



dioničko društvo
za proizvodnju i
promet sladoleda
i smrznute hrane

Zagreb, 14 February 2014



4th Quarter Consolidated Interim Management Report



Consolidated Statements of Ledo d.d. for 2013 include the subsidiaries Frikom d.o.o. Belgrade; Ledo d.o.o. Čitluk; Ledo Sh.p.k. Kosovo; Ledo Kft. Budapest; Ledo d.o.o. Ljubljana; Irida d.o.o. Daruvar; Ledo d.o.o. Podgorica; Nova Sloga d.o.o. Trstenik, while for the same period of last year the statements do not include the data for Frikom d.o.o. Belgrade; Ledo d.o.o. Podgorica and Nova Sloga d.o.o. because they were not part of Ledo d.d.

Generated consolidated business income in the reporting period amounts to HRK 2,077m while business expenses amount to HRK 1,843 m, resulting in a net profit from operations of HRK 234m. With such gain in this period the Ledo Group made significant profits from business activities.

In the structure of consolidated sales in the markets of the region, the biggest part goes to Ledo with 45%; followed by Frikom Serbia with 29%; Ledo Bosnia and Herzegovina with 13%; and other companies make up the remaining 13% of consolidated sales, while shares of individual companies in total operating profit after depreciation and amortization are on a similar level as in consolidated sales.

In the consolidated balance sheet data there is evident a decrease in inventory due to intensive activities in the field of optimization and improvement of the activity ratio. Furthermore, the payables towards suppliers reduced due to more intensive payments although effects of recapitalization and acquisition of Frikom are still included in the balance sheet and the cash flow statement.

Current liabilities increased as compared to the beginning of the year at the position of liabilities towards banks and other financial institutions for the amount of received short term loans of Frikom d.o.o. This debt has been created due to a need for financing of the working capital.

The consolidated financial statements of Ledo have been prepared for the period of 1-12 months of 2013 and are presented fairly and truthfully in accordance with the International Financial Reporting Standards, which are consistently applied in relation to the previous year. All materially significant transactions are appropriately recorded in the accounting records on which financial statements are based on.

President of the Management Board

Mr.sc. Tomislav Kitonić
d.d. ZAGREB
Čavlićeva 1a
12

Ledo d.d.
M.Čavlića 1a, 10000 Zagreb
Hrvatska
MB: 3218821
OIB: 8795947581
www.ledo.hr

Kontakt:
Centrala: 01/2385-555; Uprava: 2385-501
Prodaja: 01/2385-551; Marketing i razvoj: 01/2385-628;
Nabava: 01/2385-505; Međunarodne operacije: 01/2385-630;
Proizvodnja: 01/2385-768; Sektor financija: 01/2385-667;
Sektor pravnih i općih poslova: 01/2385-525
Fax: 01/2385-669, 01/2385-511, 01/2385-631

IBAN HR39 2503 0071 1000 2063 6
SWIFT VBCRHR22
kod SBERBANK d.d., upisano
u registar Trgovačkog suda u Zagrebu
pod brojem: MBS 080002964.
Temeljni kapital Društva iznosi
119.289.600,00 kuna uplaćen u cijelosti.
Izdano je 313.920 dionica u nominalnom
iznosu od 380,00 kuna po dionici.

Uprava
Predsjednik Uprave
mr.sc. Tomislav Kitonić
Član Uprave
Ankica Slobodanac, dipl.oec.,
Predsjednik Nadzornog odbora
Ljerkica Pujić, dipl.oec..

Annex 1.

Reporting period

01.01.13

to

31.12.13

Quarterly financial report TFI-POD

Tax number (MB): 03218821

Company registration number (MBS): 080002964

Personal identification number (OIB): 87955947581

Issuing company: LEDO d.d.

Postal code and place: 10000 Zagreb

Street and house number: Marijana Čavića 1a

E-mail address: financije@ledo.hr

Internet address: www.ledo.hr

Municipality/city code and name: 133 Zagreb

County code and name: 21 Grad Zagreb

Number of employees: 2.236
(period end)

Consolidated report: YES

NKD code: 1052

Entities in consolidation (according to IFRS):

Registered seat:

Tax number (MB):

Irida d.o.o.

