgoročni in kratkoročni dolgovi

Vsi dolgovi se ob začetnem pripoznanju ovrednotijo z zneski iz ustreznih listin ob njihovem nastanku (brez s tem povezanih transakcijskih stroškov). Obveznosti se kasneje zmanjšujejo za odplačane zneske in morebitne drugačne zneske ter morebitne drugačne poravnave v dogovoru z upnikom.

Dolgoročne obveznosti se zmanjšujejo tudi za tisti del, ki bo poplačan v manj kot letu dni in se izkazuje med kratkoročnimi obveznostmi.

1.10 Kratkoročne časovne razmejitve

Kratkoročno odloženi stroški vsebujejo zneske, ki ob svojem nastanku še ne bremenijo dejavnosti, s katero se družba ukvarja, ker storitve še niso opravljene.

Kratkoročno nezaračunani prihodki se pojavijo, če se pri ugotavljanju poslovnega izida utemeljeno upoštevajo prihodki, družba pa zanje še ni dobila plačila, niti jih ni zaračunala.

Vnaprej vračunane stroške sestavljajo stroški, ki so pričakovani, a se še niso pojavili, in se nanašajo na obdobje, za katero družba ugotavlja poslovni izid.

Kratkoročni odloženi prihodki pa nastajajo, če so storitve že zaračunane, družba pa jih še ni opravila, ter z neizkoriščenimi dopusti tekočega leta.

1.11 Zunajbilančna sredstva in obveznosti

V zunajbilančni evidenci se izkazujejo poslovni dogodki, ki ne vplivajo neposredno na postavke v bilanci stanja in/ali v izkazu poslovnega izida, so pa pomembni za ocenjevanje uporabljanja tujih sredstev in za ocenjevanje morebitnih prihodnjih obveznosti ter nadzorovanje poslovnih procesov in informiranje.

1.12 Poslovni prihodki

Prihodke od poslovanja sestavljajo vrednosti prodanega blaga in opravljenih storitev v obračunskem obdobju. Pripoznajo se v izkazu poslovnega izida pod naslednjimi pogoji:

- dobava oziroma storitev je bila opravljena;
- tveganje je prešlo na kupca;
- prihodek je mogoče zanesljivo izmeriti;
- upravičeno se pričakuje, da bodo prihodki vodili do prejemkov.

Prihodki so izkazani brez davka na dodano vrednost, drugih davkov in s prodajo povezanih popustov.

are recognized by the company on the day when the termination offer can no longer be withdrawn or on the day of recognizing the related restructuring costs pursuant to IAS 37, namely on whichever date occurs sooner; differentiation between short-term and other long-term employee benefits depends on the expected settlement date and not on the employee's entitlement to a particular benefit. The standards shall be applied for annual periods starting on 1st January 2013 or later. The renewed standards do not have a significant impact on the financial position or operations of the company, which is why the company did not recalculate comparative data for the previous year.

1.9 Long- and short-term debts

Upon initial recognition, all debts are evaluated with amounts from corresponding documents upon their creation (without the related transaction costs). Liabilities are later decreased by paid off amounts, any other amounts and potential, different settlements in agreement with the creditor.

Long-term liabilities are only decreased by the part which will be paid off in less than a year and which is disclosed among short-term liabilities.

1.10 Short-term accrued items

Short-term deferred costs contain amounts which, upon their creation, do not yet encumber the company's activity as the services have not been rendered yet.

Short-term accrued revenues appear if revenues are justly taken into account when ascertaining the operating profit and loss, but the company has not received payment for them, nor has it charged them yet.

Cost provisions consist of costs which are expected but have not emerged yet and which relate to the period for which the company ascertained the operating profit and loss.

Short-term deferred revenues are generated if services have already been charged for but the company has not rendered them yet. They also include the unused annual leaves of the ongoing year.

1.11 Off-balance-sheet assets and liabilities

The off-balance-sheet discloses business events which do not have a direct effect on items in the balance sheet and/or the profit or loss account, but are relevant for the assessment of the use of foreign assets and for the assessment of any future liabilities, control of business processes and informing.

1.12 Operating revenues

Operating revenues consist of the values of goods sold and services rendered within the accounting period. They are recognised in the profit and loss account under the following conditions:

- A delivery has been carried out or the service has been rendered.
- The risk has been transferred to the buyer.
- The revenue can be measured reliably.
- It is justly expected that revenues will result in income.

Revenues are disclosed without the value added tax, other taxes or sale-related discounts.

Prihodki od opravljenih storitev se nanašajo na storitve mobilne in fiksne komunikacije ter vsebujejo naročnikom zaračunane zneske za mesečne naročnine, pogovore, SMS-sporočila, ADSL, kabelski internet, najete vode, IP-televizijo ter druge storitve mobilne in fiksne komunikacije ter priključnine.

Naročnine, priključnine in poraba se naročnikom zaračunavajo prek mesečnih obračunskih ciklov in se izkazujejo kot prihodki v posameznem mesecu. Nezaračunani prihodki iz storitev, ki so že bile opravljene v času od obračuna do konca posameznega meseca, so vračunani, vnaprej zaračunane mesečne naročnine pa so odložene.

Prihodki iz mednarodnega gostovanja naročnikov drugih mobilnih operaterjev v omrežju Tušmobil se na mesečni osnovi zaračunavajo partnerjem pri mednarodnem gostovanju.

Prihodki od prodaje blaga se nanašajo na prodano telekomunikacijsko opremo ter na prodane telefonske aparate in z njimi povezane dodatke. Telefonski aparati se naročnikom, ki sklenejo naročniško razmerje, prodajajo po subvencionirani ceni. S tem povezani stroški se razmejujejo in praviloma v trajanju naročniškega razmerja prenašajo med stroške.

Prevrednotovalni poslovni prihodki se pojavijo ob odtujitvi opredmetenih osnovnih sredstev in neopredmetenih sredstev.

1.13 Poslovni odhodki

Poslovni odhodki se pripoznajo, ko je trgovsko blago prodano ali storitve opravljene. Poslovni odhodki so načelno enaki vračunanim stroškom v obračunskem obdobju. Med poslovne odhodke se vštevata tudi nabavna vrednost prodanega trgovskega blaga in materiala. Pri knjiženju poslovnih odhodkov nabavne vrednosti prodanega trgovskega blaga se uporablja metoda zaporednih nabavnih cen (FIFO), lahko se naknadno zmanjša za pozneje prejete popuste dobaviteljev, ki niso vračunani v nabavno vrednost zalog.

Prevrednotovalni poslovni odhodki se pojavljajo v zvezi z opredmetenimi osnovnimi sredstvi, neopredmetenimi sredstvi in obratnimi sredstvi zaradi njihove oslabitve. Prevrednotovalni poslovni odhodki se pripoznajo, ko je opravljeno ustrezno prevrednotenje ali ob odtujitvi opredmetenih osnovnih sredstev in neopredmetenih sredstev.

1.14 Finančni prihodki in odhodki

Finančni prihodki so prihodki od obresti in pozitivne tečajne razlike.

Finančni prihodki od obresti se pojavljajo v zvezi s terjatvami. Obresti se obračunavajo v sorazmerju s pretečenim obdobjem in glede na veljavno obrestno mero. Priznavajo se ob obračunu glede na prejeme v obdobju.

Finančni odhodki so odhodki za financiranje (stroški danih obresti) in negativne tečajne razlike.

1.15 Drugi prihodki in odhodki

Drugi prihodki sestavljajo zaračunane kazni predčasnih odpovedi pogodb in stroškov opominov ter druge neobičajne postavke (izredni prihodki) in druge prihodke, ki v obravnavanem poslovnem letu povečujejo poslovni izid.

Revenues from the rendered services relate to mobile and earth-line telephony services, and contain amounts charged to post-paid plan users for monthly fees, telephone conversations, SMSs, ADSL service, cable internet, leased lines, IP TV and other mobile and earth-line telephony services as well as connection fees.

Monthly fees, connection fees and consumption are charged to post-paid plan users through monthly accounting cycles and are disclosed as revenues in a particular month. Accrued revenues from services that were already rendered during the time between the calculation and the end of every month are accounted for, while the charged monthly fees are deferred.

Revenues from international roaming of post-paid plan users with other mobile operators within the Tušmobil network are charged on a monthly basis to roaming partners.

Revenues from the sale of goods relate to the sold telecommunication equipment and telephone appliances and to related accessories. Telephone appliances are sold to post-paid plan users who conclude a post-paid plan contract at a subsidized price. The related costs are deferred and usually transferred among expenses during the term of the post-paid plan relationship.

The operating expenses from revaluation appear upon the disposal of tangible fixed assets and intangible assets.

1.13 Operating expenses

Operating expenses are recognised once the merchandise is sold or services are rendered. Usually, operating expenses are equal to the costs imputed in the accounting period. The purchase value of the merchandise and material sold is also included in operating expenses. In entering operating expenses for the purchase value of the merchandise sold, the FIFO (First In, First Out) method is used. The purchase value can later be decreased by discounts subsequently received from suppliers, which are not included in the purchase value of inventories.

The operating expenses from revaluation appear in relation with tangible fixed assets, intangible assets and current assets due to their impairment. Operating expenses from revaluation are recognised once a suitable revaluation is carried out or upon the disposal of tangible fixed assets and intangible assets.

1.14 Financial revenues and financial expenses

Financial revenues are revenues generated from interest and a positive exchange rate difference.

Financial revenues from interest occur in relation with receivables. The interest is calculated in proportion to the period lapsed and in terms of the applicable interest rate. It is recognised in relation to the period income.

Financial expenditures are expenditures of financing (expenses of existing interest) and of the negative exchange rate differences.

1.15 Other revenues and expenses

Other revenues represent charged penalties due to early contract terminations and costs of dunning letters as well as other extraordinary items (extraordinary revenues) and other revenues increasing operating profit and loss within the fiscal year in question.

Drugi odhodki so odhodki od parskih izravnav ter druge neobičajne postavke (izredni odhodki) in drugi odhodki, ki v obravnavanem poslovnem letu zmanjšujejo poslovni izid.

1.16 Celotni vseobsegajoči donos

Celotni vseobsegajoči donos poročevalskega obdobja sestoji iz čistega poslovnega izida poročevalskega obdobja in drugega vseobsegajočega donosa, ki vsebuje postavke prihodkov in odhodkov, ki niso pripoznani v poslovnem izidu.

Other expenditures represent expenditures from values rounded up, other extraordinary items (extraordinary expenditures) and other expenditures which decrease the operating profit and loss of the fiscal year.

1.16 Total comprehensive income

The total comprehensive income of the reporting period is comprised of the net operating profit or loss of the reporting period and other comprehensive income which includes items of revenues and expenses not recognised in the profit or loss.

2 SPLOŠNA RAZKRITJA

Poslovno leto je enako koledarskemu.

V posamičnih izkazih družbe Tušmobil so v postavkah izkaza poslovnega izida ter v izkazu bilance stanja prikazani prihodki, odhodki, terjatve in obveznosti do družb v skupini obvladujoče družbe Tuš Holding.

2.1 Tečaj in način preračuna v domačo valuto

Poslovni dogodki v tuji valuti so preračunani v evre po referenčnem tečaju Evropske centralne banke, ki ga objavlja Banka Slovenije na dan poslovnega dogodka. Tečajne razlike med dnem poslovnega dogodka in dnem plačila so pripoznane v izkazu poslovnega izida kot odhodki ali prihodki financiranja. Poslovne terjatve in obveznosti, denarna sredstva, kratkoročne in dolgoročne finančne naložbe ter kratkoročne in dolgoročne finančne obveznosti so preračunane po referenčnem tečaju ECB na dan bilance stanja. Tečajne razlike iz tega naslova so v izkazu poslovnega izida pripoznane kot prihodki ali odhodki financiranja.

2.2 Spremembe računovodskih usmeritev

Družba Tušmobil d. o. o. v letu 2013 v primerjavi z letom 2012 ni spremenila računovodskih usmeritev.

Tušmobil d. o. o. je v letu 2013 izdal imenske obveznice s prilagojeno strukturo odplačevanja glavnice v skladu z amortizacijskim načrtom (ki je objavljen v prospektu za uvrstitev obveznic družbe Tušmobil d. o. o. v trgovanje na organiziranem trgu, objavljenem na spletni strani Ljubljanske borze in na spletni strani družbe Tušmobil d. o. o.), ki so izdane v nematerializirani obliki z oznako TUS01. Obveznice so uvrščene na trg obveznic Ljubljanske borze d. d., Ljubljana. Tušmobil je ob izdaji sprejel zavezo, da do popolnega poplačila vseh obveznosti iz obveznic:

- svojega premoženja ne bo obremenjeval, pri čemer "obremenitev premoženja" pomeni zlasti (vendar ne izključno) vsako ustanovitev zastavne pravice, hipoteke, zemljiškega dolga, z namenom poplačila na nepremičninah in premičninah, vrednostnih papirjih in drugem premoženju, do katerega pride po izdaji obveznic. Za obremenitev premoženja se ne šteje izdaja menic in izvršnic za potrebe tekočega poslovanja;
- s svojim premoženjem ne bo razpolagal izven okvirov rednega poslovanja, razen razpolaganja za tržno protivrednost;
- ne bo prevzemal poroštev ali garancij za obveznosti povezanih družb, povezanih oseb ali tretjih oseb;
- ne bo obremenjeval svojih bodočih prihodkov ali bodočih terjatev s pravicami tretjih oseb,
- ne bo sklepal posojilnih pogodb, v katerih bi nastopal kot posojilodajalec;
- ne bo sklepal aneksov k obstoječim posojilnim pogodbam, v katerih bi nastopal kot posojilojemalec in katerih predmet bi bila sprememba zapadlosti posojila na dan pred poplačilom vseh obveznosti iz obveznic;
- ne bo opravljal kakršnihkoli materialnih statusnih preoblikovanj ali kapitalskih naložb v druge subjekte;
- ne bo izplačeval dividend, vmesnih dividend ali drugih izplačil od delitve dobička;
- ne bo sklepal pravnih poslov, ki bodo za posledico imeli povišanje količnika neto dolg/EBITDA nad 2,5. Neto dolg se izračunava

2 GENERAL DISCLOSURES

A financial year is equal to the calendar year.

Revenues, expenses, receivables and liabilities to companies in the group of the controlling Tuš Holding are disclosed under items of the operating profit and loss account and in the balance sheet of the individual statements of the Tušmobil company.

