

**ALTA**

NLB 

# SSH BOND PRESENTATION

4 June 2015

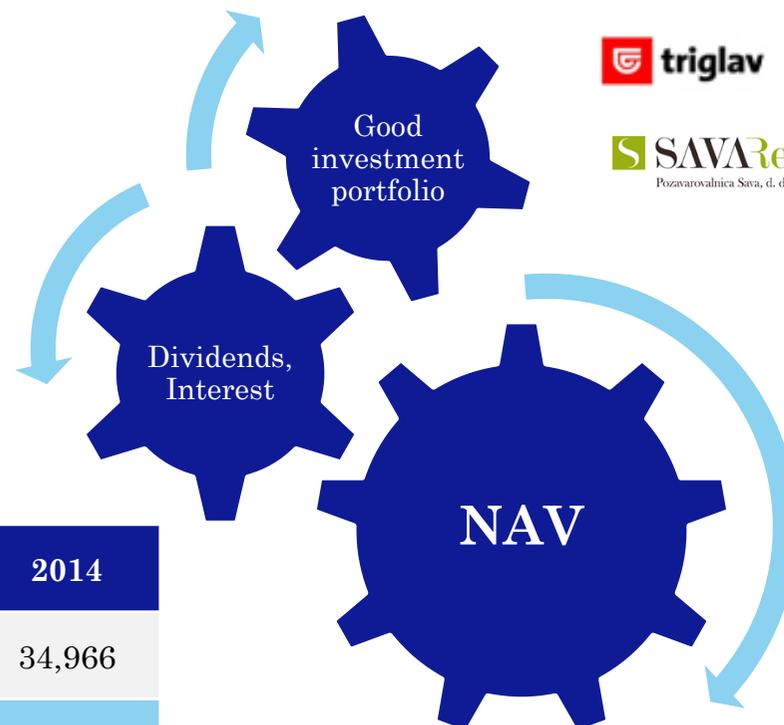
1



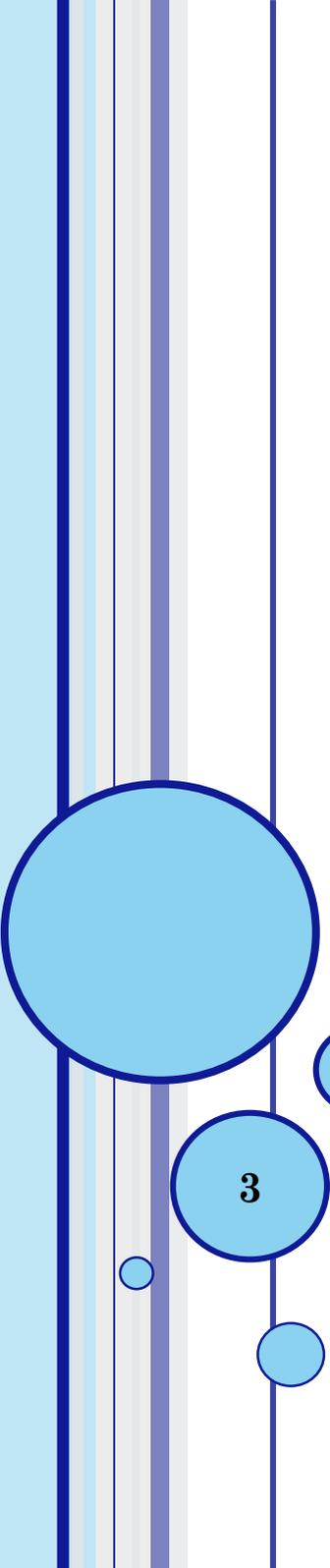
SLOVENIAN SOVEREIGN HOLDING

# AGENDA

- ✓ SSH description
- ✓ Consolidated statements and investment analysis
- ✓ Bond Issue
- ✓ Appendix



in 000 EUR	Average 2010-2014	2014
Dividends	23,549	34,966
Interests	8,882	3,148



# SSH DESCRIPTION

3

# SSH DESCRIPTION

- ✓ SSH is organised as a public limited company whose sole founder and shareholder is the Republic of Slovenia (RS). The Company's bodies and their responsibilities are determined by ZSDH-1 and the Articles of Association of SSH. SSH has four bodies: the General Meeting, the Management Board, the Supervisory Board and the Expert Committee for Economic and Social Issues. The powers and duties held by the SSH General Meeting are carried out by the Government of the RS. SSH has a two-tier management system, comprising the Management and Supervisory Boards.
  
- ✓ **Main Areas of Operation of SSH:**
  - *Asset Management:* The management of capital assets in direct or indirect ownership of the RS includes the acquisition and disposition of capital assets and the exercise of rights of a shareholder.
  - *Denationalisation:* SSH participates in denationalisation proceedings and in procedures for the determination of compensation for liable entities in which property has been restored to denationalisation beneficiaries in kind.
  - *Settlement of liabilities arising from compensation:* On behalf of and for the account of RS, SSH performs duties stipulated by special laws also regulating the method of the financing of these duties.

Type of capital asset	Situation as of 31.12.2014	
	Capital assets of SSH	Capital assets held in direct ownership by the RS and managed by SSH
Active capital assets	30	66
Inactive assets (companies in bankruptcy, liquidation)	12	12
Total	42	78

# STATE : SSH RELATION

## KEY STATE ASSET MANAGER



SLOVENIAN SOVEREIGN HOLDING

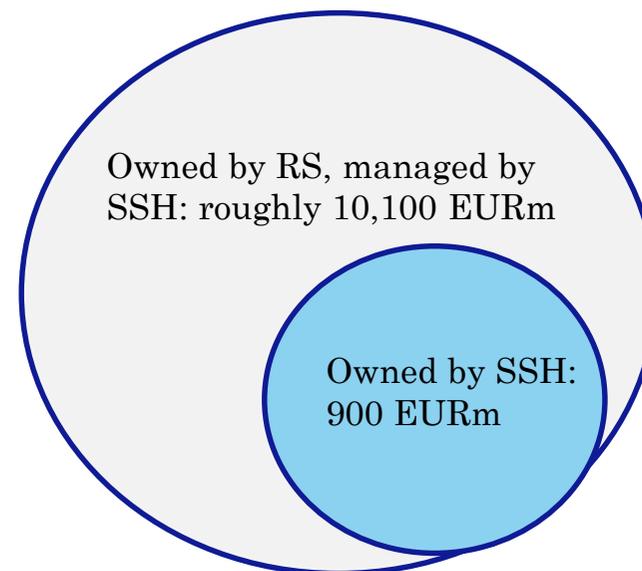
Key state entity for management and disposal of state investment assets

100% state owned

### Transformation of SOD into SSH:

- ✓ ZSDH-1 became effective in April 2014
- ✓ Transformation of SOD into SSH
- ✓ Acquisition of PDP to SSH.

Investments on 31.12.1014:



# STATE : SSH RELATION ARTICLES OF ASSOCIATION

## KEY ASPECTS OF ARTICLES OF ASSOCIATION

### **Article 2, Articles of Association:**

*The sole founder and shareholder of the company is the Republic of Slovenia*

*The Company shall operate as a public company with powers duties and responsibilities stipulated by ZGD-1, ZSDH-1, Slovene Compensation Fund Act (ZSOS) (Official Gazette of the Republic of Slovenia No. 21/11-poffitial consolidated text; hereinafter referred to as: ZSOS) and other Acts and these Articles of Association.*

### **Article 7, Articles of Association:**

*Shares are ordinary shares held in the name of the Republic of Slovenia giving their holder the rights to manage the Company, the right to a dividend and the right to pay out the remaining value of the Company's assets in case of its liquidation. Until the Republic of Slovenia is the Company's sole shareholder, it shall waive the right to a dividend. Shares are issued in a non-materialized form.*

### **Article 9, Articles of Association:**

*Funds for the operation of the Company shall be provided as follows:*

- From the budget of the Republic of Slovenia;*
- From other funds of the Company's founder;*
- From the category of funds generated on the basis of management and disposal of securities and other assets acquired in accordance with Articles 9, 10 and 11 of ZSOS and other Acts;*
- From the category of funds generated with the issue of the Company's securities and other debt instruments;*
- From funds acquired from the management of capital assets held by the Republic of Slovenian and third parties in accordance with Article 27 of ZSDH-α;*
- From the category of other income generated with own operations.*

# STATE : SSH RELATION

## OTHER ITEMS

### ITEM 1.19 OF ANNUAL REPORT:

#### 1.1.9. Presentation of Company's solvency situation as of 31 December 2014

During 2014, the Company regularly monitored its solvency situation. On the basis of the examination of the situation and established facts, SSH concluded the following:

- The value of the Company's assets as of 31 December 2014 exceeds its total liabilities.
- The uncovered loss exceeds one half of its share capital but SSH has simultaneously at its disposal a relatively high surplus amount arising from the revaluation of financial assets which is expected to be converted into other capital categories during the process of the sale of assets in the years to come.
- SSH settles all its liabilities in due time. All salaries to employees were paid in accordance with employment contracts. Taxes and benefits have been regularly settled on the day of the salary pay-out.
- Several long-term loans hired by SSH in 2009 and 2010 for the purpose of supplying its own funds allocated for the payment of compensation under ZVVJTO, and for maintaining its liquidity, are secured by way of guarantees issued by the RS.