Ulica P. Zrinskog 34, Daruvar

3169391

Frikom d.o.o.

Zrenjaninski put bb, Beograd

07042728

Ledo d.o.o. Čitluk

Industrijska zona; Tromeda bb; Čitluk

17074687

Ledo d.o.o.

Lješnje bb; Podgorica

02126265

Ledo kft.

2111 Szada 098/3 Hrsz

10579967-2-13

Ledo d.o.o. Ljubljana

Moste 2f, komenda; Ljubljana

1216350000

Ledo Sh.p.k Kosovo

Obilic Milosevo, Kosovo

600042741

Nova Sloga d.o.o.

Kneginje Milice 81/1, Trstani, Srbija

17254332

Bookkeeping service:

Contact person: Lisjak Jelena

(only surname and name)

Telephone: 01/2385-723

Telefaks: 01/2385-686

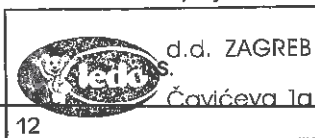
E-mail address: financije@ledo.hr

Family name and name: Slobodanac Ankica

(authorized representatives)

Documents to be published:

1. Financial Statements (Balance Sheet, Profit and Loss Account, Cash Flow Statement, Change in Capital Statement and Notes to Financial Statements)
2. Statement of persons in charge of making Financial Statements
3. Report of the Management Board on the Company Status



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(signature of authorized representative)

Balance Sheet
as of 31.12.2013.

Company: LEDO Consolidated			
Position	AOP	Previous period	Current period
1	2	3	4
ASSETS			
A) RECEIVABLES FOR SUBSCRIBED NOT PAID CAPITAL	001	0	0
B) NON-CURRENT ASSETS (003+010+020+029+033)	002	783.089.690	773.352.089
I. INTANGIBLE ASSETS (004 do 009)	003	119.702.750	119.617.603
1. Expenditure for development	004	0	0
2. Concessions, patents, license fees, trademarks, service marks, software and other rights	005	5.840.995	5.794.463
3. Goodwill	006	113.701.435	113.701.435
4. Advances for purchase of intangible assets	007	0	0
5. Intangible assets in progress	008	0	0
6. Other intangible assets	009	160.320	121.705
II. PROPERTY, PLANT AND EQUIPMENT (011 do 019)	010	596.755.862	581.677.222
1. Land	011	142.989.412	143.303.612
2. Buildings	012	184.846.068	180.294.718
3. Plant and equipment	013	203.137.406	181.644.796
4. Tools, working inventory and transportation assets	014	57.442.156	51.901.724
5. Biological assets	015	0	0
6. Advances for purchase of tangible assets	016	1.246.916	368.831
7. Tangible assets in progress	017	3.007.258	18.548.729
8. Other tangible assets	018	4.038.724	5.578.125
9. Investment in real-estate	019	47.722	36.687
III. NON-CURRENT FINANCIAL ASSETS (021 do 028)	020	58.689.282	62.989.456
1. Share in related parties	021	0	0
2. Loans given to related parties	022	0	0
3. Participating interests (shares)	023	5.025.700	5.025.700
4. Loans given to companies in which the entity holds participating interest	024	0	0
5. Investments in securities	025	4.623.340	9.288.841
6. Loans, deposits and similar assets	026	42.356.199	43.001.997
7. Other non-current financial assets	027	5.616	1.286.285
8. Equity-accounted investments	028	6.678.427	4.386.633
IV. RECEIVABLES (030 do 032)	029	188.691	154.569
1. Receivables from related parties	030	0	0
2. Receivables arising from sales on credit	031	0	0
3. Other receivables	032	188.691	154.569
V. DEFERRED TAX ASSETS	033	7.763.305	8.913.239
C) CURRENT ASSETS (035+043+050+058)	034	1.930.500.522	1.413.549.106
I. INVENTORIES (036 do 042)	035	418.415.337	404.496.930
1. Raw materials and supplies	036	142.463.970	130.120.240
2. Production in progress	037	75.387.995	60.222.691
3. Finished goods	038	75.613.587	89.952.667
4. Merchandise	039	122.011.350	120.696.886
5. Advances for inventories	040	1.523.700	2.040.031
6. Long term assets held for sale	041	1.414.735	1.464.415
7. Biological assets	042	0	0
II. RECEIVABLES (044 do 049)	043	342.617.092	412.299.578
1. Receivables from related parties	044	0	0
2. Receivables from end-customers	045	314.826.640	385.001.816
3. Receivables from participating entities	046	0	0
4. Receivables from employees and members of the company	047	1.150.110	1.329.029
5. Receivables from government and other institutions	048	18.044.830	22.203.386
6. Other receivables	049	8.595.512	3.765.347
III. CURRENT FINANCIAL ASSETS (051 do 057)	050	1.126.493.180	543.224.950
1. Share in related parties	051	0	0
2. Loans given to related parties	052	0	0
3. Participating interests (shares)	053	0	0
4. Loans given to companies in which the entity holds participating interest	054	0	0
5. Investments in securities	055	21.790.432	13.491.919
6. Loans, deposits and similar assets	056	1.104.702.748	529.733.031
7. Other financial assets	057	0	0
IV. CASH AND CASH EQUIVALENTS	058	42.974.913	53.527.648
D) PREPAYMENTS AND ACCRUED INCOME	059	6.833.274	4.376.641
E) TOTAL ASSETS (001+002+034+059)	060	2.720.233.486	2.191.277.836
F) OFF BALANCE SHEET ITEMS	061		

