

# gorenjegroup

# **Unaudited Interim Report**

January - June 2014

Gorenje Group and the parent company Gorenje, d. d., prepared pursuant to International Financial Reporting Standards – IFRSs

Management Board of Gorenje d. d. Velenje, August 2014

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#### **Performance Highlights of the Gorenje Group**

#### **CORE FINANCIAL INDICATORS**

- Group's revenue is disclosed at EUR 600.7m and indicates a 1.8% growth over the comparable period of H1 2013. An organic growth in revenue was generated by both the Business Segment Home and the Business Segment Portfolio Investments.
- Revenue by the Home's core activity was generated at EUR 505.5m (0.6% growth; if the impact of exchange rate fluctuations is not taken into account, the Home segment's organic growth in revenue amounts to 4.2% over last year's same period).
- EBITDA is disclosed at EUR 43.1m (17.2% more than in H1 2013). The Group improved the EBITDA margin which was 7.2% and higher by 1.0 p.p. if compared to the same period in 2013.
- EBIT amounted to EUR 21.9m and shows a 40.8% growth. The Group's EBIT margin was improved as well and was 3.6% which is 1.0 p.p. more than in H1 2013.
- Total effect of exchange losses recognised in the financial part as a consequence of impairment of significant currencies against euro amounted to EUR -2.1m.
- Profit for the period is stated at EUR 3.1m and shows an increase of EUR 10.9m over the previous year's same period, when loss was disclosed at EUR -7.8m.

| EURm  | Q2 2013 | Q2 2014 | Index | Jan - Jun 2013 | Jan - Jun 2014 | Index | Plan 2014 | H1 2014 /<br>Plan 2014 |
|---|---------|---------|-------|----------------|----------------|-------|-----------|------------------------|
| Revenue                                       | 300.7   | 310.0   | 103.1 | 590.1          | 600.7          | 101.8 | 1,286.5   | 46.7                   |
| EBITDA  | 20.7    | 22.3    | 108.0 | 36.8           | 43.1           | 117.2 | 93.7      | 46.0                   |
| EBITDA margin (%)                             | 6.9%    | 7.2%    | 1     | 6.2%           | 7.2%           | 1     | 7.3%      | 1                      |
| EBIT  | 9.8     | 11.7    | 118.9 | 15.5           | 21.9           | 140.8 | 46.4      | 47.1                   |
| EBIT margin (%)                               | 3.3%    | 3.8%    | 1     | 2.6%           | 3.6%           | 1     | 3.6%      | 1                      |
| Profit or loss before tax                     | -2.2    | 3.0     | 1     | -3.2           | 5.5            | ,     | 16.4      | 33.6                   |
| Profit or loss without discontinued operation | -2.7    | 2.4     | 1     | -5.0           | 3.8            | 1     | 13.2      | 28.8                   |
| Profit or loss of discontinued operation      | -0.9    | -0.3    | 35.5  | -2.8           | -0.8           | 27.0  | -1.2      | 64.8                   |
| Profit or loss for the period                 | -3.6    | 2.1     | 1     | -7.8           | 3.1            | 1     | 12.1      | 25.3                   |
| ROS (%)                                       | -1.2%   | 0.7%    |       | -1.3%          | 0.5%           |       | 0.9%      | 1                      |
| ROA (%)                                       | -1.2%   | 0.7%    |       | -1.3%          | 0.5%           |       | 1.0%      | 1                      |
| ROE (%)                                       | -3.7%   | 2.2%    | 1     | -4.1%          | 1.6%           | 1     | 3.0%      | 1                      |
| Financial debt                                | 456.3   | 432.1   | 94.7  | 456.3          | 432.1          | 94.7  | 362.0     | 119.4                  |
| Net financial debt <sup>1</sup>               | 431.6   | 404.6   | 93.7  | 431.6          | 404.6          | 93.7  | 333.6     | 121.3                  |
| Net financial debt / EBITDA                   | 5.0     | 4.8     | 1     | 5.0            | 4.8            | 1     | 3.6       | 1                      |

3

<sup>&</sup>lt;sup>1</sup> Financial debt - cash

#### **MARKETS**

- The largest growth within the Business Segment Home was generated on the markets of Germany, the Czech Republic, Slovakia, Hungary, Romania, Bulgaria, Great Britain, North America and also Russia.
- Lower volume of sales if compared to H1 2013 was recorded on markets of Ukraine, Scandinavia, Kazakhstan and France.
- As for the markets outside Europe, we have generated a 24.3 % growth in sales. Increasing our sales on markets outside Europe is one of the Group's key strategic goals.
- We have improved the sales structure as a result of higher sales of premium appliances<sup>2</sup>, which in view of the sales volume of large household appliances accounted for a 16.9% share in H1 2014 (2.6% more than in H1 2013).

#### **COST MANAGEMENT**

- Gorenje successfully curbed the employee benefits expense in the first half-year of 2014. Compared to H1 2013, the employee benefits expense declined by 10.5% or EUR 13.1m, which is attributable to the successfully completed production relocation and the sales network restructuring process in 2013.
- The successfully implemented relocation also improved the energy cost management.
- The altered routes increased the cost of logistics services which was also planned within the production relocation project.
- Our production locations generated EUR 10.3m of net cost savings in the first half-year of 2014 or EUR 10.0m on the Group level.

#### **INDEBTEDNESS**

- Compared to the 30 June 2013 balance, we have reduced our gross indebtedness<sup>3</sup> by EUR 24.2m. This decrease is attributable to the improved cash flows from operating activities and lower volume of investments if compared to H1 2013. The Group's net financial debt<sup>4</sup> was lowered by EUR 27.0m. Hence, the ratio between the net financial debt and EBITDA was 4.8, indicating an improvement of 0.2 if compared to the last year's same period.
- We record EUR -39.8m of cash flows from operating and investing activities on the Group level, which is an improvement of EUR 6.0m over the H1 2013 period.
- Negative cash flows were mostly the result of the seasonal dynamics in manufacturing additional inventories of finished products in view of the anticipated summer collective vacation and higher sales planned for the second half of Q3 2014.

#### **DEVELOPMENT AND NEW PRODUCTS**

- In accordance with the set strategic goals we have increased investments in development costs that accounted in H1 2014 for 2.9% in the Home's revenue structure (an increase of 0.5 p.p. if compared to the same period in 2013).
- Key innovations that were launched in H1 2014 include:
  - the new generation of innovative premium build-in ovens that were developed for various own brands (Gorenje+, Pelgrim, ASKO);
  - the Asko product range which was expanded with the Asko ProSeries<sup>TM</sup> cooking line and premiered during the Eurocucina Milan design week at the beginning of April; in addition, the ASKO washing machine with a capacity of 11 kg was launched on markets;
  - the innovative A+++ class dryer under the Gorenje brand;
  - The freestanding fridge freezers (600mm/2000mm) that were launched on the market in Q2 2014.

Premium appliances: appliances of the ATAG and ASKO brands, appliances from the Gorenje designer kitchen programme.

Sum of Group's current and non-current financial liabilities.

<sup>&</sup>lt;sup>4</sup> Sum of Group's current and non-current financial liabilities less cash and cash equivalents as at the end of the reporting period.

# STATEMENT OF MANAGEMENT RESPONSIBILITY

The Management Board is responsible for the preparation of the half-yearly report of Gorenje, d.d. and the Gorenje Group, as well as the financial statements, in a manner providing the public with a true and fair presentation of the financial position and the results of operations of Gorenje, d.d. and its subsidiaries in the first half-year of 2014.

The Management Board confirms that the financial statements of Gorenje, d.d. and the Gorenje Group have been prepared in conformity with applicable accounting policies, that the accounting estimates have been prepared under the principles of prudence and due diligence, and that the financial statements of the Company and the Group give a true and fair view of their financial position and the results of their operations in the first half-year of 2014.

The Management Board is also responsible for adequate and orderly accounting and the adoption of appropriate measures for safeguarding property and other assets, and confirms that the financial statements of Gorenje, d.d. and the Gorenje Group, together with the accompanying notes, have been prepared under the assumption of going concern and in compliance with applicable legislation and the International Financial Reporting Standards as adopted by the European Union.

The Management Board confirms that, to the best of its knowledge, the halfyearly accounting report has been prepared in compliance with the accounting reporting framework, and that it gives a true and fair view of the assets and liabilities, financial position, and the profit or loss of the controlling company and other companies included in the consolidation of the Gorenje Group.

The president and members of the Management Board are familiar with the contents of integral parts of the half-yearly report of Gorenje, d.d. and the Gorenje Group for 2014, and thus also with the entire half-yearly report. We agree with the report hereof, and confirm this with our signatures.

#### Members of the Management Board

- Franc Bobinac, President of the Management Board
- Peter Groznik, Member of the Management Board
- Marko Mrzel, Member of the Management Board
- Branko Apat, Member of the Management Board
- Drago Bahun, Member of the Management Board, Workers' Representative
- Peter Kukovica Member of the Management Board

#### MANAGEMENT REPORT

#### **Operating Performance of the Gorenje Group**

| EURm                          | Q2 2013 | Q2 2014 | Index | Jan - Jun 2013 | Jan - Jun 2014 | Index | Plan 2014 | H1 2014 /<br>Plan 2014 |
|-------------------------------|---------|---------|-------|----------------|----------------|-------|-----------|------------------------|
| Revenue                       | 300.7   | 310.0   | 103.1 | 590.1          | 600.7          | 101.8 | 1,286.5   | 46.7                   |
| CM <sup>5</sup>               | 131.4   | 130.4   | 99.2  | 258.4          | 257.4          | 99.6  | 563.6     | 45.7                   |
| CM (%)                        | 43.7%   | 42.1%   | /     | 43.8%          | 42.8%          | /     | 43.8%     | /                      |
| EBIT                          | 9.8     | 11.7    | 118.9 | 15.5           | 21.9           | 140.8 | 46.4      | 47.1                   |
| EBIT margin (%)               | 3.3%    | 3.8%    | /     | 2.6%           | 3.6%           | /     | 3.6%      | /                      |
| Profit or loss for the period | -3.6    | 2.1     | /     | -7.8           | 3.1            |       | 12.1      | 25.3                   |
| ROS (%)                       | -1.2%   | 0.7%    | /     | -1.3%          | 0.5%           | /     | 0.9%      | /                      |

In H1 2014, we have generated EUR 600.7m of **revenue** on the Group level, which shows an increase of 1.8% over the same period in 2013. Most of the relevant growth was recorded by the Portfolio Investments segment (+8.5%). Regardless of the fierce circumstances on the European markets, we have managed to increase revenue in the Home segment by 0.6%. If the impact of exchange rate fluctuations is not taken into account, the Home segment's organic growth amounts to 4.2% over the previous year's same period. The improved sales structure contributed to maintaining the contribution margin despite the negative impacts caused by the exchange rate fluctuations.

As for the Home segment the largest growth was generated on markets of Germany, the Czech Republic, Slovakia, Hungary, Romania, Bulgaria, Great Britain, North America and also Russia.

Compared to H1 2013, the sales volume declined on markets of Ukraine, Scandinavia, Kazakhstan, and France. The sales in Ukraine have declined due to the political turmoil there but it is essential that increased sales in other markets to a great extent compensated for the lower sales in Ukraine.

Moreover, we have maintained our market position in Ukraine and simultaneously limited operating expenses and reduced the volume of operating receivables, which provides a good platform for the future when the market will recover. As regards the Scandinavian market we have lost 1% of the market share in Denmark and Sweden due to the distribution concentration on the market and the related competition pressure. Operating expenses were already adjusted to the lower sales volume. Forecasts for Q3 2014 indicate that the sales volume shall improve.

As for the markets outside Europe, we have generated a 24.3% growth of sales which is one of the Group's key strategic goals. The largest growth in H1 2014 was recorded on markets of North America.

#### Revenue of the Gorenje Group



#### Revenue by geographical segments

 $<sup>^{\</sup>rm 5}$  Contribution margin at the level of difference between revenue and cost of goods and material

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| EURm           | Q2 2013 | %     | Q2 2014 | %     | Change<br>(%) | Jan - Jun 2013 | %     | Jan - Jun 2014 | %     | Change<br>(%) |
|----------------|---------|-------|---------|-------|---------------|----------------|-------|----------------|-------|---------------|
| Western Europe | 118.1   | 39.3  | 110.3   | 35.6  | -6.6          | 235.3          | 39.9  | 226.2          | 37.7  | -3.9          |
| Eastern Europe | 157.6   | 52.4  | 166.4   | 53.7  | 5.5           | 309.2          | 52.4  | 317.8          | 52.9  | 2.8           |
| Other          | 25.0    | 8.3   | 33.3    | 10.7  | 33.3          | 45.6           | 7.7   | 56.7           | 9.4   | 24.3          |
| Total Group    | 300.7   | 100.0 | 310.0   | 100.0 | 3.1           | 590.1          | 100.0 | 600.7          | 100.0 | 1.8           |
|                |         |       |         |       |               |                |       |                |       |               |
| Western Europe | 116.5   | 44.4  | 108.4   | 41.2  | -7.0          | 232.9          | 46.4  | 222.4          | 44.0  | -4.5          |
| Eastern Europe | 121.2   | 46.1  | 121.5   | 46.2  | 0.2           | 223.9          | 44.5  | 226.5          | 44.8  | 1.2           |
| Other          | 25.0    | 9.5   | 33.2    | 12.6  | 33.3          | 45.6           | 9.1   | 56.6           | 11.2  | 24.3          |
| Total Home     | 262.7   | 100.0 | 263.1   | 100.0 | 0.2           | 502.4          | 100.0 | 505.5          | 100.0 | 0.6           |

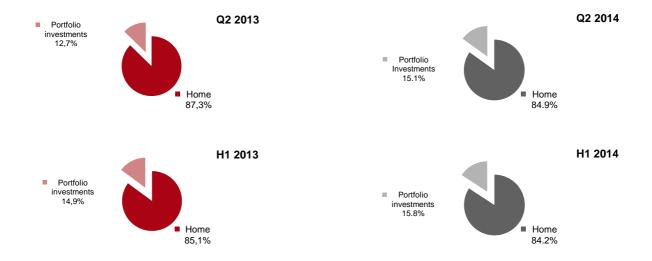
- Western Europe includes Austria, Germany, Italy, France, Denmark, Sweden, Belgium, Finland, Great Britain, Greece, Norway, Turkey, the Netherlands, Spain, Switzerland:
- Eastern Europe includes Ukraine, Russia, Macedonia, Croatia, Serbia, Montenegro, Albania, Bosnia and Herzegovina, Belarus, Kosovo, Moldova, Kazakhstan, Latvia, Lithuania, Estonia, Slovenia, Czech Republic, Hungary, Poland, Bulgaria, Romania, Slovakia:
- Other refers to all other non-European countries.

#### Geographical sales structure of the Business Segment Home shows that:

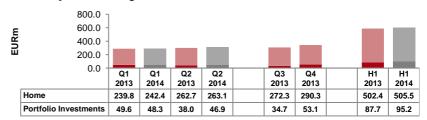
- our sales declined in Western Europe by 4.5% over the same period in 2013. We have generated less revenue in Scandinavia, France and Belgium, whereas in Germany, Greece and Great Britain higher revenue was recorded;
- our sales volume has grown in Eastern Europe by 1.2% if compared to H1 2013. If the impact of exchange rate fluctuations is not taken into account, our organic growth in revenue amounts to 7.5% in view of the same period in 2013. The largest sales growth was generated on markets of the Czech Republic, Slovakia, Hungary, Bosnia and Herzegovina, Romania, Bulgaria, Caucasus and also Russia; lower sales volume was noted in Ukraine, Macedonia and Poland.
- 24.3% sales growth was generated outside of Europe in pursuance of the Group's strategic goals. If the impact of the exchange rate fluctuations is not taken into account, our organic growth in sales exceeds 30%. Most of the relevant growth was recorded in markets of North America. An increase in sales of large household appliances under own brands was achieved in Australia. Our sales volume also increased in markets of Far East where the sales are expected to grow even more in the second half-year of 2014 when we shall provide contractual supplies in connection with major construction projects that were in delay in the first half-year of 2014.