*By way of the Constitutional Court Judgement No. U-I-140/94 of 14 December 1995, it was determined that the Republic of Slovenia is obliged to provide additional funds to the Company when the Company's sources of funds do not suffice for the regular settlement of the Company's liabilities in accordance with the Denationalisation Act, the Cooperatives Act and other regulations governing the restitution of property.*

# LEGAL FRAMEWORK

- ✓ SSH is responsible for managing all RS investments in the name and for the account of RS at its own discretion and in accordance with the Slovenian Sovereign Holding Act (ZSDH-1).
- ✓ SSH is not responsible for the management of: capital investments in international financial institutions, capital investments in companies engaged in commercial public service (transmission and distribution of natural gas and electricity, organizing electricity market in RS), and investments in DUTB.
- ✓ The annual plan of investment management is adopted by the Management Board of SSH on the basis of adopted strategy. It defines the detailed objectives of the SSH in the management of individual investments as well as measures and policies to achieve these objectives.
- ✓ The strategy of investment management provides the definition and classification of investments on individual types of investments, the definition of development policies of RS as a shareholder or partner of the companies and individual strategic objectives, which RS wants to achieve with any investment, defined as strategic. On the proposal of the Government the National Assembly adopts the strategy which is valid till the adoption of a new one. The National Assembly may repeal or amend the strategy only by adopting a new one. The draft of the strategy is prepared by the Government on the proposal of the ministry responsible for finance.
- ✓ Strategic investments are investments, with which RS in addition to economic achieves also strives to achieve the strategic objectives. The strategic objectives are objectives relating to the management of the country's infrastructure, objectives, related to the provision of public services, security objectives, development objectives and other objectives which take into account important social interests. The minimum share of the investments, which are set as a strategic investment, is 50% plus one share.
- ✓ Significant investments are investments in which the State retains a controlling stake (25% + 1 share) in order to keep the key development components. Portfolio investments are investments in which the State is not required to retain a controlling stake, and with them manages and disposes exclusively to achieve economic goals.

# KEY MANAGEMENT ACTS

Adopted by

PARLIAMENT

**Asset Management Strategy**

Definition and classification of assets into individual types of assets: strategic assets, important assets and portfolio assets.  
Definition of the development policies of RS.  
Individual strategic objectives.

GOVERNMENT

**\*Annual Asset Management Plan**

Detailed objectives of the SSH, the measures and guidelines for attaining these objectives, specifies cash flows expected.

**\*Criteria for measuring the effectiveness of companies**

The criteria must consider the strategic objectives determined by the strategy and also define economic and financial objectives.

MANAGEMENT +  
SUPERVISORY  
BOARD

**Corporate Governance Code for SOEs**

Principles and recommendations of good practice of CG.  
Principles, procedures and criteria - ensure the transparency and traceability.

**Asset Management Policy**

*\* It is prepared after adoption of the asset management strategy*

# IMPROVEMENT IN CORPORATE GOVERNANCE

- ✓ Adoption of the Code of corporate governance of companies with State capital investment (dec 2014)
- ✓ Adoption of Management policy (dec 2014)
- ✓ Preparation of the Manual for the work of Supervisory Board Members (nov 2014)
- ✓ Adoption or update of Recommendations and expectations of SSH and encouraging the companies to strictly enforce them (dec 2014)
- ✓ Acceptance of the Criteria for recruitment of supervisors (dec 2014)
- ✓ Implementation of monthly training sessions for supervisors of state companies
- ✓ Promoting the introduction of the European model of excellence in the company (EFQM)
- ✓ Changes in the statutes and acts on the establishing of some companies

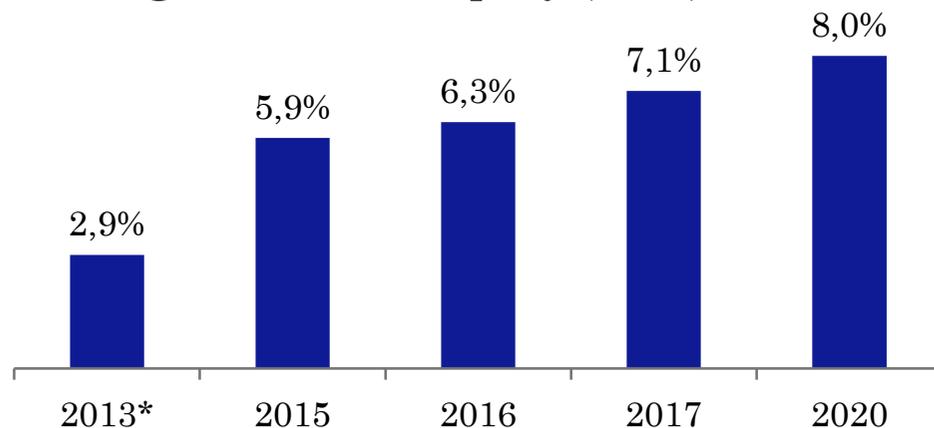
**Many adopted internal rules:** Rules of Procedure of KK, Rules of Procedure of ESSO, Rules on Risk Management, Introduction to vote at general meetings of companies, more instructions from proxy for compliance and business integrity ...



# ASSET MANAGEMENT STRATEGY

- ✓ The objectives pursued by the RS in the management of state capital investments are:
  - ❑ the increase in value of investments,
  - ❑ ensuring the highest possible return for the shareholders and
  - ❑ exercise of other potential strategic objectives in the investments, which are defined as strategic.
- ✓ The key objective of the management of state capital investments is to generate return on equity of 8% by 2020. Over the next three years, the target return on capital investment of the country is 5.9% for 2015, 6.3% for 2016 and 7.1% for the year 2017.
- ✓ Sale or exchange of investment must be carried out in one of the ways, namely on the basis of a public tender by the publication of the invitation to tender, public auction, public bidding or through offerings of securities in accordance with the law governing the financial instruments market.

## The target return on equity (ROE)



This is the proposed Strategy, which must yet be approved by the National Assembly.

\*Taking the average value of the last two years for the total book value of companies without banks, companies in the process of sales and smaller companies. Commercial banks are excluded from the calculation of ROE for 2013

# PRIVATIZATION PROCESS

- ✓ On 21 June 2013 the National Assembly of the RS granted its consent to SSH for the disposal of capital assets of the Republic managed by SSH. In addition to SSH, the consent was also granted to KAD d.d. (Pension Fund Management), Modra zavarovalnica d.d., D.S.U., d.o.o. and PDP d.d., for the disposal of their capital assets in the total of 15 companies.
- ✓ Capital assets having the consent for their disposal granted by the National Assembly of the RS with status on 12 May 2015\*\*:

No.	Name of the company	Status	RS	SSH	KAD	D.S.U	PDP	MZ	Total
1	Adria Airways Tehnika, d. d.	pending	0	0	0	0	52.33	0	52.33
2	Adria Airways, d. d.	pending	69.87	0	0	0	2.08	0	71.95
3	Aero, d. d.	in bankruptcy	0	0	0	0	1.44	0	1.44
4	<b>Aerodrom Ljubljana, d. d.</b>	<b>sold</b>	<b>50.67</b>	<b>6.82</b>	<b>7.36</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>64.85</b>
5	Cinkarna Celje, d. d.	pending	0	11.41	0	0	0	20.00	31.41
6	Elan, d. o. o.	pending	0	0	0	0	66.37	8.57	74.94
7	<b>Fotona, d. d.</b>	<b>sold</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>70.48</b>	<b>0</b>	<b>70.48</b>
8	Gospodarsko razstavišče, d. o. o.		0	0	29.51	1.22	0	0	30.73
9	<b>Helios, d. d.</b>	<b>sold</b>	<b>0</b>	<b>9.54</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>8.31</b>	<b>17.85</b>
10	Nova KBM, d. d.	pending	100.00	0	0	0	0	0	100.00
11	Paloma, d. d.	pending	0	0	0	0.04	70.97	0	71.01
12	Telekom Slovenije, d. d.	pending	62.54	4.25	5.59	0	0	0	72.38
13	Terme Olimia Bazeni, d. d.*		0	0	49.70	0	0	0	49.70
14	Unior, d. d.		0	2.31	5.55	0	37.11	0	44.97
15	<b>Žito, d. d.</b>	<b>sold</b>	<b>0</b>	<b>12.26</b>	<b>0</b>	<b>0.01</b>	<b>0</b>	<b>14.97</b>	<b>27.24</b>

In the period from 1 January 2014 until 31 December 2014, the contracts on the purchase and sale of the shares owned by SSH in the following companies were concluded: Helios, Aerodrom Ljubljana, Letrika and Salus. The total amount of proceeds from the above mentioned sales of shares received by SSH in 2014 amounted to EUR 40.5m.

\*Terme Olimia Bazeni, d. d. ceased to exist from 30 September 2014 due to its merger with Terme Olimia, d.d..

\*\* state of the sold companies is at the time of sale and not on the date 12.05.2015.