2.1 Exchange rate and method of conversion to local currency

Operating expenses in a foreign currency are converted to the euro currency in line with the European Central Bank reference rate which is published by the Bank of Slovenia on the day of business event occurrence. The exchange rate differences between the date of the business event and the payment day are recognised in the profit and loss account as either financing expenses or financing revenues. Operating receivables and liabilities, cash, short- and long-term financial investments and short- and long-term financial liabilities are converted on the balance sheet date and in line with the European Central Bank reference rate. The exchange rate differences arising from this item are recognised in the profit and loss account as revenues or expenses of financing.

2.2 Changes made to accounting policies

In 2013, Tušmobil d.o.o. did not change its accounting policies in comparison to 2012.

In 2013, Tušmobil d.o.o. issued registered bonds with an adjusted structure of paying off the principal in line with the depreciation schedule (contained in the prospectus on the listing of the Tušmobil d.o.o. bonds for trading on a regulated market, published on the Ljubljana Stock Exchange and Tušmobil d.o.o. websites), which are (bonds) issued in a book-entry form marked TUS01. The bonds are listed on the bond market of Ljubljanska borza d. d., Ljubljana. Upon the issuing of bonds, Tušmobil accepted the following obligations until the full repayment of all liabilities arising from bonds:

- The company will not encumber its property, whereby "encumbering property" means especially (but not exclusively) any establishment of a lien, mortgage or a land charge with the purpose of repayment on immovable and movable property, securities and other property, which occurs after the issuing of bonds. The issuing of bills of exchange and enforcement drafts for the needs of ongoing operations does not count as encumbering property.
- The company will not avail itself of its property outside the framework of regular business operations, with the exception of using the property as a market counter-value.
- The company will not take over guarantees or securities for liabilities of affiliated companies, affiliated parties or third parties.
- The company will not encumber its future revenues or future receivables with rights of third parties.
- The company will not conclude loan contracts in which it would act as a lender.
- The company will not conclude annexes to existing loan contracts in which it would act as a borrower and the subject of which would be a change in the loan's due date on the day before the repayment of all liabilities arising from bonds should take place.
- The company will not carry out any significant status changes or capital investments in other entities.
- The company will not pay out dividends, interim dividends or other payments from profit sharing.

tako, da se seštejeta kratkoročni in dolgoročni finančni dolg ter odštejejo zgolj denarna sredstva. Količnik se bo izračunaval ob koncu poslovnega leta družbe Tušmobil d. o. o. za leti 2013 in 2014.

Namen izdaje obveznic je bil refinanciranje poslovnih obveznosti Tušmobila, primerno zmanjšanje dolga do največjega upnika (Telekoma Slovenije). V mesecu juliju 2013 je Tušmobil poplačal del dolga do Telekoma Slovenije s sredstvi, prejetimi od obveznic, v višini 5.020.000 evrov. Na dan 6. 8. 2013 je Tušmobil d. o. o. sklenil dodatek k pogodbi o pripoznavi dolga, poroštvu in poplačilu zapadlih obveznosti, na podlagi katerega se je zavezal, da bo preostanek dolga poravnal v desetih trimesečnih obrokih.

2.3 Upravljanje tveganj

Spremembe gospodarskih okoliščin so se odražale tudi v slovenskem gospodarstvu in imele vpliv na posamezna področja tveganj. Aktivno spremljanje dejavnikov ter informacij iz okolja nam je omogočalo, da smo tveganja pravočasno zaznali in jih uspešno obvladovali. Osredotočali smo se na še hitrejšo prepoznavanje tveganj, hiter odzivni čas in proaktivno iskanje ter implementiranje rešitev za izogibanje tveganju oziroma za njegovo zmanjšanje.

Vse aktivnosti obvladovanja tveganj so bile usmerjene tako, da smo:

- pravočasno prepoznavali in ocenjevali tveganja;
- zmanjšali izpostavljenost posameznim vrstam tveganja;
- tveganje prenesli na druge, kjer je mogoče (zavarovanja);
- dosegli višjo predvidljivost ter gotovost denarnih tokov;
- povečali zanesljivost doseganja načrtovanih poslovnih in strateških ciljev.

V letu 2013 smo sprejeli dodatne ukrepe za učinkovitejšo obvladovanje, tako da ocenjujemo, da so tveganja primerno upravljana in da uvedeni ukrepi zagotavljajo njihovo sprejemljivost. Kot ključni smo identificirali dve skupini tveganj, ki smo jim bili izpostavljeni:

- finančna tveganja,
- poslovna tveganja.

FINANČNA TVEGANJA

Obvladujemo jih z namenom zagotavljanja najnižje možne ravni izpostavljenosti posameznim nevarnostim in doseganja stabilnosti finančnega poslovanja. Aktivnosti na tem področju so del vsakodnevnega procesa, kar nam omogoča in zagotavlja hitre ter pravočasne odločitve. Med njimi smo posebej poudarili tveganja, navedena v nadaljevanju.

Kreditno tveganje

Zaradi gospodarske krize se povečuje izpostavljenost podjetij likvidnostnim težavam.

Aktivnosti, ki smo jih izvajali za znižanje tega tveganja, so bile usmerjene na naslednja področja:

- večkratno preverjanje bonitete kupca, spremljanje njegove finančne discipline in kvalitativnih dejavnikov poslovanja;
- razvrščanje kupcev v bonitetni razred;

- The company will not conclude any legal transactions which would result in an increase of the net debt/EBITDA ratio over 2.5. The net debt shall be calculated by adding together the short-term and long-term financial debt, and subtracting only cash and cash equivalent. The ratio will be calculated at the end of Tušmobil d.o.o.'s financial year for 2013 and 2014.

The bonds were issued in order to refinance Tušmobil's operating liabilities and to adequately reduce the debt towards the greatest creditor (Telekom Slovenije). In July 2013, Tušmobil repaid part of its debt to Telekom Slovenije using funds received from bonds, in the amount of €5,020,000. On 6th August 2013, Tušmobil d.o.o. concluded an annex to the contract on acknowledgement of debt, guarantee and repayment of liabilities past due, pursuant to which it undertook to settle the remaining debt in ten instalments paid every three months.

2.3 Risk management

Changes in the economic situation were also reflected in the Slovenian economy and affected individual risk areas. Active monitoring of factors and information coming from our environment enabled us to detect risks on time and manage them successfully. We were focused on even faster recognition of risks, short response time and proactive search as well as the implementation of solutions in order to avoid or minimize risks.

All risk management activities were aimed at

- timely recognition and assessment of risks,
- decreasing exposure to individual risk types,
- transferring risk to others where possible (insurances),
- achieving higher predictability and certainty of cash flows,
- increasing reliability of achieving planned business and strategic objectives.

In 2013, we introduced additional measures for more effective management, and therefore we estimate that risks are suitably managed and that the introduced measures enable their acceptability. We have identified two groups of risks that we were exposed to as being of key importance:

- Financial risks
- Operating risks

FINANCIAL RISKS

We manage financial risks in order to ensure the lowest possible level of exposure to individual threats and to achieve stable financial operations. Activities in this area are part of an everyday process which enables and ensures fast and timely decisions. Among them, we especially pointed out risks mentioned below.

Credit risk

Exposure of companies to liquidity problems is on the rise due to the economic crisis.

The activities we have carried out in order to decrease this risk were directed towards the following areas:

- multiple verifications of the buyer's credit standing, monitoring the buyer's financial discipline and qualitative operating factors,
- classification of buyers in credit standing groups,

- pridobitev ustreznega zavarovanja za utrditev sodelovanja;
- aktivno spremljanje vseh terjatev iz poslovanja (po starosti, enotah, kakovosti, kupcih);
- spremljanje možne izpostavljenosti do posameznega kupca;
- redno posluževanje nabora instrumentov izterjave;
- sistem blokad za izvajanje sistematičnega in aktivnega procesa izterjave;
- izterjava prek elektronskega vlaganja izvršb, kar je pospešilo poplačilo terjatev;
- redni sestanki in takojšnje ukrepanje, če pride do odstopanj.

Likvidnostno tveganje oziroma tveganje plačilne sposobnosti

Za obvladovanje likvidnostnega tveganja, ki se kaže v nezmožnosti zagotavljanja zadostnih finančnih virov za tekoče poravnavanje obveznosti, smo v letu 2013 tekoče načrtovali in upravljali s finančnimi sredstvi, tako da smo:

- dnevno načrtovali denarne tokove;
- usklajevali ročnost terjatev in obveznosti;
- se osredotočali na dejavnike, povezane s plačilno nedisciplino;
- pravočasno zaznavali odmike in določali likvidnostne ukrepe.

Primerna struktura virov in možnost obročnega odplačevanja obveznosti pa sta nam omogočali uravnavanje likvidnostnega tveganja. Obveznosti do upnikov poravnavamo pretežno tekoče. Z največjim upnikom je družba že oblikovala model, v skladu s katerim bi lahko poravnala zapadle obveznosti. Tekoče obveznosti družba poravnava tekoče, od decembra 2013 pa zapadle obveznosti že zmanjšuje z rednimi mesečnimi plačili.

Valutno tveganje

Funkcionalna valuta družbe v letu 2013 je bil evro. Le majhen delež transakcij se izvaja v drugih valutah, zato valutno tveganje za družbo nima bistvenega pomena.

Obrestno tveganje

Obrestnemu tveganju, ki ga opredeljujemo kot tveganje spremembe višine tržnih obrestnih mer, smo izpostavljeni pri najetih posojilih z variabilno obrestno mero, vezano na euribor. Ta je podvržena tržnemu nihanju, kar lahko vpliva na stroške financiranja. Da smo se izognili velikim nihanjem, smo del pogodb sklenili s fiksno obrestno mero in tako znižali tveganje spremembe obrestnih mer.

POSLOVNA TVEGANJA

Poslovna tveganja so povezana z uspešnim uresničevanjem naše kratkoročne in dolgoročne strategije z vidika zagotavljanja načrtovanih prihodkov in rezultatov ter z ohranjanjem vrednosti premoženja in ugleda. Obvladovali smo jih z izvajanjem vseh aktivnosti kriznega menedžmenta po naslednjih skupinah:

- **Tržno tveganje in tveganje zmanjšanja kupne moči** - konkurenca na področju telekomunikacijskih storitev je močna, vsi ponudniki se trudijo pridobiti čim več uporabnikov, zato smo tveganja ocenjevali s spremljanjem ponudbe konkurence in gospodarske situacije, saj je tveganje odvisno predvsem od potrošnikov. Spremljali smo tudi želje naših kupcev in pridobivali neposredne povratne informacije, da smo lahko ponudbo prilagodili njihovim željam in potrebam.

- obtaining suitable insurance in order to consolidate co-operation,
- active monitoring of all operating receivables (by age, units, quality, buyers),
- monitoring of possible exposure in relation to a particular buyer,
- regular use of a range of recovery instruments,
- a system of blockings designed with the purpose of implementing a systematic and active recovery process,
- recovery via electronic submissions of executions which speeded up the repayment of receivables,
- regular meetings and immediate action in cases of deviation.

Liquidity or insolvency risk

In order to manage the liquidity risk which is seen as inability to ensure adequate financial resources for the regular settlement of liabilities, we planned and managed cash on a daily basis in 2013 by:

- planning cash flows on a daily basis,
- harmonising maturity of receivables and liabilities,
- focusing on factors related to the lack of payment discipline,
- detecting deviations on time and determining liquidity-related measures.

A suitable structure of resources and the possibility of repaying our liabilities in instalments enabled us to balance the liquidity risk. Our creditors are mainly paid on a regular basis. The company has already designed a model in cooperation with the largest creditor, which would allow Tušmobil to settle the overdue liabilities. The open liabilities are regularly settled by Tušmobil and the overdue liabilities are being decreased since December 2013 through regular monthly payments.

Currency risk

The company's operating currency in 2013 was the euro. Only a small share of transactions was implemented in other currencies and the foreign exchange risk therefore had no significant relevance for the company.

Interest rate risk

We are exposed to the interest rate risk, which we define as the risk of change in the amount of market interest rates, with leased loans having a variable interest rate bound to the Euribor rate. The variable interest rate is subject to market fluctuations which can affect the costs of financing. With the aim of avoiding major fluctuations, we concluded some contracts with a fixed interest rate, thus lowering the risk of changes in the interest rates.

OPERATING RISKS

Operating risks are associated with successful realisation of both our short-term as well as long-term strategies from the aspect of ensuring the planned revenues and results, and by preserving the value of our property and reputation. We managed them by implementing all risk management activities by the following groups:

- **Market risks and the risk of decreasing purchasing power** - Competition in the telecommunication service is strong, with all providers aiming to attract as many users as possible. For this reason, risks were assessed by monitoring the offerings provided by our competitors and the economic situation, since risks depend mostly on consumers. We also regularly monitored the wishes of our customers and obtained direct feedback so that we were able to adapt our offering to their requirements.

- **Tveganje sprememb nabavnih cen** smo obvladovali z nabavnimi pogodbami, kjer smo konkretne postavke natančno opredelili.
- **Tveganje nepravočasne dobave oziroma opravljene storitve** - gre za tveganje, da dobavitelj ne dobavi blaga ali opravi storitve v dogovorjenem roku. Nevarnosti, ki smo jih ocenjevali, so nedoseganje časovnega roka dokončanja investicije, izguba dobrega imena, oportunitetni stroški. Da bi se izognili temu tveganju, smo v nabavnih pogodbah opredelili pogodbene kazni za primer nepravočasno opravljenih storitev.

Informacijsko tveganje je povezano z zagotavljanjem zaupnosti, varnosti in razpoložljivosti informacij, zato redno sledimo zakonskim zahtevam s področja varovanja informacij in izboljšujemo informacijski sistem.

Pravno tveganje izhaja z vidika, da pogodbe ne bodo realizirane na način, kot je bilo dogovorjeno. Govorimo bodisi o tveganju nepopolne dokumentacije, tveganju varnosti in zaupnosti posla. S tem se srečamo takoj, ko sklenemo dogovor oziroma pogodbo s poslovnim partnerjem. Pravno tveganje izločamo na več načinov, in sicer tako, da z dostopom do pravnih aktov preverimo informacije, uporabimo pravno svetovanje; še posebej takrat, ko sodelujemo s tujimi strankami, pa pridobimo tudi podatke o tuji pravni podlagi in pravna mnenja tujih strokovnjakov.

Davek iz dobička in odloženi davek

Davek od dobička oziroma izgube poslovnega leta obsega odmerjeni in odloženi davek. Davek od dobička se izkaže v izkazu poslovnega izida kot odhodek, razen v tistem delu, v katerem se nanaša na postavke, ki se izkazujejo neposredno v kapitalu, in se zato izkazuje med kapitalom.