#### The recorded revenue structure by business segment signifies that:

 our Home segment generated 84.2% of Group's total revenue in H1 2014 (0.9 p.p. less than in the same period in 2013). Based on the planned revenue growth in the Home segment, we shall in H2 2014 again increase the Home's sales share in the total sales structure of the Group.



#### Revenue by business segment



In the first half-year of 2014, EUR 505.5 m of revenue was generated within the **Business Segment Home** and shows a 0.6% growth.

Details on sales made by the Business Segment Home are provided on previous pages of this report.

We have generated EUR 95.2m of revenue in the **Business Segment Portfolio Investments** indicating an increase of 8.5% or EUR 7.5m if compared to the H1 2013 level. The increase in revenue is attributable to higher sales of medical equipment and metallurgic products. Larger sales volume was also noted in the field of machine and tool manufacturing and ecology.

#### Movement of profitability at the EBIT level:

| EURm   | Development |
|--|-------------|
| EBIT January - June 2013                                       | 15.5        |
| Contribution margin at the level of cost of goods and material | -1.0        |
| Cost of services   | -0.5        |
| Employee benefits expense                                      | 13.1        |
| Amortisation and depreciation expense                          | 0           |
| Other operating expenses                                       | 0           |
| Other operating income   | -5.2        |
| EBIT January - June 2014                                       | 21.9        |

Earnings before interest and taxes (EBIT): we have achieved a positive EBIT in the amount of EUR 21.9m. Compared to H1 2013, the EBIT grew by EUR 6.4m or 40.8%. The improved EBIT is the result of:

 successful management of purchase costs of material and raw materials, and January - June 2014

 reduced employee benefits expense, which decreased by EUR 13.1m over the same period in 2013.

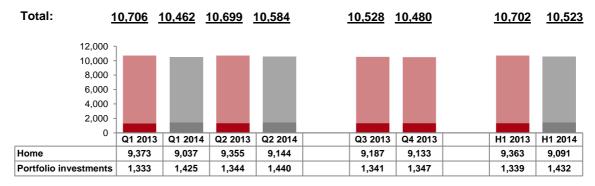
The EBIT was negatively impacted by cost of services, particularly logistics services in view of the altered transportation routes upon the production relocation. The lower contribution margin affected by exchange rate fluctuations had also a negative impact on the EBIT. The aforesaid effects were mitigated by means of selective price increases and an improved appliances-related sales structure. We have improved our sales structure by increasing the sales of premium appliances<sup>6</sup>, which in view of the sales volume of large appliances accounted for a 16.9% share in H1 2014 (2.6% more than in H1 2013).

#### EBIT and EBIT margin



In H1 2014, our average number of employees on the Group level was 10,523 and thus 179 employees less than in H1 2013. Most of the decline is attributable to the company Asko Appliances AB Sweden (production relocation from Sweden to Slovenia) and partly also to Gorenje, d.d. However, the number of employees grew at the facility in Valjevo (Serbia) as a result of higher volume of production since the freestanding refrigerator production was relocated. The sales network restructuring activities in 2013 resulted in reducing the number of employees also in the sales network (Turkey, France, Slovakia, Czech Republic, and Scandinavia). The number of employees in the Business Segment Portfolio Investments increased as business activities of ecology and tool manufacture were expanded to new markets (Serbia).

#### Average number of employees by business segment



The Group generated **earnings before interest, taxes, depreciation and amortisation (EBITDA)** in the amount of EUR 43.1m, which is EUR 6.3m or 17.2% more than in H1 2013.

#### EBITDA and EBITDA margin

<sup>&</sup>lt;sup>6</sup> Premium appliances: appliances of the ATAG and ASKO brands, appliances from the Gorenje designer kitchen programme



We record a **negative result from financing activities** in the amount of EUR 16.3m. The latter result signifies an improvement of EUR 2.4m if compared to the figures recorded as at 30 June 2013. The favourable impact (EUR 2.9m) on the result from financing activities was caused by the less negative result arising on exchange differences referring to the financial part of the income statement (EUR 2.6m) and lower interest expenses (EUR 0.3m).

**Income tax expense** disclosed at EUR 1.7m includes current and deferred income tax. Current tax refers to the tax that will be paid on profit for the period per individual Group companies. Deferred tax is disclosed upon accounting of temporary differences between the carrying amount of assets and liabilities for financial reporting purposes and the amounts for tax reporting purposes. Temporary differences, which generally have the biggest impact on deferred taxes, are tax relief amounts in connection with investments, investments relating to research and development and amounts of tax losses from previous periods, which to a large extent refer to the parent company.

The Group's **profit for the period** amounts to EUR 3.1m and thus experiences a profitability growth by EUR 10.9m if compared to H1 2013.

#### Profit or loss for the period and ROS



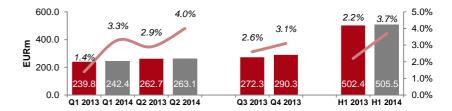
#### **Operating Performance by Business Segment**

#### Home

| EURm            | Q2 2013 | Q2 2014 | Index | Jan - Jun 2013 | Jan - Jun 2014 | Index | Plan 2014 | H1 2014 /<br>Plan 2014 |
|-----------------|---------|---------|-------|----------------|----------------|-------|-----------|------------------------|
| Revenue         | 262.7   | 263.1   | 100.2 | 502.4          | 505.5          | 100.6 | 1,102     | 45.9                   |
| CM <sup>7</sup> | 112.2   | 110.5   | 98.5  | 220.2          | 216.3          | 98.2  | 477.3     | 45.3                   |
| CM (%)          | 42.7%   | 42.0%   | /     | 43.8%          | 42.8%          | /     | 43.3%     | /                      |
| EBIT            | 7.7     | 10.6    | 137.6 | 11.1           | 18.7           | 168.0 | 39.6      | 47.2                   |
| EBIT margin (%) | 2.9%    | 4.0%    | /     | 2.2%           | 3.7%           | /     | 3.6%      | /                      |

#### Revenue and the EBIT margin of the Business Segment Home

Contribution margin at the level of difference between revenue and cost of goods and material



Home's movement of revenue growth by individual markets is presented on page 6 and 7 of the report hereof.

In the first half-year of 2014, our Home segment generated a positive **EBIT** in the amount of EUR 18.7m. Compared to equivalent period in 2013, the EBIT increased by EUR 7.6m and is primarily the result of:

 lower employee benefits expense by 12.9% or EUR 14.0m; the decrease is attributable largely to the production relocation from Sweden to Slovenia and partly to the restructured sales business units.

We have succeeded to curb the negative impacts on the contribution margin of the Business Segment Home primarily by means of:

- the improved sales structure (higher sale of premium household appliances, higher sales on markets outside Europe),
- a larger sales volume in the Home segment, and
- as successful management of purchase prices for material, raw materials and cost of fuels.

In countries, where exchange rate fluctuations were most unfavourable, we have also **progressively increased the prices in local currencies** so as to further ease pressure on the contribution margin in Q3 2014.

**Cost of services** grew as a result of higher **cost of logistics services** in view of the altered transportation routes upon the production relocation.

#### Movement of profitability at the EBIT level:

| EURm   | Development |
|--|-------------|
| EBIT January - June 2013                                       | 11.1        |
| Contribution margin at the level of cost of goods and material | -3.9        |
| Cost of services   | 2.6         |
| Employee benefits expense                                      | 14.0        |
| Amortisation and depreciation expense                          | -0.2        |
| Other operating expenses                                       | 0           |
| Other operating income   | -4.9        |
| EBIT January - June 2014                                       | 18.7        |

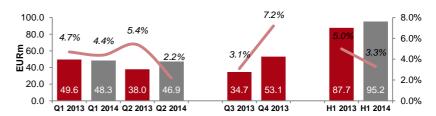
#### **Portfolio Investments**

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| EURm            | Q2 2013 | Q2 2014 | Index | Jan - Jun 2013 | Jan - Jun 2014 | Index | Plan 2014 | H1 2014 /<br>Plan 2014 |
|-----------------|---------|---------|-------|----------------|----------------|-------|-----------|------------------------|
| Revenue         | 38.0    | 46.9    | 123.1 | 87.7           | 95.2           | 108.5 | 184.5     | 51.6                   |
| CM <sup>8</sup> | 19.2    | 19.9    | 103.5 | 38.2           | 41.1           | 107.6 | 86.2      | 47.6                   |
| CM (%)          | 50.5%   | 42.4%   | /     | 43.5%          | 43.2%          | /     | 46.7%     | /                      |
| EBIT            | 2.1     | 1.0     | 49.5  | 4.4            | 3.2            | 71.8  | 6.8       | 46.7                   |
| EBIT margin (%) | 5.4%    | 2.2%    | /     | 5.0%           | 3.3%           | /     | 3.7%      | /                      |

#### Revenue and the EBIT margin of the Business Segment Portfolio investments



In the first six months of 2014, our Portfolio Investments segment recorded an 8.5% increase in revenue. Regardless the said growth in revenue, we achieved an **EBIT** of EUR 3.2m which is EUR 1.2m less than in the last year's same period. The primary reasons behind the EBIT decline are:

- higher employee benefits expense as a result of expanding activities in the ecology and tool manufacturing segment in Serbia (higher by EUR 0.9m over the H1 2013),
- higher cost of services; costs refer to the implementation of the medicinal projects, which showed a different dynamics from the one recorded in H1 2013; however, revenue in connection with the latter were higher due to implemented business deals, whereas
- other categories of operating expenses or income had no material impact on the profitability at the level of EBIT.

#### Movement of profitability at the EBIT level:

| EURm   | Development |
|--|-------------|
| EBIT January - June 2013                                       | 4.4         |
| Contribution margin at the level of cost of goods and material | 2.9         |
| Cost of services   | -3.1        |
| Employee benefits expense                                      | -0.9        |
| Amortisation and depreciation expense                          | 0.2         |
| Other operating expenses                                       | 0           |
| Other operating income   | -0.3        |
| EBIT January - June 2014                                       | 3.2         |

 $<sup>^{\</sup>rm 8}$   $\,$  Contribution margin at the level of difference between revenue and cost of goods and material

#### Financial Performance of the Gorenje Group

#### Group's financial operations

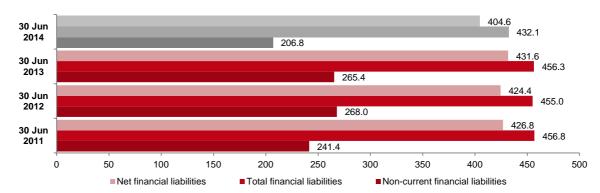
The primary sources of liquidity are provided through operative sales activities in the segments Home and Portfolio Investments and within these also the optimisation of net working capital. Additional sources of financing include inflows generated on divestment, taking of non-current borrowings for partly refinancing the overdue existing non-current borrowings, as well as the permanent renewal of current borrowings, revolving loans and bank overdrafts. With respect to repaying financial liabilities in 2014, most of the activities focused on repaying and refinancing current past due non-current financial liabilities. Non-current borrowings are repaid on a regular basis and are partly also refinanced, whereas current borrowing are renewed continuously.

In the first half-year of 2014, EUR 47.7m of due non-current borrowings were repaid and were financed by means of already granted non-current borrowings, inflows generated on divestment and the liquidity reserve as disclosed on bank accounts. Moreover, at the end of Q2 and the start of Q3, we have raised two non-current borrowings, namely:

- a non-current syndicated borrowing in the amount of EUR 55m and approved by the syndicate of six banks i.e. NLB, SID Banka, Banka Koper, Nova KBM, Abanka Vipa, and Gorenjska banka. The loan matures in seven years and is earmarked for financing the working capital, for company's expansion on international markets and for the development of washing machines and dishwashers;
- 2. a non-current borrowing extended by the Austrian branch of the Russian VTB Bank Group. The loan in the amount of EUR 72m and extended by the VTB Bank (Austria) AG matures in 5 years. The relevant borrowing is earmarked for refinancing the loan (Schuldschein) that falls due in July in the amount of EUR 50m, and for restructuring the loan (Schuldschein) that matures in July 2016 i.e. from a lump-sum payment loan into an amortisation loan.

By drawing both borrowings and repaying the due »Schuldschein« in July, the Group repaid in 2014 i.e. including and up to 15 July 2014, EUR 101.7m of past due non-current borrowings that were in the amount of EUR 99.7m substituted by non-current sources. The new loans do not increase Gorenje's indebtedness but solely improve the maturity structure of the existing sources of financing. We shall continue with activities to further improve the relevant maturity structure.

#### Movement of total, non-current and net financial liabilities in Q2 of the period 2011-2014 (EURm)<sup>9,10</sup>



<sup>&</sup>lt;sup>9</sup> Data as at 30 June 2011 are shown at comparable levels, without the companies of Istrabenz Gorenje Group, which was sold in H1 2011.

<sup>10</sup> Accounting aspect

**Total financial liabilities** (as sum of current and non-current financial liabilities) amounted as at 30 June 2014 to EUR 432.1m and indicate a decline by EUR 24.2m if compared to the same period in 2013. Movement of financial liabilities complies with the interim seasonal dynamics, which is in 2014 more favourable than in previous years.

As for the **maturity structure of financial liabilities**, 47.8% refer to noncurrent sources whereby the remaining share to current sources. The structure worsened by 10.3 p.p. if compared to 30 June 2013, which is attributable to the reclassification of the lump-sum payment loan (Schuldschein) at the start of Q3 2013 to the short-term portion which matured and was repaid in July 2014. The share of non-current sources increased in July 2014 based on the loan's repayment and the substitution of almost all repaid and due non-current borrowings with alternative non-current sources, which is however comparable to the level in H1 2013.

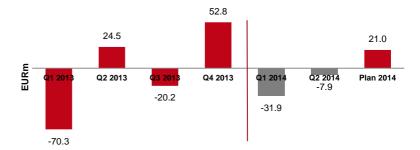
As at 30 June 2014, **net financial liabilities** (measured as difference between total financial liabilities, the item of cash and cash equivalents) amounted to EUR 404.6m and declined by EUR 27.0m if compared to the 30 June 2013 balance.

Activities relating to repayment of currently due borrowings are implemented in compliance with the corporate policy on the permanent liquidity and financial debt management. In the period from 30 June 2014 to the year-end of 2014, EUR 100.4m of non-current borrowings fall due for repayment. The largest share in the amount of EUR 76.6m matures in Q3 2014, most of thereof in July. Hence, the Group repaid by 15 July 2014 EUR 101.7m of past due non-current loans and has largely replaced them by the already mentioned borrowings. Another EUR 46.4m of non-current borrowings mature by the end of the year. They shall be repaid on the basis of current operations as most of Group's free cash flows from operating activities are generated in Q3 and primarily in Q4 due to the seasonal nature of the business. Divestment activities are a further source of repaying liabilities in addition to raising of new replacement non-current loans. Permanent activities with existing and new bank partners are therefore carried out and are expected to additionally improve the loan maturity structure and decrease the scope of the annual maturity of non-current loans. This shall in future be implemented by means of servicing the current maturity of non-current borrowings mostly through current operations and through the significantly lower level of required replacement indebtedness for the purpose of refinancing. It is essential that the Group recorded a liquidity reserve of EUR 95.6m as at 30 June 2014 in form of granted but not yet drawn current and non-current borrowings and bank balances, which can in case of overdue liabilities be used also for bridging purposes.

#### Cash flows of the Gorenje Group

In the first half-year of 2014, the Group recorded negative cash flows from operating and investing activities in the amount of EUR 39.8m which indicates an improvement of EUR 6.0m over the equivalent period in 2013. This is a typical interim dynamics as negative cash flows from operating and investing activities are always recorded in the first half-year, whereas in the second half-year, primarily in the last quarter the Group generates positive cash flows.

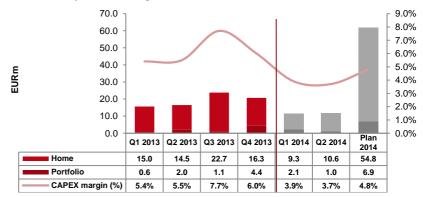
#### Cash flows from operating and investing activities



January - June 2014

**Investments** amounted to EUR 11.6m in Q2 2014 and decreased by EUR 4.9m over the last year's equal period. Most of investments refer to the completion of already started projects and to new investments for developing new products. The largest portion in the amount of EUR 10.6m relates to the segment Home, whereas EUR 1.0m of investments were made in the Portfolio Investments segment. The largest portion thereof was invested in ecology and tool manufacturing.