EQUITY AND LIABILITIES			
A) ISSUED CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	1.439.120.623	1.556.929.354
I. SUBSCRIBED SHARE CAPITAL	063	119.289.600	119.289.600
II. CAPITAL RESERVES	064	713.232.769	713.232.769
III. RESERVES FROM PROFIT (066+067-068+069+070)	065	108.218.228	105.646.727
1. Legal reserves	066	25.207.690	27.245.336
2. Reserve for own shares	067	0	0
3. Treasury shares and stakes (deductible items)	068	0	0
4. Statutory reserves	069	5.272.361	747.211
5. Other reserves	070	77.738.177	77.654.180
IV. REVALUATION RESERVES	071	63.723.343	63.521.944
V. RETAINED EARNINGS OR ACCUMULATED LOSS (073-074)	072	279.783.562	368.515.108
1. Retained earnings	073	279.783.562	368.515.108
2. Accumulated loss	074		
VI. NET PROFIT OR LOSS FOR THE PERIOD (076-077)	075	154.873.121	186.723.206
1. Net profit for the period	076	154.873.121	186.723.206
2. Net loss for the period	077		
VII. MINORITY INTEREST	078		
B) PROVISIONS (080 do 082)	079	3.654.786	3.691.972
1. Provisions for pensions, severance pay and similar liabilities	080	3.620.000	3.677.002
2. Provisions for tax liabilities	081	0	
3. Other provisions	082	34.726	14.970
C) NON-CURRENT LIABILITIES (084 do 092)	083	91.134.246	16.408.619
1. Liabilities to related parties	084	0	0
2. Liabilities for loans, deposits, etc.	085	74.707.808	0
3. Liabilities to banks and other financial institutions	086	0	0
4. Liabilities for received advances	087	0	0
5. Trade payables	088	0	0
6. Commitments on securities	089	0	0
7. Liabilities to companies in which the entity holds participating interest	090	0	0
8. Other non-current liabilities	091	0	0
9. Deferred tax liabilities	092	16.426.438	16.408.619
D) CURRENT LIABILITIES (094 do 105)	093	1.181.119.141	609.885.985
1. Liabilities to related parties	094	0	0
2. Liabilities for loans, deposits, etc.	095	33.903.432	39.179.849
3. Liabilities to banks and other financial institutions	096	174.621.116	384.653.011
4. Liabilities for advances	097	1.517.352	1.314.837
5. Trade payables	098	942.292.471	147.939.274
6. Commitments on securities	099	0	0
7. Liabilities to companies in which the entity holds participating interest	100	0	0
8. Liabilities to employees	101	14.142.247	13.801.034
9. Liabilities for taxes, contributions and similar fees	102	13.465.883	21.214.779
10. Liabilities to shareholders arising from share in the result	103	284.930	321.227
11. Liabilities arising from non-current assets held for sale	104	0	0
12. Other current liabilities	105	891.710	1.461.974
E) ACCRUED EXPENSES AND DEFERRED INCOME	106	5.204.690	4.361.906
F) TOTAL EQUITY AND LIABILITIES (062+079+083+093+106)	107	2.720.233.486	2.191.277.836
G) OFF BALANCE SHEET ITEMS	108		
ADDITION TO BALANCE SHEET (only for consolidated financial statements)			
ISSUED CAPITAL AND RESERVES			
1. Attributable to majority owners	109	1.429.811.241	1.556.929.354
2. Attributable to minority interest	110	9.309.379	0

Income statement
period 01.01.2013. to 31.12.2013.