# CONSOLIDATED STATEMENTS AND INVESTMENT ANALYSIS

13

# CONSOLIDATED BALANCE SHEET

in 000 EUR	2011	2012	2013	2014
<b>ASSETS</b>	<b>1,264,637</b>	<b>1,143,771</b>	<b>1,029,107</b>	<b>1,042,795</b>
<b>Long term assets</b>	<b>1,021,101</b>	<b>879,316</b>	<b>835,424</b>	<b>812,029</b>
Intangible assets and LT deferred costs	58	53	66	43
Tangible fixed asset	914	794	761	679
Investment property	5,600	5,450	4,563	0
Long term financial investment	750,076	675,015	696,193	743,055
Long term operating receivables	264,453	198,004	133,841	68,252
<b>Short term assets</b>	<b>243,536</b>	<b>264,455</b>	<b>193,683</b>	<b>230,766</b>
Non-current assets held for sale	0	50,000	13,255	62,455
Short term financial investments	163,827	141,410	96,684	87,691
Short term operating receivables	72,545	71,248	70,509	70,279
Cash	7,137	1,771	13,208	9,300
Short term deferred costs etc.	27	26	27	1,041
<b>EQUITY AND LIABILITIES</b>	<b>1,264,637</b>	<b>1,143,771</b>	<b>1,029,107</b>	<b>1,042,795</b>
<b>Equity</b>	<b>127,898</b>	<b>113,982</b>	<b>143,076</b>	<b>294,772</b>
Share capital	60,167	60,167	60,167	60,167
Share premium	0	0	0	0
Statutory reserves	0	0	0	0
Revaluation surplus	265,176	230,045	282,869	336,624
Retained net profit or loss	-197,445	-176,230	-177,847	-102,019
Net profit or loss for the year	0	0	-22,113	0
<b>Non Current liabilities</b>	<b>829,562</b>	<b>854,790</b>	<b>581,875</b>	<b>294,692</b>
Provisions and LT deferred costs etc.	147,138	91,123	75,890	76,448
Long term liabilities	682,424	763,667	505,985	218,244
Long term financial liabilities	682,424	763,667	505,985	218,244
<b>Current liabilities</b>	<b>307,177</b>	<b>174,999</b>	<b>304,156</b>	<b>453,331</b>
Short term liabilities	307,065	174,834	304,040	453,153
Short term financial liabilities	279,897	108,052	276,001	433,164
Short term operating liabilities	27,168	66,782	28,039	19,989
<b>Short term deferred costs etc.</b>	<b>112</b>	<b>165</b>	<b>116</b>	<b>178</b>

- The difference between consolidated and non consolidated financial statements is in the method of covering the associate companies. For the consolidated financial statements the capital method is used, while non consolidated uses a fair or purchase value. The difference is EUR 7.4m higher value of associated companies and therefore the equity in the consolidated financial statements in relation to the statements of the company.
- Tangible assets are not burdened by mortgages or pledges.
- In 2014 net profit amounted to EUR 97.76m (EUR 38.09m ennobled from the profit from the sale of interests in companies) and effectively wiped out the negative operating result in 2013 and decreased retained loss from previous years.
- Reservations are formed primarily for the repayment of the denationalization proceedings (EUR 75.87m).

# LIABILITIES

LIABILITIES	
in 000 EUR	31.12.2014
<b>EQUITY AND LIABILITIES</b>	<b>1,042,795</b>
<b>Equity</b>	<b>294,772</b>
Share capital	60,167
Share premium	0
Statutory reserves	0
Revaluation surplus	336,624
Retained net profit or loss	-102,019
Net profit or loss for the year	0
<b>Non Current liabilities</b>	<b>294,692</b>
Provisions and LT deferred costs etc.	76,448
Long term liabilities	218,244
Long term financial liabilities	218,244
<b>Current liabilities</b>	<b>453,331</b>
Short term liabilities	453,153
Short term financial liabilities	433,164
Short term operating liabilities	19,989
Short term deferred costs etc.	178

Long-term financial liabilities	
in 000 EUR	31.12.2014
Loans obtained from banks	154,979
Principal for SOS2E bond	63,265
Interest rate swap fair value	0
<b>Total</b>	<b>218,244</b>

Short-term financial liabilities	
in 000 EUR	31.12.2014
Loans obtained from banks	299,933
Principal for SOS2E bond	131,543
Interest rate swap fair value	1,688
<b>Total</b>	<b>433,164</b>

Short-term operating liabilities	
in 000 EUR	31.12.2014
Interest for SOS2E bond	13,654
Accounts payable	4,405
Inteerst on loans obtained from banks	1,085
Other payables	845
<b>Total</b>	<b>19,989</b>

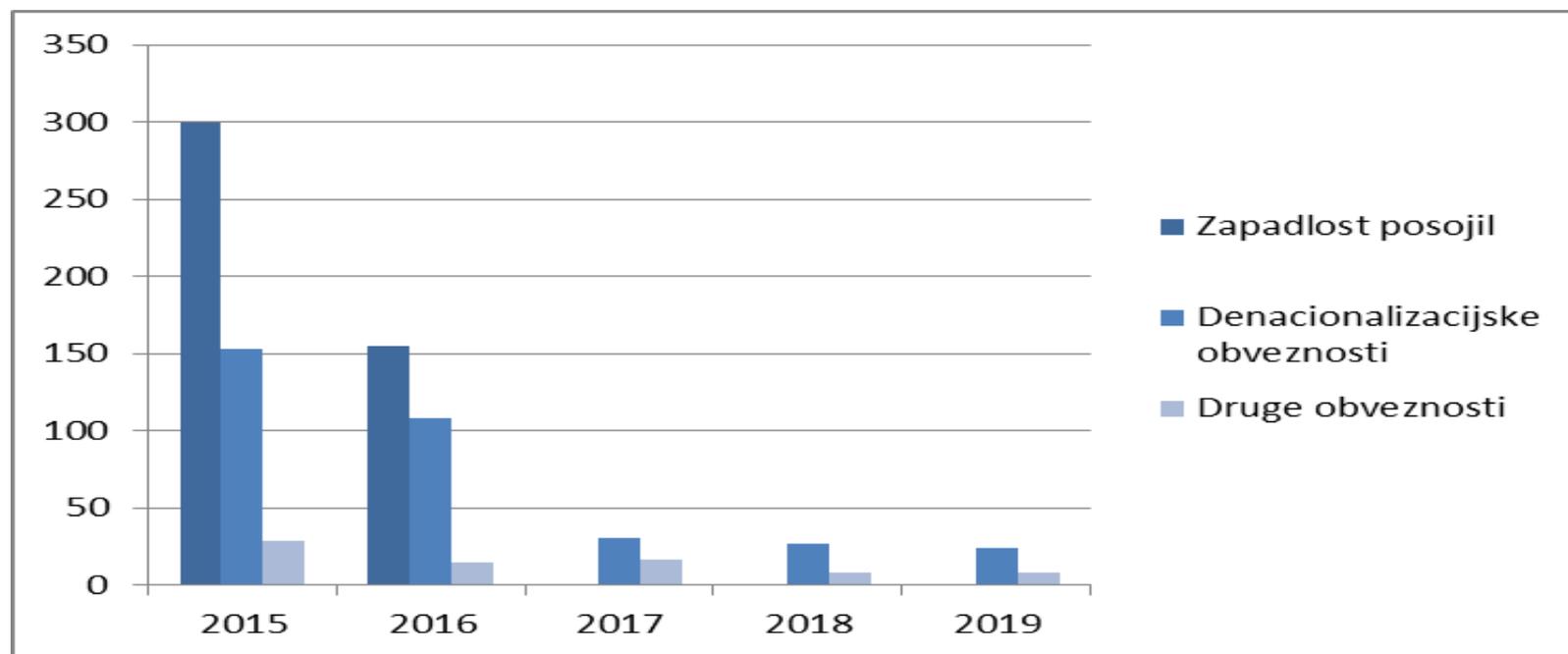
Interest rate:

- Bank loans: nom. 1.033% - 3.6% annually
- Short term bank loan: SWAP 0.684% - 1.4379% annually + average spread over SWAP 0.99%.

- D/E ratio of 2.21.
- Equity represents 28.3% of all consolidated assets.
- Financial debt at EUR 651.4m, net debt (cash, deposits included) at EUR 557.3m.
- During 2015 EUR 300m of short term loans are due.
- All other long term loans mature on 2016.
- Last installment of SOS2E is due on 1.6.2016, interest rate of 6%, conformal calculation.
- Loans obtained from banks under the laws of ZPSOD09 and ZPSOD10 are guaranteed by the Republic of Slovenia in the amount of EUR 180m and 300m. Today, these loans stand at EUR 455m (with as many guarantees).

# LIABILITIES AND REINVESTMENT POLICY

Planned obligations of the company over the years (a total loan of EUR 455m, denationalization 343m, other liabilities EUR 77m):



\* The calculation takes into account the maximum potential liabilities from denationalisation (for reimbursement in denationalisation procedures).

## Refinancing plan:

- ✓ Up to EUR 300m of short term liabilities due in 2015, SSH will refinance through loan extension,
- ✓ Up to EUR 155m of financial liabilities maturing in 2016 will be refinanced through bond issue and other sources.