#### Investments by business segment



The Group continues with the programme on **divestment** of underperforming and non-operating assets adopted in 2010, which we also update and recast. The total value of implemented divestment in H1 2014 was recorded at the book value of EUR 3.0m and shows a decline of EUR 14.4m if compared to the divestment activity in the last year's same period.

As at 30 June 2014, Group's investments in net working capital amounted to EUR 255.2m and signify a decrease over the H1 2013 balance by EUR 25.7m. The amount of investments made in net working capital was impacted also by the changed balance of other current assets and liabilities. Within latter investments, the narrow net working assets (inventories, trade receivables and trade payables) have dropped by EUR 16.9m if compared to the same period in 2013.

**Trade receivables** amounted to EUR 226.3m as at 30 June 2014 and were by EUR 20.7m higher than at the year-end of 2013 and higher by EUR 1.2m if compared to the 30 June 2013 balance. The increase in receivables is attributable to the higher volume of sales.

As at 30 June 2014, **inventories** amounted to EUR 255.4m and were higher by EUR 19.7m over the 31 December 2013 balance and lower by EUR 11.6m if compared to the previous year's same period. As compared to the year-end of 2013, inventories increased primarily as a result of higher inventories of finished products and merchandise; these inventories are created for sales planned in the summer months, when the production is halted due to the collective vacation in Group's production facilities and supplies of merchandise from the complementary programme are not possible.

**Trade payables** amounted to EUR 189.7m as at 30 June 2014 and declined by EUR 24.1m if compared to 31 December 2013 or increased by EUR 6.6m over the H1 2013 balance. The 30 June 2014 balance complies with the general annual dynamics and is partly related to higher volume of material and merchandise purchased as no supplies are possible during the collective summer vacation.

#### **Unaudited Interim Report** January – June 2014

### Certain financial risks have a significant impact on the Group's cash flow management

With regard to **financial risks**, the severe macroeconomic situation led the Group to pay special attention to efficient **credit risk** management by means of stricter controls of credit limits approved by credit insurance companies, intensified collection of receivables, intensified communication with credit insurance companies and business partners, etc. Accordingly, the balance of bad debts is reviewed and analysed on an ongoing basis and proper measures are implemented (e.g. collection, mortgage collections, suspension of supplies to problematic customers, etc.). We have in this relation a strict set of rules on what is deemed suitable collateral for the sale of goods and what a maximum exposure by individual companies, customers, etc.

Currency risks, to which the Group is exposed, are hedged and minimised predominantly by natural cash flow balancing/hedging for each currency that, mostly in case of sales companies, cannot be fully implemented. The Group therefore and mostly in countries that are not part of the euro area, selectively applies forward exchange contracts. The scope of forward exchange contracts significantly grew in the first half-year of 2014, which enhanced the stability of operations for the rest of the year. We are seeking additional possibilities for a larger scope of natural hedging, which is to a great extent used in hedging against the US dollar. Exchange losses were recorded as at 30 June 2014 as a result of extreme devaluation of the Ukrainian hryvnia. In medium-term, we hedge against currency risk by adjusting sales prices on an ongoing basis, by applying cost optimisation and by means of increasing natural hedging on the purchase/sale side.

We are well managing the **risk of short-term liquidity** by means of revolving credit lines approved for Group companies, approved bank account overdrafts, and bank balances. As at 30 June 2014, the undrawn part of current and non-current credit lines amounted to EUR 68.0m and bank balances amounted to an additional EUR 27.6m.

#### Summary of the Operating Performance of Gorenje, d.d.

#### Operating performance of Gorenje, d.d.

| EURm                          | Q2 2013 | Q2 2014 | Index | Jan - Jun 2013 | Jan - Jun 2014 | Index | Plan 2014 | H1 2014 /<br>Plan 2014 |
|-------------------------------|---------|---------|-------|----------------|----------------|-------|-----------|------------------------|
| Revenue                       | 151.1   | 170.6   | 112.9 | 317.9          | 349.3          | 109.9 | 761.1     | 45.9                   |
| CM <sup>11</sup>              | 48.5    | 54.4    | 112.2 | 99.8           | 110.2          | 110.4 | 243.5     | 45.3                   |
| CM (%)                        | 32.1%   | 31.9%   | /     | 31.4%          | 31.6%          | /     | 32.0%     | /                      |
| EBITDA                        | 5.4     | 9.6     | 177.8 | 13.1           | 21.8           | 166.4 | 44.3      | 49.2                   |
| EBITDA margin (%)             | 3.6%    | 5.6%    | /     | 4.1%           | 6.2%           | /     | 5.8%      | /                      |
| EBIT                          | 0.9     | 4.4     | 488.9 | 4.2            | 11.4           | 271.4 | 20.6      | 55.1                   |
| EBIT margin (%)               | 0.6%    | 2.6%    | /     | 1.3%           | 3.3%           | /     | 2.7%      | /                      |
| Profit or loss before tax     | -0.6    | 1.5     |       | 0.9            | 5.7            | 633.3 | 8.0       | 70.7                   |
| Profit or loss for the period | -0.4    | 1.8     |       | 0.8            | 6.0            | 750.0 | 7.6       | 78.5                   |
| ROS (%)                       | -0.3%   | 1.1%    | /     | 0.3%           | 1.7%           | /     | 1.0%      | /                      |
| ROA (%)                       | -0.2%   | 0.8%    | /     | 0.2%           | 1.3%           | /     | 0.9%      | /                      |
| ROE (%)                       | -0.5%   | 2.0%    | /     | 0.5%           | 3.4%           | /     | 2.1%      | /                      |
| Employee / end of period      | 4,181   | 4,138   | 99.0  | 4,181          | 4,138          | 99.0  | 4,037     | 102.5                  |
| Employee / average            | 4,182   | 4,138   | 98.9  | 4,186          | 4,142          | 98.9  | 4,040     | 102.5                  |

**Revenue** generated by the parent company in H1 2014 amounted to EUR 349.3m, which indicates a growth of EUR 31.4m or 9.9% if compared to the H1 2013 balance.

As at 30 June 2014, the Business Segment Home recorded revenue in the amount of EUR 322.7m, which is 10.1% more than in the previous year's equal period and is primarily the result of:

- higher revenue from sale of products manufactured in-house by 13.2% as a result of more orders placed for in-house production (in-house production increased in terms of volume by 12.4%);
- higher revenue from sale of household appliances via dealers by 9.2% i.e. sales of household appliances manufactured in Valjevo recorded the highest growth (61.3%) whereby the complementary programme accounts for 10.0%;
- higher revenue from the sale of kitchens by 74.7%.

Revenue generated in sales beyond the Business Segment Home were recorded at EUR 23.6m and show a growth over the H1 2013 balance by 2.2%, which is attributable mostly to higher revenue generated through the Solar programme (solar power plants) and the Point programme (IT equipment).

The level of the contribution margin (gross margin) at the level of difference between revenue, cost of raw materials, material, and purchase cost of goods sold including the related change in inventories, increased by EUR 10.4m if compared to the previous year's same period. This result is attributable primarily to the dynamics of revenue from sales, which is faster than their direct costs of material and goods.

The employee benefits expense grew by 1.1% if compared to the last year's same period which is the result of withdrawing the extraordinary measure of decreasing wages of staff with higher income that applied in H1 2013.

In respect to the last year's equivalent period, the amortisation and depreciation expenses increased by 17.2% as a result of relocating the equipment for manufacturing washing machines, dishwashers and dryers from Sweden which was activated in the second half-year of 2013.

<sup>&</sup>lt;sup>11</sup> Contribution margin at the level of difference between revenue and cost of goods and material

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If compared to the same period in 2013, the parent company's result from financing activities is by EUR 2,338k more negative which is mostly attributable to lower dividend income generated by subsidiaries in the amount of EUR 2,419k.

An improvement of the **EBIT** is attributable largely to:

- improved utilisation of production capacities, higher business activities and the additional production that was transferred from Sweden.
- improved product and geographical structure of sales,
- successful management of purchase prices of material and raw materials, and
- slower growth of operating expenses than the growth of gross profit or loss by 2.1 p.p.

**Movement of the parent company's profitability** at the level of profit or loss for the period:

| EURm   | Development |
|--|-------------|
| Profit for the period January - June 2013                      | 0.8         |
| Contribution margin at the level of cost of goods and material | 10.4        |
| Cost of services   | -4.3        |
| Employee benefits expense                                      | -0.5        |
| Amortisation and depreciation expense                          | -1.5        |
| Other operating expenses                                       | 3.3         |
| Other operating income   | -0.3        |
| Financial result   | -2.3        |
| Income tax expense and deferred taxes                          | 0.4         |
| Profit for the period January - June 2014                      | 6.0         |

#### **Ownership Structure and GRVG Share**

As of 23 August 2013, the Shareholders' Meeting of Gorenje, d.d. authorised the Management Board to carry out the third round of share capital increase (authorised capital) upon the Supervisory Board's consent not later than within one year after the registration of changes in the Articles of Association, which were adopted at the Shareholders' Meeting on 23 August 2013. In pursuance of the decision, the share capital can be increased by the maximum amount of EUR 9,681,964.61 with the issue of 2,320,186 new ordinary, freely transferable, registered, no par value shares for non-cash contributions (conversion of debt into company's equity). The new shares form together with existing shares the same class and are issued for contributions in kind (conversion of debt into company's equity) at EUR 4.31 per share.

During its session in June 2014, the Supervisory Board agreed with the Management Board's decision that was adopted on the basis of the mentioned resolution of the Shareholders' Meeting.

Gorenjska banka and IFC have participated in the debt-to-equity conversion.

On the basis of the completed registration and payment of new shares, we have on 11 July 2014 first received the decision of the District Court in Celje no. Srg 2014/31489 dated 11 July 2014. The respective decision refers to the registration of the relevant changes regarding the share capital increase from EUR 92,240,139.36 to EUR 97,728,229.83, the changed number of shares from 22,104,427 to 23,419,593, and the amended Articles of Association.

Given the completed registration and entry of 1,005,020 new shares of Gorenje, d.d. which were registered by the IFC pursuant to the resolutions of the Shareholders' Meeting, we received on 21 July 2014 also the resolution of the court register, Celje, No. Srg 2014/32359, dated on 18 July 2014. This resolution is relating to the registration of share capital changes from EUR

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97,728,229.83 to EUR 101,922,103.97, number of shares from 23,419,593 to 24,424,613 and changes of statute, related to above quoted changes.

To the date of this announcement, the share capital of Gorenje, d.d. was increased based on authorised capital and as at date of report hereof amounts to EUR 101,922,103.97 and is divided into 24,424,613 ordinary, freely transferable, registered shares.

**17,148 shareholders** were entered in the share register as of **30 June 2014** indicating that the number of shareholders declined by 1.7% over the yearend balance of 2013 (17,438).

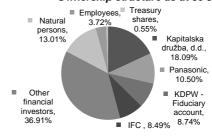
#### Gorenje's ten major shareholders and owners

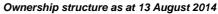
| Ten major shareholders   | No. of shares<br>(31 Dec 2013) | Share<br>in % | No. of shares<br>(30 Jun 2014) | Share in % | No. of shares<br>(13 Aug 2014) | Share in % |
|--|--------------------------------|---------------|--------------------------------|------------|--------------------------------|------------|
| KAPITALSKA DRUŽBA, D.D.  | 3,998,653                      | 18.09%        | 3,998,653                      | 18.09%     | 3,998,653                      | 16.37%     |
| KDPW – FIDUCIARY ACCOUNT <sup>12</sup>                                   | 2,446,603                      | 11.07%        | 1,931,158                      | 8.74%      | 1,974,247                      | 8.08%      |
| PANASONIC CORPORATION  | 2,320,186                      | 10.50%        | 2,320,186                      | 10.50%     | 2,320,186                      | 9.50%      |
| IFC  | 1,876,876                      | 8.49%         | 1,876,876                      | 8.49%      | 2,881,896                      | 11.80%     |
| NFD 1, Mixed flexible subfund – South / Alpen.SI, mixed flexible subfund | 1,125,802                      | 5.09%         | 1,125,802                      | 5.09%      | 1,181,415                      | 4.84%      |
| HOME PRODUCTS EUROPE B.V.  | 1,070,000                      | 4.84%         | 1,070,000                      | 4.84%      | 1,070,000                      | 4.38%      |
| ZAGREBAČKA BANKA D.D FIDUCIARY<br>ACCOUNT                                |                                | /             | /                              |            | 500,000                        | 2.05%      |
| INGOR, d.o.o., & co. k.d.  | 794,473                        | 3.59%         | /                              | /          |                                | /          |
| SOP Ljubljana  |                                | 1             | 466,775                        | 2.11%      | 470,015                        | 1.92%      |
| CONSEQ INVEST PUBLIC LIMITED COMPANY                                     | 464,732                        | 2.10%         | 464,732                        | 2.10%      | 464,732                        | 1.90%      |
| EECF AG  | 411,727                        | 1.86%         | 411,727                        | 1.86%      | 411,727                        | 1.69%      |
| RAIFFEISEN BANK AUSTRIA D.D. – FIDUCIARY ACCOUNT                         | 325,260                        | 1.47%         | /                              | /          | /                              | /          |
| AKTSIASELTS TRIGON FUNDS   |                                | 1             | 318,676                        | 1.44%      |                                | /          |
| Total major shareholders   | 14,834,312                     | 67.11%        | 13,984,585                     | 63.27%     | 15,272,871                     | 62.53%     |
| Other shareholders   | 7,270,115                      | 32.89%        | 8,119,842                      | 36.73%     | 9,151,742                      | 37.47%     |
| Total  | 22,104,427                     | 100%          | 22,104,427                     | 100%       | 24,424,613                     | 100%       |

#### Ownership structure as at 31 December 2013



#### Ownership structure as at 30 June 2014







<sup>&</sup>lt;sup>12</sup> The KDPW fiduciary account includes shares, which were registered and paid in Poland during the second share capital increase.

The number of own shares or treasury shares as at 30 June 2014 equals the year-end balance of 2013 i.e. at **121,311 treasury shares**, which as at 30 June 2014 accounts for **0.5488%** of total share capital; the relevant share declined upon the share capital increase and as at 13 August 2014 amounted to 0,4967 %.

The number of shares held by Supervisory Board and Management Board members

| Supervisory Board  | 31 Dec | 2013    | 30 Jun | 2014    | 13 Aug 2014 |         |  |  |
|--------------------|--------|---------|--------|---------|-------------|---------|--|--|
| Total:             | 3,508  | 0.0159% | 3,508  | 0.0159% | 3,508       | 0.0144% |  |  |
| Peter Kobal        | 1,355  | 0.0061% | 1,355  | 0.0061% | 1,355       | 0.0055% |  |  |
| Krešimir Martinjak | 115    | 0.0005% | 115    | 0.0005% | 115         | 0.0005% |  |  |
| Jurij Slemenik     | 2,038  | 0.0092% | 2,038  | 0.0092% | 2,038       | 0.0083% |  |  |

| Management Board | 31 Dec | 2013    | 30 Jun | 2014    | 13 Aug 2014 |         |  |  |
|------------------|--------|---------|--------|---------|-------------|---------|--|--|
| Total:           | 18,894 | 0.0855% | 21,394 | 0.0968% | 21,394      | 0.0876% |  |  |
| Franc Bobinac    | 4,096  | 0.0185% | 4,096  | 0.0185% | 4,096       | 0.0168% |  |  |
| Branko Apat      | 626    | 0.0028% | 626    | 0.0028% | 626         | 0.0026% |  |  |
| Drago Bahun      | 9,082  | 0.0411% | 9,082  | 0.0411% | 9,082       | 0.0372% |  |  |
| Marko Mrzel      | 450    | 0.0020% | 450    | 0.0020% | 450         | 0.0018% |  |  |
| Peter Groznik    | 4,640  | 0.0210% | 7,140  | 0.0323% | 7,140       | 0.0292% |  |  |

Peter Groznik, the Management Board member, acquired 2,500 shares of Gorenje, d.d. (GRVG) on 17 March 2014 at the Ljubljana Stock Exchange through a business deal worth EUR 9,999.25. Upon the conclusion of the respective deal, the total number of shares is 7,140 whereby the share of his voting rights upon the share capital increase conducted in July is recorded at 0.0294%.