Company: LEDO Consolidated

Position	AOP	Previous period	Previous period	Current period	Current period
		Cummulative	Quarter	Cummulative	Quarter
1	2	3	4	5	6
I. OPERATING INCOME (112 do 113)	111	1.487.277.345	248.996.891	2.077.117.388	302.687.123
1. Sales revenue	112	1.485.350.519	246.996.891	2.076.413.217	302.687.123
2. Other operating income	113	1.926.826	0	704.171	0
II. OPERATING EXPENSES (115+116+120+124+125+126+129+130)	114	1.314.630.684	253.845.072	1.842.670.083	326.923.900
1. Change in inventories of work in progress and finished goods	115	-3.515.099	-5.798.912	612.175	-12.282.996
2. Material expenses (117 do 119)	116	985.411.692	184.435.081	1.348.190.284	240.552.374
a) Costs of raw materials	117	389.896.620	63.396.175	629.766.448	87.628.572
b) Cost of goods sold	118	432.829.327	78.856.413	425.391.453	76.593.798
c) Other material expenses	119	162.685.745	42.182.473	293.032.383	76.330.004
3. Staff costs (121 do 123)	120	165.185.232	37.113.200	231.780.320	52.040.331
a) Net salaries and wages	121	99.594.770	22.294.397	140.913.430	32.050.088
b) Tax and contributions from salary expenses	122	44.235.611	10.062.512	59.800.266	13.032.061
c) Contributions on gross salaries	123	21.354.851	4.756.291	31.066.604	6.958.182
4. Depreciation and amortisation	124	49.517.830	12.009.069	94.922.083	22.919.421
5. Other expenses	125	113.120.051	22.852.809	155.721.530	13.597.647
6. Write down of assets (127+128)	126	4.735.759	3.223.790	9.252.094	8.110.117
a) non-current assets (excluding financial assets)	127	0	-7.575	0	0
b) current assets (excluding financial assets)	128	4.735.759	3.231.365	9.252.094	8.110.117
7. Provisions	129	33.279	33.279	113.345	113.345
8. Other operating costs	130	141.940	-23.224	2.078.252	1.873.661
III. FINANCIAL INCOME (132 do 136)	131	32.876.196	9.203.955	39.279.755	11.212.093
1. Interest, foreign exchange gains, dividends and similar income from related parties	132	0	0	0	0
2. Interest, foreign exchange gains, dividends and similar income from third parties	133	32.876.196	9.203.955	39.279.755	11.212.093
3. Part of income from associates and participating interests	134	0	0	0	0
4. Unrealised gains (income) from financial assets	135	0	0	0	0
5. Other financial income	136	0	0	0	0
IV. FINANCIAL EXPENSES (138 do 141)	137	15.963.118	4.488.417	45.973.169	8.616.964
1. Interest, foreign exchange losses, dividends and similar expenses from related parties	138				
2. Interest, foreign exchange losses, dividends and similar expenses from third parties	139	15.963.118	5.846.660	44.785.599	8.202.126
3. Unrealised losses (expenses) from financial assets	140	0	-1.358.243		
4. Other financial expenses	141			1.187.570	414.838