SSH plans that the level of financing liabilities within the next 5 year period will range between EUR 400m and 450m.

# LIQUIDITY MANAGEMENT

- ✓ In 2014 Slovenian Sovereign Holding settled all its liabilities in due time.
- ✓ **Resources to cover SSH obligation in 2014:**
  - ✓ dividends of companies owned by SSH,
  - ✓ deposits
  - ✓ revenue from the sale of capital assets,
  - ✓ revenue from the sale of UCITS units of mutual funds,
  - ✓ inflow from receivables due from the Republic of Slovenia (pursuant to ZVVJTO, ZSPOZ, ZIOOZP).
- ✓ Cash outflows for the settlement of SSH statutory obligations were higher by 10% than outflows in 2013. More than 92% of all statutorily stipulated cash flows represent outflows in accordance with the Denationalisation Act.
- ✓ As of 31 December 2014, the total SSH debt arising from **long-term loans amounted to EUR 455m**; of this amount, EUR 300m is due in 2015 and EUR 155m in 2016.
- ✓ For loan refinancing during 2015, current environment of lower sovereign yields is beneficial.
- ✓ **As of 31 December 2014, the value of investment portfolio for liquidity purposes** (in addition to key capital investments) **is at EUR 131.5m**. This is spearheaded by deposits (70%) and mutual fund assets (18%). **Return of investment portfolio amounted to 4.4%** (versus 3.5% in 2013). This is used as liquidity reserve, which together with other capital investment forms the majority of SSH assets.

# UNDERSTANDING OF SSH OPERATIONS

in 000 EUR	2010	2011	2012	2013	2014
Dividends – companies	11.585	13.776	16.576	19.200	22.862
Dividends – insurance & banks	667	2.709	4.675	12.762	11.967
Dividends – mutual funds	135	154	187	191	137
Interest income from bonds	1.211	983	766	559	484
Interest income from loans	10.571	11.672	10.694	5.390	2.664
<b>Total mentioned revenues</b>	<b>24.169</b>	<b>29.294</b>	<b>32.898</b>	<b>38.102</b>	<b>38.114</b>
COGS	3.821	1.687	1.052	1.761	4.419
Labor costs	4.022	3.023	3.104	3.871	3.617
Other operating costs <sup>1</sup>	1.044	587	287	396	43
<b>Total mentioned costs</b>	<b>8.887</b>	<b>5.297</b>	<b>4.443</b>	<b>6.028</b>	<b>8.079</b>
Interest expenses for bank loans	7.520	12.682	11.572	11.203	11.486
<b>Difference</b>	<b>7.762</b>	<b>11.315</b>	<b>16.883</b>	<b>20.871</b>	<b>18.549</b>
Interest expense for SOS2E <sup>2</sup>	36.789	30.920	26.328	21.265	15.280

<sup>1</sup> SSH (SOD) at 1.1.2011 does not disclose expenses from the payment of compensation to the beneficiaries since this is done in the name and for the account of the Republic of Slovenia. For comparison the item is lowered by compensation under the laws ZSPOZ and ZIOOZP for 2010. The deduction amounts to EUR 11,621 thousand.

<sup>2</sup>In 2010 also interests for RS 21 (EUR 2.230 thousand) and RS 39 (EUR 289 thousand).

## Additional notes :

- SSH also receives asset management revenues from managing assets of the Republic of Slovenia. This covers a part of the costs associated with SSH asset management of Republic of Slovenia assets.
- Due to changes in the Group structure, the individual items have limited comparability.
- ZSPOZ ZIOOZP and ZVVJTO - SSH (SOD) payments ARE in the name and for the account of RS, with interest-bearing receivables (6M Euribor).

- When assessing the capabilities of SSH for coupons payments for the new bond issue we have limited ourselves only to income from dividends and interest received.
- Sales and revaluation revenue and the sale of assets are not taken into account.
- Operational costs are taken into account without impairments, D&A and provisioning.
- Also interest payments to banks are fully taken into account.

# ASSETS 1/2

ASSETS	
in 000 EUR	31.12.2014
<b>ASSETS</b>	<b>1,042,795</b>
<b>Long term assets</b>	<b>812,029</b>
Intangible assets and LT deferred costs	43
Tangible fixed asset	679
Investment property	0
Long term financial investment	743,055
Long term operating receivables	68,252
<b>Short term assets</b>	<b>230,766</b>
Non-current assets held for sale	62,455
Short term financial investments	87,691
Short term operating receivables	70,279
Cash	9,300
Short term deferred costs and accrued revenues	1,041

- Liquid assets and cash deposits amounted to EUR 94.1m (84.8m + 9.3m).
- Total long term investments amounted to EUR 808.4m.



- Largest 9 investment total EUR 750.7m and are liquid (listed securities).
- EUR 23.5m in mutual funds.
- EUR 4.7 m in foreign market securities.
- EUR 2.3m EUR in marketable bonds.

Long term operating receivables	
in 000 EUR	31.12.2014
Long term receivable due from Republic of Slovenia ZSPOZ	24,138
Long term receivable due from Republic of Slovenia ZIOOZP	11,624
<u>Long term receivable due from Republic of Slovenia ZVVJTO</u>	<u>32,490</u>
<b>Total</b>	<b>68,252</b>

All long term receivables due from RS mature till 2016.

Non-current assets held for sale		
in 000 EUR	31.12.2014	20.5.2015
Telekom Slovenije d.d.	40,287	30,285
Cinkarna Celje d.d.	16,452	18,683
<u>Žito d.d.</u>	<u>5,716</u>	<u>7,724</u>
<b>Total</b>	<b>62,445</b>	<b>56,691</b>

Short term financial investments	
in 000 EUR	31.12.2014
Short term financial investment held for sale	2,891
Deposits given and commercial bank deposits	84,800
<u>Commercial papers, certificates of deposit</u>	<u>0</u>
<b>Total</b>	<b>87,691</b>

Short term operating receivables	
in 000 EUR	31.12.2014
Short term receivable due from Republic of Slovenia ZSPOZ	24,718
Short term receivable due from Republic of Slovenia ZIOOZP	11,751
Short term receivable due from Republic of Slovenia ZVVJTO	32,632
<u>Other receivables</u>	<u>1,178</u>
<b>Total</b>	<b>70,279</b>

# ASSETS 2/2

ASSETS	
in 000 EUR	31.12.2014
<b>ASSETS</b>	<b>1,042,795</b>
<b>Long term assets</b>	<b>812,029</b>
Intangible assets and LT deferred costs	43
Tangible fixed asset	679
Investment property	0
Long term financial investment	743,055
Long term operating receivables	68,252
<b>Short term assets</b>	<b>230,766</b>
Non-current assets held for sale	62,455
Short term financial investments	87,691
Short term operating receivables	70,279
Cash	9,300
Short term deferred costs and accrued revenues	1,041

## Largest investments are \*\* quoted

in 000 EUR	31.12.2014
Krka	316,600
Zavarovalnica Triglav	150,700
Petrol	117,000
Sava Re	68,800
Telekom Slovenije*	40,300
Luka Koper	35,100
Cinkarna Celje*	16,500
Žito*	5,700
<b>Total</b>	<b>750,700</b>

\* Financial investments booked as non-current asset held for sale.

\*\*Amounts are rounded up.

Long term investments on 30.4.2015**			
	% RS	% SSH	% TOTAL
<b>ENERGY</b>			
PETROL, D.D., LJUBLJANA		19.8	19.8
ELEKTRO LJUBLJANA D.D.	79.5	0.3	79.8
ELEKTRO GORENJSKA, D.D., KRANJ	79.4	0.3	79.7
GEOPLIN, D.O.O.	39.6	0.1	39.6
<b>FINANCIAL HOLDINGS</b>			
PDP, D.D.		100.0	100.0
KDD D.D., LJUBLJANA		19.2	19.2
SAVA, D.D.	0.0	11.1	11.1
<b>GAMBLING</b>			
CASINO BLEDE, D.D., BLEDE		43.0	43.0
HIT, D.D., NOVA GORICA		20.0	20.0
LOTERIJA SLOVENIJE, D.D., LJUBLJANA		15.0	15.0
CASINO PORTOROŽ, D.D., PORTOROŽ		9.5	9.5
<b>FOOD INDUSTRY</b>			
POMURSKE MLEKARNE D.D., MUR.SOBOTA	0.0	3.3	3.3
<b>MANUFACTURING INDUSTRY</b>			
KRKA, D.D., NOVO MESTO	0.0	16.2	16.2
GORIŠKE OPEKARNE, D.D., RENČE		12.3	12.3
CIMOS, D.D.		6.9	6.9
UNIOR, D.D., ZREČE		2.3	2.3
<b>TRANSPORT AND INFRASTRUCTURE</b>			
LUKA KOPER, D.D., KOPER	51.0	11.1	62.1
INTEREUROPA, D.D., KOPER		1.7	1.7
<b>GENERAL INDUSTRY</b>			
PS ZA AVTO, D.O.O., LJUBLJANA		90.0	90.0
ČZP VEČER, D.D., MARIBOR	0.0	10.0	10.0
VARNOST SISTEMI, D.O.O.		9.7	9.7
INTERTRADE ITA, D.D., LJUBLJANA		7.7	7.7
CETIS, D.D., CELJE		7.5	7.5
<b>TURISM</b>			
ADRIA, TURISTIČNO PODJETJE D.O.O., ANKARAN		12.2	12.2
GOSPODARSKO RAZSTAVIŠČE		4.8	4.8
<b>INSURANCE</b>			
ZAVAROVALNICA TRIGLAV, D.D., LJUBLJANA	34.5*	28.1	62.6
POZAVAROVALNICA SAVA, D.D., LJUBLJANA		25.0	25.0

Without companies in bankruptcy or liquidation proceedings.