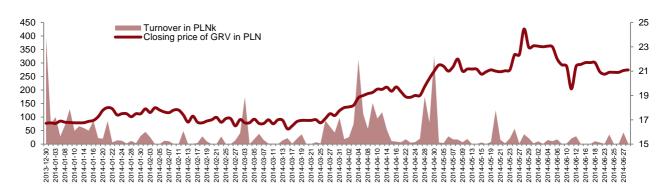
The number and interest of company's shares held by Supervisory Board and Management Board members has not changed in the period from 30 June 2014 to the date of this public announcement. The share capital increase, however, changed their stakes which is also evident in the table above i.e. as at 13 August 2014.

The **closing price per share** as at the last trading day in June 2014 was at the Ljubljana Stock Exchange as the primary market, recorded at EUR 5.40 and shows an increase of 28.6% if compared to the last trading day in 2013 (EUR 4.20). The prime market index SBITOP increased in the same period by 9.3%. As at 30 June 2014, the total turnover at the Ljubljana and Warsaw Stock Exchange was recorded at 2,479,983 shares, indicating that the average daily turnover at the Ljubljana Stock Exchange was 18,344 shares (GRVG) and 1,819 shares at the Warsaw Stock Exchange. Compared to the year-end balance of 2013 when the shares were only listed, the closing price per share grew by 26.3% (from PLN 16.71 to PLN 21.10).

Movement of the GRVG share and the daily turnover at the Ljubljana Stock Exchange for the period January – June 2014



Movement of the GRV share and the daily turnover at the Warsaw Stock Exchange for the period January – June 2014



**Basic and diluted earnings per share** calculated as the ratio between the profit or loss of parent company's owners in H1 2014 and the number of shares issued, less average balance of treasury shares (21,983,116 shares) amounts to EUR 0.14 (2013: EUR -1.51).

**Book value of the GRVG share** as at 30 June 2014 amounted to EUR 17.21 (EUR 17.32 as at 31 December 2013). It is calculated as the ratio between the book value of Group's ordinary share capital and the number of shares issued less the number of treasury shares as at 30 June 2014 (21,983,116 shares).

The ratio between the market and the book value of the GRVG share is recorded at 0.31 (0.24 as at 31 December 2013).

#### The dividend policy

Due to the onset of the economic crisis that had a major impact on Gorenje's operations since the last quarter of 2008, no dividends were paid out for the years 2008, 2009, 2010 and 2012. A dividend payout in the amount of EUR 0.15 gross per share was carried out for the financial year 2011. With respect to the loss that was recorded by the Gorenje Group in 2013, the Management and the Supervisory Board have proposed the Shareholders' Meeting not to pay out dividends in 2014 for 2013. During the Shareholders' Meeting held on 4 July 2014, the stakeholders endorsed also the relevant proposal of the Management and Supervisory Board. The Management Board is of the opinion that a dividend payout is not suitable until proper deleveraging is achieved.

#### Significant Events after the Balance Sheet Date

#### Successful share capital increase by means of non-cash contributions

Pursuant to the resolution adopted by the 20<sup>th</sup> Shareholders' Meeting on 23 August 2013 which gives way to a share capital increase by means of noncash contributions, Gorenje signed a debt-to-equity conversion agreement with Gorenjska banka and the IFC (International Financial Corporation). The relevant agreement with the Gorenjska banka was signed on 10 July, whereby with IFC on 17 July 2014.

Upon the completion of the two share capital increases, the price of the share amounted in 2013 to EUR 4.31.

By converting its receivables in the amount of EUR 5,668,365.46, the Gorenjska banka obtained 1,315,166 newly issued Gorenje shares, whereby the IFC became the owner of 1,005,020 shares by converting EUR 4,013,599.15 of its receivables. Hence, Gorenje's share capital has been increased by exactly the amount specified in the resolution adopted by the Shareholders' Meeting on 23 August 2013 i.e. by EUR 9,681,964.61 with the issue of 2,320,186 new shares.

#### **Unaudited Interim Report**

January - June 2014

The newly issued shares are listed on the Ljubljana and Warsaw Stock Exchange. Gorenjska banka acquainted us with its intention to sell the shares acquired.

#### Appointment of a new Supervisory Board for a new term

At the Shareholders' Meeting, the shareholders approved the increase of the number of capital representatives in the Supervisory Board from six to seven and elected the capital representatives for the new term. Supervisory Board members representing capital in the new term are Corinna Claudia Graf, Toshibumi Tanimoto, and Marko Voljč as newly appointed members, and Bachtiar Djalil, Keith Charles Miles, Bernard Charles Pasquier, and Uroš Slavinec who were reappointed as Supervisory Board members. In compliance with the Worker Participation in Management Act and the Rules of Procedure of the Works Council, four employee representatives in the Supervisory Board were previously elected by the Works Council, namely Peter Kobal, Jurij Slemenik, Drago Krenker and Krešimir Martinjak. The four-year term of office of the newly elected Supervisory Board shall commence on 20 July 2014.

#### Two non-current borrowings were obtained

We have raised two non-current syndicated borrowings in July 2014. A syndicate of six banks i.e. NLB, SID Banka, Banka Koper, Nova KBM, Abanka Vipa, and Gorenjska banka granted Gorenje a non-current loan in the amount of EUR 55m which matures in seven years. It is earmarked for company's expansion on international markets, for the development of new appliances and for financing the working capital.

We have signed an agreement with the VTB Bank on a 5-year non-current replacement loan in the amount of EUR 72m, which will be used to improve the maturity structure of the financial resources and enhance our financial stability.

No other significant events occurred after the date of compiling the balance sheet as of 30 June 2014.

#### **Major Business Events**

**JANUARY** 

#### Symbolic launch of the dishwasher production in Velenje

By a symbolic launch of the five-station sheet metal processing conveyor line we have celebrated the transfer of the production programme from Sweden to Velenje. The dishwasher production programme was relocated as a part of the large-scale strategic production restructuring programme.

**FEBRUARY** 

### Gorenje Group and the American manufacturer of premium home appliances Sub-Zero Group Inc. sign a distribution agreement

We have concluded with the Sub-Zero Group Inc. as the American leading manufacturer of premium home appliances a long-term agreement on distributing Gorenje's premium brand Asko. Accordingly, Sub-Zero Group Inc. will as of 1 April 2014 act as the exclusive distributor of Asko washing machines, dryers, and dishwashers in North America. This partnership constitutes a part of our strategic activities aimed at boosting Gorenje's presence beyond Europe and promoting the sale of its premium products.

#### Superbrand for Gorenje kitchens in the Czech Republic



Gorenje Kitchens brand received the prestigious Superbrand 2014 award and thereby officially joined the elite club of excellent brands in the Czech Republic.

#### Gorenje Orodjarna also in Serbia

The subsidiary Gorenje Orodjarna d.o.o. as the producer of industrial tools for metal and plastics processing for the automotive and major appliance industry is expanding its operations also in Serbia. Hence, its first international subsidiary Gorenje MDM, d.o.o., was established for this purpose in Kragujevac, Serbia.

**MARCH** 

#### »Red Dots« for the Gorenje Group



reddot award 2014

Gorenje design was also this year awarded the international Red Dot award for best product design. The 40-member expert jury was impressed by two Gorenje Group designs, namely the built-in oven with interactive colour touch display of the Gorenje brand, and the built-in

oven of the Pro Series™ line of the Asko brand. The prize awarding ceremony was on 7 July 2014.

### Successful issue of commercial papers in the total par value of EUR 35m

On 25 March 2014 we successfully issued 9-month commercial papers in the total par value of EUR 35m bearing an interest rate of 4%. The interest in Gorenje's commercial papers is higher than expected and reflects investors' confidence in Gorenje. The respective papers are issued with the aim to disperse short-term sources of financing and to balance interim fluctuations in generating free cash flow.

APRII

#### Launch of ASKO Pro Series ™ products at the Design Week in Milan



The ASKO Pro Series ™ was launched as the new line of exclusive kitchen products during the Design Week in Milan, which commenced from 8 till 13 April 2014. We thereby expanded our existing Asko brand offer that is recognisable primarily by washing machines, dishwashers and dryers.

JUNE

#### Gorenje wins the Plus X Award for the 11th consecutive year



The building of the former German parliament in Bonn hosted on June 5 the festive Plus X Award ceremony. Gorenje was among the award winners for the eleventh consecutive year. The expert jury, consisting of representatives from 25 different industries, was impressed by the latest combined steam oven of the Gorenje<sup>+</sup> line which won the award

in the categories of quality, design, user-friendliness, and functionality.

#### ACCOUNTING REPORT

#### **Reporting Company**

Gorenje, d.d., is a company headquartered in Slovenia. The address of the registered head office is at Partizanska 12, 3320 Velenje.

Consolidated financial statements of Gorenje, d.d. for the six-month period ended 30 June 2014 include the parent company and its subsidiaries (hereinafter jointly referred to as 'the Group'), equity interests in jointly controlled companies, and equity interests in associated companies. The Group's core activity is manufacturing and sale of home appliances.

#### **Basis of preparation**

#### (a) Statement of compliance

Consolidated interim financial statements are compiled pursuant to IAS 34 – Interim Financial Reporting, and pursuant to provisions of the Companies Act. The financial statements do not include all information required by the entire IFRSs. In any case, the selected explanatory information is included in the report in order to clarify the business events and transactions material for the understanding of the changes in the financial position and income or results of the Gorenje Group in the period following the most recent annual consolidated financial statements.

The Management Board of Gorenje, d.d. confirmed these financial statements on 21 July 2014.

#### (b) Use of estimates and judgements

In the course of drawing up these interim financial statements, the company management made judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, revenue and expenses. Actual results may differ from these estimates.

Material estimates of uncertainty and critical judgements or evaluations made by the management in the process of pursuing the accounting policies, which have the strongest effect on the amounts in the financial statements are similar to those used by the management when drawing up the consolidated financial statements as at 31 December 2013.

### Fundamental Accounting Policies and Significant Notes to the Financial Statements

Accounting policies applied in these interim financial statements are identical to those used in the consolidated financial statements compiled as at 31 December 2013.

Comparable information is in a material scope harmonised with the presentation of information during the current year. Where necessary, comparable information was adjusted in such a way that it matched the presentation of information for the current year.

#### Changes in the Composition of the Gorenje Group

Changes that occurred in the composition of the Gorenje Group up to and including 30 June 2014 were as follows:

- Pursuant to the consolidation policy for companies in the Ecology segment, the parent company has sold its equity interests in Erico d.o.o. and Econo d.o.o. to the company Gorenje Surovina d.o.o. in February.
- As of 27 March 2014, a contract on assigning the total interest (100%) in the company GORENJE – kuchyne spol. s.r.o. was concluded in Olomouc (Czech Republic) in form of a notarial record between the assignor VARIO 2000, proizvodnja pohištva, d.o.o. – in liquidation and Gorenje gospodinjski aparati, d.d., Velenje as the assignee.
- Pursuant to the entry in the register of companies dated 8 April 2014, the company Gorenje projekt d.o.o., which is classified as an associate and where the parent company holds a 50% equity interest, has acquired a 51.17% interest in the company Tosidos d.o.o.
- By means of a decision adopted by the municipal council in March, the Municipality Šentjur as the owner of the 0.0155% equity interest in Gorenje Surovina d.o.o. confirmed the sale of the non-controlling interest in Gorenje Surovina d.o.o. to Gorenje d.d. The transfer of the equity interest to Gorenje d.d. was carried out in April, with the relevant agreement being signed on 16 April 2014. Hence, Gorenje d.d. became the owner of the 85.80% interest in Gorenje Surovina, whereas the residual interest of 14.20% shall remain as treasury share owned by Gorenje Surovina. Gorenje d.d. is thereby indirectly becoming the sole owner (100%) of Gorenje Surovina d.o.o.
- As of 14 April 2014, Gorenje d.d. sold its equity interest in the company Gorenje kuhinje, d.o.o., Kiev.
- As of 25 June 2014, Atag Nederland BV merged with Atag Special Products BV and with Atag Europe BV on 26 June 2014.
- The company ATAG Financiele Diensten BV changed its corporate name into Supportive Retail Services BV and was liquidated on 27 June 2014.
- As of 30 June 2014, the company Asko Appliances, Inc. changed its corporate name into Gorenje North America, Inc.

In addition to the parent company Gorenje, d.d., following companies were included in the consolidated financial statements of the Gorenje Group:

| Compa | nies operating in Slovenia             | Equity interest<br>in % | Business<br>segment |
|-------|--|-------------------------|---------------------|
| 1.    | Gorenje I.P.C., d.o.o., Velenje        | 100.00                  | BSH                 |
| 2.    | Gorenje GTI, d.o.o., Velenje           | 100.00                  | BSPI                |
| 3.    | Gorenje Gostinstvo, d.o.o., Velenje    | 100.00                  | BSPI                |
| 4.    | Energygor, d.o.o., Velenje             | 100.00                  | BSPI                |
| 5.    | Kemis, d.o.o., Vrhnika                 | 100.00                  | BSPI                |
| 6.    | Gorenje Orodjarna, d.o.o., Velenje     | 100.00                  | BSPI                |
| 7.    | ZEOS, d.o.o., Ljubljana                | 51.00                   | BSPI                |
| 8.    | Gorenje Surovina, d.o.o., Maribor      | 100.00                  | BSPI                |
| 9.    | Indop, d.o.o., Šoštanj                 | 100.00                  | BSPI                |
| 10.   | ERICo, d.o.o., Velenje                 | 51.00                   | BSPI                |
| 11.   | Gorenje design studio, d.o.o., Velenje | 52.00                   | BSH                 |
| 12.   | PUBLICUS, d.o.o., Ljubljana            | 51.00                   | BSPI                |

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| 13. | EKOGOR, d.o.o., Jesenice                        | 75.01  | BSPI |
|-----|---|--------|------|
| 14. | Gorenje GAIO, d.o.o, Šoštanj                    | 100.00 | BSPI |
| 15. | Gorenje GSI, d.o.o., Ljubljana                  | 100.00 | BSH  |
| 16. | Gorenje Keramika, d.o.o., Velenje               | 100.00 | BSPI |
| 17. | Gorenje Surovina Fotoreciklaža, d.o.o., Maribor | 51.00  | BSPI |
| 18. | Gorenje Studio, d.o.o., Ljubljana               | 100.00 | BSH  |

| Foreig | n operations                                     | Equity interest in % | Business<br>segment |
|--------|--|----------------------|---------------------|
| 1.     | Gorenje Beteiligungs GmbH, Austria               | 100.00               | BSH                 |
| 2.     | Gorenje Austria Handels GmbH, Austria            | 100.00               | BSH                 |
| 3.     | Gorenje Vertriebs GmbH, Germany                  | 100.00               | BSH                 |
| 4.     | Gorenje Körting Italia S.r.l., Italy             | 100.00               | BSH                 |
| 5.     | Gorenje France S.A.S., France                    | 100.00               | BSH                 |
| 6.     | Gorenje Belux S.a.r.l., Belgium                  | 100.00               | BSH                 |
| 7.     | Gorenje Espana, S.L., Spain                      | 100.00               | BSH                 |
| 8.     | Gorenje UK Ltd., Great Britain                   | 100.00               | BSH                 |
| 9.     | Gorenje Group Nordic A/S, Denmark                | 100.00               | BSH                 |
| 10.    | Gorenje AB, Sweden                               | 100.00               | BSH                 |
| 11.    | Gorenje OY, Finland                              | 100.00               | BSH                 |
| 12.    | Gorenje AS, Norway                               | 100.00               | BSH                 |
| 13.    | Gorenje spol. s r.o., Czech Republic             | 100.00               | BSH                 |
| 14.    | Gorenje real spol. s r.o., Czech Republic        | 100.00               | BSH                 |
| 15.    | Gorenje Slovakia s.r.o., Slovakia                | 100.00               | BSH                 |
| 16.    | Gorenje Magyarország Kft., Hungary               | 100.00               | BSH                 |
| 17.    | Gorenje Polska Sp. z o.o., Poland                | 100.00               | BSH                 |
| 18.    | Gorenje Bulgaria EOOD, Bulgaria                  | 100.00               | BSH                 |
| 19.    | Gorenje Zagreb, d.o.o., Croatia                  | 100.00               | BSH                 |
| 20.    | Gorenje Skopje, d.o.o., Macedonia                | 100.00               | BSH                 |
| 21.    | Gorenje Commerce, d.o.o., Bosnia and Herzegovina | 100.00               | BSH                 |
| 22.    | Gorenje, d.o.o., Serbia                          | 100.00               | BSH                 |
| 23.    | Gorenje Podgorica , d.o.o., Montenegro           | 99.975               | BSH                 |
| 24.    | Gorenje Romania S.r.I., Romania                  | 100.00               | BSH                 |
| 25.    | Gorenje aparati za domaćinstvo, d.o.o., Serbia   | 100.00               | BSH                 |
| 26.    | Mora Moravia s r.o., Czech Republic              | 100.00               | BSH                 |
| 27.    | Gorenje - kuchyně spol. s r.o., Czech Republic   | 100.00               | BSH                 |
| 28.    | KEMIS-Termoclean, d.o.o., Croatia                | 100.00               | BSPI                |
| 29.    | Kemis - BH, d.o.o., Bosnia and Herzegovina       | 100.00               | BSPI                |
| 30.    | Gorenje Studio, d.o.o., Serbia                   | 100.00               | BSH                 |
| 31.    | Gorenje Gulf FZE, United Arab Emirates           | 100.00               | BSH                 |
| 32.    | Gorenje Tiki, d.o.o., Serbia                     | 100.00               | BSH                 |
| 33.    | Gorenje Istanbul Ltd., Turkey                    | 100.00               | BSH                 |
| 34.    | Gorenje TOV, Ukraine                             | 100.00               | BSH                 |
| 35.    | ST Bana Nekretnine, d.o.o., Serbia               | 100.00               | BSPI                |