V. SHARE OF PROFIT FROM ASSOCIATED COMPANIES	142	0	0	0	0
VI. SHARE OF LOSS FROM ASSOCIATED COMPANIES	143	0	0	2.317.929	2.317.929
VII. EXTRAORDINARY - OTHER INCOME	144	0	0	0	0
VIII. EXTRAORDINARY - OTHER EXPENSES	145	0	0	0	0
IX. TOTAL INCOME (111+131+144)	146	1.520.153.541	258.200.846	2.116.397.143	313.899.216
X. TOTAL EXPENSES (114+137+143+145)	147	1.330.593.802	258.333.489	1.690.961.181	337.858.793
XI. PROFIT OR LOSS BEFORE TAXES (146-147)	148	189.559.739	-132.643	225.435.962	-23.959.577
1. Profit before taxes (146-147)	149	189.559.739	0	225.435.962	0
2. Loss before taxes (147-146)	150	0	132.643	0	23.959.577
XII. CORPORATE INCOME TAX	151	34.686.618	17.222.420	38.712.756	13.670.797
XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)	152	154.873.121	-17.355.063	186.723.206	-37.630.374
1. Profit for the period (149-151)	153	154.873.121	0	186.723.206	0
2. Loss for the period (151-148)	154	0	17.355.063	0	37.630.374
ADDITION TO PROFIT AND LOSS ACCOUNT (only for consolidated financial statements)					
XIV. PROFIT OR LOSS FOR THE PERIOD					
1. Attributable to majority owners	155	154.873.121	-17.355.063	186.723.206	-37.630.374
2. Attributable to minority interest	156	0	0	0	0
STATEMENT OF OTHER COMPREHENSIVE INCOME (only for IFRS adopters)					
I. PROFIT OR LOSS FOR THE PERIOD (=152)	157	154.873.121	-17.355.063	186.723.206	-37.630.374
II. OTHER COMPREHENSIVE INCOME/LOSS BEFORE TAXES (159 TO 165)	158	-661.457	2.310.414	4.911.567	1.993.385
1. Exchange differences from international settlement	159	493.086	3.464.957	5.163.316	2.245.134
2. Changes in revaluation reserves of long-term tangible and intangible assets	160				
3. Profit or loss from re-evaluation of financial assets held for sale	161	-1.154.543	-1.154.543	-251.749	-251.749
4. Profit or loss from cash flow hedging	162				
5. Profit or loss on efficient hedge of net investments in foreign countries	163				
6. Share in other comprehensive income/loss of associated companies	164				
7. Actuarial gains/losses from defined benefit plans	165				
III. TAXATION OF OTHER COMPREHENSIVE INCOME FOR THE PERIOD	166	-230.909	-230.909	-50.350	-50.350
IV. NET OTHER COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (158 TO 166)	167	-430.548	2.541.323	4.961.917	2.043.735
V. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD (157+167)	168	154.442.573	-14.813.740	191.685.123	-35.586.639
ADDITION TO STATEMENT OF OTHER COMPREHENSIVE INCOME (only for consolidated financial statements)					
VI. COMPREHENSIVE INCOME OR LOSS FOR THE PERIOD					
1. Attributable to majority owners	169	154.442.573	-14.813.740	191.685.123	-35.586.639
2. Attributable to minority interest	170		0	0	0

Cash flow statement - indirect method
period 01.01.2013. to 31.12.2013.

Company: LEDO Consolidated			
Position	AOP	Previous period	Current period
1	2	3	4
CASH FLOW FROM OPERATING ACTIVITIES			
1. Profit before tax	001	189.559.739	225.435.962
2. Depreciation and amortisation	002	49.517.830	94.922.083
3. Increase in current liabilities	003	778.917.331	
4. Decrease in current receivables	004		
5. Decrease of inventories	005		14.484.419
6. Other cash flow increases	006	82.833.771	62.207.615
I. Total increase of cash flow from operating activities	007	1.100.828.671	397.050.079
1. Decrease in current liabilities	008		794.353.198
2. Increase in current receivables	009	84.102.578	69.746.216
3. Increase of inventories	010	200.146.521	
4. Other cash flow decreases	011	89.967.014	104.029.030
II. Total decrease of cash flow from operating activities	012	374.216.113	968.128.444
A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES	013	726.612.558	0
A2) NET DECREASE OF CASH FLOW FROM OPERATING ACTIVITIES	014	0	571.078.365
CASH FLOW FROM INVESTING ACTIVITIES			
1. Receipts from sale of non-current assets	015	2.528.596	7.661.617
2. Receipts from sale of non-current financial assets	016		
3. Interest received	017	25.140.122	28.484.788
4. Dividend received	018		
5. Other proceeds from investing activities	019		574.969.716
III. Total cash inflows from investing activities	020	27.668.718	611.116.121
1. Purchase of non-current assets	021	40.213.868	87.143.916
2. Purchase of non-current financial assets	022	121.311.744	42.019.094
3. Other cash outflows from investing activities	023	797.290.702	2.317.929
IV. Total cash outflows from investing activities	024	958.816.314	131.480.939
B1) NET INCREASE OF CASH FLOW FROM INVESTING ACTIVITIES	025	0	479.635.182
B2) NET DECREASE OF CASH FLOW FROM INVESTING ACTIVITIES	026	931.147.596	0
CASH FLOW FROM FINANCING ACTIVITIES			
1. Cash inflows from issuing equity and debt financial instruments	027		
2. Cash inflows from loans, debentures, credits and other borrowings	028	228.443.096	217.158.566
3. Other proceeds from financing activities	029		
V. Total cash inflows from financing activities	030	228.443.096	217.158.566
1. Repayment of loans and bonds	031		73.938.248
2. Dividends paid	032	1.347.155	38.604.586
3. Cash outflows for finance lease	033		2.619.814
4. Purchase of treasury shares	034		
5. Other cash outflows from financing activities	035		
VI. Total cash outflows from financing activities	036	1.347.155	115.162.648
C1) NET INCREASE OF CASH FLOW FROM FINANCING ACTIVITIES	037	227.095.941	101.995.918
C2) NET DECREASE OF CASH FLOW FROM FINANCING ACTIVITIES	038	0	0
Total increases of cash flow	039	22.560.903	10.552.735
Total decreases of cash flow	040	0	0
Cash and cash equivalents at the beginning of the period	041	20.414.010	42.974.913
Increase of cash and cash equivalents	042	953.708.499	581.631.100
Decrease of cash and cash equivalents	043	931.147.596	571.078.365
Cash and cash equivalents at the end of period	044	42.974.913	53.527.648

STATEMENT OF CHANGES IN EQUITY

period **01.01.13** to **31.12.13**

Position	AOP		Current year	
	1	2	3	4
1. Subscribed share capital		001	119.289.600	119.289.600
2. Capital reserves		002	713.232.769	713.232.769
3. Reserves from profit		003	108.218.228	105.646.727
4. Retained earnings or accumulated loss		004	278.783.562	368.515.108
5. Net profit or loss for the period		005	154.873.121	186.723.206
6. Revaluation of tangible assets		006	64.646.977	64.646.977
7. Revaluation of intangible assets		007	0	0
8. Revaluation of financial assets available for sale		008	-923.634	-1.125.033
9. Other revaluation		009	0	0
10. Total equity and reserves (AOP 001 to 009)		010	1.439.120.623	1.556.929.354
11. Currency profit or loss arising from net investments in foreign operations		011	493.086	5.163.316
12. Current and deferred taxes		012	0	0
13. Cash flow hedge		013	0	0
14. Change of accounting policies		014	0	0
15. Correction of significant errors in prior periods		015	0	0
16. Other changes in capital		016	547.831.095	112.645.418
17. Total increase or decrease of equity (AOP 011 to 016)		017	548.324.181	117.808.734
17 a. Attributable to majority owners		018	539.014.798	117.808.734
17 b. Attributable to minority interest		019	9.309.379	0

Notes with financial statements

Notes to Financial Statements provide additional and supplementary informations which are not presented in the statement of financial position, income statement, cash flow statement and statement of changes in equity in accordance with the regulations of the relevant international financial reporting standards.

In the observed period there were no significant events that would affect the understanding of financial position and success of the Ledo Group.



dioničko društvo
za proizvodnju i
promet sladoleda
i smrznute hrane



Zagreb, 14.02.2013.

DECLARATION OF KEY PERSONNEL RESPONSIBLE FOR PREPARATION OF FINANCIAL STATEMENTS

Consolidated financial statements for Ledo d.d. for the period from 01.01.2013 till 31.12.2013. are prepared in accordance with the International Financial Reporting Standards and they give a complete and true state of assets and liabilities, financial result and affairs of Ledo d.d.

Management report contains true and fair view of affairs and results of Ledo d.d. and all material significant transactions are stated appropriately.

Head of Accounting department

Jelena Lisjak

Finance Director

Ankica Slobodanac