# SENSITIVITY ANALYSIS

Investment	No.of shares	31.12.2014	31.12.2014	20.5.2015	20.5.2015	Sensitivity analysis			
		Price	Value	Price	Value	-10%	-20%	-30%	-40%
Krka	5,312,070	59.6	316.6	68.0	361.2	61.2	54.4	47.6	40.8
Zavarovalnica Triglav	6,386,644	23.6	150.7	28.9	184.6	26.0	23.1	20.2	17.3
Petrol	412,009	284.0	117.0	276.0	113.7	248.4	220.8	193.2	165.6
Sava RE	4,304,917	16.0	68.8	15.8	67.8	14.2	12.6	11.0	9.5
Luka Koper	1,557,857	22.5	35.1	25.4	39.6	22.9	20.3	17.8	15.2
Telekom Slovenije	277,839	145.0	40.3	109.0	30.3	98.1	87.2	76.3	65.4
Cinkarna Celje	92,950	177.5	16.5	201.0	18.7	180.9	160.8	140.7	120.6
<b>Total value:</b>			<b>745.0</b>		<b>815.8</b>	<b>734.3</b>	<b>652.7</b>	<b>571.1</b>	<b>489.5</b>
Group equity	294.8					284.0	202.4	120.8	39.2

- ✓ In the analysis, majority (71%) of the SSH Group's assets are included (31 December 2014).
- ✓ Only scenario predicting a 45% fall in the value of mentioned investments will void the SSH equity (ceteris paribus).
- ✓ Sava Re is accounted through equity method in the consolidated financial statements. Market value is EUR 0.9m higher on 31 December 2014.
- ✓ Valuation multiples (P/E) are moderate.
- ✓ 2015 expected gross dividend yield of selected assets is above average (4.8%).

Investment	P/E	-10%	-20%	-30%	-40%
	TMM				
Krka	12.4	11.2	9.9	8.7	7.4
Zavarovalnica Triglav	7.2	6.5	5.8	5.1	4.3
Petrol	9.4	8.5	7.5	6.6	5.7
Sava RE	7.9	7.1	6.3	5.5	4.7
Luka Koper	11.3	10.2	9.0	7.9	6.8
Telekom Slovenije*	12.0	10.8	9.6	8.4	7.2
Cinkarna Celje	13.2	11.9	10.6	9.3	7.9
<b>Total value:</b>	<b>815.8</b>	<b>734.3</b>	<b>652.7</b>	<b>571.1</b>	<b>489.5</b>

\*Adjusted 2014 data (for EUR 62.4m in regards to provisioning and impairments).

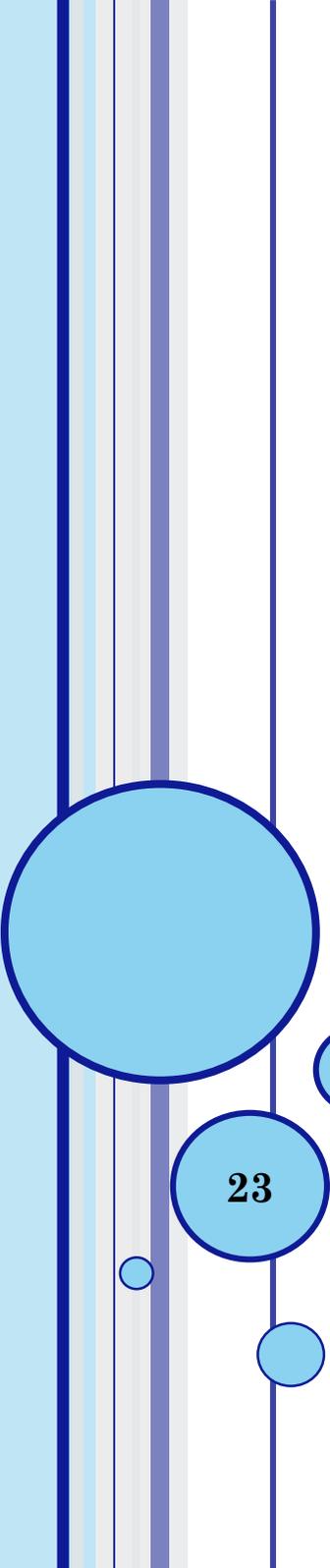
# CONSOLIDATED INCOME STATEMENT

in 000 EUR	2010	2011	2012	2013	2014
Net sales revenues	4,641	1,676	586	533	4,259
<b>Operating income</b>	<b>42,919</b>	<b>217,862</b>	<b>51,493</b>	<b>3,389</b>	<b>6,850</b>
Costs of goods, material and services	3,821	1,687	1,052	1,761	4,419
Labour costs	4,022	3,023	3,104	3,871	3,617
Amortization	1,142	520	308	311	278
Long-term provisions	63	39	30	11,553	4,880
Write-offs	136	61	20	764	1,135
Other operating expenses	12,665	587	287	396	43
<b>Operating profit or loss</b>	<b>21,070</b>	<b>211,945</b>	<b>46,692</b>	<b>-14,817</b>	<b>7,522</b>
Financial income	27,131	51,966	39,931	48,820	83,077
Financial expenses	58,234	133,589	71,838	85,652	27,157
Profit/loss share from investments evaluated according to the equity method*	38,161	35,034	22,685	21,052	39,280
<b>Profit or loss before tax</b>	<b>-48,204</b>	<b>95,287</b>	<b>37,470</b>	<b>-30,595</b>	<b>87,726</b>
Income tax expenses	0	0	0	0	0
Deferred taxes	16,999	9,766	6,495	8,482	10,034
<b>Net profit/loss from the financial year</b>	<b>-65,203</b>	<b>85,521</b>	<b>30,975</b>	<b>-22,113</b>	<b>97,760</b>

\*Associated companies.

**ALTA**

NLB 



# BOND ISSUE

23



SLOVENIAN SOVEREIGN HOLDING

# FINANCIAL INSTRUMENT DESCRIPTION(1)

Type of instrument	Bullet Note
Issuer	Slovenian Sovereign Holding
Expected YTM	SLOREP4.125 01/26/2020+140-160 b.t.
Duration	5 years
Coupon type	Fixed
Expected issue size	EUR 50-100 mio
Coupon frequency	Yearly
Par amount	EUR 1,000
Minimal purchase am	EUR 10,000
Insurance/ guarantees	Without
Expected date of issuance	End of June 2015
Maturity date	2020
Day count	Actual/Actual
Use of proceeds	Refinancing of current financial liabilities, diversification of financial sources, strenghtening maturity debt profile
Trading	Ljubljana Stock Exchange
Other	Subject to exceptions regarding the obligation to publish a prospectus pursuant to 2 <sup>nd</sup> chapter of the ZTFI;

# FINANCIAL INSTRUMENT DESCRIPTION(2)

## COVENANTS:

### Negative Pledge:

- ✓ The Issuer shall not create or permit to subsist any Security Interest over any of its assets unless equivalent Security Interest is also be created for the Issuer's obligations under the Notes. The restriction does not apply to Security Interests securing existing liabilities, which are listed in the Information Memorandum.

### No Guarantees:

- ✓ The Issuer shall not incur or allow to remain outstanding any guarantee in respect of any obligation of any person.

### Additional covenant or assumption:

- ✓ Dividends  
The Issuer shall not pay any dividend to its shareholder(s).

*Additional covenant or assumption and covenants of the issuer, except for the prohibition to create Security Interest over its financial instruments that are intended for or suitable for admission to trading on a stock exchange or other regulated market, shall cease if the Issuer offers a Binding purchase offer for all notes. Coupon rate for notes whose holders do not accept such purchase offer will be increased by 50 basis points as of the date of payment of the purchase price indicated in the purchase offer.*

# FINANCIAL INSTRUMENT DESCRIPTION(3)

## EVENTS OF DEFAULT:

- ✓ Non-payment
- ✓ Breach of other obligations
- ✓ Cross default (In respect of indebtedness for borrowed money of the Issuer amounting to at least EUR 10,000,000)
- ✓ Change of control  
The share of the Republic of Slovenia in the Issuer is reduced below 50% plus one share before the Release Date.
- ✓ Insolvency  
The Issuer becomes unable to pay its debts as they fall due and any other events which under the laws of the Republic of Slovenia have an analogous effect
- ✓ Termination of the issuer  
*If any of the events of default occurs and is continuing, each Noteholder may require its Notes to become immediately due and repayable at its principal amount, together with interest accrued to the date of repayment.*

## MEETINGS OF THE NOTEHOLDERS:

- ✓ The Issuer may convene a Meeting at any time and the Issuer shall be obliged to do so upon the request in writing of Noteholders holding not less than one tenth of the aggregate principal amount of the outstanding Notes.