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| 36. | Kemis Valjevo, d.o.o, Serbia                    | 100.00 | BSPI |
|-----|---|--------|------|
| 37. | Kemis – SRS, d.o.o., Bosnia and Herzegovina     | 100.00 | BSPI |
| 38. | ATAG Nederland BV, the Netherlands              | 100.00 | BSH  |
| 39. | ATAG België NV, Belgium                         | 100.00 | BSH  |
| 40. | Intell Properties BV, the Netherlands           | 100.00 | BSH  |
| 41. | Gorenje Nederland BV, the Netherlands           | 100.00 | BSH  |
| 42. | Gorenje Kazakhstan, TOO, Kazakhstan             | 100.00 | BSH  |
| 43. | »Euro Lumi & Surovina« SH.P.K., Kosovo          | 51.00  | BSPI |
| 44. | OOO Gorenje BT, Russia                          | 100.00 | BSH  |
| 45. | Gorenje GTI, d.o.o., Beograd, Serbia            | 100.00 | BSPI |
| 46. | Asko Appliances AB, Sweden                      | 100.00 | BSH  |
| 47. | Gorenje North America,Inc., USA                 | 100.00 | BSH  |
| 48. | Asko Appliances Pty, Australia                  | 100.00 | BSH  |
| 49. | Asko Appliances OOO, Russia                     | 100.00 | BSH  |
| 50. | »Gorenje Albania« SHPK, Albania                 | 100.00 | BSH  |
| 51. | Gorenje Home d.o.o., Zaječar, Serbia            | 100.00 | BSH  |
| 52. | ORSES d.o.o., Beograd, Serbia                   | 100.00 | BSPI |
| 53. | Gorenje Ekologija, d.o.o., Stara Pazova, Serbia | 100.00 | BSPI |
| 54. | Gorenje Corporate GmbH, Austria                 | 100.00 | BSH  |
| 55. | Cleaning system S, d.o.o., Serbia               | 76.00  | BSPI |
| 56. | ZEOS eko-sistem d.o.o., Bosnia and Herzegovina  | 49.45  | BSPI |
| 57. | Solarna energija Solago, d.o.o., Serbia         | 100.00 | BSPI |
| 58. | Gorenje Sola - Home, d.o.o., Serbia             | 100.00 | BSPI |
| 59. | Gorenje do Brasil Ltda., Brasil                 | 100.00 | BSH  |
| 60. | Gorenje Asia Ltd., China                        | 100.00 | BSH  |
| 61. | Gorenje MDM d.o.o. Kragujevac, Serbia           | 100.00 | BSPI |

BSH – Business Segment Home BSPI – Business Segment Portfolio Investments

#### Associates:

- Gorenje Projekt, d.o.o., Velenje
- GGE družba za izvajanje energetskih storitev, d.o.o. (GGE d.o.o.), Ljubljana
- RCE Razvojni center energija d.o.o. (RCE d.o.o.), Velenje
- Econo Projektiranje d.o.o., Ljubljana
- ENVITECH D.O.O., Beograd
- Gorenje Electronics Trading LLC, Dubai
- Gorenje Projekt, d.o.o., Beograd
- Tosidos d.o.o., Ljubljana

#### Representative offices of Gorenje, d.d., abroad:

- in Kiev (Ukraine),
- in Athens (Greece),
- in Shanghai (China),
- in Almaty (Kazakhstan) and
- in Kishinev (Moldova).

## **Unaudited Condensed Consolidated Financial Statements of the Gorenje Group**

#### **Condensed Consolidated Balance Sheet of the Gorenje Group**

| EURk                                | Balance at<br>30 Jun<br>2013 | %      | Balance at<br>31 Dec<br>2013 | %      | Balance at<br>30 Jun<br>2014 | %      |
|-------------------------------------|------------------------------|--------|------------------------------|--------|------------------------------|--------|
| ASSETS                              | 1,189,034                    | 100.0% | 1,149,702                    | 100.0% | 1,169,472                    | 100.0% |
| Non-current assets                  | 573,010                      | 48.2%  | 595,512                      | 51.8%  | 592,088                      | 50.7%  |
| Intangible assets                   | 157,247                      | 13.2%  | 167,882                      | 14.6%  | 172,797                      | 14.8%  |
| Property, plant and equipment       | 351,792                      | 29.6%  | 356,552                      | 31.0%  | 348,341                      | 29.8%  |
| Investment property                 | 21,170                       | 1.8%   | 28,129                       | 2.4%   | 27,732                       | 2.4%   |
| Non-current investments             | 8,173                        | 0.7%   | 5,527                        | 0.5%   | 5,519                        | 0.5%   |
| Investments in associates           | 1,257                        | 0.1%   | 711                          | 0.1%   | 868                          | 0.1%   |
| Non-current trade receivables       | 14,579                       | 1.2%   | 10,559                       | 0.9%   | 10,507                       | 0.9%   |
| Deferred tax assets                 | 18,792                       | 1.6%   | 26,152                       | 2.3%   | 26,324                       | 2.2%   |
| Current assets                      | 616,024                      | 51.8%  | 554,190                      | 48.2%  | 577,384                      | 49.3%  |
| Non-current assets held for sale    | 1,051                        | 0.1%   | 1,655                        | 0.1%   | 1,469                        | 0.1%   |
| Inventories                         | 267,003                      | 22.4%  | 235,767                      | 20.5%  | 255,430                      | 21.8%  |
| Current investments                 | 35,940                       | 3.0%   | 17,202                       | 1.5%   | 17,487                       | 1.5%   |
| Trade receivables                   | 225,084                      | 18.9%  | 205,581                      | 17.9%  | 226,285                      | 19.3%  |
| Other current assets                | 55,405                       | 4.7%   | 48,615                       | 4.2%   | 43,201                       | 3.7%   |
| Cash and cash equivalents           | 24,701                       | 2.1%   | 38,589                       | 3.4%   | 27,554                       | 2.4%   |
| Assets held for sale                | 6,840                        | 0.6%   | 6,781                        | 0.6%   | 5,958                        | 0.5%   |
| EQUITY AND LIABILITIES              | 1,189,034                    | 100.0% | 1,149,702                    | 100.0% | 1,169,472                    | 100.0% |
| Equity                              | 379,528                      | 31.9%  | 380,670                      | 33.1%  | 378,210                      | 32.3%  |
| Share capital                       | 66,378                       | 5.6%   | 92,240                       | 8.0%   | 92,240                       | 7.9%   |
| Share premium                       | 175,575                      | 14.8%  | 175,568                      | 15.3%  | 175,568                      | 15.0%  |
| Revenue reserves                    | 94,331                       | 7.9%   | 95,818                       | 8.3%   | 95,818                       | 8.2%   |
| Treasury shares                     | -3,170                       | -0.3%  | -3,170                       | -0.2%  | -3,170                       | -0.3%  |
| Retained earnings                   | 31,595                       | 2.6%   | 12,829                       | 1.1%   | 15,818                       | 1.4%   |
| Translation reserve                 | 2,182                        | 0.2%   | -4,435                       | -0.4%  | -6,190                       | -0.5%  |
| Fair value reserve                  | 10,224                       | 0.9%   | 9,007                        | 0.8%   | 5,131                        | 0.4%   |
| Equity of holders of the parent     | 377,115                      | 31.7%  | 377,857                      | 32.9%  | 375,215                      | 32.1%  |
| Equity of non-controlling interests | 2,413                        | 0.2%   | 2,813                        | 0.2%   | 2,995                        | 0.2%   |
| Non-current liabilities             | 343,952                      | 28.9%  | 280,595                      | 24.4%  | 288,705                      | 24.7%  |
| Provisions                          | 64,501                       | 5.4%   | 66,671                       | 5.8%   | 65,665                       | 5.6%   |
| Deferred income                     | 3,210                        | 0.3%   | 5,081                        | 0.4%   | 5,366                        | 0.4%   |
| Non-current trade payables          | 6,391                        | 0.5%   | 5,773                        | 0.5%   | 6,683                        | 0.6%   |
| Deferred tax liabilities            | 4,492                        | 0.4%   | 4,316                        | 0.4%   | 4,231                        | 0.4%   |
| Non-current financial liabilities   | 265,358                      | 22.3%  | 198,754                      | 17.3%  | 206,760                      | 17.7%  |
| Current liabilities                 | 465,554                      | 39.2%  | 488,437                      | 42.5%  | 502,557                      | 43.0%  |
| Current financial liabilities       | 190,982                      | 16.1%  | 198,659                      | 17.3%  | 225,375                      | 19.3%  |
| Trade payables                      | 183,123                      | 15.4%  | 213,820                      | 18.6%  | 189,698                      | 16.2%  |
| Other current liabilities           | 87,148                       | 7.3%   | 72,244                       | 6.3%   | 84,996                       | 7.3%   |
| Liabilities held for sale           | 4,301                        | 0.4%   | 3,714                        | 0.3%   | 2,488                        | 0.2%   |

#### Condensed Consolidated Income Statement of the Gorenje Group

| EURk   | Q2<br>2013 | %      | Q2<br>2014 | %      | Jan - Jun<br>2013 | %      | Jan - Jun<br>2014 | %      | Plan<br>2014 | %      | 2014/<br>2013 | H1 2014 /<br>Plan 2014 |
|--|------------|--------|------------|--------|-------------------|--------|-------------------|--------|--------------|--------|---------------|------------------------|
| Revenue  | 300,732    | 95.7%  | 309,960    | 96.2%  | 590,098           | 95.3%  | 600,669           | 94.6%  | 1,286,489    | 98.9%  | 101.8         | 46.7                   |
| Change in inventories  | 4,231      | 1.4%   | 7,977      | 2.5%   | 15,489            | 2.5%   | 25,827            | 4.1%   | 1,367        | 0.1%   | 166.7         | /                      |
| Other operating income   | 9,210      | 2.9%   | 4,306      | 1.3%   | 13,374            | 2.2%   | 8,167             | 1.3%   | 12,753       | 1.0%   | 61.1          | 64.0                   |
| Gross profit   | 314,173    | 100.0% | 322,243    | 100.0% | 618,961           | 100.0% | 634,663           | 100.0% | 1,300,609    | 100.0% | 102.5         | 48.8                   |
| Cost of goods, materials and services  | -224,462   | -71.4% | -238,660   | -74.1% | -447,618          | -72.3% | -470,037          | -74.1% | -948,227     | -72.9% | 105.0         | 49.6                   |
| Employee benefits expense  | -64,049    | -20.4% | -56,281    | -17.5% | -124,971          | -20.2% | -111,839          | -17.6% | -240,568     | -18.5% | 89.5          | 46.5                   |
| Amortisation and depreciation expense  | -10,862    | -3.5%  | -10,660    | -3.3%  | -21,254           | -3.4%  | -21,254           | -3.4%  | -47,296      | -3.6%  | 100.0         | 44.9                   |
| Other operating expenses   | -5,006     | -1.6%  | -4,993     | -1.5%  | -9,588            | -1.6%  | -9,674            | -1.5%  | -18,115      | -1.4%  | 100.9         | 53.4                   |
| Operating profit   | 9,794      | 3.1%   | 11,649     | 3.6%   | 15,530            | 2.5%   | 21,859            | 3.4%   | 46,403       | 3.6%   | 140.8         | 47.1                   |
| Finance income   | 1,551      | 0.5%   | 784        | 0.2%   | 2,556             | 0.4%   | 2,021             | 0.3%   | 2,366        | 0.2%   | 79.1          | 85.4                   |
| Finance expenses   | -13,589    | -4.3%  | -9,486     | -2.9%  | -21,268           | -3.4%  | -18,345           | -2.8%  | -33,329      | -2.6%  | 86.3          | 55.0                   |
| Net finance expenses   | -12,038    | -3.8%  | -8,702     | -2.7%  | -18,712           | -3.0%  | -16,324           | -2.5%  | -30,963      | -2.4%  | 87.2          | 52.7                   |
| Share in profits or losses in associates                                     | 11         | 0.0%   | 38         | 0.0%   | -42               | 0.0%   | -32               | 0.0%   | 946          | 0.1%   | 76.2          | /                      |
| Profit or loss before tax  | -2,233     | -0.7%  | 2,985      | 0.9%   | -3,224            | -0.5%  | 5,503             | 0.9%   | 16,386       | 1.3%   | 1             | 33.6                   |
| Income tax expense   | -453       | -0.2%  | -620       | -0.2%  | -1,812            | -0.3%  | -1,696            | -0.3%  | -3,160       | -0.3%  | 93.6          | 53.7                   |
| Profit or loss without discontinued operation                                | -2,686     | -0.9%  | 2,365      | 0.7%   | -5,036            | -0.8%  | 3,807             | 0.6%   | 13,226       | 1.0%   | 1             | 28.8                   |
| Profit or loss from discontinued operation                                   | -901       | -0.2%  | -320       | -0.1%  | -2,785            | -0.5%  | -751              | -0.1%  | -1,159       | -0.1%  | 27.0          | 64.8                   |
| Profit or loss for the period  | -3,587     | -1.1%  | 2,045      | 0.6%   | -7,821            | -1.3%  | 3,056             | 0.5%   | 12,067       | 0.9%   | 1             | 25.3                   |
| Attributable to non-controlling interests                                    | 26         | 0.0%   | 58         | 0.0%   | 124               | 0.0%   | 67                | 0.0%   | 479,0        | 0.0%   | 54.0          | 14.0                   |
| Attributable to equity holders of the parent                                 | -3,613     | -1.1%  | 1,987      | 0.6%   | -7,945            | -1.3%  | 2,989             | 0.5%   | 11,588       | 0.9%   | 1             | 25.8                   |
| Basic and diluted earnings per share without discontinued operation (in EUR) | -0.17      |        | 0.10       |        | -0.33             |        | 0.17              |        | /            |        | /             | /                      |
| Basic and diluted earnings per share (in EUR)                                | -0.23      |        | 0.09       |        | -0.50             |        | 0.14              |        | /            |        | /             | /                      |

# **Condensed Consolidated Statement of Comprehensive Income of the Gorenje Group**

| EURk  | Jan - Jun<br>2013 | Jan - Jun<br>2014 |
|---|-------------------|-------------------|
| Profit or loss for the period   | -7,821            | 3,056             |
| Other comprehensive income  |                   |                   |
| Items that will not be reclassified subsequently to profit or loss  | 0                 | 0                 |
| Change in fair value of land  |                   |                   |
| Items that may be reclassified subsequently to profit or loss   | -2,431            | -5,631            |
| Net change in fair value of available-for-sale financial assets   | 2                 | -14               |
| Change in effective portion of gains and losses on hedging instruments in a cash flow hedge                                 | 203               | -2,698            |
| Change in effective portion of gains and losses on hedging instruments in a cash flow hedge, reclassified to profit or loss | 1,299             | -1,018            |
| Income tax on other comprehensive income  | -256              | -146              |
| Translation reserve   | -3,679            | -1,755            |
| Other comprehensive income for the period   | -2,431            | -5,631            |
| Total comprehensive income for the period   | -10,252           | -2,575            |
| Attributable to equity holders of the parent  | -10,376           | -2,642            |
| Attributable to non-controlling interests   | 124               | 67                |