Odmerjeni davek je davek, ki bo plačan od obdavčljivega dobička za poslovno leto ob uporabi davčnih stopenj, uveljavljenih na datum bilance stanja, in morebitne prilagoditve davčnih obveznosti v povezavi s preteklimi poslovnimi leti.

Pri izkazovanju odloženega davka se uporablja metoda obveznosti po bilanci stanja na osnovi začasnih razlik med knjigovodskimi in davčnimi vrednostmi posameznih sredstev in obveznosti. Znesek odloženega davka temelji na pričakovanem načinu povrnitve oziroma poravnave knjigovodske vrednosti sredstev in obveznosti ob uporabi davčnih stopenj, uveljavljenih na datum bilance stanja, oziroma davčnih stopenj obdobja, v katerem se pričakuje odprava terjatve ali obveznosti za odložene davke.

Odložena terjatev za davek se pripozna samo v obsegu, za katerega obstaja verjetnost, da bo na razpolago prihodnji obdavčljivi dobiček, v breme katerega bo v prihodnje mogoče uporabiti odloženo terjatev. Odložene terjatve za davek se zmanjšujejo za znesek, za katerega ni več verjetno, da bo mogoče uveljaviti davčno olajšavo, povezano s sredstvom.

Proaktivno zaznavanje in predvidevanje možnosti, ki bi lahko tvegano vplivale na naše poslovanje, nam omogočata učinkovito upravljanje s tveganji podjetja. Z varovalnimi mehanizmi v procesih načrtovanja, izvajanja in spremljanja strategij se izogibamo nepotrebnim nevarnostim, zato vodstvo ocenjuje, da so uvedeni in izvedeni ukrepi takšni, da zagotavljajo nizko stopnjo tveganosti poslovanja.

- We managed **the risk of changes in purchase prices** by means of purchase agreements whereby concrete items were precisely defined.
- **The risk of untimely deliveries or services rendered** - this is the risk of the supplier not delivering goods or rendering services within the agreed period of time. The threats we assessed included failure to meet the deadline set for the completion of an investment, the loss of goodwill, and opportunity costs. In order to avoid this risk, we defined, in the purchase agreements, the contractual penalties applicable in the event of services not being rendered on time.

Information risk is related to providing information confidentiality, security and availability. For this reason, we regularly monitor statutory requirements in data protection and improve our IT system.

Legal risk arises from the aspect of agreements not being realised as agreed. Here, the present types of risks are mainly the risk of incomplete documentation and the risk to transaction security and confidentiality. We encounter this risk as soon as an agreement or a contract is concluded with a business partner. Legal risks can be excluded in several ways, by verifying information upon accessing legal documents, by using legal counselling, and by acquiring information on foreign legal foundations and legal opinions of foreign experts, especially when we work with foreign clients.

Income tax and deferred tax

The tax on profit/loss of the financial year comprises the assessed and deferred tax. The income tax is disclosed in the profit and loss account as an expense, except in cases where it refers to items which are disclosed directly in equity and is therefore disclosed there.

Assessed tax is the tax which will be paid from the taxable profit for the financial year while using tax rates in force on the balance sheet date, and any adjustments of tax liabilities in relation to previous financial years.

In disclosing the deferred tax, the balance sheet liability method is used on the basis of temporary differences between the accounting values and tax values of specific assets and liabilities. The deferred tax amount is based on the expected method of refund or settlement of the accounting value of assets and liabilities while using tax rates in force on the balance sheet date or tax rates from the period in which the elimination of the receivable or deferred tax liability is expected.

The deferred tax receivable is recognised only to the extent to which it is likely that future taxable profit will be available to charge for deferred receivables used in the future. The deferred tax receivables are decreased by the amount for which it is no longer likely that it would be possible to assert an asset-related tax relief.

Proactive detection and anticipation of possibilities which could pose a risk for our business operations enable us to manage company risks effectively. We avoid any unnecessary threats by means of protective mechanisms integrated in the processes of planning, implementing and monitoring strategies. The Management therefore estimates that the introduced and implemented measures are sufficient for ensuring a low level of risk in operations.

2.4 Poročilo o poslih družbe TUŠMOBIL d. o. o. v skupini obvladujoče družbe

Skupino obvladujoče družbe Tuš Holding d. o. o., Celje, ki je nadrejena družba družbi TUŠMOBIL d. o. o., na dan 31. 12. 2013 sestavljajo naslednje družbe:

2.4 Report on TUŠMOBIL d.o.o. transactions within the controlling company's Group

As at 31st December 2013, the group of Tuš Holding d.o.o. Celje controlling company, which is superior to TUŠMOBIL d.o.o., consisted of the following companies:

Družba / Company	Država podjetja / Country	Lastniški delež od leta / Equity stake since	Odstotek udeležbe na dan / Interest percentage as at 31. 12. 13
Podjetja v skupini obvladujoče družbe Tuš Holding / Companies in the Group controlled by Tuš Holding			
TUŠ HOLDING d. o. o. Celje	Slovenija / Slovenia	2006	Lastnik / Owner g. / Mr. Mirko Tuš
SKUPINA ENGROTUŠ / ENGROTUŠ GROUP			Lastnik / Owner Tuš Holding d. o. o. Celje
Engrotuš d. d., Celje	Slovenija / Slovenia	2008	100%
Tuš Trade d. o. o., Bihać	BIH / Bosnia and Herzegovina	2008	100%
Tuš Trade d. o. o., Beograd	Srbija / Serbia	2007	100%
Tuš Trejd d. o. o. e.l., Skopje	Makedonija / Macedonia	2008	100%
Tuš Nepremičnine d. o. o., Celje	Slovenija / Slovenia	2011	100%
Tuš d. o. o. Beograd	Srbija / Serbia	2008	100%
Tuš d. o. o. Bihać	BIH / Bosnia and Herzegovina	2008	100%
Tuš d. o. o. e. l., Skopje	Makedonija / Macedonia	2007	100%
Tuš Trading d. o. o. e. l., Skopje	Makedonija / Macedonia	2011	100%
Projeto d. o. o., Celje	Slovenija / Slovenia	2010	100%
Agro fin d. o. o., Celje	Slovenija / Slovenia	2010	100%
Agro plus d. o. o., Celje	Slovenija / Slovenia	2011	100%
TUŠMOBIL d. o. o. Ljubljana	Slovenija / Slovenia	2008	Lastnik / Owner Tuš Holding d. o. o. Celje

Povezana družba / Affiliated company	Promet terjatev z DDV v letu 2013 / The 2013 turnover in receivables, with VAT	Promet terjatev z DDV v letu 2013 / Balance in receivables as at 31st December 2013	Promet obveznosti z DDV v letu 2013 / The 2013 turnover in liabilities, with VAT	Stanje poslovnih obveznosti 31. 12. 2013 / Operating liabilities as at 31st December 2013	Stanje finančnih obveznosti 31. 12. 2013 / Financial liabilities as at 31st December 2013
Tuš Holding d. o. o.	119.257	110.088	20.624	847.248	5.487.467
Engrotuš d. d.	3.224.279	867.791	252.876	23.329	-
TUŠ Nepremičnine d. o. o.	139.307	119	363.590	19.481	-
Skupaj / Total:	3.482.843	977.998	637.090	890.058	5.487.467

V izkazih družbe TUŠMOBIL d. o. o. so v postavkah izkaza poslovnega izida ter v izkazu bilance stanja prikazani prihodki, odhodki, terjatve in obveznosti do družb v skupini obvladujoče družbe Tuš Holding.

Kot del skupine družba TUŠMOBIL d. o. o. določene storitve opravlja za povezane osebe iz skupine in jih prejema od njih. Družba opravlja storitve, povezane s telekomunikacijami. Poleg tega je družba drugim družbam v skupini zaračunavala tudi stroške poslovnih in tehničnih storitev.

Pri povezanih družbah je imela v najemu trgovine, prostor za bazne postaje, najemala je poslovne in tehnične storitve ter nabavljala blago in material.

Pomemben del stroškov družbe TUŠMOBIL d. o. o. pa so stroški obresti na posojilo, prejeto od Tuš Holdinga.

Vse transakcije s povezanimi osebami so bile opravljene na tržnih osnovah. Tušmobil d. o. o. je v letu 2013 z družbami v skupini posloval v skladu z Zakonom o finančnem poslovanju podjetij in je

Revenues, expenses, receivables and liabilities to companies in the group of the controlling Tuš Holding company are disclosed under items of the operating profit and loss account and in the balance sheet of the individual statements of the Tušmobil company.

As part of the Group, TUŠMOBIL d.o.o. renders certain services to and receives them from the affiliated parties in the Group. The company renders telecommunications-related services. In addition, the company charged other Group companies for costs related to business and technical services.

With affiliated companies, it leased stores, room for base stations, and business and technical services as well as purchased goods and material from them.

An important part of TUŠMOBIL d.o.o.'s costs is represented by costs of interest generated on the loan received from Tuš Holding.

All transactions with affiliated parties were conducted on the basis of the market situation. In 2013, Tušmobil d.o.o. conducted business with Group companies in line with the Financial Transactions of

za vse posle dobil ustrezno plačilo in nikoli ni bil prikrajšan, prav tako pa ni bilo pomembnih transakcij, ki niso bile opravljene pod običajnimi tržnimi pogoji.

Računovodski izkazi družbe TUŠMOBIL se vključujejo v konsolidirane računovodske izkaze Skupine Tuš Holding. Konsolidirano letno poročilo družbe Tuš Holding je mogoče pridobiti na sedežu družbe Tuš Holding d. o. o., Resljeva ulica 16, 3000 Celje.

2.5 Razkritje prejemkov posloводства in zaposlenih na podlagi individualne pogodbe

Skupni znesek vseh prejemkov, ki so jih za opravljanje nalog v družbi v poslovnem letu prejeli člani posloводства, drugi delavci družbe, zaposleni na podlagi pogodbe, za katero ne velja tarifni del kolektivne pogodbe v družbi Tušmobil d. o. o.

Enterprises Act and received appropriate payment for all transactions, nor was Tušmobil ever deprived in any way. What is more, all important transactions were conducted under standard market conditions.

TUŠMOBIL's financial statements are included in consolidated financial statements of the Tuš Holding Group. The consolidated Tuš Holding annual report is available at the registered office of Tuš Holding d.o.o., Resljeva ulica 16, SI-3000 Celje.

2.5 Disclosure of Management's receipts and the receipts of those employed on the basis of individual agreements

The total amount of all receipts received for rendering the company tasks in the financial year by members of the Management, other company employees and employees working on the basis of agreements for which the tariff part of the collective agreement does not apply, all employed in Tušmobil d.o.o.

Postavka v EUR / Item in EUR	Število članov / Number of members	Bruto plača - fiksni in variabilni del / Gross salary - fixed and variable part	Regres za letni dopust in jubilejne nagrade / Annual leave and jubilee rewards pay	Drugi prejemki in bonitete / Other receipts and benefits	Skupaj prejemki / Total receipts
Skupine oseb / Groups of persons					
Zaposleni na podlagi individualnih pogodb o zaposlitvi / Employees working on the basis of individual employment agreements	2	167.984	1.600	26.154	195.738

Družba Tušmobil je v letu 2007 izdala poročstvo za prejeti kredit g. Mirku Tušu, ki na dan 31. 12. 2013 znaša 779.210 evrov. Za opravljanje funkcije nadzornega sveta člani niso dobili nobenih prejemkov. Družba v poslovnih knjigah nima evidentiranih terjatev ter obveznosti do posloводства in članov nadzornega sveta.

In 2007, Tušmobil issued a security for a loan received by Mirko Tuš, with the loan amounting to €779,210 as at 31st December 2013. The Supervisory Board members received no income arising from their SB function. In the accounting books, the company records no receivables or liabilities towards the Management and Supervisory Board members.

2.6 Revizija

V okviru stroškov storitev so izkazani tudi stroški storitev, ki jih je opravila revizijska hiša Ernst & Young d. o. o., v znesku 17.000 evrov, ki se v celoti nanašajo na revidiranje letnega poročila. Revizijska hiša Ernst & Young d. o. o. za družbo Tušmobil ni opravljala drugih storitev.

2.6 Auditing

The costs of services rendered by the Ernst & Young d.o.o. auditing company in the amount of €17,000, which refer in their entirety to the auditing of the annual report, are also disclosed under the costs of services. No other services were rendered for Tušmobil by the Ernst & Young d.o.o. auditing company.

2.7 Druga razkritja

Družba v prilogah k računovodskim izkazom navaja pomembna razkritja, ki so potrebna za pošteno predstavitev, vendar ne razkriva tistih podatkov, katerih objava bi lahko povzročila družbi škodo.

2.7 Other disclosures

In attachments to the financial statements, the company states relevant disclosures which are necessary for an honest presentation, but it does not reveal information the publication of which could cause damage to the company.

2.8 Dogodki po datumu balance

Po datumu balance stanja 31. 12. 2013 do zaključka revizije ni bilo nobenih dogodkov, ki bi pomembno vplivali na računovodske izkaze za leto 2013.

2.8 Events occurring after the balance sheet date

After the balance sheet date, which is 31st December 2013, there were no other events recorded by the conclusion of the auditing that would significantly affect the 2013 financial statements.

Letno poročilo je posloводство odobrilo dne **28. 3. 2014**.

The annual report was approved by the Management on **28th March 2014**.

3 POJASNILA IN RAZKRITJA K BILANCI STANJA

3.1 Neopredmetena sredstva in dolgoročne aktivne časovne razmejitve

Neopredmetena sredstva po vrstah

3 NOTES AND DISCLOSURES TO THE BALANCE SHEET

3.1 Intangible assets & long-term deferred expenses and accrued revenues

Intangible assets by type

Postavka v EUR / Item in EUR	31. 12. 2013		31. 12. 2012	
A.I. Neopredmetena sredstva in dolgoročne AČR (1 + 2 + 3 + 4 + 5) / Intangible assets and long-term deferred costs (1 + 2 + 3 + 4 + 5)	8.761.958		9.978.181	
1. Dolgoročne premoženjske pravice / Long-term property rights	6.533.711		7.501.965	
2. Dobro ime / Goodwill	-		-	
3. Dolgoročno odloženi stroški razvijanja / Long-term deferred development costs	-		-	
4. Druga neopredmetena sredstva / Other intangible assets	-		-	
5. Druge dolgoročne AČR / Other long-term deferred costs	2.228.247		2.476.216	

Gibanje neopredmetenih sredstev družbe TUŠMOBIL d. o. o. v letu 2013

Movement of intangible fixed assets of TUŠMOBIL d.o.o. in 2013

Postavka v EUR / Item in EUR	Dolgoročne premoženjske pravice / Long term property rights	Neopred. sredstva v finančnem najemu / Finance leasing of intangible assets	Druga neopred. sredstva / Other intangible assets	Neopred. sredstva v pridobivan. / Intangible assets in acquisition	Predujmi za neopred. sredstva / Advances for intangible assets	Skupaj / Total
NABAVNA VREDNOST / COST						
Stanje / Balance as at 1. 1. 2013	23.267.755	68.780	-	111.907	-	23.448.442
Pridobitve, aktiviranja / Acquisition, put to use	1.699.223	749.998	0	0	0	2.449.221
Odtujitve, odpisi / Disposals, Writte offs	-15.028	-4.280	0	0	0	-19.308
Prerazporeditev / Rearrangement	0	0	0	0	0	-
Prenos / Transfer	176.407	-64.500	0	-111.907	0	-
Stanje / Balance as at 31. 12. 2013	25.128.357	749.998	-	0	-	25.878.355
POPRAVEK VREDNOSTI / ACCUMULATED AMORTIZATION						
Stanje/ Balance as at 1. 1. 2013	15.899.226	47.251	-	-	-	15.946.477
Odtujitve, odpisi / Disposals	-6.241	-2.568	0	0	0	-8.809
Amortizacija in prenos med stroške / Amortization	3.306.563	83.025	0	0	0	3.389.588
Prerazporeditev / Reclassification	17.388	0	0	0	0	17.388
Prenos / Transfer	52.707	-52.707	0	0	0	-
Stanje / Balance as at 31. 12. 2013	19.269.643	75.001	-	-	-	19.344.644
NEODPISANA VREDNOST / CARRYING AMOUNT						
Stanje / Balance as at 1. 1. 2013	7.368.529	21.529	-	111.907	-	7.501.965
Stanje / Balance as at 31. 12. 2013	5.858.714	674.997	-	0	-	6.533.711

Povečanje neopredmetenih sredstev predstavlja predvsem nabava programske opreme v vrednosti 251.572 evrov, nakup radijskih frekvenc v vrednosti 496.548 evrov in dograjevanje sistema za mobilne telekomunikacije v vrednosti 951.103 evre. Povečanje neopredmetenih sredstev v finančnem najemu je vezano na sistem za mobilne telekomunikacije.

Družba nima hipotekarnih obvez zaradi nakupa dolgoročno neopredmetenih sredstev oziroma sredstva niso zastavljena.

The increase in intangible assets is mainly the result of purchasing software in the amount of €251,572 and radio frequencies in the amount of €496,548, and upgrading the mobile telecommunications system in the amount of €951,103. The increase in intangible assets in financial lease refers to the mobile telecommunications system.

The company has no mortgage obligations that would arise from the purchase of long-term intangible assets, i.e. the assets have not been pledged.

Gibanje neopredmetenih sredstev družbe TUŠMOBIL d. o. o. v letu 2012 Movement of intangible fixed assets of TUŠMOBIL d.o.o. in 2012

Postavka v EUR / Item in EUR	Dolgoročne premož. pravice / Long term property rights	Neopred. sredstva v finančnem najemu / Finance leasing of intangible assets	Druška neopred. sredstva / Other intangible assets	Neopred. sredstva v pridobivanju / Intangible assets in acquisition	Predujmi za neopred. sredstva / Advances for intangible assets	Skupaj / Total
NABAVNA VREDNOST / COST						
Stanje / Balance as at 1. 1. 2012	22.365.932	183.751	-	-	-	22.549.683
Pridobitve, aktiviranja / Acquisition, put to use	793.676	3.247	-	111.907	-	908.830
Odtujitve, odpisi / Disposals, Writte offs	-10.071	-	-	-	-	-10.071
Prerazporeditev	-	-	-	-	-	-
Prenos / Transfer	118.218	-118.218	-	-	-	-
Stanje / Balance as at 31. 12. 2012	23.267.755	68.780	-	111.907	-	23.448.442
POPRAVEK VREDNOSTI / ACCUMULATED AMORTIZATION						
Stanje/ Balance as at 1. 1. 2012	11.928.308	89.172	-	-	-	12.017.480
Odtujitve, odpisi / Disposals	-8.230	-	-	-	-	-8.230
Amortizacija in prenos med stroške / Amortization	3.905.966	31.261	-	-	-	3.937.227
Prerazporeditev / Reclassification	-	-	-	-	-	-
Prenos / Transfer	73.182	-73.182	-	-	-	-
Stanje / Balance as at 31. 12. 2012	15.899.226	47.251	-	-	-	15.946.477
NEODPISANA VREDNOST / CARRYING AMOUNT						
Stanje / Balance as at 1. 1. 2012	10.437.624	94.579	-	-	-	10.532.203
Stanje / Balance as at 31. 12. 2012	7.368.529	21.529	-	111.907	-	7.501.965

Gibanje dolgoročnih AČR družbe TUŠMOBIL d. o. o. v letu 2013 Movement of long-term deferred expenses and accrued revenues of TUŠMOBIL d.o.o. in 2013

Postavka v EUR / Item in EUR	Usredstveni stroški prodajnih spodbud / Capitalised costs of sales incentives	Ostali dolgoročno odloženi stroški / Other long-term deferred costs	Skupaj / Total
Stanje / Balance as at 1. 1. 2012	2.061.353	414.863	2.476.216
Povečanje / Increase	9.176.643	5.127	9.181.770
Amortizacija / Amortization	-	-94.352	-94.352
Prenos med stroške / Transfer to costs	-3.356.618	-100.212	-3.456.830
Prevrednotenje, odpis, odtujitev / Capital revaluation	-	-625	-625
Prenos / Transfer	-5.865.535	-12.397	-5.877.932
Stanje / Balance as at 31. 12. 2013	2.015.843	212.404	2.228.247

Povečanje dolgoročnih AČR predstavljajo predvsem usredstveni stroški prodajnih spodbud v vrednosti 9.176.643 evrov.

The increase of long-term deferred expenses and accrued revenues is primarily represented by capitalized expenses of sales incentives in the amount of €9,176,643.

Prenos dolgoročnih aktivnih časovnih razmejitev v znesku 5.865.535 evrov predstavlja prenos kratkoročnega dela subvencioniranja telefonskih aparatov na kratkoročne aktivne časovne razmejitve.

The transfer of long-term deferred expenses and accrued revenues in the amount of €5,865,535 represents the transfer of the short-term part of subsidizing telephone appliances to short-term deferred expenses and accrued revenues.

Gibanje dolgoročnih AČR družbe TUŠMOBIL d. o. o. v letu 2012

Movement of long-term deferred expenses and accrued revenues of TUŠMOBIL d.o.o. in 2012

Postavka v EUR / Item in EUR	Usredstveni stroški prodajnih vzpodbud / capitalized expenses of sales incentives	Ostali dolgoročno odloženi stroški / Other long-term deferred costs	Skupaj / Total
Stanje / Balance as at 1. 1. 2012	1.270.522	583.118	1.853.640
Povečanje / Increase	9.241.312	35.904	9.277.216
Amortizacija / Amortization		-131.584	-131.584
Prenos med stroške / Transfer to costs	-3.213.113	-48.955	-3.262.068
Prevrednotenje, odpis / Revaluation, write-off		-11.266	-11.266
Prenos / Transfer	-5.237.368	-12.354	-5.249.722
Stanje / Balance as at 31. 12. 2012	2.061.353	414.863	2.476.216

3.2 Opredmetena osnovna sredstva

3.2 Tangible fixed assets

Opredmetena osnovna sredstva po vrstah

Tangible fixed assets by type

Postavka v EUR / Item in EUR		
	31. 12. 2013	31. 12. 2012
A.II. Opredmetena osnovna sredstva (1 + 2 + 3 + 4) / Property, plant and equipment (1 + 2 + 3 + 4)	26.523.084	29.433.227
1. Zemljišča in zgradbe / Land and buildings	-	-
a) Zemljišča / Land	-	-
b) Zgradbe / Buildings	-	-
2. Proizvajalne naprave in stroji / Machinery and plant	-	-
3. Druge naprave in oprema / Other plant and equipment	23.699.869	26.854.964
4. Opredmetena osnovna sredstva, ki se pridobivajo / Property, plant and equipment being acquired	2.823.215	2.578.263
a) Opredmetena osnovna sredstva v gradnji in izdelavi / Property, plant and equipment under construction	2.763.626	2.578.263
b) Predujmi za pridobitev opredmetenih osnovnih sredstev / Advances for acquisition of property, plant and equipment	59.589	-

Pri opredmetenih osnovnih sredstvih v gradnji in izdelavi gre za investicije v izgradnjo baznih postaj, investicijski material v skladišču, ki je prav tako namenjen za izgradnjo omrežja, in naložbe v IT-opremo, ki je povezana z baznimi postajami.

Tangible fixed assets in construction and production are investments in the construction of base stations, investment material in the warehouse which is also intended for the construction of the network, and investments in IT equipment related to the base stations.

Gibanje opredmetenih osnovnih sredstev družbe TUŠMOBIL d. o. o. v letu 2013

Movement of tangible fixed assets of TUŠMOBIL d.o.o. in 2013

Postavka v EUR / Item in EUR	Oprema in drobní inventar / Equipment	Oprema v finančnem najemu / Finance leasing of equipment	Stroški razgradnje baznih postaj / Costs of base station dismantlement	Vlaganja v tuja osnovna sredstva / Investments in fixed assets owned by others	Oprema v pridobivanju / Equipment in acquisition	Predujmi za pridob. opredm. osn. sred. / Advances for assets	Skupaj / Total
NABAVNA VREDNOST / COST							
Stanje / Balance as at 1. 1. 2013	53.940.042	2.110.767	1.609.420	1.076.300	2.718.989	-	61.455.518
Pridobitve, aktiviranja / Acquisition, put to use	1.036.389	945.916	78.480	-	804.736	59.589	2.925.110
Odtujitve, odpisi / Disposals, Writte offs	-1.617.900	-52.564	-8.850	-	-	-	-1.679.314
Prerazporeditev / Rearrangement	-	-	-	-	-	-	-
Prenos / Transfer	2.502.989	-2.023.246	-	76.165	-555.908	-	-
Stanje / Balance as at 31. 12. 2013	55.861.520	980.873	1.679.050	1.152.465	2.967.817	59.589	62.701.314
POPRAVEK VREDNOSTI / ACCUMULATED AMORTIZATION							
Stanje/ Balance as at 1. 1. 2013	29.730.580	1.234.017	365.885	551.083	140.726	-	32.022.291
Odtujitve, odpisi / Disposals	-1.474.027	-26.563	-3.425	-	-	-	-1.504.015
Amortizacija in prenos med stroške / Amortization	5.063.749	328.491	108.389	95.860	-	-	5.596.489
Prevrednotenje / Revaluation	-	-	-	-	63.465	-	63.465
Prenosi / Transfers	1.375.335	-1.451.500	-	76.165	-	-	-
Stanje / Balance as at 31. 12. 2013	34.695.637	84.445	470.849	723.108	204.191	-	36.178.230
NEODPISANA VREDNOST / CARRYING AMOUNT							
Stanje / Balance as at 1. 1. 2013	24.209.462	876.750	1.243.535	525.217	2.578.263	-	29.433.227
Stanje / Balance as at 31. 12. 2013	21.165.883	896.428	1.208.201	429.357	2.763.626	59.589	26.523.084

Večje investicije v opredmetena osnovna sredstva predstavljajo:

- oprema: investicije v izgradnjo baznih postaj v vrednosti 696.057 evrov, telekomunikacijska oprema v vrednosti 231.910 evrov;
- oprema v finančnem najemu: telekomunikacijska oprema v vrednosti 750.002 evra, računalniška oprema v vrednosti 195.814 evrov;
- oprema v pridobivanju: gre za investicije v izgradnjo baznih postaj, investicijski material v skladišču, ki je prav tako namenjen za izgradnjo omrežja, in naložbe v IT-opremo, ki je povezana z baznimi postajami, v vrednosti 804.736 evrov.

Prenos iz opreme v finančnem najemu v opremo, drobní inventar in vlaganja je nastal zaradi zaključenih finančnih lizingov in prenosa lastninskih pravic na družbo Tušmobil.

Družba nima hipotekarnih obvez zaradi nakupa opredmetenih osnovnih sredstev oziroma sredstva niso zastavljena. V letu 2012 in 2013 družba ni kapitalizirala obresti od prejetih posojil.

Major investments in tangible fixed assets are represented by:

- Equipment: Investments in the construction of base stations in the amount of €696,057, telecommunication equipment in the amount of €231,910
- Equipment under financial lease: telecommunication equipment in the amount of €750,002 and IT equipment in the amount of €195,814
- Equipment in the process of acquisition: These are investments in the construction of base stations, investment material in the warehouse which is also intended for the construction of a network, and investments in IT equipment related to the base stations, all in the amount of €804,736.

The transfer from equipment in financial lease to equipment, small tools and investments occurred due to completed financial leases and transfer of ownership rights to Tušmobil.

The company has no mortgage obligations that would arise from the purchase of tangible fixed assets, i.e. the assets have not been pledged. In 2012 and 2013, the company did not capitalize on interest arising from received loans.

Gibanje opredmetenih osnovnih sredstev družbe TUŠMOBIL d. o. o. v letu 2012

Movement of tangible fixed assets of TUŠMOBIL d.o.o. in 2012

Postavka v EUR / Item in EUR	Oprema in drobn inventar / Equipment	Oprema v finančnem najemu / Finance leasing of equipment	Stroški razgradnje baznih postaj / Costs of base station dismantlement	Vlaganja v tuja osnovna sredstva / investments in foreign fixed assets	Oprema v pridobivanju / Equipment in aquisition	Predujmi za pridob. opredm. osn. sred. / Advances for assets	Skupaj / Total
NABAVNA VREDNOST / COST							
Stanje / Balance as at 1. 1. 2012	49.761.596	2.847.848	1.420.240	1.070.927	3.449.593	-	58.550.204
Pridobitve, aktiviranja / Acquisition, put to use	2.373.038	38.967	198.000	5.373	488.244	-	3.103.622
Odtujitve, odpisi / Disposals, Writte offs	-168.763	-18.628	-8.820	-	-2.097	-	-198.308
Prerazporeditev / Redistribution	-	-	-	-	-	-	-
Prenos / Transfer	1.974.171	-757.420	-	-	-1.216.751	-	-
Stanje / Balance as at 31. 12. 2012	53.940.042	2.110.767	1.609.420	1.076.300	2.718.989	-	61.455.518
POPRAVEK VREDNOSTI / ACCUMULATED AMORTIZATION							
Stanje/ Balance as at 1. 1. 2012	22.751.219	1.293.962	266.366	455.357	74.502	-	24.841.406
Odtujitve, odpisi / Disposals	-154.729	-9.606	-1.921	0	0	-	-166.256
Amortizacija in prenos med stroške / Amortization	6.580.888	492.321	101.440	95.726	0	-	7.270.375
Prevrednotenje / Revaluation	10.542	0	0	0	66.224	-	76.766
Prenosi / Transfers	542.660	-542.660	0	0	0	-	-
Stanje / Balance as at 31. 12. 2012	29.730.580	1.234.017	365.885	551.083	140.726	-	32.022.291
NEODPISANA VREDNOST / CARRYING AMOUNT							
Stanje / Balance as at 1. 1. 2012	27.010.377	1.553.886	1.153.874	615.570	3.375.091	-	33.708.798
Stanje / Balance as at 31. 12. 2012	24.209.462	876.750	1.243.535	525.217	2.578.263	-	29.433.227

3.3 Dolgoročne finančne naložbe

Gibanje dolgoročnih finančnih naložb v letu 2013 v družbi

3.3 Long-term financial investments

Movement of long-term financial investments in the company in 2013

Postavka v EUR / Item in EUR	Delnice in deleži v družbah v skupini / Shares and interests in the Group	Druge dolgoročne finančne naložbe / Other long-term financial investments	Dolgoročna posojila družbam v skupini / Long-term loans to Group companies	Dolgoročna posojila drugim / Long-term loans to others	Skupaj / Total
NABAVNA VREDNOST / COST					
Stanje / Balance as at 31. 12. 2012	-	172.317	-	-	172.317
Povečanja(+) / Increase (+)	-	-	-	-	-
Dokapitalizacija / Capital increase	-	-	-	-	-
Pridobitve / Acquisitions	-	-	-	-	-
Zmanjšanja(-) / Decreases (-)	-	-	-	-	-
Odtujitve - prodaja, vračilo / Disposals - sale, return	-	-	-	-	-
Odtujitve - prenos na sredstva za odtujitev / Disposal - transfer to assets for disposal	-	-	-	-	-
Prenos na kratkoročna posojila / Transfer to short-term loans	-	-	-	-	-
Stanje / Balance as at 31. 12. 2013	-	172.317	-	-	172.317
POPRAVEK VREDNOSTI / ADJUSTMENT					
Stanje / Balance as at 31. 12. 2012	-	172.317	-	-	172.317
Prevrednotenja / Revaluation	-	-	-	-	-
Odtujitve - prenos na sredstva za odtujitev / Disposal - transfer to assets for disposal	-	-	-	-	-
Stanje / Balance as at 31. 12. 2013	-	172.317	-	-	172.317
NEODPISANA VREDNOST / CARRYING AMOUNT					
Stanje / Balance as at 31. 12. 2012	-	-	-	-	-
Stanje / Balance as at 31. 12. 2013	-	-	-	-	-

Naložbe v druge delnice predstavljajo 0,5-odstotni delež v podjetju Global Net Grupa d. d. Naložba je v celoti oslABLJENA.

Investments in other shares represent a 0.5% interest in Global Net Grupa d.d.. The investment was impaired in its entirety.

3.4 Dolgoročne poslovne terjatve

Dolgoročne poslovne terjatve po vrstah

3.4 Long-term operating receivables

Long-term operating receivables by type

Postavka v EUR / Item in EUR	31. 12. 2013	31. 12. 2012
A.V. Dolgoročne poslovne terjatve (1 + 2 + 3) / Long-term operating receivables (1 + 2 + 3)	137.335	137.335
1. Dolgoročne poslovne terjatve do družb v skupini obvladujoče družbe / Long-term operating receivables to companies in the controlling company's Group	-	-
2. Dolgoročne poslovne terjatve do kupcev / Long-term operating trade receivables	-	-
3. Dolgoročne poslovne terjatve do drugih / Long-term operating receivables from others	137.335	137.335

Dolgoročne poslovne terjatve do drugih predstavljajo dane varščine za poplačilo večmesečne zamude ali povzročitev škode pri najemu poslovnih prostorov in baznih postaj v višini 26.364 evrov ter dolgoročne terjatve od prisilne poravnave družbe T-2 v višini 110.971 evrov, ki zapadejo v plačilo v letu 2021.

Long-term operating receivables owed by others comprise security deposits given to repay several months of default or causing damage in leasing business premises and base stations in the amount of €26,364, and long-term receivables arising from compulsory settlement of the T-2 company in the amount of €110,971 which fall due in 2021.

3.5 Zaloge

3.5 Inventory

Zaloge po vrstah

Inventory by type

Postavka v EUR / Item in EUR		
	31. 12. 2013	31. 12. 2012
B.II. Zaloge (1 + 2 + 3 + 4) / Inventories (1 + 2 + 3 + 4)	2.637.278	1.438.910
1. Material / Materials	-	-
2. Nedokončana proizvodnja / Work in progress	-	-
3. Proizvodi in trgovsko blago / Products and merchandise	2.637.278	1.438.910
4. Predujmi za zaloge / Advances for inventories	-	-

Podjetje nima zastavljenih zalog v jamstvo za obveznosti. Pri redni letni inventuri je bilo ugotovljeno za 2.700 evrov mankov in 274 evrov viškov.

The company has no inventories pledged as security for liabilities. During the regular annual inventory, €2,700's worth of deficit and €274's worth of surplus was ascertained.

Zalogo smo v letu 2013 oslabili v vrednosti 21.776 evrov. Knjigovodska vrednost zalog na dan 31. 12. 2013 ne presega njihove ocenjene čiste iztržljive vrednosti.

In 2013, the inventory was impaired in the amount of €21,776. As at 31st December 2013, the accounting value of inventory did not exceed the estimated realisable value.

3.6 Kratkoročne poslovne terjatve

3.6 Short-term operating receivables

Kratkoročne poslovne terjatve po vrstah

Short-term operating receivables by type

Postavka v EUR / Item in EUR		
	31. 12. 2013	31. 12. 2012
B.IV. Kratkoročne poslovne terjatve (1 + 2 + 3) / Short-term operating receivables (1 + 2 + 3)	17.034.192	14.551.073
1. Kratkoročne poslovne terjatve do družb v skupini / Short-term operating receivables due from Group companies	977.998	925.798
2. Kratkoročne poslovne terjatve do kupcev / Short-term operating trade receivables	14.988.078	13.062.913
3. Kratkoročne poslovne terjatve do drugih / Short-term operating receivables due from others	1.068.116	562.362

Družba terjatev nima zavarovanih. Kreditno tveganje do naročnikov je široko razpršeno (večina naročnikov so fizične osebe). Za ostale terjatve (večinoma domačih in tujih operaterjev) pretekle izkušnje kažejo, da ni pomembnih tveganj iz tega poslovanja. Kratkoročne poslovne terjatve do drugih so sestavljene iz terjatev od predujmov v višini 350.461 evrov, terjatev od DDV v višini 629.287 evrov ter ostalih terjatev (do kartičnih hiš, izvršiteljev itd.) v višini 88.367 evrov.

The company has not insured its receivables. Credit risk towards post-paid subscribers is widely dispersed (most post-paid subscribers are natural persons). As for other receivables (mostly owed by national and foreign operators), past experience shows that there are no relevant risks arising from these operations. Short-term operating receivables owed by others comprise receivables arising from advance payments in the amount of €350,461, receivables arising from VAT in the amount of €629,287, and other receivables (owed by credit and debit card companies, enforcement agents etc.) in the amount of €88,367.

Kratkoročne poslovne terjatve na dan 31. 12. 2013 po rokih zapadlosti

Short-term operating receivables as at 31st December 2013 by due dates

Postavka v EUR / Item in EUR		
	31. 12. 2013	31. 12. 2012
Kratkoročne poslovne terjatve / Short-term operating receivables	17.034.192	14.551.073
NEZAPADLE / NOT PAST DUE	11.304.723	9.622.419
ZAPADLE / PAST DUE	16.467.900	14.229.246
- do 30 dni / up to 30 days	1.525.794	1.364.546
- od 31 do 90 dni / from 31 to 90 days	1.143.597	967.728
- nad 90 dni / more than 90 days	13.798.509	11.896.972
POPRAVEK VREDNOSTI / ALLOWANCE	-10.738.431	-9.300.592

Na dan 31. 12. 2013 družba izkazuje kratkoročne poslovne terjatve do kupcev, zapadle nad enim letom, za katere ni bil oblikovan popravek vrednosti, v znesku 443.648 evrov. Večinoma gre za terjatve do tujih operaterjev od mednarodnega gostovanja ter terjatve do fizičnih in manjših pravnih oseb, s katerimi je dogovorjeno obročno odplačevanje v postopku predsodne obravnave.

As as 31st December 2013, the company had short-term operating receivables owed by customers in the amount of €443,648, which fell due more than a year before that date and for which there was no value adjustment carried out. These are mostly receivables owed by foreign operators and arising from international roaming, and receivables owed by natural and minor legal entities with whom payment in instalments was agreed in the pre-trial procedure.

V letu 2013 je družba oblikovala popravek vrednosti terjatev v znesku 2.826.870 evrov in pripoznala prihodke od odprave popravka v vrednosti 1.119.549 evrov.

In 2013, the company formed an adjustment to the value of receivables in the amount of €2,826,870 and recognized revenues arising from elimination of adjustment at the value of €1,119,549.

Kratkoročne poslovne terjatve na dan 31. 12. 2013 po območnih odsekih

Short-term operating receivables as at 31st December 2013 by geographical segments

Postavka v EUR / Item in EUR		
	31. 12. 2013	31. 12. 2012
B.IV. Kratkoročne poslovne terjatve / Short-term operating receivables	17.034.192	14.551.073
Slovenija - domači trg / Slovenia - local market	15.639.659	13.288.518
Tuji trg / Foreign market	1.394.533	1.262.555

3.7 Denarna sredstva

3.7 Cash

Denarna sredstva po vrstah

Cash by type

Postavka v EUR / Item in EUR		
	31. 12. 2013	31. 12. 2012
B.V. Denarna sredstva (1 + 2 + 3 + 4) / Cash (1 + 2 + 3 + 4)	390.774	146.177
1. Denarna sredstva v blagajni / Cash on hand	16.221	13.590
2. Denarna sredstva na računih / Cash at bank	374.553	132.587
3. Prejeti čeki / Cheques received	-	-
4. Druge, takoj unovčljive vrednotnice / Other readily convertible securities	-	-

3.8 Kapital

Postavka v EUR / Item in EUR	31. 12. 2013		31. 12. 2012	
A. KAPITAL / EQUITY	21.252.417		18.488.775	
I. Vpoklicani kapital / Called-up capital	32.824.528		32.024.528	
II. Kapitalske rezerve / Capital surplus	-		-	
III. Rezerve iz dobička / Revenue reserves	-		-	
IV. Presežek iz prevrednotenja / Revaluation surplus	-57.552		-	
V. Preneseni čisti poslovni izid / Retained earnings	-13.535.753		-10.543.958	
VI. Čisti poslovni izid poslovnega leta / Net profit or loss for the year	2.021.194		-2.991.795	

Vpoklicani kapital se je v letu 2013 povečal za 800.000 evrov od vplačila kapitala Tuš Holdinga.

In 2013, the called-up capital increased by €800,000 as the result of paid-up capital by Tuš Holding.

Ohranjanje kupne moči kapitala in vpliv na poslovni izid

Preserving the equity's purchase power and influence on operating profit or loss

	Znesek kapitala / Capital amount	% rasti / % growth	Izračunan učinek / Effect	Zmanjšan poslovni izid - čisti dobiček / Decreased profit or loss - net profit
Kapital - vse kategorije, razen tekočega dobička (za ŽP) / Capital - all categories except the net profit or loss for the year	19.231.223	0,7	134.619	1.714.818

V letu 2013 je bila rast življenjskih potrebščin 0,7-odstotna.

In 2013, the growth in consumer goods prices was 0.7%.

3.9 Rezervacije in dolgoročne pasivne časovne razmejitev

3.9 Provisions and long-term accrued expenses and deferred revenues

Dolgoročne rezervacije po vrstah

Long-term provisions by type

Postavka v EUR / Item in EUR	31. 12. 2013		31. 12. 2012	
B. REZERVACIJE IN DOLGOROČNE PČR / PROVISIONS AND LONG-TERM ACCRUED COSTS AND DEFERRED REVENUES	1.895.460		1.769.855	
1. Rezervacije za pokojnine in podobne obveznosti / Provisions for pensions and similar obligations	189.013		113.956	
2. Rezervacije za stroške razgradnje / Costs of dismantlement	1.679.050		1.609.420	
3. Dolgoročne pasivne časovne razmejitve / Long term accrued costs and deferred revenues	27.397		46.479	

Rezervacije za odpravnine ob upokojitvi in jubilejne nagrade so višje zaradi stalnosti zaposlenih in s tem višje verjetnosti za prejem jubilejnih nagrad v prihodnjih letih.

The provisions made for severance payments upon retirement and jubilee rewards are higher due to regular employments, which also increases the probability of jubilee rewards in the future.

Rezervacije za jubilejne nagrade in odpravnine ob upokojitvi so oblikovane na podlagi aktuarskega izračuna.

The provisions for jubilee rewards and severance payments upon retirement are formed on the basis of actuarial calculation.

Po pričakovanjih naj bi se z odstranjevanjem baznih postaj začelo po 15 letih od podpisa pogodb o najemu prostora za bazne postaje (brez upoštevanja možnosti podaljšanja najemnih pogodb). Stroški razgradnje so ocenjeni na podlagi cen izvajalcev za posamezen tip bazne postaje. V letu 2013 so se rezervacije za razgradnjo baznih postaj povečale v vrednosti 78.480 evrov zaradi izgradnje novih baznih postaj. Zaradi odstranitve začasno postavljenih mobilnih baznih postaj so se rezervacije zmanjšale za 8.850 evrov. Dolgoročne pasivne časovne razmejitve so se zaradi prenosa kratkoročnega dela zmanjšale na kratkoročne pasivne časovne razmejitve višini 19.083 evrov.

It is expected that the removal of base stations should start 15 years after signing the agreements on leasing the space for said base stations (without considering the possibility of extending the lease agreements). The costs of decomposition are assessed based on the price of contractors for individual types of base stations. In 2013, provisions for the decomposition of base stations increased by the amount of €78,480 due to the construction of new base stations. Due to the removal of temporary, mobile base stations, the provisions decreased by €8,850.

Long-term accrued expenses and deferred revenues decreased to short-term accrued expenses and deferred revenues in the amount of €19,083 due to the transfer of the short-term portion.

Gibanje rezervacij v letu 2013

The movement of provisions in 2013

Vrsta dolgoročne rezervacije / Type of long-term provision	Stanje / Balance as at 1. 1. 2013	Oblikovanje / Formation	Koriščenje / Use	Odprava / Elimination	Stanje / Balance as at 31. 12. 2013
Dolgoročne rezervacije za jubilejne nagrade / Long-term provisions for jubilee rewards	84.893	14.020	-	-	98.913
Dolgoročne rezervacije za odpravnine ob upokojitvi / Long-term provisions for severance pays upon retirement	29.063	61.037	-	-	90.100
Dolgoročne rezervacije za razgradnjo baznih postaj / Long-term provisions for decomposition of base stations	1.609.420	78.480	8.850	-	1.679.050
SKUPAJ / TOTAL	1.723.376	153.537	8.850	0	1.868.063

Rezervacije za jubilejne nagrade in odpravnine ob upokojitvi so bile v letu 2013 oblikovane v višini 75.057 evrov, od tega prek kapitala v znesku 57.552 evrov in prek poslovnega izida v višini 17.505 evrov.

Provisions for jubilee rewards and severance pays upon retirement were formed in 2013 in the amount of €75,057, of which €57,552 was formed through equity and €17,505 through profit and loss.

3.10 Dolgoročne finančne obveznosti

3.10 Long-term financial liabilities

Dolgoročne finančne obveznosti po vrstah

Long-term financial liabilities by type

Postavka v EUR / Item in EUR	31. 12. 2013		31. 12. 2012	
C.1.) Dolgoročne finančne obveznosti (1 + 2 + 3 + 4) / Long-term financial liabilities (1 + 2 + 3 + 4)	12.878.278		6.915.310	
1. Dolgoročne finančne obveznosti do družb v skupini / Long-term financial liabilities to Group companies	5.487.467		5.487.467	
2. Dolgoročne finančne obveznosti do bank / Long-term financial liabilities to banks	2.387.354		1.303.024	
3. Dolgoročne finančne obveznosti na podlagi obveznic / Long-term financial liabilities from bonds	4.141.500		-	
4. Druge dolgoročne finančne obveznosti / Other long-term financial liabilities	861.957		124.819	

Gibanje dolgoročnih finančnih obveznosti od prejetih posojil

Movement of long-term financial liabilities from received loans

Postavka v EUR / Item in EUR	
Stanje / Balance as at 31. 12. 2012	6.915.310
Povečanja / Increase	6.880.197
Pripojitev / Merger	-
Nova posojila / New loans	775.868
Obveznice / Bonds	5.020.000
Povečanja od prekvalifikacije kratkoročnega posojila / Increases arising from short-term loan requalification	1.084.329
Zmanjšanja / Decrease	917.229
Odplačila posojil (glavnica) / Repayment of loans (principal)	0
Zmanjšanja od prodaje odvisnih družb / Disposal of subsidiaries	-
Kratkoročni del dolgoročnih finančnih obveznosti / Short-term amounts of long-term financial liabilities	910.109
Sprememba obveznosti v kapital / Change of liabilities into capital	-
Zmanjšanje zaradi prekinitve lizinga / Decrease due to a termination of leasing	7.120
Stanje / Balance as at 31. 12. 2013	12.878.278

Družba je v letu 2013 povečala posojilo od finančnih lizingov za nakup opreme, od prekvalifikacije kratkoročnega posojila pri bankah, od reprograma na ravni skupine ter od obveznosti na podlagi izdanih obveznic v višini 4.141.500 evrov. Zmanjšanje obveznosti od prejetih posojil predstavlja prenos kratkoročnega dela posojila

In 2013, the company increased the loan arising from financial leases for the purchase of equipment, from requalification of the short-term loan with banks, from Group-level rescheduling and liabilities based on issued bonds in the amount of €4,141,500. The decrease of liabilities arising from received loans is represented by

pri bankah od reprograma na ravni skupine, pri drugih družbah, finančnih najemih ter na podlagi izdanih obveznic.

Zapadlost dolgoročnih posojil po letih

Skladno s sporazumom o reprogramu, podpisanem z bankami na ravni Skupine Tuš, so krediti do bank z dnem 21. 6. 2011 preknjiženi na dolgoročne finančne obveznosti. Ročnost kreditov je 31. 12. 2017. Obrestna mera je trimesečni euribor +2,75 odstotka do konca leta 2013. Od leta 2014 pribitek znaša 3,75 odstotka. Vsi krediti so zavarovani z menicami in poroštvi povezanih družb. Letna obrestna mera pri dolgoročno dobljenem posojilu v višini 5.487.467 evrov od družbe TUŠ HOLDING d. o. o. je 7 odstotkov. Posojilo zapade v plačilo do 31. 12. 2015.

Obrestna mera pri finančnih najemih znaša od 6 do 7,292 odstotka. Stanje finančnih najemov na dan 31. 12. 2013 je 1.432.662 evrov, v plačila zapadajo mesečno ali trimesečno do 22. 9. 2018. Zavarovani so bodisi z menicami bodisi s poroštvom povezanih družb. Obroki lizingov, ki zapadejo v plačilo v letu 2014, so izkazani med kratkoročnimi finančnimi obveznostmi v višini 636.628 evrov. Finančnih in poslovnih obveznosti z rokom dospelosti, daljšim od pet let, družba nima.

3.11 Dolgoročne poslovne obveznosti

Dolgoročne poslovne obveznosti po vrstah

Postavka v EUR / Item in EUR		
	31. 12. 2013	31. 12. 2012
C.II.) Dolgoročne poslovne obveznosti (1 + 2 + 3 + 4 + 5) / Long-term operating liabilities (1 + 2 + 3 + 4 + 5)	5.936.937	94.473
1. Dolgoročne poslovne obveznosti do družb v skupini obvladujoče družbe / Long-term operating liabilities to companies in the controlling company's Group	-	-
2. Dolgoročne poslovne obveznosti do dobaviteljev / Long-term trade payables	-	-
3. Dolgoročne menične obveznosti / Long-term bills payable	-	-
4. Dolgoročne poslovne obveznosti na podlagi predujmov / Long-term operating liabilities from advances	-	-
5. Druge dolgoročne poslovne obveznosti / Other long-term operating liabilities	5.936.937	94.473

Dolgoročne poslovne obveznosti do dobaviteljev so se povečale zaradi prekvalifikacije kratkoročnih obveznosti v dolgoročne obveznosti v višini 5.109.206 evrov skladno z dogovorom z največjim upnikom o postopni poravnavi obveznosti in zaradi novih obveznosti, skladno s pogodbo z dobaviteljem opreme in blaga v višini 733.258 evrov, obrestne mere se gibljejo v razponu od nič- do trimesečnega euribora s pribitkom 4 odstotkov.

3.12 Kratkoročne finančne obveznosti

Kratkoročne finančne obveznosti po vrstah

Postavka v EUR / Item in EUR		
	31. 12. 2013	31. 12. 2012
Č.II.) Kratkoročne finančne obveznosti (1 + 2 + 3 + 4) / Short-term financial liabilities (1 + 2 + 3 + 4)	1.654.058	3.946.816
1. Kratkoročne finančne obveznosti do družb v skupini / Short-term financial liabilities to Group companies	-	-
2. Kratkoročne finančne obveznosti do bank / Short-term financial liabilities to banks	113.932	1.810.640
3. Kratkoročne finančne obveznosti na podlagi obveznic / Short-term financial liabilities from bonds	878.500	-
4. Druge kratkoročne finančne obveznosti / Other short-term financial liabilities	661.626	2.136.176

the transfer of the short-term portion of the loan with banks from Group-level rescheduling, with other companies, financial leases and based on issued bonds.

Due dates of long-term loans by years

In line with the reprogramming agreement signed with banks at the level of the Tuš Group, bank loans were re-posted to long-term financial liabilities as at 21st June 2011. The loan maturity date is 31st December 2017. The interest rate is a 3-month EURIBOR + 2.75% until the end of 2013. From 2014, the interest margin is 3.75%. All loans are secured through bills of exchange and guarantees provided by affiliated companies.

The annual interest rate with a long-term loan in the amount of €5,487,467 received from TUŠ HOLDING d.o.o. is 7%. The loan falls due on 31st December 2015.

The interest rate in financial leases ranges from 6 to 7.292%. The total amount of financial leases as at 31st December 2013 was €1,432,662. These will continue to fall due either every month or in three-month instalments until 22nd September 2018. They are insured either by bills of exchange or by guarantees granted by affiliated companies. Lease instalments that fall due in 2014 are included among short-term financial liabilities amounting to €636,628. The company has no financial or operating liabilities with maturity longer than 5 years.

3.11 Long-term operating liabilities

Long-term operating liabilities by type

Long-term operating liabilities to suppliers increased due to the requalification of short-term liabilities to long-term liabilities in the amount of €5,109,206 in line with an agreement made with the greatest creditor on gradual settlement of liabilities, and due to new liabilities in line with a contract concluded with the equipment and goods supplier in the amount of €733,258, with the interest rates ranging from 0-3-month Euribor with 4% interest margin.

3.12 Short-term financial liabilities

Short-term financial liabilities by type

Družba nima kratkoročnih posojil.

Kratkoročni del dolgoročnih posojil in finančnih najemov je pojasnjen v točki 3.10. Gre za prenos kratkoročnega dela posojila pri bankah od reprograma na ravni skupine v višini 113.932 evrov, pri drugih družbah in finančnih najemih v višini 661.626 evrov ter za kratkoročni del obveznosti od izdanih obveznic v višini 878.500 evrov.

3.13 Kratkoročne poslovne obveznosti

Kratkoročne poslovne obveznosti po vrstah

Postavka v EUR / Item in EUR		
	31. 12. 2013	31. 12. 2012
Č.III.) Kratkoročne poslovne obveznosti / Short-term operating liabilities	16.881.160	28.872.822
1. Kratkoročne poslovne obveznosti do družb v skupini / Short-term operating liabilities to Group companies	893.491	2.274.539
2. Kratkoročne poslovne obveznosti do dobaviteljev / Short-term trade payables	13.701.346	23.692.726
3. Kratkoročne menične obveznosti / Short-term bills payable	-	-
4. Druge kratkoročne poslovne obveznosti / Other short-term operating liabilities	2.286.323	2.905.557

Kratkoročne poslovne obveznosti vsebujejo obveznosti od predujmov v višini 302.201 evro, plač zaposlenih v višini 365.444 evrov, DDV ter DDPO v višini 682.704 evre, obresti v višini 881.052 evrov (od tega obresti do družbe TUŠ HOLDING v višini 846.801 evro) ter od ostalih poslovnih obveznosti v višini 54.923 evrov.

Kratkoročne poslovne obveznosti na dan 31. 12. 2013

Postavka v EUR / Item in EUR		
	31. 12. 2013	31. 12. 2012
Kratkoročne poslovne obveznosti / Short-term operating liabilities	16.881.160	28.845.822
Slovenija - domači trg / Slovenia - local market	12.685.350	24.344.467
Tuji trg / Foreign market	4.195.810	4.501.355

Kratkoročne poslovne obveznosti v letu 2013 na domačem trgu so se v primerjavi z letom 2012 zmanjšale predvsem zaradi poplačila dela obveznosti do največjega upnika ob izdaji obveznic, prenosa preostale obveznosti do največjega upnika med dolgoročne poslovne obveznosti ter zaradi boljšega plačevanja zapadlih obveznosti.

3.14 Kratkoročne časovne razmejitev

Postavka v EUR / Item in EUR		
	31. 12. 2013	31. 12. 2012
Aktivne časovne razmejitve / Deferred costs (expenses) and accrued revenues	7.238.098	6.675.789
Pasivne časovne razmejitve / Accrued costs (expenses) and deferred revenues	2.224.409	2.272.641

Aktivne časovne razmejitve

Kratkoročno odloženi stroški vključujejo razmehene stroške za najemnine lokacij baznih postaj v vrednosti 533.109 evrov in druge odložene stroške, ki so bili zaračunani v letu 2013, nanašajo pa se na leto 2014 (stroški vzdrževanja, licenc, najem opreme itd.), v vrednosti 102.783 evrov.

The company has no short-term loans.

Short-term part of the long-term loans and financial leases is explained under item 3.10. This is the transfer of a short-term portion of the loan with banks from Group-level rescheduling in the amount of €113,932, with other companies and financial leases in the amount of €661,626, and the short-term portion of liabilities arising from issued bonds in the amount of €878,500.

3.13 Short-term operating liabilities

Short-term operating liabilities by type

Short-term operating liabilities comprise liabilities arising from advance payments in the amount of €302,201, employee salaries in the amount of €365,444, VAT and corporate income tax in the amount of €682,704, interest in the amount of €881,052 (of which interest to TUŠ HOLDING amounts to €846,801), and other operating liabilities in the amount of €54,923.

Short-term operating liabilities as at 31st December 2013

In 2013, the short-term operating liabilities on the Slovenian market, compared with 2012, decreased mainly due to the repayment of a part of liabilities towards the greatest creditor upon the issuing of bonds, transfer of the remaining liability to the greatest creditor among long-term operating liabilities and improved payment of matured liabilities.

3.14 Short-term accrued items

Deferred expenses and accrued revenues

Short-term deferred costs include deferred costs for rents on base station locations in the amount of €533,109 and other deferred costs which were charged in 2013 but which refer to 2014 (costs of maintenance, licences, renting of equipment etc.) in the amount of €102,783.

Kratkoročno odloženi stroški vključujejo tudi razmejene stroške subvencioniranih telefonov, ki se nanašajo na leto 2014, v vrednosti 5.865.535 evrov.

Kratkoročno nezaračunani prihodki se nanašajo na prihodke za leto 2013, ki bodo zaračunani v 2014 v vrednosti 30.152 evrov, in vračunane dobropise za mednarodno gostovanje v vrednosti 706.519 evrov.

Med načrtovanim oblikovanjem in črpanjem kratkoročno odloženih stroškov ni razlik.

Med načrtovanim oblikovanjem in črpanjem kratkoročno nezaračunanih prihodkov je prišlo do razlike v višini 1.888 evrov zaradi prenizko vračunanih dobropisov za mednarodno gostovanje.

Pasivne časovne razmejitve

Kratkoročno odloženi prihodki se nanašajo na prodane in neaktivirane vrednostnice za predplačniške pogovore v vrednosti 975.241 evrov, vnaprej zaračunane naročnine, najemnine opreme in druge storitve v vrednosti 93.469 evrov.

Kratkoročno vnaprej vračunani stroški vsebujejo stroške, ki so nastali v letu 2013 in za katere bomo račune prejeli šele v letu 2014, v vrednosti 989.378 evrov ter stroške za neizkoriščene dopuste iz leta 2013 v vrednosti 166.321 evrov.

Med načrtovanim oblikovanjem in črpanjem kratkoročno vnaprej vračunanih stroškov je nastala razlika v višini 55.370 evrov zaradi previsoko vračunanih stroškov marketinga in IPTV ter razlika v višini 13.822 evrov zaradi previsoko vračunanih dobropisov za mednarodno gostovanje.

3.15 Zunajbilančne postavke

Postavka v EUR / Item in EUR		
	2013	2012
Zunajbilančna sredstva in obveznosti / Off balance sheet assets and liabilities	802.210	2.295.779
Dane garancije in poroštva / Guarantees and sureties given	779.210	2.230.779
Prejete bančne garancije / Bank guarantees received	23.000	65.000

Dane garancije in poroštva predstavljajo dano poroštvo za bančni kredit povezani osebi v vrednosti 779.210 evrov.

Družba ima pri banki sklenjeno pogodbo o akreditivu v vrednosti 2.000.000 evrov, namenjenem kot zavarovanje za plačilo zapadlih obveznosti do dobavitelja Nokia Solutions and Networks.

Short-term deferred costs include deferred costs arising from subsidised telephone appliances and refer to 2014. These costs amount to €5,865,535.

Short-term accrued revenues refer to revenues generated in 2013, which will be charged in 2014 in the amount of €30,152, and to imputed credits for international roaming in the amount of €706,519.

There are no differences between the planned formation and drawing of short-term deferred expenses.

Due to insufficiently accrued credits for international roaming, a difference in the amount of €1,888 was created between the planned formation and drawing of short-term accrued revenues.

Accrued expenses and deferred revenues

Short-term deferred revenues refer to sold and non-activated securities for pre-payment conversations in the amount of €975,241, deferred post-paid plan fees, equipment rents, and other services in the amount of €93,469.

Short-term deferred costs contain costs created in 2013 but for which we only received invoices in 2014 in the amount of €989,378 and costs for unused annual leaves from 2013 in the amount of €166,321.

A difference in the amount of €55,370 was created between the planned formation and drawing of short-term accrued costs, namely on account of excessively accrued costs of marketing and IPTV, and a difference in the amount of €13,822 due to excessively accrued credits for international roaming.

3.15 Off-balance-sheet items

The guarantees and securities represent securities granted to the affiliated entity for the bank loan amounting to €779,210.

The company has concluded a letter-of-credit contract in the amount of €2,000,000, which was meant as an insurance for the payment of liabilities that fall due towards Nokia Solutions and Networks as a supplier.

4 POJASNILA IN RAZKRITJA K IZKAZU POSLOVNEGA IZIDA

4 NOTES AND DISCLOSURES TO PROFIT AND LOSS ACCOUNT

4.1 Poslovni prihodki

4.1 Operating revenues

Postavka v EUR / Item in EUR	2013	2012
Prihodki od prodaje na domačem trgu / Net sales on the domestic market	67.856.221	64.259.570
Prihodki od prodaje proizvodov in storitev / Revenues from the sale of products and services	65.428.541	62.491.374
- od tega v skupini	791.592	1.150.105
Prihodki od prodaje trgovskega blaga in materiala / Revenues from the sale of merchandise and materials	2.427.680	1.768.196
- od tega v skupini / of which in the Group	789.490	467.462
Prihodki od prodaje na trgu EU / Net sales revenues on the EU market	5.861.186	4.589.761
Prihodki od prodaje proizvodov in storitev / Revenues from the sale of products and services	5.849.356	4.579.477
Prihodki od prodaje trgovskega blaga in materiala / Revenues from the sale of merchandise and materials	11.830	10.284
Prihodki od prodaje izven EU / Net sales revenues on foreign market outside the EU	2.190.987	3.317.100
Prihodki od prodaje proizvodov in storitev / Revenues from the sale of products and services	2.190.987	3.317.100
- od tega v skupini / of which in the Group	-	-
Prihodki od prodaje trgovskega blaga in materiala / Revenues from the sale of merchandise and materials	-	-
- od tega v skupini / of which in the Group	-	-
Skupaj / Total	75.908.394	72.166.431

4.2 Drugi poslovni prihodki

4.2 Other operating revenues

Postavka v EUR / Item in EUR	2013	2012
Presežek pri prodaji neopredmetenih in opredmetenih osnovnih sredstev / Surplus in the sale of fixed assets	88.633	36.233
Odpisi obveznosti iz preteklih let / Write-offs of liabilities from previous periods	338.135	626
Prihodki od poplačil odpisanih terjatev / Revenues from collection of written-off receivables	1.119.549	1.509.166
Prihodki iz poslovnih združitvev / Revenues from mergers	-	-
Poraba in odprava rezervacij / Utilization and reversal of provisions	4.866	-
Subvencije, dotacije, denarne pomoči / Subsidies, grants and financial assistance	-	-
Drugi poslovni prihodki / Other operating revenues	754.030	378.790
Skupaj / Total	2.305.213	1.924.815

Drugi poslovni prihodki vključujejo prihodke od prevrednotovalnih poslovnih prihodkov pri prodaji osnovnih sredstev v višini 88.633 evrov, prihodke od poplačil odpisanih terjatev v višini 1.119.549 evrov, odpisa obveznosti v višini 338.135 evrov, poslovnih prihodkov od izvršb v višini 353.633 evrov in drugih poslovnih prihodkov v višini 400.397 evrov.

Other operating revenues include revenues arising from operating revenues from revaluation of the sale of fixed assets in the amount of €88,633, revenues arising from repayment of receivables written off in the amount of €1,119,549, liabilities written off in the amount of €338,135, operating revenues arising from enforcements in the amount of €353,633 and other operating revenues in the amount of €400,397.

4.3 Stroški

4.3 Costs

Stroški blaga, materiala

Costs of goods and materials

Postavka v EUR / Item in EUR	2013	2012
Nabavna vrednost prodanega materiala in blaga / Purchase value of goods and materials sold	2.556.738	1.829.098
Stroški energije / Energy costs	1.558.011	1.503.571
Drugi stroški materiala / Other costs related to material	257.838	326.131
Skupaj / Total	4.372.587	3.658.800

Stroški storitev

Costs of services

Postavka v EUR / Item in EUR		
	2013	2012
Stroški transportnih storitev / Costs of transport services	598.394	584.951
Stroški storitev vzdrževanja / Costs of maintenance services	2.611.926	2.601.987
Stroški najemnin / Costs of rents	7.278.116	7.299.420
Stroški povračil zaposlencem v zvezi z delom / Costs of reimbursing work-related expenses	39.708	73.276
Stroški plačilnega prometa in zavarovanj / Costs of payment transactions and insurance costs	276.560	338.084
Stroški intelektualnih in osebnih storitev / Costs of intellectual and personal services	1.576.680	1.289.750
Stroški medomrežnega povezovanja in gostovanja / Costs of cross-network connections and roaming	11.684.904	14.124.690
Stroški opravljanja storitev / Costs of service delivery	24.106.400	21.654.750
Stroški drugih storitev / Costs of other services	4.650.312	4.824.580
Skupaj / Total	52.823.000	52.791.488

Stroški dela

Labour costs

Postavka v EUR / Item in EUR		
	2013	2012
Stroški plač / Salaries	4.181.309	4.410.820
Stroški socialnih zavarovanj / Social security insurance costs	312.667	338.002
od tega stroški pokojninskih zavarovanj / of which pension insurance costs	375.900	396.090
Drugi stroški dela / Other costs of labour	481.646	490.104
Skupaj / Total	5.351.522	5.635.016

Odpisi vrednosti

Value write-offs

Postavka v EUR / Item in EUR		
	2013	2012
Amortizacija opredmetenih osnovnih sredstev / Amortization	5.596.489	7.270.375
Amortizacija neopredmetenih dolgoročnih sredstev / Amortization	3.483.941	4.068.810
Prevrednotovalni poslovni odhodki pri neopredmetenih sredstvih in opredmetenih osnovnih sredstvih / Revaluation operating expenses associated with fixed assets	224.563	108.222
Prevrednotovalni poslovni odhodki pri terjatvah / Revaluation operating expenses associated with current assets	2.910.695	2.207.680
Prevrednotovalni poslovni odhodki pri zalogah / Revaluation operating expenses associated with current assets	21.776	32.152
Skupaj / Total	12.237.464	13.687.239

Drugi poslovni odhodki

Other operating expenses

Postavka v EUR / Item in EUR		
	2013	2012
Dajatve, ki niso odvisne od poslovnega izida / Charges independent of the profit and loss account	464.797	360.125
Drugi odhodki / Other expenses	41.324	52.360
Skupaj / Total	506.121	412.485

4.4 Finančni prihodki

4.4 Financial revenues

Postavka v EUR / Item in EUR		2013	2012
9	Finančni prihodki iz deležev (a + b + c + č) / Financial revenues from shares (a + b + c + č)	0	0
10	Finančni prihodki iz danih posojil (a + b) / Financial revenues from loans (a + b)	0	0
11	Finančni prihodki iz poslovnih terjatev (a + b) / Financial revenues from operating receivables (a + b)	282.064	292.716
a.	Finančni prihodki iz poslovnih terjatev do družb v skupini / Financial revenues from operating receivables due from Group companies	-	33
b.	Finančni prihodki iz poslovnih terjatev do drugih / Financial revenues from operating receivables due from others	282.064	292.683

4.5 Finančni odhodki

4.5 Financial expenses

Postavka v EUR / Item in EUR		2013	2012
12	Finančni odhodki iz oslabitve in odpisov finančnih naložb / Financial expenses for impairment and write-offs of investments	-	-
13	Finančni odhodki iz finančnih obveznosti (a + b + c + č) / Financial expenses from financial liabilities (a + b + c + č)	1.098.853	1.094.277
a.	Finančni odhodki iz posojil, prejetih od družb v skupini / Financial expenses from loans received from Group companies	384.123	385.175
b.	Finančni odhodki iz posojil, prejetih od bank / Financial expenses from loans received from banks	79.361	124.380
c.	Finančni odhodki iz izdanih obveznic / Financial expenses from bonds issued	214.655	-
č.	Finančni odhodki iz drugih finančnih obveznosti / Financial expenses from other financial liabilities	420.714	584.722
14	Finančni odhodki iz poslovnih obveznosti (a + b + c) / Financial expenses from operating liabilities (a + b + c)	108.968	139.407
a.	Finančni odhodki iz poslovnih obveznosti do družb v skupini / Financial expenses for operating liabilities to Group companies	0	0
b.	Finančni odhodki iz obveznosti do dobaviteljev in meničnih obveznosti / Financial expenses for operating liabilities to suppliers and bills of exchange	92.456	126.096
c.	Finančni odhodki iz drugih poslovnih obveznosti / Financial expenses from other operating liabilities	16.512	13.311

4.6 Drugi prihodki in odhodki

4.6 Other revenues and expenses

Postavka v EUR / Item in EUR		2013	2012
16	Drugi prihodki / Other revenues	138.116	73.064
17	Drugi odhodki / Other expenses	114.029	30.110

Drugi prihodki vsebujejo zaračunane stroške opominov, izvršiteljev končnim strankam v vrednosti 127.803 evre, pogodbenih kazni v vrednosti 1.469 evrov in drugih v vrednosti 8.844 evrov.

Other revenues contain the costs of debit notes and executors charged to end customers in the amount of €127,803, contractual penalties in the amount of €1,469 and other costs in the amount of €8,844.

Drugi odhodki vsebujejo plačane globe in odškodnine v vrednosti 113.737 evrov ter druge v vrednosti 292 evrov.

Other expenditures include the paid fines and damages in the amount of €113,737 and other values amounting to €292.

4.7 Poslovni izid

4.7 Operating profit or loss

Postavka v EUR / Item in EUR	2013	
	2013	2012
1. EBITDA (izid pred davki, obrestmi, amortizacijo) / EBITDA (earnings before interest, taxes, depreciation and amortization)	12.003.343	9.245.4030
2. EBIT (dobiček pred davki in obrestmi = poslovni izid iz poslovanja) / EBIT (earnings before interest and taxes = operating profit or loss)	2.922.913	-2.093.782
3. Kosmati dobiček - EBT (dobiček pred davki = bruto dobiček) / Gross profit - EBT (earnings before taxes = gross profit)	2.021.243	-2.991.795
4. Čisti poslovni izid obračunskega obdobja / Net profit or loss for the period	2.021.194	-2.991.795

Davki

Taxes

Postavka v EUR / Item in EUR	Tušmobil	
	2013	2012
Davčno priznani prihodki / Deductible revenues	77.514.238	72.947.858
Davčno priznani odhodki / Deductible expenses	73.973.064	75.504.526
Razlika med davčno priznanimi prihodki in odhodki / Difference between deductible revenues and expenditures	3.541.174	-2.556.668
Spremembe pri prehodu na nov način računovodenja / Changes due to transition to a new accounting system	0	0
Povečanje davčne osnove / Increase of tax base	0	0
Davčna osnova / Tax base	3.541.174	-2.556.668
Zmanjšanje davčne osnove in davčne olajšave / Decrease of tax base and tax allowance	-3.540.887	0
Pokrivanje izgube / Loss settlement	(1.770.587)	-
Investicijska olajšava / Investment relief	(1.770.300)	0
Vplačane premije dodatnega pokojninskega zavarovanja / Paid-in premiums for supplementary pension insurance	-	0
Olajšava za zaposlovanje invalidov / Relief for disabled persons employment	-	0
Olajšava za izvajanje praktičnega dela v strokovnem izobraževanju / Tax relief practical training in technical education	-	0
Olajšava za donacije / Allowance for grants	-	0
Osnova za davek / Tax base	287	-2.556.668
Davek iz dobička / Current income tax	49	0
Odloženi davki / Deferred tax	-	0
Skupaj davki / Total Tax expense	49	0
Poslovni izid pred davki / Earning before taxes	2.021.243	-2.991.795
Efektivna davčna stopnja / Effective tax rate	17,00 %	17,00 %

Na dan 31. 12. 2013 družba izkazuje davčno izgubo iz preteklih obdobj v višini 74.197.091 evrov.

As at 31st December 2013, the company disclosed tax loss from the preceding periods in the amount of €74,197,091.

5 RAZKRITJA POSTAVK V IZKAZU DENARNIH TOKOV

Izkaz denarnih tokov je sestavljen po posredni metodi (različici II) iz podatkov bilance stanja na dan 31. 12. 2013, iz bilance stanja na dan 31. 12. 2012, iz podatkov izkaza poslovnega izida za leto 2013 ter iz dodatnih podatkov, ki so potrebni za prilagoditev pritokov in odtokov ter za ustrezno razčlenitev pomembnejših postavk.

Izkaz denarnih tokov sestavljajo denarni tokovi pri poslovanju, naložbenju in financiranju.

Denarni tokovi pri poslovanju so izračunani na podlagi poslovnega izida obračunskega obdobja, popravljenega za spremembe v zalogah, poslovnih terjatvah, aktivnih in pasivnih časovnih razmejnih, odloženih davkih in poslovnih dolgovih ter ob upoštevanju davka od dobička pravnih oseb.

Denarni tokovi pri naložbenju zajemajo plačila v zvezi z nabavo in odtujitvijo neopredmetenih sredstev in opredmetenih osnovnih sredstev.

Denarni tokovi pri financiranju vključujejo spremembe v velikosti ali sestavi lastniškega kapitala, povečanje ali zmanjšanje finančnih dolgov in izplačila dividend.

Pomembni dogodki v letu 2014

Po datumu bilance stanja 31. 12. 2013 do zaključka revizije v letu 2014 ni bilo nobenih dogodkov, ki bi pomembno vplivali na računovodske izkaze za leto 2013 oziroma bi jih bilo treba v razkritjih k letnemu poročilu dodatno razkriti.

5 DISCLOSURES OF ITEMS IN THE CASH FLOW TABLE

The cash flow table was drawn up by following the indirect method (Version II) from the data contained in the balance sheet as at 31st December 2013 and from the balance sheet as at 31st December 2012 from the data contained in the operating profit and loss account for 2013 as well as from the additional data required for the adjustment of the inflows and outflows and adequate breakdown of the more relevant items.

The cash flow table consists of cash flows in operation as well as investments and financing.

The cash flow in operation is calculated based on the profit and loss of the accounting period amended with regard to changes in inventory, operating receivables, deferred/accrued expenses and accrued/deferred revenues, deferred taxes and business debts, and upon the consideration of corporate tax.

Cash flow in investing activities comprises payments related to the purchase and disposal of intangible assets and tangible fixed assets.

Cash flow in financing includes changes in the size or structure of equity capital, increase/decrease of financial debts, and payment of dividends.

The 2014 milestones

From the day following the balance sheet date, i.e. 31st December 2013, until the completion of the 2014 audit, there were no events that would significantly affect the 2013 financial statements and would need to be further disclosed in the framework of the annual report.

6. RAČUNOVODSKI KAZALNIKI

6.1 Računovodski kazalniki družbe TUŠMOBIL d. o. o.

6. ACCOUNTING RATIOS

6.1 Accounting ratios of TUŠMOBIL d.o.o.

KAZALNIKI STANJA FINANCIRANJA / FINANCING STATE RATIOS		
	2013	2012
1. Stopnja lastniškosti financiranja / Equity financing rate	0,34	0,30
Kapital/obveznosti do virov sredstev / Equity to liabilities		
2. Stopnja dolgoročnosti financiranja / Long-term financing rate	0,64	0,41
Kapital + dolg. dolgovi/obveznosti do virov sredstev / Equity + long-term liabilities/liabilities		
KAZALNIKI STANJA INVESTIRANJA / INVESTMENT RATIOS	2013	2012
1. Stopnja osnovnosti investiranja / Operating fixed assets rate	0,56	0,63
Osnovna sredstva (po neodp. vred.)/sredstva / Fixed assets (at carrying amount)/assets		
2. Stopnja dolgoročnosti investiranja / Long-term investment rate	0,56	0,63
Osn. sred. po neodp. vred. + dolg. fin. nal. + dolgoročne poslovne terjatve/sredstva / Fixed assets at carrying amount + long-term investments + long-term operating receivables/assets		
KAZALNIKI VODORAVNEGA FINANČNEGA USTROJA / HORIZONTAL FINANCIAL STRUCTURE RATIOS	2013	2012
1. Kapitalska pokritost osnovnih sredstev / Equity to fixed assets	0,60	0,47
Kapital/osnovna sredstva (po neodpisani vrednosti) z vključenimi AČR / Equity / fixed assets (at carrying amount) with deferred costs		
2. Koeficient neposredne pokritosti kratkoročnih obveznosti / Immediate solvency ratio	0,02	0,004
Likvidna sredstva/kratkoročne obveznosti / Liquid assets/short-term liabilities		
3. Koeficient pospešene pokritosti kratkoročnih obveznosti / Quick ratio	0,93	0,45
Likvidna sredstva + kratk. terjatve/kratk. obveznosti / Liquid assets + short-term receivables/short-term liabilities		
4. Koeficient kratkoročne pokritosti kratkoročnih obveznosti / Current ratio	1,08	0,49
Kratkoročna sredstva/kratkoročne obveznosti / Short-term assets/short-term liabilities		
KAZALNIKI GOSPODARNOSTI / OPERATING EFFICIENCY RATIOS	2013	2012
1. Koeficient gospodarnosti poslovanja / Operating efficiency ratio	1,04	0,97
Poslovni prihodki/poslovni odhodki / Operating revenues/operating		
2. Stopnja dobičkonosti poslovnih prihodkov / Operating profit rate	0,04	-0,03
Poslovni dobiček/poslovni prihodki / Operating profit/operating		
KAZALNIKI DOBIČKONOSNOSTI / PROFITABILITY RATIOS	2013	2012
1. Čista donosnost kapitala (ROE) / Net return on equity ratio (ROE)	0,10	-0,14
Čisti dobiček/povprečni kapital (brez čistega dobička leta) / Net profit/average capital (without net profit for the year)		
2. Čista donosnost sredstev (ROA) / Net return on assets ratio (ROA)	0,03	-0,05
Čisti dobiček/povprečna sredstva / Net profit/average assets		

IZJAVA O ODGOVORNOSTI POSLOVODSTVA

Poslovodstvo je odgovorno za pripravo letnega poročila, tako da to predstavlja resnično in pošteno sliko premoženjskega stanja družbe in izidov njenega poslovanja za poslovno leto od 1. 1. 2013 do 31. 12. 2013.

Poslovodstvo potrjuje, da so bile dosledno uporabljene ustrezne računovodske usmeritve ter da so bile računovodske ocene izdelane po načelu previdnosti in dobrega gospodarjenja. Poslovodstvo tudi potrjuje, da so računovodski izkazi skupaj s pojasnili izdelani na osnovi predpostavke o delujočem podjetju (ang. going concern) ter v skladu z veljavno zakonodajo in s slovenskimi računovodskimi standardi.

Poslovodstvo je tudi odgovorno za ustrezno vodeno računovodstvo, za sprejem ustreznih ukrepov za zavarovanje premoženja ter za preprečevanje in odkrivanje prevar in drugih nepravilnosti oziroma nezakonitosti.

Davčne oblasti lahko kadarkoli v roku 5 let po poteku leta, v katerem je bilo treba davek odmeriti, preverijo poslovanje družbe, kar lahko posledično povzroči nastanek dodatne obveznosti plačila davka, zamudnih obresti in kazni od DDPO ali drugih davkov ter dajatev. Poslovodstvo družbe ni seznanjeno z okoliščinami, ki bi lahko povzročile morebitno pomembno obveznost od tod.

Datum: 28. 3. 2014

Gregor Štampohar,
Direktor družbe Tušmobil d. o. o.



STATEMENT OF THE MANAGEMENT'S RESPONSIBILITY

The Management is responsible for the preparation of the annual report in a way that represents a true and honest image of the company's pecuniary status and of its operating profit or loss for the period from 1st January 2013 to 31st December 2013.

The Management confirms that suitable accounting policies were used consistently and that the accounting assessments were made by following the precautionary principle and with due diligence. It also confirms that the financial statements, together with notes, were drawn up on the going concern basis and in line with the applicable law as well as the Slovenian Accounting Standards.

The Company Management is also responsible for proper account-keeping, undertaking adequate measures to secure the Company's assets as well as preventing and revealing frauds and other irregularities or illegalities.

At any time within 5 years following the year in which it was required to carry out the tax assessment, the tax authorities may verify the Company's operations, which can result in the creation of additional tax liabilities, default interest and penalties to be paid from the corporate income tax, or any other taxes and duties that must be paid. The company management is not familiar with any circumstances that could result in any liabilities arising from this matter.

Date: 28th March 2014

Gregor Štampohar
Tušmobil d.o.o., Director



POROČILO NEODVISNEGA REVIZORJA

Lastniku gospodarske družbe Tušmobil d.o.o.

Poročilo o računovodskih izkazih

Revidirali smo priložene računovodske izkaze gospodarske družbe Tušmobil d.o.o., ki vključujejo bilanco stanja na dan 31. decembra 2013, izkaz poslovnega izida, izkaz drugega vseobsegajočega donosa, izkaz gibanja kapitala in izkaz denarnih tokov za tedaj končano leto ter povzetek bistvenih računovodskih usmeritev in druge pojasnjevalne informacije.

Odgovornost posloводства za računovodske izkaze

Posloводство je odgovorno za pripravo in pošteno predstavitev teh računovodskih izkazov v skladu s slovenskimi računovodskimi standardi in zahtevami Zakona o gospodarskih družbah, ki se nanašajo na pripravo računovodskih izkazov ter za takšne notranje kontrole, ki jih posloводство določi kot ustrezne in, ki omogočajo pripravo računovodskih izkazov, ki ne vsebujejo pomembno napačne navedbe zaradi prevare ali napake.

Revizorjeva odgovornost

Naša odgovornost je izraziti mnenje o teh računovodskih izkazih na podlagi revizije. Revizijo smo opravili v skladu z mednarodnimi standardi revidiranja. Ti standardi zahtevajo od nas izpolnjevanje etičnih zahtev ter načrtovanje in izvedbo revizije za pridobitev sprejemljivega zagotovila, da računovodski izkazi ne vsebujejo pomembno napačne navedbe.

Revizija vključuje izvajanje postopkov za pridobitev revizijskih dokazov o zneskih in razkritjih v računovodskih izkazih. Izbrani postopki so odvisni od revizorjeve presoje in vključujejo tudi ocenjevanje tveganj napačne navedbe v računovodskih izkazih zaradi prevare ali napake. Pri ocenjevanju teh tveganj prouči revizor notranje kontroliranje, povezano s pripravljanjem in poštenim predstavljanjem računovodskih izkazov družbe, da bi določil okoliščinam ustrezne postopke, ne pa, da bi izrazil mnenje o uspešnosti notranjega kontroliranja družbe. Revizija vključuje tudi ovrednotenje ustreznosti uporabljenih računovodskih usmeritev in utemeljenosti računovodskih ocen posloводства kot tudi ovrednotenje celotne predstavitve računovodskih izkazov.

Verjamemo, da so pridobljeni revizijski dokazi zadostna in ustrezna podlaga za naše revizijsko mnenje.

Mnenje

Po našem mnenju so računovodski izkazi v vseh pomembnih pogledih poštena predstavitev finančnega stanja gospodarske družbe Tušmobil d.o.o., na dan 31. decembra 2013 ter njenega poslovnega izida in denarnih tokov za tedaj končano leto v skladu s slovenskimi računovodskimi standardi in zahtevami Zakona o gospodarskih družbah, ki se nanašajo na pripravo računovodskih izkazov.

Poročilo o zahtevah druge zakonodaje

Posloводство je odgovorno tudi za pripravo poslovnega poročila v skladu z zahtevami Zakona o gospodarskih družbah. Naša odgovornost je ocenitev skladnosti poslovnega poročila z revidiranimi računovodskimi izkazi. Naši postopki v povezavi s poslovnim poročilom so opravljeni v skladu z mednarodnim standardom revidiranja 720 in omejeni na ocenitev skladnosti poslovnega poročila z revidiranimi računovodskimi izkazi in ne vključujejo pregleda ostalih informacij, ki izhajajo iz nerevidiranih finančnih poročil.

Po našem mnenju je poslovno poročilo skladno z revidiranimi računovodskimi izkazi.

Ljubljana, 28. marec 2014


Janez Uranič
Direktor
Ernst & Young d.o.o.
Dunajska 111, Ljubljana

ERNST & YOUNG
Revizija, poslovno
svetovanje d.o.o., Ljubljana 1


Mateja Repušič
Pooblaščenka revizorka



This is a translation of the original report in Slovene language

INDEPENDENT AUDITOR'S REPORT

To the owner of Tušmobil d.o.o.

Report on the Financial Statements

We have audited the accompanying financial statements of Tušmobil d.o.o., which comprise the statement of financial position as at December 31, 2013, and the income statement, statement of other comprehensive income, statement of changes in equity and cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Slovenian Accounting Standards and with the requirements of the Slovenian Companies Act related to the preparation of the financial statements, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Tušmobil d.o.o., as of December 31, 2013, and its financial performance and cash flows for the year then ended in accordance with Slovenian Accounting Standards and with the requirements of the Slovenian Companies Act related to the preparation of the financial statements.

Report on Other Legal and Regulatory Requirements

Management is also responsible for preparing the business report in accordance with the Slovenian Companies Act. Our responsibility is to assess whether the business report is consistent with the audited financial statements. Our work regarding the business report is performed in accordance with ISA 720, and restricted to assessing whether the business report is consistent with the financial statements and does not include reviewing other information originated from non-audited financial records.

The business report is consistent with the audited financial statements.

Ljubljana, 28 March 2014


Janez Uranič
Director
Ernst & Young d.o.o.
Dunajska 111, Ljubljana

ERNST & YOUNG
Revizija, poslovno
svetovanje d.o.o., Ljubljana 1


Mateja Repušič
Certified Auditor

2013



Tušmobil d.o.o.

Brnčičeva ulica 49, 1231 Ljubljana - Črnuče, Slovenija