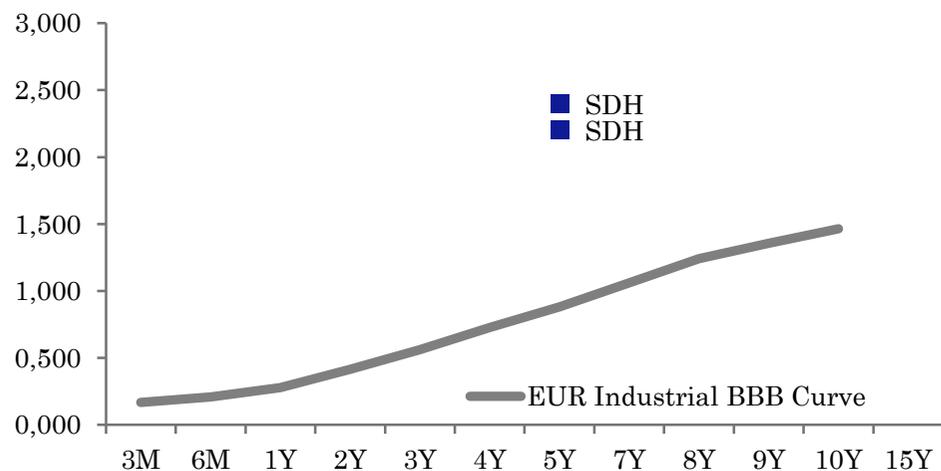
## ECB ELIGIBILITY:

- ✓ Its characteristics currently meets criteria for ECB eligibility.

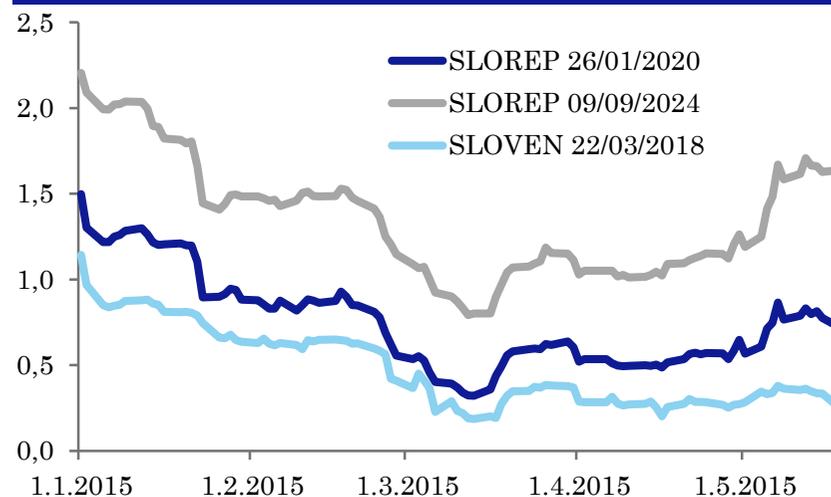
# OTHER SLOVENIAN BOND ISSUES FROM 2014 ONWARDS

Issuer	Issue Date	Maturity Date	Issue size ( EURm)	Current YTM (20.5.15)	Spread over RS (b.p.)
Republika Slovenija	feb.14	okt.17	1,000	0.12%	n.r.
Republika Slovenija	feb.14	apr.21	1,000	0.99%	n.r.
SID banka, d.d.	apr.14	apr.17	97	0.98%	69
Petrol, d.d.	jun.14	jun.19	265	1.52%	123
NLB, d.d.	jul.14	jul.17	300	1.15%	165
Gorenje, d.d.	okt.14	okt.19	73	3.21%	262
Republika Slovenija	nov.14	mar.22	1,000	1.21%	n.r.
SIJ, d.d.	nov.14	nov.19	43	3.55%	330
Republika Slovenija	mar.15	mar.35	1,000	2.10%	n.r.
Adria Mobil	apr.15	apr.20	24	3.75%	356

EUR Industrial BBB vs SSH (expected yield)



Yield of sovereign bonds YTD



# NOTE SUBSCRIPTION

- ✓ Subscription of Notes shall take place approximately from **11 June 2015** until **19 June 2015**, by 12.00 a.m. CET.
- ✓ Subscription of Notes shall take place at **ALTA Invest d.d.**, Železna cesta 18, Ljubljana and **NLB d.d.**, Investors Solutions, Corporate finance, Trg republike 2/XI, Ljubljana.
- ✓ Additional information concerning the subscription of Notes can be obtain trough the following email [sdh@alta-nlb.si](mailto:sdh@alta-nlb.si) or listed phone numbers:
  - ALTA Invest d.d. + 386 (0)1 32 00 320
  - NLB d.d. + 386 (0)1 476 5228 / 5112 / 5104.
- ✓ Payments for the Notes shall be made with NLB d.d.
- ✓ Notes should be paid by **24 June 2015**, by **12 a.m. at the latest**.
- ✓ The Issuer anticipates that the Notes will be registered on the Investors' Trading Account on 24 June 2015 or in a couple of days after the payment of Notes at the latest.
- ✓ After the registration of the Notes to the Investors' Trading Accounts, the Issuer shall start procedures for admission of Notes to trading on the regulated market (Ljubljana Stock Exchange).

# DISCLOSURE

The document is, according to the Article 378 of The Securities Market Act ([Uradni list RS, št. 108/10 – ZTFI-UPB3, 78/11, 55/12, 105/12 – ZBan-1J in 63/13 - ZS-K: »ZTFI«](#)), not treated as investment research nor as an investment recommendation because it does not contain recommendations or proposed investment strategies with respect to one or more financial instruments, one or more issuers, nor opinions about current or future value or price of those financial instruments..

Information in this document is based on data obtained from sources for which the authors believe to be reliable, however no guarantees are made with regard to the accuracy or completeness of the data. Information do not represent Material Information according to The Securities Market Act.

SSH, ALTA and NLB d.d. shall not be liable for any kind of damages or losses resulting from the use of information contained in this document, in particular the decisions and actions based on this information. As a recipient of this document, you are solely responsible for the use of information and results arising from the use of such information. The duty to verify information obtained from this document is on your site. SSH, ALTA and NLB d.d. are not obliged to update, correct or change this document.

This document was, according to the laws of the Republic of Slovenia, prepared in cooperation with SSH by ALTA Skupina, upravljanje družb, d.d. (eng. ALTA Group), Železna cesta 18, 1000 Ljubljana, registration number 3618846000 ("ALTA Group"), ALTA Invest, investicijske storitve, d.d. (eng. ALTA Invest Inc), Železna cesta 18, 1000 Ljubljana, registration number 3710432000 ("ALTA Invest d.d.") (ALTA Invest d.d. and the ALTA Group "ALTA") and Nova Ljubljanska banka dd, Ljubljana, Trg republike 2, 1520 Ljubljana, registration number 5860571000 ("NLB") which are financial advisors of SSH, related to the intended bond issue of the company and have financial interest regarding this issue. ALTA nor NLB do not have the authority to give guarantees or warranties on behalf of the company.

Legal person responsible for preparation and distribution of the document are SSH, ALTA and NLB d.d. ALTA Invest d.d. is supervised by the Slovenian Securities Market Agency (Agencija za trg vrednostnih papirjev), Poljanski Nasip 6, 1000 Ljubljana, Slovenia; NLB d.d., in addition to the Slovenian Securities Market Agency, is also supervised by the Bank of Slovenia, Slovenska 35, 1505 Ljubljana.

Presented document can not be reproduced, distributed or published (nor partial nor total) by any person, for any reason and in any manner without the prior written consent of ALTA and NLB d.d. Violation of those restrictions can lead to violators of civil or criminal liability to companies ALTA and NLB d.d.

THIS DOCUMENT IS NOT FOR DISTRIBUTION, REPRODUCTION, PUBLICATION, DIRECTLY OR INDIRECTLY, ESPECIALLY NOT IN THE UNITED KINGDOM, UNITED STATES OF AMERICA, AUSTRALIA, CANADA, AND JAPAN, OR IN ANY OTHER COUNTRY IN WHICH THE PUBLISHING WOULD BE CONTRARY TO THE LAW. The distribution and/or the content of this document in other jurisdictions may be restricted or differently regulated by the law, and the reader should inform himself regarding any such restrictions. By reading/accepting this document, the reader consents to be bound by the foregoing instructions.

ALTA and NLB d.d. as well as persons associated with them may be holders of financial instruments of the company or persons related to it.

Description of services, terms and conditions and price list of ALTA Invest dd are available on the website

[www.alta.si](http://www.alta.si); [http://www.alta.si/Commissions Terms](http://www.alta.si/Commissions_Terms);

[http://www.alta.si/Osnove trgovanja/Razlaga financnih instrumentov](http://www.alta.si/Osnove_trgovanja/Razlaga_financnih_instrumentov).

Description of services, terms and conditions and price list of ALTA Invest dd are available on the website:

<http://www.nlb.si/podjetniske-finance>

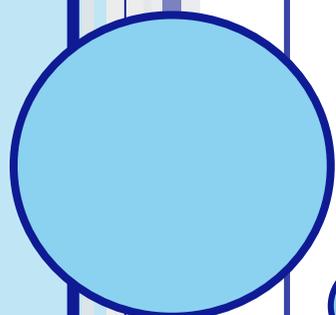
# CONTACTS

## ALTA

Name	Position	Telephone	E-mail
Milena Brodnjak	Project Manager	+386 1 32 00 320	milena.brodnjak@alta.si
Aleš Škerlak	Executive Director Alta Group	+386 1 32 00 202	ales.skerlak@alta.si

## NLB

Name	Position	Telephone	Email
Brane Gregorec	Head od Corporate Finance	+386 1 476 5104	brane.gregorec@nlb.si
Snežna Zadel	Corporate Finance Advisor	+386 1 476 5112	snezna.zadel@nlb.si



# APPENDIX

31

# KRKA – KRKG SV



in EUR 000	2010	2011	2012	2013	2014
<b>Sales revenues</b>	1,010.0	1,075.6	1,143.3	1,200.8	1,191.6
<b>EBITDA</b>	292.4	299.9	280.4	321.7	394.6
EBITDA margin	29.0%	27.9%	24.5%	26.8%	33.1%
<b>EBIT</b>	210.7	212.7	190.5	227.6	297.0
EBIT margin	20.9%	19.8%	16.7%	19.0%	24.9%
<b>Net income/Loss</b>	171.0	162.8	159.9	172.8	166.2
Net margin	16.9%	15.1%	14.0%	14.4%	13.9%
<b>Total Assets</b>	1,488.2	1,534.0	1,626.7	1,759.9	1,795.7
<b>Total Equity</b>	1,053.3	1,139.8	1,240.5	1,332.6	1,351.9
Financial debt	125.1	88.2	26.3	0.0	38.0
Net debt	116.7	48.8	2.6	-68.1	13.9
Assets Turnover	0.68	0.70	0.70	0.68	0.66
Return on Assets	11.5%	10.6%	9.8%	9.8%	9.3%
Equity multiplier	1.41	1.35	1.31	1.32	1.33
<b>Return on Equity</b>	16.2%	14.3%	12.9%	13.0%	12.3%

Source: Bloomberg

Krka is the leading pharmaceutical company in Slovenia and one of the largest pharmaceutical producers in Central and Eastern Europe. Its product portfolio focuses on branded generics for distribution in the region, and both pure and branded generics to be sold on Western markets. Its long-term strategy is to increase sales of branded generic products, while licensed products should generate a diminishing share of overall sales. Their core products are those for human use and include prescription pharmaceuticals, self-medication products, but they also manufacture and market animal health products. The company also operates a chain of health-resorts.

Their strategic orientation towards own generic medicines is seen in high investments into R&D capacities and the network of production-distribution centres in several countries.

Multiples:	TTM
P/E	12.4
EV/Sales	1.9
EV/EBITDA	6.2
EV/EBIT	8.6



# ZAV. TRIGLAV – ZVTG SV



in EUR 000	2010	2011	2012	2013	2014
<b>Sales revenues</b>	1,069.4	991.5	1,058.4	1,030.6	1,111.3
<b>NPE</b>	946.2	916.3	884.4	837.6	819.9
Claims & Charges	557.7	576.1	578.9	571.7	594.7
<b>Operating Income</b>	77.6	86.5	177.4	175.0	183.6
Operating margin	7.3%	8.7%	16.8%	17.0%	16.5%
<b>Net income/Loss</b>	27.8	47.1	72.5	69.5	85.4
Net margin	2.6%	4.7%	6.9%	6.7%	7.7%
<b>Total Assets</b>	3,024.4	2,962.0	3,123.8	3,077.1	3,275.4
<b>Total Equity</b>	499.0	489.5	574.6	590.5	688.1
Total Insurance Reserves	2,270.9	2,234.1	2,305.3	2,261.4	2,333.7
Net debt	2,483.8	2,443.3	2,560.4	2,539.6	2,734.6
Assets Turnover	0.35	0.33	0.34	0.33	0.34
Return on Assets	0.9%	1.6%	2.3%	2.3%	2.6%
Equity multiplier	6.06	6.05	5.44	5.21	4.76
<b>Return on Equity</b>	5.6%	9.6%	12.6%	11.8%	12.4%

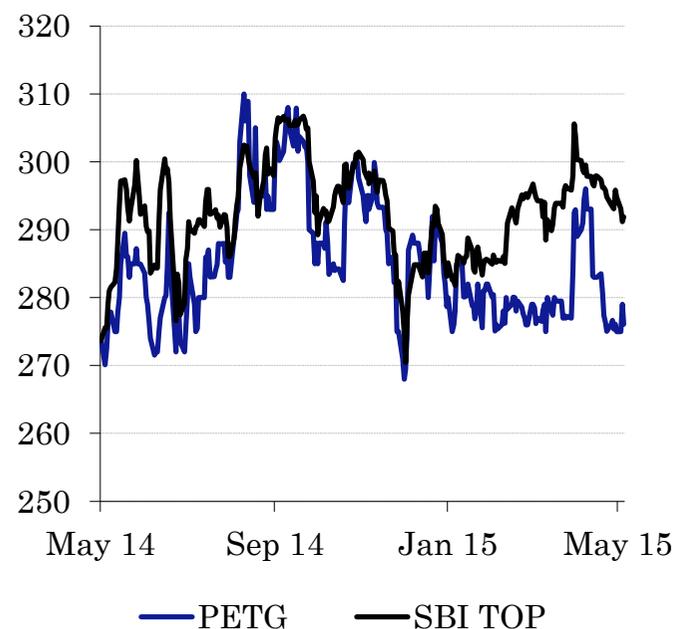
Source: Bloomberg

Triglav Insurance Group is a multinational corporation with three elementary business divisions (insurance, investments and banking) where the insurance business is its most important part. The Group is already present in the markets of Croatia, Bosnia and Herzegovina, the Czech Republic, Serbia, Macedonia and Montenegro, with plans of entering the markets of Kosovo and Albania, as well as other markets in Southeastern Europe. Presently, foreign premiums represent less than 20% of total group premiums, but according to ZVTG's plans will have an increasingly important share in the future. At present, the group has 5,406 employees. Zavarovalnica Triglav holds a market share of around 20% in the combined market of Slovenia and the Western Balkans. The most important investment notion is Triglav Insurance Group's market share in Slovenia, where it reaches around 36% of the total premium generated in the country.

Multiples:	TTM
P/E	7.5
P/B	0.95
P/GWP	0.73



# PETROL – PETG SV



in EUR 000	2010	2011	2012	2013	2014
<b>Sales revenues</b>	2,802.8	3,270.4	3,754.0	3,947.3	4,014.3
<b>EBITDA</b>	95.3	120.3	124.2	135.3	139.6
EBITDA margin	3.4%	3.7%	3.3%	3.4%	3.5%
<b>EBIT</b>	60.9	84.1	84.6	93.9	95.9
EBIT margin	2.2%	2.6%	2.3%	2.4%	2.4%
<b>Net income/Loss</b>	32.9	51.5	53.3	52.8	60.9
Net margin	1.2%	1.6%	1.4%	1.3%	1.5%
<b>Total Assets</b>	1,265.5	1,537.0	1,571.5	1,617.4	1,554.0
<b>Total Equity</b>	404.6	441.6	433.7	467.7	503.3
Financial debt	492.1	476.6	633.6	595.8	560.0
Net debt	470.7	543.0	594.4	522.3	493.8
Assets Turnover	2.21	2.13	2.39	2.44	2.58
Return on Assets	2.6%	3.3%	3.4%	3.3%	3.9%
Equity multiplier	3.13	3.48	3.62	3.46	3.09
<b>Return on Equity</b>	8.1%	11.7%	12.3%	11.3%	12.1%

Source: Bloomberg

Petrol, the leading Slovenian energy company, is the principal supplier of oil and other energy products for the Slovenian market. Through an extensive network of filling stations, Petrol supplies road users with a broad range of automotive goods and services with a wide selection of household and food products, cigarettes, lottery tickets and other merchandise. The Group is also entering energy related businesses, particularly the sale of gas, heat, electricity and renewable energy sources.

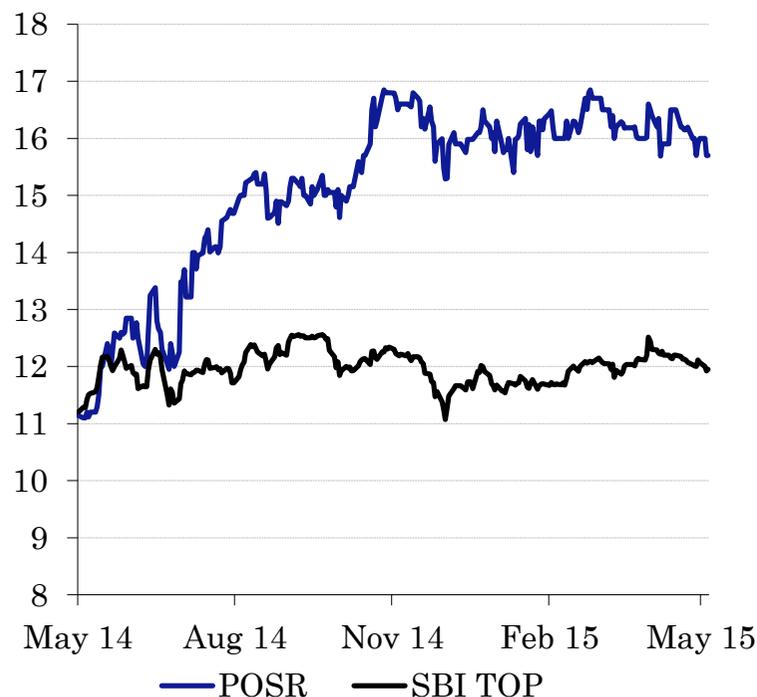
Petrol had a total of 481 filling stations on 31.3.2015 of which 315 are located in Slovenia. The 166 filling stations located abroad are situated in Croatia (102), Bosnia and Herzegovina (39), Serbia (8), Montenegro (9) and Kosovo (8). Auto gas network expanded to 164 stations.

Multiples:	TTM
P/E	9.5
EV/Sales	0.2
EV/EBITDA	6.7
EV/EBIT	9.7

**PETROL**

34

# SAVA RE – POSR SV



in EUR 000	2010	2011	2012	2013	2014
<b>Sales revenues</b>	255.4	257.0	270.7	415.5	501.3
<b>NPE</b>	231.9	235.1	246.2	379.1	437.6
Claims & Charges	147.4	136.5	155.0	235.3	286.1
<b>Operating Income</b>	10.5	13.2	13.2	24.4	41.9
Operating margin	4.1%	5.1%	4.9%	5.9%	8.4%
<b>Net income/Loss</b>	7.5	6.0	12.1	15.7	30.6
Net margin	2.9%	2.3%	4.5%	3.8%	6.1%
<b>Total Assets</b>	578.4	582.0	640.6	1,378.3	1,454.4
<b>Total Equity</b>	154.7	148.1	171.4	240.1	271.5
Total Insurance Reserves	326.9	344.5	387.2	1,017.0	1,065.7
Net debt	371.5	380.3	410.6	939.6	982.8
Assets Turnover	0.44	0.44	0.42	0.30	0.34
Return on Assets	1.3%	1.0%	1.9%	1.1%	2.1%
Equity multiplier	3.74	3.93	3.74	5.74	5.36
<b>Return on Equity</b>	4.8%	4.0%	7.1%	6.5%	11.3%

Source: Bloomberg

## Multiples: TTM

P/E	8.5
P/B	0.96
P/GWP	0.55

Sava Reinsurance Company is the leading Slovenian reinsurer with a 31% domestic market share and is the largest locally-based non-captive reinsurer in the CEE region. Through consolidation of Zavarovalnica Maribor it now has a 17% market share on the domestic Slovenian insurance market. It also transacts primary insurance business (life and non-life) in Slovenia and the Western Balkans (Croatia, Kosovo, Macedonia, Montenegro, and Serbia). The company has a 38-year history. In 1992 it was only in reinsurance business, but then started to penetrate the insurance market in Slovenia and the Western Balkans. It has 2,415 employees.

# LUKA KOPER – LKPG SV



in EUR 000	2010	2011	2012	2013	2014
<b>Sales revenues</b>	125.2	143.6	141.7	144.2	163.6
<b>EBITDA</b>	40.5	50.6	47.2	40.5	60.8
EBITDA margin	32.3%	35.2%	33.3%	28.1%	37.1%
<b>EBIT</b>	14.2	22.7	19.2	12.4	33.3
EBIT margin	11.3%	15.8%	13.5%	8.6%	20.4%
<b>Net income/Loss</b>	-2.9	0.4	10.5	7.7	29.1
Net margin	-2.3%	0.3%	7.4%	5.4%	17.8%
<b>Total Assets</b>	502.3	478.3	463.4	443.6	452.6
<b>Total Equity</b>	244.1	240.8	249.3	259.2	286.3
Financial debt	226.3	97.6	181.8	153.8	128.1
Net debt	225.6	203.5	177.0	149.9	122.2
Assets Turnover	0.25	0.30	0.31	0.33	0.36
Return on Assets	-0.6%	0.1%	2.3%	1.7%	6.4%
Equity multiplier	2.06	1.99	1.86	1.71	1.58
<b>Return on Equity</b>	-1.2%	0.2%	4.2%	3.0%	10.2%

Source: Bloomberg

Multiples:	TTM
P/E	12.5
EV/Sales	2.5
EV/EBITDA	6.5
EV/EBIT	11.8

Luka Koper is Slovenia's sole port which provides port and logistics services to the economically developed town of Koper and nearby region. Providing warehousing and cargo handling services for all types of goods, Luka Koper also serves Central and Eastern Europe. In recent years it is increasing its reach and efficiency by building a network of in-land terminal centres.

Luka Koper services are outlined as follows:

- Cargo handling. The handling of cargo both into and out of the port. It's handling liquid, dry bulk, general cargoes, vehicles and containers.
- Warehousing. The storage of cargos before onward movement into or out of the port.
- Specialised goods. The handling of specialised goods that require specialist treatment.
- Additional services.

# TELEKOM SLOVENIJE – TLSG SV



in EUR 000	2010	2011	2012	2013	2014
<b>Sales revenues</b>	839.3	815.1	785.1	779.4	756.5
<b>EBITDA</b>	284.9	250.7	236.8	234.8	166.0
EBITDA margin	33.9%	30.8%	30.2%	30.1%	21.9%
<b>EBIT</b>	70.4	58.3	57.7	66.4	7.4
EBIT margin	8.4%	7.2%	7.4%	8.5%	1.0%
<b>Net income/Loss</b>	-210.3	34.0	43.7	51.1	1.6
Net margin	-25.1%	4.2%	5.6%	6.6%	0.2%
<b>Total Assets</b>	1,658.2	1,575.3	1,554.7	1,391.9	1,343.4
<b>Total Equity</b>	807.8	815.3	814.7	758.6	693.9
Financial debt	570.4	71.2	443.1	411.6	369.3
Net debt	523.6	399.6	348.5	341.8	344.1
Assets Turnover	0.51	0.52	0.50	0.56	0.56
Return on Assets	-12.7%	2.2%	2.8%	3.7%	0.1%
Equity multiplier	2.05	1.93	1.91	1.83	1.94
<b>Return on Equity</b>	-26.0%	4.2%	5.4%	6.7%	0.2%

Source: Bloomberg

Telekom Slovenije Group is Slovenia's leading provider of telecommunications services in domestic and international fixed telephony, mobile telephony, VoIP, IPTV and broadband internet services. The Group also offers telecommunication network construction and maintenance services through its subsidiary GVO d.o.o. and owns a stake in a media company. Telekom Slovenije also operates in Bosnia and Herzegovina, Kosovo and Macedonia while it exited from a 50% stake in Gibtelecom during 2014.

Multiples:	TTM
P/E	neg.
EV/Sales	1.4
EV/EBITDA	4.9
EV/EBIT	223.0

# CINKARNA CELJE – CIGG SV



in EUR 000	2010	2011	2012	2013	2014
<b>Sales revenues</b>	153.4	184.1	173.2	166.0	160.7
<b>EBITDA</b>	25.5	45.5	37.1	21.5	29.0
EBITDA margin	16.6%	24.7%	21.4%	13.0%	18.0%
<b>EBIT</b>	13.5	33.2	24.6	9.1	16.7
EBIT margin	8.8%	18.0%	14.2%	5.5%	10.4%
<b>Net income/Loss</b>	8.9	25.5	18.3	7.2	13.9
Net margin	5.8%	13.9%	10.6%	4.3%	8.7%
<b>Total Assets</b>	188.3	198.0	196.0	183.4	182.9
<b>Total Equity</b>	106.9	127.5	133.3	135.1	140.1
Financial debt	47.2	34.6	19.6	4.7	0.0
Net debt	40.9	11.6	11.0	-4.9	-15.6
Assets Turnover	0.81	0.93	0.88	0.91	0.88
Return on Assets	4.7%	12.9%	9.3%	3.9%	7.6%
Equity multiplier	1.76	1.55	1.47	1.36	1.31
<b>Return on Equity</b>	8.3%	20.0%	13.7%	5.3%	9.9%

Source: Bloomberg

Cinkarna Celje was established in 1873 as metallurgy, but after 1968 the main business activity of Cinkarna Celje is chemical processes, more exactly production and marketing of titanium dioxide pigment. At present Cinkarna Celje occupies the leading position in the Slovenian chemical processing sector. Their main product is titanium dioxide pigment. Cinkarna is also an important supplier of titanium-zinc sheets and powder coatings. It has around 1,000 employees. Around 85% of its sales is generated abroad.

Multiples:	TTM
P/E	11.5
EV/Sales	0.9
EV/EBITDA	5.1
EV/EBIT	9.0

  
**CINKARNA**