# **Condensed Consolidated Statement of Cash Flows of the Gorenje Group**

|    | EURk   | Jan - Jun<br>2013 | Jan - Jun<br>2014 |
|----|--|-------------------|-------------------|
| A. | CASH FLOWS FROM OPERATING ACTIVITIES   |                   |                   |
|    | Profit or loss for the period  | -7,821            | 3,056             |
|    | Adjustments for:   |                   |                   |
|    | - Depreciation of property, plant and equipment                                | 18,046            | 18,089            |
|    | - Amortisation of intangible assets  | 3,455             | 3,180             |
|    | - Investment income  | -2,556            | -2,035            |
|    | - Finance expenses   | 21,280            | 18,409            |
|    | - Gain on sale of property, plant and equipment                                | -4,727            | -12               |
|    | - Income tax expense   | 1,812             | 1,696             |
|    | Operating profit before changes in net operating current assets and provisions | 29,489            | 42,383            |
|    | Change in trade and other receivables  | -11,320           | -18,428           |
|    | Change in inventories  | -18,548           | -19,626           |
|    | Change in provisions   | -518              | -914              |
|    | Change in trade and other payables   | -15,677           | -13,582           |
|    | Cash generated from operations   | -46,063           | -52,550           |
|    | Interest paid  | -10,914           | -10,680           |
|    | Income tax paid  | -1,743            | -2,246            |
|    | Net cash from operating activities   | -29,231           | -23,093           |
| В. | CASH FLOWS FROM INVESTING ACTIVITIES   |                   |                   |
|    | Proceeds from sale of property, plant and equipment                            | 18,473            | 3,000             |
|    | Interest received  | 1,171             | 1,032             |
|    | Dividends received   | 0                 | -32               |
|    | Acquisition of property, plant and equipment                                   | -30,626           | -14,785           |
|    | Acquisition of investment property   | -7,281            | 0                 |
|    | Other investments  | -4,108            | -743              |
|    | Acquisition of intangible assets   | -1,512            | -8,151            |
|    | Net cash used in investing activities  | -23,883           | -19,679           |
| C. | CASH FLOWS FROM FINANCING ACTIVITIES   |                   |                   |
|    | Borrowings / Repayment of borrowings   | 23,611            | 31,189            |
|    | Net cash used in financing activities  | 23,611            | 31,189            |
|    | Net change in cash and cash equivalents  | -29,503           | -11,583           |
|    | Cash and cash equivalents at beginning of period                               | 54,588            | 39,500            |
|    | Cash and cash equivalents at end of period                                     | 25,085            | 27,917            |

#### Condensed Consolidated Statement of Changes in Equity of the Gorenje Group

|   |                  |                  |                   | Revenue r             | eserves                      |                              |                    | Retaine  | ed earnings                         |                     |                          |                                       |                                  |         |
|---|------------------|------------------|-------------------|-----------------------|------------------------------|------------------------------|--------------------|--|-------------------------------------|---------------------|--------------------------|---------------------------------------|----------------------------------|---------|
| EURk  | Share<br>capital | Share<br>premium | Legal<br>reserves | Statutory<br>reserves | Treasury<br>share<br>reserve | Other<br>revenue<br>reserves | Treasury<br>shares | Profit or<br>loss<br>from<br>previous<br>periods | Profit or<br>loss for the<br>period | Translation reserve | Fair<br>value<br>reserve | Equity<br>holders<br>of the<br>parent | Non-<br>controlling<br>interests | Total   |
| Opening balance<br>at 1 Jan 2013<br>Total comprehensive   | 66,378           | 175,575          | 12,896            | 6,653                 | 3,170                        | 71,612                       | -3,170             | 25,395   | 14,145                              | 5,861               | 8,976                    | 387,491                               | 2,352                            | 389,843 |
| income for the period<br>Profit or loss for the<br>period   |                  |                  |                   |                       |                              |                              |                    |  | -7,945                              |                     |                          | -7,945                                | 124                              | -7,821  |
| Total other comprehensive income  |                  |                  |                   |                       |                              |                              |                    |  |                                     | -3,679              | 1,248                    | -2,431                                | 0                                | -2,431  |
| Total comprehensive income for the period Transactions with owners (when acting as owners) recognised directly in equity Contributions by owners and distribution to owners | 0                | 0                | 0                 | 0                     | 0                            | 0                            | 0                  | 0  | -7,945                              | -3,679              | 1,248                    | -10,376                               | 124                              | -10,252 |
| Capital increase<br>Transfer of profit or loss<br>from previous period to<br>retained earnings or   |                  |                  |                   |                       |                              |                              |                    | 14,145   | -14,145                             |                     |                          | 0                                     |                                  | (       |
| losses Total contributions by owners and distributions to owners Change in equity interests in subsidiaries that do not result in a   | 0                | 0                | 0                 | 0                     | 0                            | 0                            | 0                  | 14,145   | -14,145                             | 0                   | 0                        | 0                                     | 0                                | (       |
| loss of control Change in equity interests  |                  |                  |                   |                       |                              |                              |                    |  |                                     |                     |                          | 0                                     | -63                              | -63     |
| Total changes in equity<br>interests in<br>subsidiaries   | 0                | 0                | 0                 | 0                     | 0                            | 0                            | 0                  | 0  | 0                                   | 0                   | 0                        | 0                                     | -63                              | -63     |
| Total transactions with owners  | 0                | 0                | 0                 | 0                     | 0                            | 0                            | 0                  | 14,145   | -14,145                             | 0                   | 0                        | 0                                     | -63                              | -63     |
| Closing balance<br>at 30 Jun 2013   | 66,378           | 175,575          | 12,896            | 6,653                 | 3,170                        | 71,612                       | -3,170             | 39,540   | -7,945                              | 2,182               | 10,224                   | 377,115                               | 2,413                            | 379,528 |

|  |                  |                  |                   | Revenue i          | eserves                      |                        |                    | Retaine  | d earnings                          |                     |                          |                                       |                                  |         |
|--|------------------|------------------|-------------------|--------------------|------------------------------|------------------------|--------------------|--|-------------------------------------|---------------------|--------------------------|---------------------------------------|----------------------------------|---------|
| EURK   | Share<br>capital | Share<br>premium | Legal<br>reserves | Statutory reserves | Treasury<br>share<br>reserve | Other revenue reserves | Treasury<br>shares | Profit or<br>loss<br>from<br>previous<br>periods | Profit or<br>loss for the<br>period | Translation reserve | Fair<br>value<br>reserve | Equity<br>holders<br>of the<br>parent | Non-<br>controlling<br>interests | Total   |
| Opening balance<br>at 1 Jan 2014<br>Total comprehensive<br>income for the period   | 92,240           | 175,568          | 12,896            | 6,923              | 3,170                        | 72,829                 | -3,170             | 39,540   | -26,711                             | -4,435              | 9,007                    | 377,857                               | 2,813                            | 380,670 |
| Profit or loss for the period  |                  |                  |                   |                    |                              |                        |                    |  | 2,989                               |                     |                          | 2,989                                 | 67                               | 3,056   |
| Total other comprehensive income   |                  |                  |                   |                    |                              |                        |                    |  |                                     | -1,755              | -3,876                   | -5,631                                | 0                                | -5,631  |
| Total comprehensive income for the period Transactions with owners (when acting as owners) recognised directly in equity Contributions by owners and distribution to owners          | 0                | 0                | 0                 | 0                  | 0                            | 0                      | 0                  | 0  | 2,989                               | -1,755              | -3,876                   | -2,642                                | 67                               | -2,575  |
| Capital increase Transfer of profit or loss from previous period to retained earnings or losses Total contributions by owners and distributions to owners Change in equity interests | 0                | 0                | 0                 | 0                  | 0                            | 0                      | 0                  | -26,711<br><b>-26,711</b>                        | 26,711<br><b>26,711</b>             | 0                   | 0                        | 0<br><b>0</b>                         | 0                                | 0       |
| in subsidiaries that do not result in a loss of control  |                  |                  |                   |                    |                              |                        |                    |  |                                     |                     |                          |                                       |                                  |         |
| Change in equity interests   |                  |                  |                   |                    |                              |                        |                    |  |                                     |                     |                          | 0                                     | 115                              | 115     |
| Total changes in equity interests in subsidiaries  | 0                | 0                | 0                 | 0                  | 0                            | 0                      | 0                  | 0  | 0                                   | 0                   | 0                        | 0                                     | 115                              | 115     |
| Total transactions with owners   | 0                | 0                | 0                 | 0                  | 0                            | 0                      | 0                  | -26,711  | 26,711                              | 0                   | 0                        | 0                                     | 115                              | 115     |
| Closing balance<br>at 30 Jun 2014  | 92,240           | 175,568          | 12,896            | 6,923              | 3,170                        | 72,829                 | -3,170             | 12,829   | 2,989                               | -6,190              | 5,131                    | 375,215                               | 2,995                            | 378,210 |

## Notes to the Condensed Consolidated Financial Statements of the Gorenje Group

#### **Discontinued Operations**

Gorenje is in the process of discontinuing/disposing/restructuring its activities in business segment Home (furniture programme, sales organisations), which has had a negative impact on the Group's profitability and the cash flow in the past. Accordingly, Gorenje d.d. sold Gorenje Kuhinje, d.o.o., and Gorenje Notranja oprema d.o.o. to the investment firm CoBe Capital in February 2013.

The classification of activities among discontinued operations is stipulated and defined by IFRS 5. Comparability of information was maintained by reclassifying the effects of the operation of companies, which are classified as discontinued operations within the Consolidated Income Statement to a separate item i.e. *Profit or loss from discontinued operation*. In addition, assets and liabilities of companies classified as discontinued operations were reclassified among *assets/liabilities held for sale* in the Group's Consolidated Balance Sheet.

The income statement, the balance sheet and the statement of cash flows of discontinued operations are outlined below.

#### Balance sheet - discontinued operations

| EURk                                    | Balance at<br>30 Jun 2013 | Balance at<br>30 Jun 2014 |
|---|---------------------------|---------------------------|
| Assets included in disposal groups      | 6,840                     | 5,958                     |
| Intangible assets                       | 16                        | 5                         |
| Property, plant and equipment           | 132                       | 130                       |
| Investment property                     | 0                         | 0                         |
| Non-current investments                 | 962                       | 981                       |
| Non-current trade receivables           | 6                         | 187                       |
| Deferred tax assets                     | 32                        | 0                         |
| Inventories                             | 538                       | 547                       |
| Current investments                     | 20                        | 20                        |
| Trade receivables                       | 3,110                     | 2,846                     |
| Other current assets                    | 1,640                     | 879                       |
| Cash and cash equivalents               | 384                       | 363                       |
| Liabilities included in disposal groups | 4,301                     | 2,488                     |
| Provisions                              | 684                       | 754                       |
| Non-current trade receivables           | 25                        | 25                        |
| Deferred tax liabilities                | 0                         | 0                         |
| Non-current financial liabilities       | 0                         | 0                         |
| Current financial liabilities           | 2                         | 0                         |
| Trade payables                          | 223                       | 35                        |
| Other current liabilities               | 3,367                     | 1,674                     |

#### Income statement - discontinued operations

| EURk                                  | Jan - Jun<br>2013 | Jan - Jun<br>2014 |
|---------------------------------------|-------------------|-------------------|
| Revenue                               | 6,755             | 4,040             |
| Change in inventories                 | 337               | 0                 |
| Other operating income                | 1,330             | 139               |
| Gross profit                          | 8,422             | 4,179             |
| Cost of goods, materials and services | -7,026            | -4,288            |
| Employee benefits expense             | -3,671            | -453              |
| Amortisation and depreciation expense | -247              | -15               |
| Other operating expenses              | -251              | -156              |
| Operating loss                        | -2,773            | -733              |
| Finance income                        | 0                 | 14                |
| Finance expenses                      | -12               | -32               |
| Net finance expenses                  | -12               | -18               |
| Loss before tax                       | -2,785            | -751              |
| Income tax expense                    | 0                 | 0                 |
| Loss for the period                   | -2,785            | -751              |

#### Statement of cash flows - discontinued operations

| EURK                                     | Jan - Jun<br>2013 | Jan - Jun<br>2014 |
|--|-------------------|-------------------|
| Net cash flow from operating activities  | -598              | -771              |
| Net cash used in investing activities    | 1,642             | -57               |
| Net cash used in financing activities    | -3                | 0                 |
| Net cash flows of discontinued operation | 1,041             | -828              |

#### Fair value

#### Fair values and book values of assets and liabilities

| EURk   | Book value  | Fair value  | Book value  | Fair value  |
|--|-------------|-------------|-------------|-------------|
|  | 31 Dec 2013 | 31 Dec 2013 | 30 Jun 2014 | 30 Jun 2014 |
| Available-for-sale investments                             | 3,986       | 3,986       | 4,051       | 4,051       |
| Non-current loans and deposits                             | 4,645       | 4,645       | 4,637       | 4,637       |
| Non-current trade receivables                              | 10,559      | 10,559      | 10,507      | 10,507      |
| Current loans and deposits                                 | 13,216      | 13,216      | 13,436      | 13,436      |
| Derivatives  | -3,112      | -3,112      | -6,660      | -6,660      |
| Trade receivables  | 205,581     | 205,581     | 226,285     | 226,285     |
| Other current assets                                       | 38,068      | 38,068      | 34,519      | 34,519      |
| Cash and cash equivalents                                  | 38,589      | 38,589      | 27,554      | 27,554      |
| Non-current financial liabilities (variable interest rate) | -198,654    | -198,654    | -206,667    | -206,667    |
| Non-current financial liabilities (fixed interest rate)    | -100        | -15         | -93         | -16         |
| Non-current trade payables                                 | -5,773      | -5,773      | -6,683      | -6,683      |

| Total                         | -340.440 | -340.355 | -346.167 | -346,090 |
|-------------------------------|----------|----------|----------|----------|
| Other payables                | -38,093  | -38,093  | -38,640  | -38,640  |
| Trade payables                | -213,820 | -213,820 | -189,698 | -189,698 |
| Current financial liabilities | -195,532 | -195,532 | -218,715 | -218,715 |

#### Fair value scale 31 December 2013

| EURk                                | Level 1 | Level 2 | Level 3 | Total  |
|-------------------------------------|---------|---------|---------|--------|
| Available-for-sale financial assets | 782     | 91      | 3,113   | 3,986  |
| Derivatives – assets                | -       | -       | -       | -      |
| Derivatives – liabilities           | -       | -3,112  | -       | -3,112 |
| Land and investment properties      | -       | -       | 68,736  | 68,736 |

#### 30 June 2014

| EURk                                | Level 1 | Level 2 | Level 3 | Total  |
|-------------------------------------|---------|---------|---------|--------|
| Available-for-sale financial assets | 776     | 91      | 3,184   | 4,051  |
| Derivatives – assets                | -       | -       | -       | -      |
| Derivatives – liabilities           | -       | -6,660  | -       | -6,660 |
| Land and investment properties      | -       | -       | 68,547  | 68,547 |

#### Related party transactions

|                         | Value of transaction |                   |             | Balance     |  |
|-------------------------|----------------------|-------------------|-------------|-------------|--|
| EURk                    | Jan - Jun<br>2013    | Jan - Jun<br>2014 | 30 Jun 2013 | 30 Jun 2014 |  |
| Revenue                 |                      |                   |             |             |  |
| Gorenje Group companies | 172                  | 738               | 632         | 702         |  |
| Expenses                |                      |                   |             |             |  |
| Gorenje Group companies | 398                  | 392               | 211         | 408         |  |

#### Significant events after the balance sheet date

#### Successful share capital increase by means of non-cash contributions

We have received the decision by the Securities Market Agency on 1 July 2014 on the approval of the prospectus for the admission to trading on a regulated market of 1,315,166 ordinary, freely transferable, no par value shares in a registered, book-entry form with the symbol GRVG. The shares were listed also on the Warsaw Stock Exchange.

At the Shareholders' Meeting, the shareholders approved the increase of the number of capital representatives in the Supervisory Board from six to seven and elected the capital representatives for the new term. Supervisory Board members representing capital in the new term are Corinna Claudia Graf, Toshibumi Tanimoto, and Marko Voljč as newly appointed members, and Bachtiar Djalil, Keith Charles Miles, Bernard Charles Pasquier, and Uroš Slavinec who were reappointed as Supervisory Board members. In compliance with the Worker Participation in Management Act and the Rules of Procedure of the Works Council, four employee representatives in the Supervisory Board were previously elected by the Works Council, namely

#### **Unaudited Interim Report**

January - June 2014

Peter Kobal, Jurij Slemenik, Drago Krenker and Krešimir Martinjak. The fouryear term of office of the newly elected Supervisory Board shall commence on 20 July 2014.

Gorenje signed an agreement on a long-term syndicated loan approved by a syndicate of six banks. NLB, SID Banka, Banka Koper, Nova KBM, Abanka Vipa, and Gorenjska banka granted to Gorenje a long-term loan of EUR 55m. The loan matures in seven years and is earmarked for company's expansion on international markets, the development of new appliances and for working capital financing.

Gorenje and VTB Bank signed an agreement on a five-year long-term loan in the amount of EUR 72m, which will be used to refinance Gorenje's current debt and, in turn, improve the maturity profile of the Group's financial resources and its financial stability.

Pursuant to the resolution adopted by the 20<sup>th</sup> Shareholders' Meeting on 23 August 2013 about increasing the share capital by non-cash contributions, Gorenje and Gorenjska banka signed a debt-to-equity conversion agreement according to which receivables in the amount of EUR 5,668,365.46 held by Gorenjska banka are to be exchanged for Gorenje shares. Gorenjska banka subscribed the shares at a price of EUR 4.31 per share as also confirmed at the 20<sup>th</sup> Shareholders' Meeting, and thus acquired 1,315,166 newly issued Gorenje shares.

Gorenje and the International Finance Corporation (IFC) signed on 17 July 2014 a debt-to-equity conversion agreement for 1,005,020 newly issued ordinary shares. With the conversion of IFC receivables into 1,005,020 new shares, and the conversion of receivables of Gorenjska banka into 1,315,166 new shares, Gorenje's share capital has been increased by exactly the amount specified in the resolution adopted by the Shareholders' Meeting on 23 August 2013.

No other significant events occurred after the date of compiling the balance sheet as of 30 June 2014.

# **Business and Geographical Segments of the Gorenje Group**

| EURk  | Business Segme | nt Home   | Business Segmen<br>Investmen |           | Group     |           |  |
|---|----------------|-----------|------------------------------|-----------|-----------|-----------|--|
|   | Jan - Jun      | Jan - Jun | Jan - Jun                    | Jan - Jun | Jan - Jun | Jan - Jun |  |
|   | 2013           | 2014      | 2013                         | 2014      | 2013      | 2014      |  |
| Revenue from sale to third parties            | 502,401        | 505,517   | 87,697                       | 95,152    | 590,098   | 600,669   |  |
| Inter-segment sale                            | 2,342          | 3,289     | 5,716                        | 5,339     | 8,058     | 8,628     |  |
| Interest income                               | 1,077          | 941       | 94                           | 91        | 1,171     | 1,032     |  |
| Interest expenses                             | 9,449          | 9,043     | 163                          | 176       | 9,612     | 9,219     |  |
| Amortisation and depreciation expense         | 18,514         | 18,681    | 2,740                        | 2,573     | 21,254    | 21,254    |  |
| Operating profit or loss before tax           | -7,249         | 2,592     | 4,025                        | 2,911     | -3,224    | 5,503     |  |
| Income tax expense                            | 1,530          | 1,417     | 282                          | 279       | 1,812     | 1,696     |  |
| Profit or loss without discontinued operation | -8,779         | 1,175     | 3,743                        | 2,632     | -5,036    | 3,807     |  |
| Profit or loss from discontinued operation    | -2,785         | -751      | 0                            | 0         | -2,785    | -751      |  |
| Profit or loss for the period                 | -11,564        | 424       | 3,743                        | 2,632     | -7,821    | 3,056     |  |
| Total assets *                                | 1,035,420      | 1,055,485 | 114,282                      | 113,987   | 1,149,702 | 1,169,472 |  |
| Total liabilities *                           | 719,791        | 743,957   | 49,241                       | 47,305    | 769,032   | 791,262   |  |

<sup>\*</sup> Note: data as at 31 December 2013 were used for the year 2013

|                                    | Western E | Western Europe |           | Eastern Europe |           | Other     |           | Group     |  |
|------------------------------------|-----------|----------------|-----------|----------------|-----------|-----------|-----------|-----------|--|
| EURk                               | Jan - Jun | Jan - Jun      | Jan - Jun | Jan - Jun      | Jan - Jun | Jan - Jun | Jan - Jun | Jan - Jun |  |
|                                    | 2013      | 2014           | 2013      | 2014           | 2013      | 2014      | 2013      | 2014      |  |
| Revenue from sale to third parties | 235,290   | 226,198        | 309,223   | 317,825        | 45,585    | 56,646    | 590,098   | 600,669   |  |

## **Financial Indicators**

|  | Jan - Jun<br>2013 | Jan - Jun<br>2014 | Plan<br>2014 |
|--|-------------------|-------------------|--------------|
| INDICATORS OF PROFITABILITY                                  |                   |                   |              |
| Net return on sales (ROS)                                    | -1.3%             | 0.5%              | 0.9%         |
| Net return on assets (ROA)                                   | -1.3%             | 0.5%              | 1.0%         |
| Net return on equity (ROE)                                   | -4.1%             | 1.6%              | 3.0%         |
| ASSET INDICATORS   |                   |                   |              |
| Asset turnover ratio   | 0.99              | 1.04              | 1.11         |
| Inventory turnover ratio                                     | 4.59              | 4.89              | 5.67         |
| Current trade receivables turnover ratio                     | 5.32              | 5.56              | 5.88         |
| INVESTMENT INDICATORS  |                   |                   |              |
| Fixed assets (PPE) to total assets                           | 0.43              | 0.45              | 0.47         |
| Current assets to total assets                               | 0.48              | 0.51              | 0.52         |
| INDICATORS OF FINANCIAL COMPOSITION                          |                   |                   |              |
| Long-term coverage of non-current assets                     | 1.26              | 1.13              | 1.18         |
| Equity to total liabilities                                  | 0.32              | 0.32              | 0.36         |
| Long-term to total liabilities                               | 0.61              | 0.57              | 0.62         |
| Equity to fixed assets (carrying value)                      | 0.75              | 0.73              | 0.77         |
| Quick ratio (liquid assets to current liabilities)           | 0.13              | 0.09              | 0.12         |
| (Liquid assets + current receivables) to current liabilities | 0.73              | 0.63              | 0.74         |
| Current ratio  | 1.32              | 1.15              | 1.25         |
| Net financial liabilities to equity                          | 1.04              | 1.02              | 0.75         |
| OPERATING PERFORMANCE INDICATORS                             |                   |                   |              |
| Operating income to operating expenses                       | 1.03              | 1.04              | 1.04         |
| Revenue per employee (EUR)                                   | 55,965            | 57,158            | 122,476      |
| Value added per employee (EUR)                               | 15,341            | 14,745            | 31,823       |

# Unaudited Condensed Financial Statements of Gorenje, d.d.

## Condensed Balance Sheet of Gorenje, d.d.

| EURk                              | Balance at<br>30 Jun<br>2013 | %      | Balance at<br>31 Dec<br>2013 | %      | Balance at<br>30 Jun<br>2014 | %      |
|-----------------------------------|------------------------------|--------|------------------------------|--------|------------------------------|--------|
| ASSETS                            | 847,222                      | 100.0% | 886,876                      | 100.0% | 916,003                      | 100.0% |
| Non-current assets                | 440,927                      | 52.0%  | 474,223                      | 53.5%  | 476,299                      | 52.0%  |
| Intangible assets                 | 12,600                       | 1.5%   | 21,651                       | 2.4%   | 27,015                       | 3.0%   |
| Property, plant and equipment     | 160,093                      | 18.9%  | 170,668                      | 19.2%  | 168,156                      | 18.4%  |
| Investment property               | 23,428                       | 2.8%   | 25,361                       | 2.9%   | 25,053                       | 2.7%   |
| Investments in subsidiaries       | 232,447                      | 27.4%  | 236,245                      | 26.6%  | 235,666                      | 25.7%  |
| Investments in associates         | 976                          | 0.1%   | 976                          | 0.1%   | 941                          | 0.1%   |
| Other non-current investments     | 697                          | 0.1%   | 690                          | 0.1%   | 690                          | 0.1%   |
| Deferred tax assets               | 10,686                       | 1.2%   | 18,632                       | 2.2%   | 18,778                       | 2.0%   |
| Current assets                    | 406,295                      | 48.0%  | 412,653                      | 46.5%  | 439,704                      | 48.0%  |
| Inventories                       | 83,046                       | 9.8%   | 95,811                       | 10.8%  | 90,419                       | 9.9%   |
| Current investments               | 109,458                      | 12.9%  | 90,626                       | 10.2%  | 134,839                      | 14.7%  |
| Trade receivables                 | 193,356                      | 22.8%  | 195,935                      | 22.1%  | 192,538                      | 21.0%  |
| Other current assets              | 18,825                       | 2.3%   | 15,377                       | 1.7%   | 15,251                       | 1.7%   |
| Cash and cash equivalents         | 1,610                        | 0.2%   | 14,904                       | 1.7%   | 6,657                        | 0.7%   |
| EQUITY AND LIABILITIES            | 847,222                      | 100.0% | 886,876                      | 100.0% | 916,003                      | 100.0% |
| Equity                            | 321,522                      | 38.0%  | 347,907                      | 39.2%  | 354,580                      | 38.7%  |
| Share capital                     | 66,378                       | 7.8%   | 92,240                       | 10.4%  | 92,240                       | 10.1%  |
| Share premium                     | 157,712                      | 18.6%  | 157,705                      | 17.8%  | 157,705                      | 17.2%  |
| Revenue reserves                  | 95,780                       | 11.3%  | 95,818                       | 10.8%  | 95,818                       | 10.5%  |
| Treasury shares                   | -3,170                       | -0.4%  | -3,170                       | -0.4%  | -3,170                       | -0.4%  |
| Retained earnings                 | 959                          | 0.1%   | 1,369                        | 0.2%   | 7,334                        | 0.8%   |
| Fair value reserve                | 3,863                        | 0.6%   | 3,945                        | 0.4%   | 4,653                        | 0.5%   |
| Non-current liabilities           | 235,723                      | 27.8%  | 194,889                      | 22.0%  | 207,827                      | 22.7%  |
| Provisions                        | 20,799                       | 2.5%   | 23,185                       | 2.6%   | 22,355                       | 2.4%   |
| Deferred tax liabilities          | 1,288                        | 0.1%   | 1,288                        | 0.2%   | 1,285                        | 0.2%   |
| Non-current financial liabilities | 213,636                      | 25.2%  | 170,416                      | 19.2%  | 184,187                      | 20.1%  |
| Current liabilities               | 289,977                      | 34.2%  | 344,080                      | 38.8%  | 353,596                      | 38.6%  |
| Current financial liabilities     | 128,304                      | 15.2%  | 157,461                      | 17.7%  | 181,435                      | 19.8%  |
| Trade payables                    | 130,829                      | 15.4%  | 169,476                      | 19.1%  | 145,519                      | 15.9%  |
| Other current liabilities         | 30,844                       | 3.6%   | 17,143                       | 2.0%   | 26,642                       | 2.9%   |

# Condensed Income Statement of Gorenje, d.d.

| EURk  | Q2<br>2013 | %      | Q2<br>2014 | %      | Jan - Jun<br>2013 | %      | Jan - Jun<br>2014 | %      | Plan<br>2014 | %      | 2014/<br>2013 | H1 2014 /<br>Plan 2014 |
|---|------------|--------|------------|--------|-------------------|--------|-------------------|--------|--------------|--------|---------------|------------------------|
| Revenue                                       | 151,101    | 97.6%  | 170,681    | 97.2%  | 317,859           | 99.9%  | 349,327           | 97.4%  | 761,056      | 98.9%  | 109.9         | 45.9                   |
| Change in inventories                         | 1,302      | 0.9%   | 2,469      | 1.4%   | -4,393            | -1.4%  | 4,796             | 1.3%   | 0            | 0.0%   | /             | /                      |
| Other operating income                        | 2,366      | 1.5%   | 2,531      | 1.4%   | 4,865             | 1.5%   | 4,613             | 1.3%   | 8,313        | 1.1%   | 94.8          | 55.5                   |
| Gross profit                                  | 154,769    | 100.0% | 175,681    | 100.0% | 318,331           | 100.0% | 358,736           | 100.0% | 769,369      | 100.0% | 112.7         | 46.6                   |
| Cost of goods, materials and services         | -123,944   | -80.1% | -141,163   | -80.4% | -256,057          | -80.5% | -287,340          | -80.1% | -619,737     | -80.6% | 112.2         | 46.4                   |
| Employee benefits expense                     | -24,009    | -15.5% | -23,590    | -13.4% | -46,543           | -14.6% | -47,058           | -13.1% | -100,827     | -13.1% | 101.1         | 46.7                   |
| Amortisation and depreciation expense         | -4,503     | -2.9%  | -5,205     | -3.0%  | -8,873            | -2.8%  | -10,403           | -2.9%  | -23,699      | -3.1%  | 117.2         | 43.9                   |
| Other operating expenses                      | -1,377     | -0.9%  | -1,399     | -0.8%  | -2,617            | -0.8%  | -2,575            | -0.7%  | -4,503       | -0.6%  | 98.4          | 57.2                   |
| Operating profit                              | 936        | 0.6%   | 4,324      | 2.4%   | 4,241             | 1.3%   | 11,360            | 3.2%   | 20,603       | 2.6%   | 267.9         | 55.1                   |
| Finance income                                | 4,944      | 3.2%   | 4,807      | 2.7%   | 10,595            | 3.4%   | 6,699             | 1.9%   | 13,500       | 1.8%   | 63.2          | 49.6                   |
| Finance expenses                              | -6,495     | -4.2%  | -7,652     | -4.3%  | -13,947           | -4.4%  | -12,389           | -3.5%  | -26,081      | -3.4%  | 88.8          | 47.5                   |
| Net finance expenses                          | -1,551     | -1.0%  | -2,845     | -1.6%  | -3,352            | -1.0%  | -5,690            | -1.6%  | -12,581      | -1.6%  | 169.7         | 45.2                   |
| Profit or loss before tax                     | -615       | -0.4%  | 1,479      | 0.8%   | 889               | 0.3%   | 5,670             | 1.6%   | 8,022        | 1.0%   | 637.8         | 70.7                   |
| Income tax expense                            | 200        | 0.1%   | 337        | 0.2%   | -81               | 0.0%   | 295               | 0.1%   | -427         | -0.1%  | /             | /                      |
| Profit or loss for the period                 | -415       | -0.3%  | 1,816      | 1.0%   | 808               | 0.3%   | 5,965             | 1.7%   | 7,595        | 0.9%   | 738.2         | 78.5                   |
| Basic and diluted earnings per share (in EUR) | -0.03      |        | 0.08       |        | 0.05              |        | 0.27              |        | 0.35         |        | /             | /                      |

# Condensed Statement of Comprehensive Income of Gorenje, d.d.

| EURk  | Jan - Jun<br>2013 | Jan - Jun<br>2014 |
|---|-------------------|-------------------|
| Profit or loss for the period   | 808               | 5,965             |
| Other comprehensive income  |                   |                   |
| Items that will not be reclassified subsequently to profit or loss  | 0                 | 0                 |
| Change in fair value of land  | 0                 | 0                 |
| Items that may be reclassified subsequently to profit or loss   | 1,248             | 708               |
| Net change in fair value of available-for-sale financial assets   | 2                 | -14               |
| Change in effective portion of gains and losses on hedging instruments in a cash flow hedge                                 | 203               | 1,886             |
| Change in effective portion of gains and losses on hedging instruments in a cash flow hedge, reclassified to profit or loss | 1,299             | -1,018            |
| Income tax on other comprehensive income  | -256              | -146              |
| Other comprehensive income for the period   | 1,248             | 708               |
| Total comprehensive income for the period   | 2,056             | 6,673             |

## Condensed Statement of Cash Flows of Gorenje, d.d.

|    | EURk   | Jan - Jun<br>2013 | Jan - Jun<br>2014 |
|----|--|-------------------|-------------------|
| A. | CASH FLOWS FROM OPERATING ACTIVITIES                                   |                   |                   |
|    | Profit or loss for the period  | 808               | 5,965             |
|    | Adjustments for:   |                   |                   |
|    | - Depreciation of property, plant and equipment                        | 7,413             | 9,119             |
|    | - Amortisation of intangible assets                                    | 1,460             | 1,284             |
|    | - Investment income  | -10,595           | -6,699            |
|    | - Finance expenses   | 13,947            | 12,389            |
|    | - Gain on sale of property, plant and equipment                        | -448              | -19               |
|    | - Income tax expense   | 81                | -295              |
|    | Operating profit before changes in net operating assets and provisions | 12,666            | 21,744            |
|    | Change in trade and other receivables                                  | 1,358             | 1,041             |
|    | Change in inventories  | 1,171             | 5,392             |
|    | Change in provisions   | -833              | -830              |
|    | Change in trade and other payables                                     | -13,354           | -15,760           |
|    | Cash generated from operations   | -11,658           | -10,157           |
|    | Interest paid  | -9,295            | -8,503            |
|    | Net cash from operating activities                                     | -8,287            | 3,084             |
| В. | CASH FLOWS FROM INVESTING ACTIVITIES                                   |                   |                   |
|    | Proceeds from sale of property, plant and equipment                    | 5,467             | 1,751             |
|    | Interest received  | 3,050             | 1,721             |
|    | Dividends received   | 3,382             | 2,408             |
|    | Acquisition of subsidiary  | -2,800            | 250               |
|    | Acquisition of property, plant and equipment                           | -21,131           | -6,688            |
|    | Acquisition of investment property                                     | -7,281            | -9                |
|    | Other investments  | 3,302             | -42,912           |
|    | Acquisition of intangible assets                                       | -367              | -6,647            |
|    | Net cash used in investing activities                                  | -16,378           | -50,126           |
| C. | CASH FLOWS FROM FINANCING ACTIVITIES                                   |                   |                   |
|    | Repayment of borrowings  | 7,303             | 38,795            |
|    | Net cash used in financing activities                                  | 7,303             | 38,795            |
|    | Net change in cash and cash equivalents                                | -17,362           | -8,247            |
|    | Cash and cash equivalents at beginning of period                       | 18,972            | 14,904            |
|    | Cash and cash equivalents at end of period                             | 1,610             | 6,657             |

# Condensed Statement of Changes in Equity of Gorenje, d.d.

|  |        |                  |                   | Revenue r             | reserves                     |                                   |                    | Retained earnings                             |                                  |                          |         |
|--|--------|------------------|-------------------|-----------------------|------------------------------|-----------------------------------|--------------------|---|----------------------------------|--------------------------|---------|
| EURk   |        | Share<br>premium | Legal<br>reserves | Statutory<br>reserves | Treasury<br>share<br>reserve | Other<br>re-<br>venue<br>reserves | Treasury<br>shares | Profit or<br>loss from<br>previous<br>periods | Profit or loss<br>for the period | Fair<br>value<br>reserve | Total   |
| Opening balance at 1 Jan 2013  | 66,378 | 157,712          | 12,896            | 6,653                 | 3,170                        | 73,061                            | -3,170             | 151   | 0                                | 2,615                    | 319,466 |
| Total comprehensive income for the period                                      |        |                  |                   |                       |                              |                                   |                    |   |                                  |                          |         |
| Profit for the period  |        |                  |                   |                       |                              |                                   |                    |   | 808                              |                          | 808     |
| Total other comprehensive income   |        |                  |                   |                       |                              |                                   |                    |   |                                  | 1,248                    | 1,248   |
| Total comprehensive income for the period                                      | 0      | 0                | 0                 | 0                     | 0                            | 0                                 | 0                  | 0   | 808                              | 1,248                    | 2,056   |
| Transactions with owners (when acting as owners) recognised directly in equity |        |                  |                   |                       |                              |                                   |                    |   |                                  |                          | 0       |
| Contributions by owners and distribution to owners                             |        |                  |                   |                       |                              |                                   |                    |   |                                  |                          | 0       |
| Capital increase   |        |                  |                   |                       |                              |                                   |                    |   |                                  |                          | 0       |
| Total contributions by owners and distribution to owners                       | 0      | 0                | 0                 | 0                     | 0                            | 0                                 | 0                  | 0   | 0                                | 0                        | 0       |
| Total transactions with owners   | 0      | 0                | 0                 | 0                     | 0                            | 0                                 | 0                  | 0   | 0                                | 0                        | 0       |
| Closing balance at 30 Jun 2013   | 66,378 | 157,712          | 12,896            | 6,653                 | 3,170                        | 73,061                            | -3,170             | 151   | 808                              | 3,863                    | 321,522 |

|  |                  |                  |                   | Revenue r             | eserves                      |                                   | Retained earnings  |   |                                  |                          |         |
|--|------------------|------------------|-------------------|-----------------------|------------------------------|-----------------------------------|--------------------|---|----------------------------------|--------------------------|---------|
| EURk   | Share<br>capital | Share<br>premium | Legal<br>reserves | Statutory<br>reserves | Treasury<br>share<br>reserve | Other<br>re-<br>venue<br>reserves | Treasury<br>shares | Profit or<br>loss from<br>previous<br>periods | Profit or loss<br>for the period | Fair<br>value<br>reserve | Total   |
| Opening balance at 1 Jan 2014  | 92,240           | 157,705          | 12,896            | 6,923                 | 3,170                        | 72,829                            | -3,170             | 151   | 1,218                            | 3,945                    | 347,907 |
| Total comprehensive income for the period                                      |                  |                  |                   |                       |                              |                                   |                    |   |                                  |                          |         |
| Profit for the period  |                  |                  |                   |                       |                              |                                   |                    |   | 5,965                            |                          | 5,965   |
| Total other comprehensive income   |                  |                  |                   |                       |                              |                                   |                    |   |                                  | 708                      | 708     |
| Total comprehensive income for the period                                      | 0                | 0                | 0                 | 0                     | 0                            | 0                                 | 0                  | 0   | 5,965                            | 708                      | 6,673   |
| Transactions with owners (when acting as owners) recognised directly in equity |                  |                  |                   |                       |                              |                                   |                    |   |                                  |                          | 0       |
| Contributions by owners and distribution to owners                             |                  |                  |                   |                       |                              |                                   |                    |   |                                  |                          | 0       |
| Capital increase   |                  |                  |                   |                       |                              |                                   |                    |   |                                  |                          | 0       |
| Total contributions by owners and distribution to owners                       | 0                | 0                | 0                 | 0                     | 0                            | 0                                 | 0                  | 0   | 0                                | 0                        | 0       |
| Total transactions with owners   | 0                | 0                | 0                 | 0                     | 0                            | 0                                 | 0                  | 0   | 0                                | 0                        | 0       |
| Closing balance at 30 Jun 2014   | 92,240           | 157,705          | 12,896            | 6,923                 | 3,170                        | 72,829                            | -3,170             | 151   | 7,183                            | 4,653                    | 354,580 |

# Notes to the Condensed Financial Statements of Gorenje, d.d.

Fair values and book values of assets and liabilities

| FUD                               | Book value  | Fair value  | Book value  | Fair value  |
|-----------------------------------|-------------|-------------|-------------|-------------|
| EURk                              | 31 Dec 2013 | 31 Dec 2013 | 30 Jun 2014 | 30 Jun 2014 |
| Available -for-sale investments   | 2,758       | 2,758       | 2,845       | 2,845       |
| Non-current loans and deposits    | 19          | 19          | 19          | 19          |
| Current loans and deposits        | 87,395      | 87,395      | 130,081     | 130,081     |
| Derivatives                       | -3,065      | -3,065      | -2,030      | -2,030      |
| Trade receivables                 | 195,935     | 195,935     | 192,538     | 192,538     |
| Other current assets              | 13,402      | 13,402      | 12,467      | 12,467      |
| Cash and cash equivalents         | 14,904      | 14,904      | 6,657       | 6,657       |
| Non-current financial liabilities | -170,416    | -170,416    | -184,187    | -184,187    |
| Current financial liabilities     | -154,396    | -154,396    | -179,405    | -179,405    |
| Trade payables                    | -169,476    | -169,476    | -145,519    | -145,519    |
| Other current liabilities         | -10,413     | -10,413     | -11,835     | -11,835     |
| Total                             | -193,353    | -193,353    | -178,369    | -178,369    |

### Fair value scale

### 31 December 2013

| EURk                                | Level 1 | Level 2 | Level 3 | Total  |
|-------------------------------------|---------|---------|---------|--------|
| Available-for-sale financial assets | 155     | -       | 2,603   | 2,758  |
| Derivatives - assets                | -       | -       | -       | -      |
| Derivatives - liabilities           | -       | -3,065  | -       | -3,065 |
| Land and investment property        | -       | -       | 45,727  | 45,727 |

### 30 June 2014

| EURk                                | Level 1 | Level 2 | Level 3 | Total  |
|-------------------------------------|---------|---------|---------|--------|
| Available-for-sale financial assets | 182     | -       | 2,663   | 2,845  |
| Derivatives - assets                | -       | -       | -       | -      |
| Derivatives - liabilities           | -       | -2,030  | -       | -2,030 |
| Land and investment property        | -       | -       | 45,418  | 45,418 |

### Related party transactions

| EURk              | Value of transaction |                   | Balance     |             |
|-------------------|----------------------|-------------------|-------------|-------------|
|                   | Jan - Jun<br>2013    | Jan - Jun<br>2014 | 30 Jun 2013 | 30 Jun 2014 |
| Revenue           | 236,986              | 263,370           |             |             |
| Trade receivables |                      |                   | 159,149     | 150,688     |
| Trade payables    |                      |                   | 28,370      | 34,917      |
| Loans granted     |                      |                   | 79,965      | 121,082     |
| Borrowings raised |                      |                   | 27,937      | 32,895      |

### **Financial Indicators**

|  | Jan - Jun<br>2013 | Jan - Jun<br>2014 | Plan<br>2014 |
|--|-------------------|-------------------|--------------|
| INDICATORS OF PROFITABILITY                                  |                   |                   |              |
| Net return on sales (ROS)                                    | 0.25%             | 1.71%             | 1.00%        |
| Net return on assets (ROA)                                   | 0.19%             | 1.32%             | 0.88%        |
| Net return on equity (ROE)                                   | 0.50%             | 3.40%             | 2.10%        |
| ASSET INDICATORS   |                   |                   |              |
| Asset turnover ratio   | 0.75              | 0.78              | 0.88         |
| Inventory turnover ratio                                     | 7.60              | 7.50              | 8.40         |
| Current trade receivables turnover ratio                     | 3.28              | 3.60              | 3.61         |
| INVESTMENT INDICATORS  |                   |                   |              |
| Fixed assets (PPE) to total assets                           | 0.23              | 0.24              | 0.25         |
| Current assets to total assets                               | 0.52              | 0.52              | 0.52         |
| INDICATORS OF FINANCIAL COMPOSITION                          |                   |                   |              |
| Long-term coverage of non-current assets                     | 1.26              | 1.18              | 1.28         |
| Equity to total liabilities                                  | 0.38              | 0.39              | 0.41         |
| Long-term to total liabilities                               | 0.66              | 0.61              | 0.67         |
| Equity to fixed assets (carrying value)                      | 1.64              | 1.61              | 1.62         |
| Quick ratio (liquid assets to current liabilities)           | 0.38              | 0.40              | 0.32         |
| (Liquid assets + current receivables) to current liabilities | 1.11              | 0.99              | 1.12         |
| Current ratio  | 1.40              | 1.24              | 1.44         |
| Net financial liabilities to equity                          | 0.72              | 0.63              | 0.69         |
| OPERATING PERFORMANCE INDICATORS                             |                   |                   |              |
| Operating income to operating expenses                       | 1.01              | 1.03              | 1.03         |
| Revenue per employee (EUR)                                   | 75,934            | 84,338            | 188,380      |
| Value added per employee (EUR)                               | 14,252            | 16,615            | 35,923       |

# Information Regarding the Report and its Public

#### **Announcement**

Pursuant to provisions of the Code of Warsaw Stock Exchange, Rules and Regulations of the Ljubljana Stock Exchange and the applicable legislation, the company Gorenje, d.d., Partizanska 12, SI-3320 Velenje, hereby announces the Unaudited Non-consolidated Business Report of Gorenje, d.d., for the period January – June 2014 and the Unaudited Consolidated Business Report of the Gorenje Group for the Period January – June 2014. The unaudited report of Gorenje, d.d., and the Gorenje Group was presented by its Supervisory Board at their 1<sup>st</sup> regular session held on 20 August 2014. The report shall be available for review at the headquarters of Gorenje, d.d., at Partizanska 12, SI-3320 Velenje, whereas announcements are available in the Ljubljana Stock Exchange electronic info system, the SEOnet (www.ljse.si), the Warsaw Stock Exchange via the ESPI system (www.gpw.pl), and the company's web site at <a href="https://www.gorenje.com">www.gorenje.com</a>, on 21 August 2014.

#### Forward-looking Statements

This announcement of the Unaudited Business Report for the Period January - June 2014 includes forward-looking information and forecasts – i.e. statements regarding the future, rather than the past, and regarding events within the framework and in relation to the currently effective legislation on publicly traded companies and securities and pursuant to the Rules and Regulations of the Ljubljana and Warsaw Stock Exchange. These statements can be identified by the words such as "expected", "anticipated", "forecast", "intended", "planned or budgeted", "probable or likely", "strive/invest effort to", "estimated", "will", "projected", or similar expressions. These statements include, among others, financial goals and targets of the parent company Gorenje, d.d., and the Gorenje Group for the upcoming periods, planned or budgeted operations, and financial plans. These statements are based on current expectations and forecasts and are subject to risk and uncertainty which may affect the actual results which may in turn differ from the information stated herein for various reasons. Various factors, many of which are beyond reasonable control by Gorenje, affect the operations, performance, business strategy, and results of Gorenje. Thus actual results, performance, or achievements of Gorenje may differ materially from the expected results, performance, or achievements as stated in these forwardlooking statements. These factors include, without prejudice to any not mentioned herein, the following: consumer demand and market conditions in geographical segments or regions and in industries in which the Gorenje Group is conducting its operating activities; effects of exchange rate fluctuations; competitive downward pressure on downstream prices; major loss of business with a major account/customer; the possibility of overdue or late payment on the part of customers; decrease in prices as a result of persistently harsh market conditions, in an extent much higher than currently expected by Gorenie's Management Board; success of development of new products and implementation in the market; development of manufacturer's liability for the product; progress of attainment of operative and strategic goals regarding efficiency; successful identification of opportunities for growth and mergers and acquisitions, and integration of such opportunities into the existing operations; further volatility and aggravation of circumstances in capital markets; progress in attainment of goals regarding structural reorganization and reorganization in purchasing. If one more risks or uncertainties are in fact materialized or if the said assumptions are proven wrong, actual results may deviate materially from those stated as expected, hoped for, forecast, projected, planned, probable, estimated, or anticipated in this announcement. Gorenje does not intend to assume and will not allow for any liability to update or revise these forecasts in light of development differing from the expected events.

## Appendix: Change in the Organisation of the Gorenje Group

Since 2010, the Gorenje Group increases the core business share (products and services for home) within the total revenue structure. Thus, revenue generated through the core activity should in the final year of the updated strategy represent already more than 90% of total revenue compared to 2012, when it accounted for poor 85%. In order to focus in the future even more on developing the core activity, the Group adjusted its organisational structure as well. All business areas that are not part of the core activity, are treated as portfolio investments.

Gorenje Group's organisation developed in the past years towards the core business activity:

