

LETNO POROČILO | ANNUAL REPORT | 2000

# KAZALO

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# POSLANSTVO KONCERNA INTEREUROPA

## MISSION OF INTEREUROPA GROUP

### **Poslanstvo koncerna Intereuropa**

**je optimalno pokrivanje potreb po logističnih storitvah v popolno zadovoljstvo kupca.**

**Uresničujemo ga z zanesljivostjo, hitrostjo, varnostjo**

**in konkurenčnimi cenami.**



**The Intereuropa Group implements its mission by meeting the requirements for logistic services to the optimum satisfaction of clients through reliability, speed, safety and competitive prices.**

### **1.1 POSLOVNA VIZIJA KONCERNA INTEREUROPA**

Temeljna razvojna usmeritev koncerna Intereuropa je biti vodilni ponudnik logističnih storitev v jugovzhodni Evropi in srednjevelik ponudnik v srednji Evropi.

Strategije uresničevanja poslovne vizije koncerna slonijo na naslednjih razvojnih elementih:

#### **Intenzivna in integrativna rast**

Koncern bo dosegal rast na dva načina:

1. z večanjem dodane vrednosti na zaposlenega in s posodabljanjem sedanjih logističnih zmogljivosti;
2. s pridobivanjem novih logističnih zmogljivosti prek prevzemov in nakupov družb na področju srednje in jugovzhodne Evrope.

S predvideno rastjo bo koncern Intereuropa zagotavljal dolgoročno uspešnost poslovanja in finančno stabilnost družbe.

### **1.1 BUSINESS MISSION OF INTEREUROPA GROUP**

Fundamental development directive of the Intereuropa Group is to continue being the leading logistics provider in South-Eastern Europe and a medium-size provider in Central Europe.

The strategies of implementation related to the business vision of the Group are based on the following development elements:

#### **Intensive and integrative growth**

The growth of the Group will be ensured by two means:

1. by enhancing value-added per employee and modernization of the present logistic facilities;
2. by acquisition of new logistic capacities by taking over and acquiring companies in the territory of Central and South-Eastern Europe.

By means of the expected growth the Intereuropa Group will provide long-term successful operation and financial stability of the company.

### **Celovita ponudba logističnih storitev**

Koncern se prilagaja tržnim potrebam s preobrazbo ponudbe sedanjih storitev in prehaja od klasičnega špediterja k ponudniku spleta logističnih storitev. Razvojna strategija koncerna je na tem področju usmerjena k izpolnjevanju potreb konkretne stranke in dograjevanju celovite ponudbe logističnih storitev.

### **Razvoj kadrov**

Najpomembnejši element razvoja v koncernu Intereuropa so zaposleni, zato je ključna kadrovska usmeritev v izpopolnjevanje in pridobivanje novih znanj s področja logistike. Moč koncerna bo krepil prost pretok zaposlenih, informacij ter izkušenj med vsemi enotami koncerna.

### **Uporaba sodobne informacijske tehnologije**

Razvoj informacijskih tehnologij za podporo logistiki je pomemben element pri doseganju rasti in uresničevanju potreb posameznega kupca. Usmerjeni smo k uporabi najsodobnejših informacijskih tehnologij v vseh procesih poslovanja, da bi zagotovili zanesljivost, hitrost, varnost in ekonomičnost logističnih storitev.

### **Integrated logistics services**

The Group is adapting its operation in line with new market requirements by transforming the existing services offer of a conventional freight forwarder into a company offering complete logistic services. The development strategy of the Group aims to satisfy the needs of individual customers and upgrade the integrated logistic services.

### **Staff development**

The most essential element of the development in the Intereuropa Group represents employees, therefore our key directive aims to advanced study and in-depth new knowledge achieved in the field of logistics. The power of the Group will be strengthened by a free flow of employees, information, and experiences between the units of the group.

### **Modern Information Technology**

The development of information technologies is one of the major conditions for the growth and implementation to meet requirements of each individual customer. We are focused on application of

### **Celovita kakovost poslovanja (TQM)**

Uresničevanje razvojnih usmeritev podpiramo z vzdrževanjem in razvojem koncepta celovite kakovosti storitev. Koncern Intereuropa posluje v skladu s pridobljenimi standardi kakovosti, svoje poslovne procese in organizacijo pa prilagaja tržnim potrebam.

the advanced information technologies in all operating processes to ensure reliability, speed, safety and economy of logistic services.

### **Total Quality Management (TQM)**

Supporting activities in performing development guidance help to ensure the integral quality of services. The Intereuropa Group is operating in accordance with the acquired quality standards, adapting its operating processes and organization to satisfy market demands.

## 1.2 KLJUČNI PODATKI O POSLOVANJU SKUPINE INTEREUROPA KEY DATA OF INTEREUROPA GROUP PERFORMANCE

v / in 1000 SIT

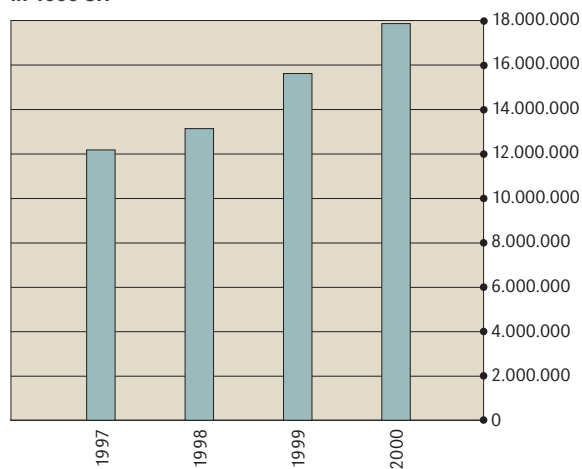
Izkaz uspeha / Profit and loss account	1997	1998	1999	2000	00/99
Kosmati donos iz poslovanja * Gross operating profit			27.194.928	33.204.218	122
Prihodki iz poslovanja Operating income	12.147.806	13.181.815	15.491.724	17.933.185	116
Dobiček iz poslovanja Operating profit	1.133.511	856.310	1.398.321	1.497.736	107
Celotni dobiček Total profit	1.459.281	1.487.222	2.399.129	2.567.096	107
Čisti dobiček poslovnega leta Net profit of the year	1.191.638	1.409.027	2.084.742	2.015.147	97

\* Kosmati donos iz poslovanja ni bil prikazan po bruto principu v letih 1997 in 1998.

\* Gross operating profit was not shown according to the gross principle in 1997 and 1998.

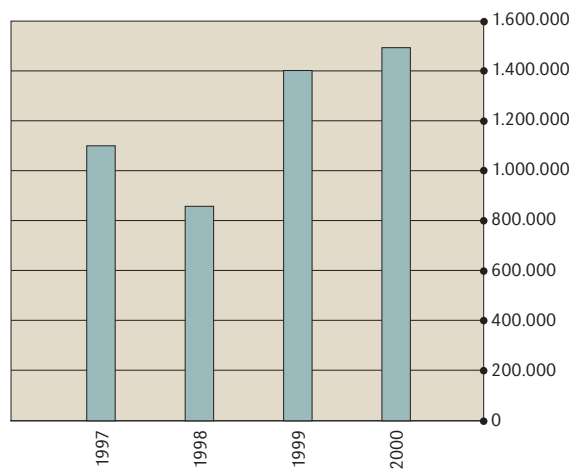
### Prihodki iz poslovanja v 1000 SIT

Operating income  
in 1000 SIT



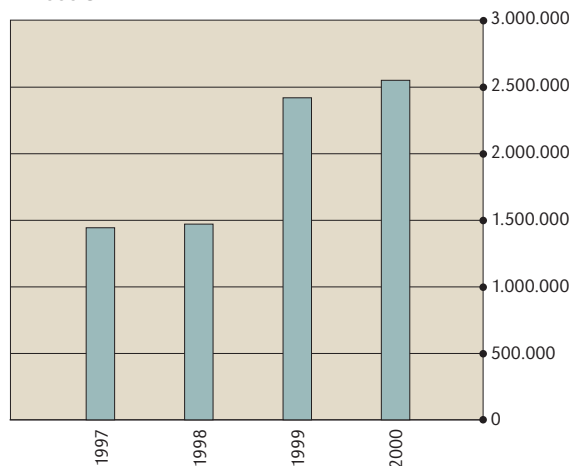
### Dobiček iz poslovanja v 1000 SIT

Operating Profit  
in 1000 SIT



### Celotni dobiček v 1000 SIT

Total Profit  
in 1000 SIT



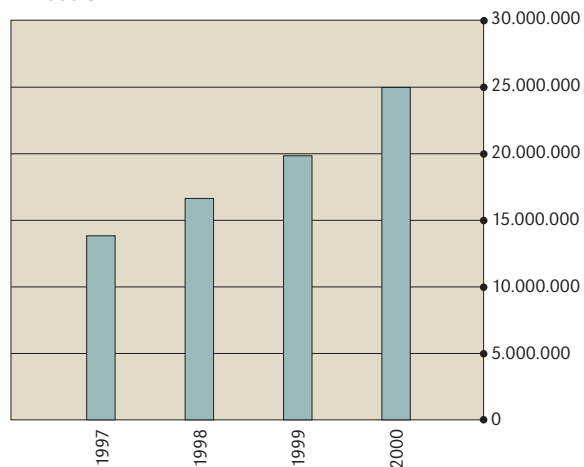
v / in 1000 SIT

Izkaz stanja / Balance sheet	1997	1998	1999	2000	00/99
Stalna sredstva Fixed assets	13.796.304	16.932.205	19.894.635	25.058.404	117
Gibljiva sredstva Current assets	6.268.195	6.272.872	11.995.418	14.325.094	119
Povprečni kapital * Average capital *	14.143.091	15.632.890	17.629.493	20.166.209	114
Obveznosti Liabilities	4.111.707	5.291.425	11.050.950	15.790.294	143
Bilančna vsota Balance total	20.064.499	23.205.077	31.890.053	39.383.498	123

\* Kapital ne vključuje nerazdeljenega dobička tekočega leta.  
\* The capital excludes the non-distributed profit of the current year.

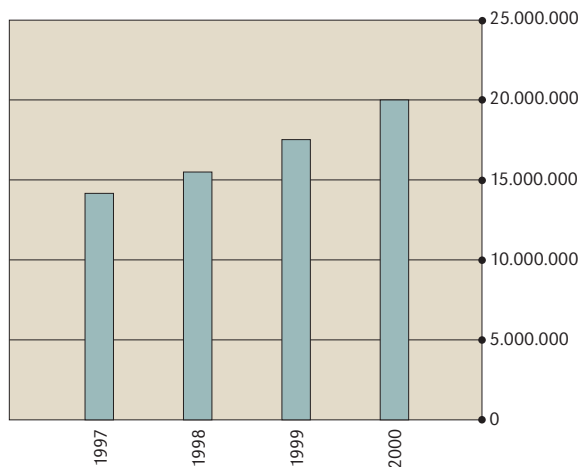
**Stalna sredstva  
v 1000 SIT**

**Fixed Assets  
in 1000 SIT**



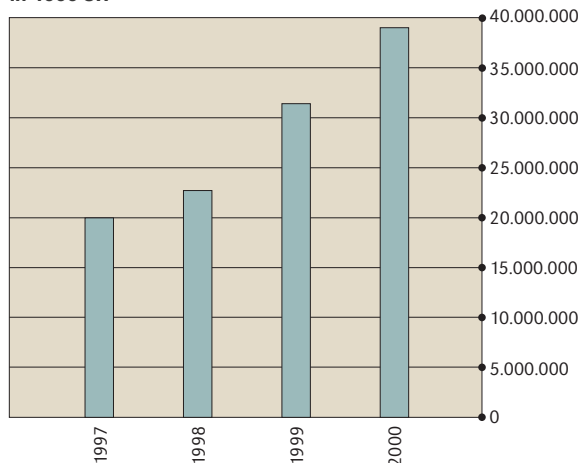
**Povprečni kapital  
v 1000 SIT**

**Average Capital  
in 1000 SIT**



**Bilančna vsota  
v 1000 SIT**

**Balance Total  
in 1000 SIT**



Zaposleni / Employees	1997	1998	1999	2000	00/99
Povprečno število zaposlenih Average number of employees	1.673	1.657	1.990	2.016	101
Od tega v kapitalsko povezanih družbah Thereof in associated companies	115	155	486	541	111

Kazalniki / Indexes	1997	1998	1999	2000	00/99
Donosnost kapitala Return on capital	8,4%	9,0%	11,8%	10,0%	85
Donosnost sredstev Return on assets	5,9%	6,1%	6,5%	5,1%	78
Produktivnost - v 1000 SIT Productivity - in 1000 SIT			13.666	16.474	121
Dobičkonosnost Profitability			7,7%	6,1%	79

**Donosnost kapitala**

Čisti dobiček / Kapital

**Donosnost sredstev**

Čisti dobiček / (Stalna + Gibljava sredstva)

**Produktivnost**

Kosmati donos iz poslovanja / Število zaposlenih

**Dobičkonosnost**

Čisti dobiček / Kosmati donos iz poslovanja

**Return on Capital**

Net Profit / Capital

**Return on Assets**

Net Profit / (Fixed + Current Assets)

**Productivity**

Gross Operating Profit / Number of Employees

**Profitability**

Net Profit / Gross Operating Profit



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**2.1 PISMO PREDSEDNIKA UPRAVE**

*Spoštovani delničarji, cenjeni poslovni partnerji!*

*Razvojne vizije pokažejo pravo vrednost, ko se iz sprejetih dokumentov selijo v resničnost. Intereuropini načrti za prihodnost so z dosežki leta 2000 zanesljivo pridobili na teži. Leto je namreč potekalo v izrazitem izvajanju začrtanih razvojnih smernic, s čimer je družba prehajala iz špediterskega podjetja v središče logističnega koncerna in ob tem širila obseg in uspešnost poslovanja.*

**Rast prihodkov in uspešnosti poslovanja Skupine Intereuropa**

*Skupina Intereuropa je načrtovano mejo rasti preseгла na obeh ključnih področjih. Kosmati donos iz poslovanja je v primerjavi z letom prej narasel za 22 odstotkov vse do vrednosti 33,2 milijarde tolarjev, dobiček iz poslovanja pa je bil višji za 7 odstotkov in je segel do višine 1,5 milijarde tolarjev. V letu 1999 so visok čisti dobiček odločilno oblikovale prodaje finančnih naložb. Toliko bolj spodbudno je, da smo v letu 2000 v poslovni skupini ustvarili le za 3 odstotke manj čistega dobička ali 2,015 milijarde tolarjev, k čemur so z dobrim poslovanjem prispevale skoraj vse povezane družbe. Rast prihodkov smo nadaljevali z uspešnim prevzemom družbe STC Celje d.d. in s konsolidacijo poslovanja naših družb na Hrvaškem, kjer smo v večini družb povečali svoj delež in se približali 100-odstotnemu.*

*Naravnost v celovito logistično ponudbo se odraža v upadanju deleža carinskega posredovanja, ki ga nadomeščajo drugi logistični produkti. Tako narašča vloga logističnih storitev, kot so zbirni promet, storitev 24 ur, zračni promet, UPS, skladiščenje in distribucija.*

**Razvojni program do leta 2005**

*V letu 2000 je nadzorni svet družbe Intereurope d.d. potrdil program razvoja Koncerna za mandatno obdobje uprave 2001 - 2005. V ospredju ostajata krepitev Skupine Intereuropa, ki si želi priboriti položaj srednje velikega ponudnika logističnih storitev v Evropi, in usklajen razvoj - storitev, kadrov, organizacije, tehnologije in koncernskih enot.*

*Začrtano 5-odstotno letno rast prodaje bomo dosegali tudi s prevzemi družb zunaj Slovenije, možni pa so tudi prevzemi v slovenskem prostoru. Uspešnost poslovanja bo spremljalo naraščanje dobička iz poslovanja, k ciljnemu 10,5-odstotnemu bruto donosu na kapital pa bodo tudi v prihodnje prispevale investicije v finančne naložbe, ki bodo zagotavljale visok finančni prihodek.*

*Intereuropa bo prevzemala nove logistične funkcije in področja poslovanja postopoma oblikovala v divizije. Zagotovili bomo pogoje za prost pretok kapitala, znanja in informacij med vsemi enotami znotraj koncerna.*

**Nosilci kakovosti in ekspertnih znanj**

*Intereuropa bo ponudnik celovitih logističnih storitev, a prav tako tudi pomembno okolje za razvoj in delo logističnih strokovnjakov. Odločilno vlogo v prihodnosti koncerna bodo namreč imeli kadri, nosilci kakovosti in ekspertnih znanj. Njihov razvoj bo temeljil na izboljšanjem sistemu motiviranja, ki bo upošteval rezultate dela in pogoje za njihovo doseganje.*

**Širiti poslovno mrežo proti jugovzhodu**

*Medtem ko je bil v letu 2000 precejšen del investicijskih sredstev namenjen obnovi voznega parka, bomo v letu 2001 z investicijami pospešili širitev naše poslovne mreže. Nadaljevali bomo razvoj poslovne mreže na Hrvaškem, končali investicijo v Zagrebu in pridobili nove skladiščno-pretovorne zmogljivosti, prav tako bomo razširili zmogljivosti na Reki. Pred nami je učvrstitev poslovne mreže v Bosni in Hercegovini, kjer načrtujemo prevzem ene izmed špediterskih družb. Z razvojem obeh naših družb in prevzete družbe želimo po Hrvaški postati vodilni ponudnik logističnih storitev tudi v Bosni in Hercegovini. V Makedoniji smo že pridobili potrebno zemljišče za skladiščno-pretovorne zmogljivosti in začnemo z gradnjo v Skopju.*

## 2.1 LETTER OF THE PRESIDENT OF THE MANAGING BOARD

*Respectable shareholders, esteemed business partners!*

*The development visions show their true value when converted from the adopted papers into reality. The objectives of Intereuropa laid out for the future carried weight through achievements of 2000. The year saw an increase in the implementation of development directives aiming at transformation of the company from the freight forwarding company to a Logistic Group Centre through broadening the range of the services offered and successful operation.*

### **Growth of income and successful operation of the Intereuropa Group**

*The Intereuropa Group exceeded the planned year-to-year growth in two core sectors. This applied to both, the gross operating profit increased by 22 percent up to the amount of 33.2 billion tolar compared to the previous year and the operating income rose 7 percent up to the amount of 1.5 billion tolar. In 1999 a high net profit was primarily attributable to the sales of financial investments. The results achieved were even more encouraging, as in the year 2000 the net profit of the Intereuropa Group was SIT 2.015 billion, a 3 percent decrease, only due to favourable operating income of almost all associated companies. The ongoing growth of income was followed by a successful takeover of the company STC Celje d.d. and consolidation of business operations related to our companies in Croatia, where we managed to increase our shares in order to come close to 100 percent. The directive guideline to provide an integral logistic offer resulted in a decreased customs clearance being substituted by other logistic products. Other logistic services showed therefore an increasing trend like groupage services, 24 hours services, airfreight transport, UPS, warehousing and distribution.*

### **Development programme until 2005**

*In 2000 the Supervisory Board of the company Intereuropa d.d. adopted the Development Programme of the Group for the mandatory period of the Managing Board from 2001 to 2005. The outline of objectives aimed at enhancing the Intereuropa Group position as a medium logistics provider services in Europe and the development in line with services, human resources, organization, technology and concern units.*

*The 5 percent year-to-year growth ratio will be also achieved by the takeovers of the companies outside Slovenia, but the takeovers in the Slovene territory might be expected. The successful operation will be followed by operating profit increase to achieve the target of 10.5 percent gross return on capital set, through future financial investments providing a high financial income.*

*Intereuropa will take over new logistic services and business operation sectors by progressive transformation into divisions. We shall ensure a free flow of capital, knowledge and information in all units within the Group.*

### **Quality of services and expert knowledge**

*Intereuropa will provide integral logistic services as well as an important development environment for the operation of experts in the field of logistics. In future the human resources will have a key role as providers of quality and expert knowledge.*

*Their development will be based on an improved system of motivation considering their work results and conditions to be achieved.*

### **Expansion of business operation network towards the South-East**

*In 2000 the major part of the investment funds was dedicated to the renewal of fleet, while in 2001 our business operation network will be increased through investments. We shall continue to develop our business operation network in Croatia, complete our investment in Zagreb and acquire new warehousing and unloading capacities, as*

**Obvladati blagovne tokove na osi Španija - Moskva**

K strateškim usmeritvam družbe sodi obvladovanje blagovnih tokov na osi med Španijo, severno Italijo, Slovenijo, Hrvaško in državami SND, zlasti proti Moskvi, kjer smo v lanskem letu odprli družbo Intereuropa-East. Blagovnemu toku na tem območju lahko ponudimo konkurenčno možnost, zato načrtujemo širitev mreže tudi zahodno in severno od Slovenije. V Italiji bomo, s prevzemom manjše špeditorske družbe, pridobili nove zmogljivosti, v načrtih pa imamo tudi nakup podjetja na Češkem. Z ojačanjem svojega položaja v Severni Italiji bomo povečali zajem blaga iz italijanskega industrijskega bazena in obogatili obseg blagovnih tokov v smeri proti vzhodu. Praga pa je po naših ocenah točka, s katere je mogoče večji blagovni tok usmeriti v jadranska pristanišča.

**Informacijsko podpreti nove logistične storitve**

Sodobna in celovita logistična ponudba zahteva ustrezno informacijsko podporo. Ob širitvi poslovne mreže bomo nadaljevali stalna vlaganja v informatiko, s katerimi smo že podprli celoten poslovni proces, informacijsko podporo pa potrebujejo še nekateri novi produkti, predvsem 24 ur, Intereuropa Express in zbirni promet. Z informacijskimi rešitvami želimo nadgraditi povezave s kupci, finančnimi ustanovami in z vsemi udeleženci v verigi, ki spremlja logistični proces, ter s partnersko mrežo v tujini. Sledili bomo globalnemu premiku k elektronskemu poslovanju, kjer smo prve korake že naredili na področju finančnih in carinskih postopkov, čakajo pa nas še večji napredek v poslovanju z ostalimi člani transportne verige in s tujimi partnerji.

**Skupen uspeh zaposlenih, delničarjev in poslovnih partnerjev**

V zadovoljstvo nam je, da s skupnimi dosežki vračamo zaupanje delničarjem, saj nas rezultati poslovanja v letu 2000 ponovno uvrščajo med najbolj uspešna slovenska podjetja. Dosegli smo jih ob prizadevanjih zaposlenih in s kakovostnim sodelovanjem s poslovnimi partnerji, za kar se v imenu uprave vsem zahvaljujem.

Prepričan pa sem, da bomo tudi z rezultati poslovanja v letu 2001 utrdili Intereuropin ugled uspešnega mednarodnega logističnega koncerna z velikimi razvojnimi možnostmi.

**Jože Kranjc, univ. dipl. prav.**

Predsednik uprave



well as enlarge our capacities in Reka. We envisage strengthening the operation network in Bosnia and Herzegovina through takeover of a freight forwarding company. By strong development improvement of our both companies and the company taken over, our aim is to become the leading logistics provider in Bosnia and Herzegovina, too. In Macedonia we have already acquired a land needed for warehousing and handling capacities and we have just initiated construction works in Skopje.

#### **Control of goods flow in the axis Spain-Moscow**

The strategic directives of the company encompass the control of goods flows between Spain in Northern Italy, Slovenia, Croatia and countries in the direction of Moscow where the company Intereuropa East was established last year. We can provide competitive option to the goods flow in this area; therefore we plan to expand the network from the North and South of Slovenia. In Italy we shall acquire new capacities by takeover of a smaller freight forwarding company, while we plan to purchase a company in Czech Republic. By strengthening our position in North Italy we shall broaden the collection of goods from the Italian industrial pool and increase the volume of goods flow directed towards the East. We believe Prague to be the point designated to direct this flow to the Adriatic ports.

#### **IT support of logistic services**

The advanced and complete logistic offer requires the adequate IT support. Through expanding the business operation network we shall continue step-by-step investments into the informatics that already support the complete operational process, while some other new products need to be supported by computer-assisted management, primarily 24 hours, Intereuropa Express and groupage services. By means of IT solutions we wish to upgrade the connections with our customers, financial institutions and all participants in a chain that accompanies a logistic process, and partner network abroad. We shall follow up a global trend in e-business solutions, notwithstanding the first steps have been already made in the area of finances and customs proceeding. In operation with other members of this chain and foreign partners the outstanding improvement in business operation is expected.


#### **Mutual success of employees, shareholders and business partners**

It is our pleasure to reinforce faith of our shareholders by mutual achievements due to the results in 2000 ranking us again among the leading companies in Slovenia. These results have been achieved through joint efforts of all employees and productive cooperation with business partners. On behalf of the Managing Board, I would like to thank all of you.

I am convinced that also results in 2001 will contribute to strengthen the reputation of Intereuropa as the international logistics Group with large development possibilities.

**Jože Kranjc, B.S.L.**

President of the Managing Board



## 2.2 PISMO PREDSEDNIKA NADZORNEGA SVETA

*Nadzorni svet Intereurope d.d. je leta 2000 sprotno spremljal razvoj in upravljanje družbe. Družba je povečala prihodke in dobiček iz poslovanja, v čemer se po mnenju nadzornega sveta kaže učinkovitost in dolgoročna stabilnost poslovanja. Do doseženih rezultatov se je nadzorni svet med letom in ob obravnavi zaključnega poročila pohvalno opredelil. Kritičen pa je bil do pomanjkljivosti in počasnega prilagajanja sodobnim potrebam trga.*

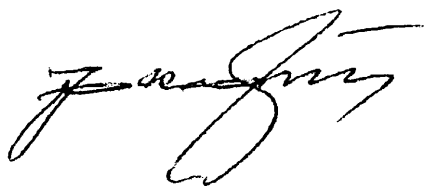
*Nadzorni svet je pred koncem leta imenoval novo Upravo. Z njenim imenovanjem sta zagotovljena kontinuiteta in uresničevanje zastavljene razvojne vizije. V strategiji razvoja Intereurope d.d., ki izhaja iz programa razvoja, so opredeljene strategije razvoja na domačih in tujih trgih ter strateška povezovanja v evropskem prostoru. Do načrtovanega povezovanja z Luko Koper d.d. v Globalni logistični servis ni prišlo. Nadzorni svet je dal pobudo, da se, ne glede na razhajanja, ki so nastala, proučijo tudi možnosti ustrežnejše oblike partnerskega povezovanja in sodelovanja obeh družb. Brez dvoma sta celovita logistična ponudba in globalna konkurenčnost nujni za nadaljnji razvoj Skupine Intereuropa, zato bo družba tudi v prihodnje iskala možnosti za strateško povezovanje v mednarodnem prostoru ter utrjevanje svojega položaja predvsem na Balkanu.*

*Novi razvojni program temelji na skladnem razvoju vseh dejavnosti in dolgoročnosti, kar je po mnenju nadzornega sveta še posebej pomembno pri sprejemanju kadrovskih ukrepov za njegovo realizacijo. Pri tem bo treba še dosledneje realizirati sistem nagrajevanja, ki bo stimuliral predvsem delo posameznika. To področje je skupaj z dvosmerno komunikacijo z zaposlenimi, ključnega pomena. Prepričani smo, da bodo obsežnejša vlaganja v sposobnost zaposlenih in vzpodbujanje prevzemanja pooblastil in odgovornosti prinesla še večje rezultate.*

*Izkušnje in rezultati preteklega leta kažejo, da je Skupina Intereuropa odločena krepiti lastni razvoj in vzpodbujati razvoj svojih trgov. Dosežki povezanih družb kažejo na to, da sta bila usmeritev in investiranje v preteklih letih pravilna, zato njihove poslovne rezultate lahko primerjamo z rezultati družbe matere. Dokaz je predvsem vodilno mesto, ki ga je Intereuropa dosegla na Hrvaškem na področju špedicije, hkrati pa naredila viden premik v smeri razvoja logističnih storitev.*

*Družba Intereuropa in njena uprava sta za svoje delo v letu 2000 prejeli več različnih priznanj. V nadzornem svetu se jim pridružujemo z mnenjem, da bo potrebno v bodočnosti ta priznanja potrjevati. Jamstvo so zastavljeni programi, ki koncernu Intereuropi z uskladitvijo vizij in strategij vseh družb zagotavljajo dolgoročni razvoj ter donosno poslovanje. Prepričani smo, da bo Uprava skupaj z vsemi zaposlenimi v Intereuropi uspešno poslovala tudi v bodoče, v zadovoljstvo lastnikov in zaposlenih v Intereuropi d.d..*

**Prof. dr. Livij Jakomin**  
Predsednik nadzornega sveta



## 2.2 LETTER OF THE SUPERVISORY BOARD CHAIRMAN

*In the year 2000 the Supervisory Board of Intereuropa d.d. followed up currently the development and management of the company. The company increased the income and operating profit by achieving the effective and long-term operation stability. During the year the Supervisory Board discussed the result, adopted the Annual Report and expressed its appreciation of the latter. Nevertheless it blamed shortcomings and slow adaptation to modern requirements of the market.*

*The Supervisory Board appointed the new Management Board by the end of the year. The continuation and implementation of the development vision are ensured by its appointment. In the development strategy of Intereuropa d.d. resulting from the development programme, the development strategic directives related to domestic and foreign markets were set forth. We failed in the implementation of integration to the Luka Koper d.d. to provide the Global Logistic Service. Notwithstanding the differences of opinion, the Supervisory Board proposed to study the possibilities to provide other forms of mutual association and cooperation between the two companies that might be more productive. There is no doubt that the integral logistic offer and global competitiveness are prerequisites for the follow up development of the Intereuropa Group, therefore the company will continue to enhance various possibilities for the strategic association in the international area as well as to strengthen its position in the Balkans, primarily.*

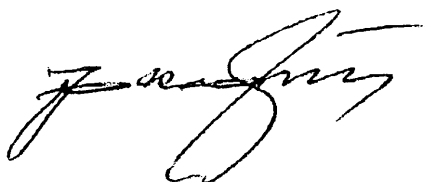
*The new development programme is based on a development in accordance with all activities and long-term prospects being of the utmost importance for its implementation by taking measures related to human resources management. The premium wage system needs to be observed strictly to stimulate a productivity incentive of each individual. This system together with a bilateral communication between employees represents a key issue. We are convinced that the substantial investments the capacity of employees including incentives to take over authorizations and responsibilities will bring about major results.*

*The experiences and results of the previous year have shown, that the Intereuropa Group is determined to improve its own development and to encourage the development of its markets. The achievements of the associated companies prove that this orientation and investment of the previous years has been correct. The leading position achieved by Intereuropa in the field of freight forwarding in Croatia through a change into the direction of logistic services.*

*The company Intereuropa and its Managing Board was awarded various recognitions conferred on operation in the year 2000. We, the members of the Supervisory Board would like to join our expression of appreciation by saying that in future these awards need to be ratified. We are convinced that the Managing Board together with all employees in Intereuropa will continue to operate successfully in future to the mutual satisfaction both, the owners and employees of Intereuropa d.d. .*

**Prof. Livij Jakomin, Ph. D.**

Chairman of the Supervisory Board



## PREDSTAVITEV PRESENTATION

### 3.1 UPRAVA / MANAGING BOARD

**Predsednik uprave / President of the Managing Board:**

**Jože Kranjc**



**Člani uprave / Members of the Managing Board:**

**Radovan Vrabec**

*Namestnik predsednika uprave  
Področje financ, računovodstva, notranje revizije  
in kontrolinga ter informatike  
Deputy President of the Managing Board  
Finance, Accounting, Internal Auditing, Controlling  
and IT*



**mag. Milan Jelenc**

*Podpredsednik uprave  
Področje špedicije, strateške prodaje in marketinga  
Vice President of the Managing Board  
Freight Forwarding, Strategic Sales and Marketing*



**Milan Kurelič**

*Podpredsednik uprave  
Področje cestnega in železniškega transporta  
Vice President of the Managing Board  
Road and Railway Transport*



**Vladimir Petravič**

*Delavski direktor  
Področje kadrovsko-socialnih in splošnih zadev  
Executive for Human Resources and  
Comon Concern*



**Predsednik uprave Intereurope**

**Jože Kranjc je prejel nagrado**

**Gospodarske zbornice Slovenije za**

**izjemne gospodarske in podjetniške**

**dosežke v letu 2000.**



**Jože Kranjc, President of the  
Managing Board of Intereuropa was  
awarded the Slovenian Business  
Excellence Award 2000 by the  
Chamber of Economy and Industry of  
Slovenia for outstanding economic  
and business achievements.**

### 3.2 NADZORNI SVET / SUPERVISORY BOARD

Predsednik nadzornega sveta / Chairman of the Supervisory Board:

**Dr. Livij Jakomin**

Člani / Members:

**Boris Gačnik**

**Drago Naberšnik**

**Anton Končnik**

**Zoran Klampfer**

**Ivanka Parovel**

**Marina Rus**

**Biserka Žibert**

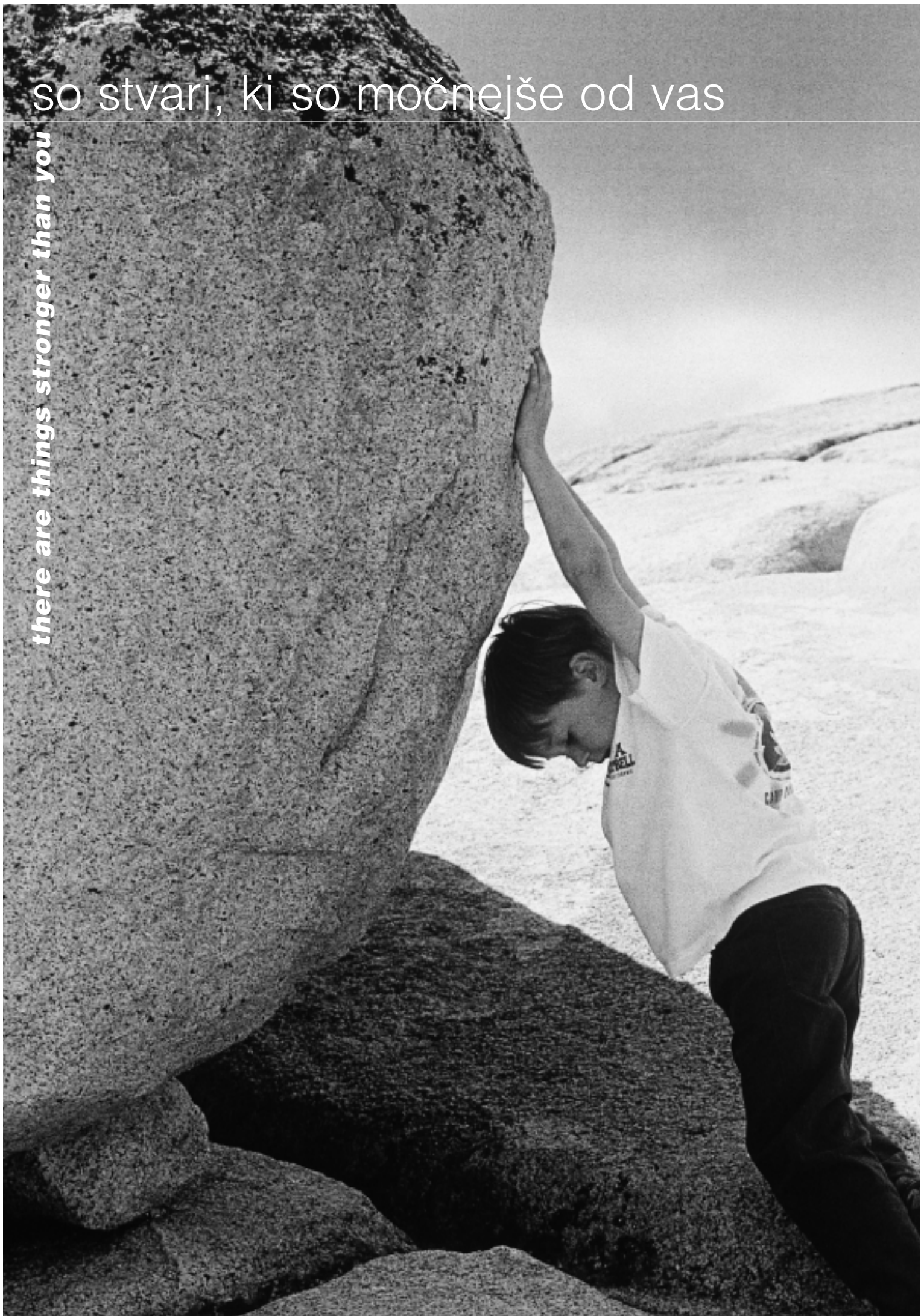
### 3.3 POSLOVNI PROFIL IN ZMOGLJIVOSTI KONCERNA BUSINESS PROFILE AND CAPACITIES OF THE GROUP

- 2168 zaposlenih
  - 330 lastnih tovornjakov in ostalih dostavnih vozil
  - 101.300 m<sup>2</sup> lastnih skladiščnih površin, od tega 80.800 m<sup>2</sup> v Sloveniji
  - 46 poslovnih enot v Sloveniji, 38 poslovnih enot v tujini
  - 710.000 m<sup>2</sup> zemljišč in manipulativnih prostorov
  - računalniško omrežje z več kot 1500 terminali
  - članstvo v organizacijah FIATA, IATA, FETA, FONASBA, BIMCO, IRU
  - Intereuropa d.d. - certifikat kakovosti ISO 9002 za izvajanje storitev špedicije, transporta blaga in logistike
  - delnice kotirajo na Ljubljanski borzi vrednostnih papirjev
  - priznanje "Rating 2000" družbe Dun & Bradstreet za najvišjo bonitetno oceno A1
- 
- 2168 employees
  - 330 company owned trucks and other delivery vehicles
  - 101.300 m<sup>2</sup> of company - owned warehouses, of that 80.800 m<sup>2</sup> in Slovenia
  - 46 operating units in Slovenia, 38 operating units abroad
  - 710.000 m<sup>2</sup> land and handling facilities
  - computer network including more than 1500 terminals
  - membership in organizations like FIATA, IATA, FETA, FONASBA, BIMCO, IRU
  - Intereuropa d.d. - ISO 9002 Quality System Certificate for the Services in Freight Forwarding, Goods Transportation and Logistics Services
  - shares are quoted on the Ljubljana Stock Exchange
  - Intereuropa d.d. was given the "Rating 2000" award by Dun & Bradstreet for the highest credit rating A1



so stvari, ki so močnejše od vas

*there are things stronger than you*



POSLOVNO POROČILO  
REPORT AND ACCOUNTS

### **Premagamo vse razdalje.**

Svet je velik, ko iščemo najprimernejšo med številnimi potmi in hkrati majhen, ko sprejmemo odločitev in premeščamo blago s celine na celino. Za vsako pošiljko ugotovimo najbolj ekonomičen način distribucije.



### **Let's beat all distance.**

The world is both, wide when we are looking for the most suitable route among forwarding ones and small when making decisions and routing cargoes from a continent to continent. We estimate the most optimal route of distribution for each consignment.

## **4.1 PRODAJA IN MARKETING**

### **4.1.1 Gospodarska gibanja**

Koncern Intereuropa je v letu 2000 s svojim poslovanjem sledil gospodarskim gibanjem v Sloveniji, državah srednje in jugovzhodne Evrope in v svetu.

Bruto domači produkt Slovenije je bil v prvih devetih mesecih leta 2000 za 5,2% višji v primerjavi z enakim obdobjem leta 1999, lanska celoletna industrijska proizvodnja pa se je povečala za 6%. Blagovna menjava s tujino je bila v letu 2000 ugodnejša kot leto poprej. Vrednost izvoza Slovenije je bila za 2,2%, uvoza pa za 0,3% višja od vrednosti v letu 1999. Stopnja inflacije je znašala 8,9%. Prihodki iz naslova carin so se zmanjšali za 16,6% v primerjavi z letom 1999.

Delež slovenske menjave z državami Evropske unije se je lansko leto zmanjšal, povečala pa se je menjava z državami CEFTE in Rusijo. Opazen je močan porast slovenskih izvoznih blagovnih tokov v Bosno in Hercegovino, Makedonijo in Zvezno republiko

## **4.1 SALES AND MARKETING**

### **4.1.1 Economic trends**

In 2000 the Intereuropa Group through its operation followed the economic trends in Slovenia, Central and South-Eastern European Countries and countries worldwide.

Slovenia's gross domestic product in the first nine months of 2000 increased by 5.2% compared to the same period in 1999, while the total industrial production of the previous year rose 6%. The foreign trade and service transactions reported better performance compared to the previous year. The Slovenia's export value increased by 2.2%, while that of import by 0.3% in comparison to the previous year. The inflation rate was 8.9%. The incomes resulting from customs fees show an increase of 16.6% compared to the year 1999.

The Slovenia's foreign trade share with the countries of the European Union decreased, while the foreign trade with CEFTA Countries and Russia increased. The

Jugoslavijo, Hrvaška pa ostaja za Nemčijo in Italijo tretja najpomembnejša izvozna partnerica Slovenije.

Med prometnimi panogami je najhitrejšo rast dosegla dejavnost paketnih in pisemskih pošilk, ki je za 16% višja v primerjavi s predhodnim letom. Pomorski promet je upadel približno za 9%. Ostale prometne panoge pa so dosegle rast v primerjavi z letom 1999. Tako se je cestni transport povečal za 3,5%, železniški transport za 2,6% ter pristaniški promet za 1,4%.

Konjunktura v poglavitnih zunanjetrgovinskih partnericah Slovenije med državami Evropske unije se je v lanskem letu nadaljevala. Na Hrvaškem je bila industrijska proizvodnja za 1,7% večja v primerjavi s predlanskim letom. Letna stopnja inflacije je znašala 6,2%. Izvoz se je lansko leto povečal za 2%, uvoz pa za 1,4%. Pokritost uvoza z izvozom je bila 55,5-odstotna.

Slovene goods flows to Bosnia and Herzegovina, Macedonia and Federal Republic of Yugoslavia grew significantly, while Croatia remained after the Germany and Italy as the third most important export partner of Slovenia.

In the transport sector the most accelerated growth was achieved in the parcel and mail services showing an increase of 16% compared to the previous year. The airfreight lowered by about 9%. Other transport services achieved the same growth as in the year 1999. The road transport increased by 3.5%, while railway transport by 2.6% and port services exceeded by 1.4%.

The favourable outlook continued last year in the principal foreign trade partners of Slovenia between the countries of the European Union. In Croatia the industrial production rose by 1.7% compared to that of two years ago. The annual inflation rate amounted to 6.2%. Last year the export increased by 2%, while the import by 1.4%. The import was covered by 55.5% of the export.

#### 4.1.2 **Koncern Intereuropa**

Koncern Intereuropa se uspešno prilagaja spremembam na tržišču. Z globalizacijskimi tokovi preraščata špedicija in transport v logistično dejavnost, kjer postaja povezovanje udeležencev logističnega procesa čedalje pomembnejše. Intereuropa je usmerjena k iskanju strateških povezav s primernimi logističnimi podjetji, s čimer se želimo vključiti v globalna logistična omrežja.

#### **Dosežki na področju prodaje in marketinga**

Intereuropa se je tudi v letu 2000 uspešno razvijala in nadaljevala svoja prizadevanja, da bi s svojo ponudbo sledila potrebam kupcev na vseh ciljnih trgih. V prvem polletju lanskega leta smo izpopolnili ponudbo logističnih storitev. Razvili smo novo storitev na področju pakete distribucije "Intereuropa Express" in organizirali direktni kompletni vlak iz Evropske unije in Slovenije v jugovzhodno Evropo ter Bližnji vzhod. Vpeljali smo novi zbirni liniji za Poljsko in južno Nemčijo ter okrepili zbirne linije za Španijo, Italijo, Švico in države bivše Jugoslavije. Povečali smo tudi delež poslovanja stranki prilagojenih logističnih storitev.

#### 4.1.2 **Intereuropa Group**

The Intereuropa Group is adapting successfully to changes in the market. Through global flows the freight forwarding and transport continues its transformation into logistic services as the association of the partners in logistic process is steadily gaining in importance. Intereuropa is oriented to find strategic associations with appropriate logistic companies to enter the global logistic networks.

#### **Achievements in Sales and Marketing**

In 2000 Intereuropa was also developing successfully and continued to implement its mission through meeting the requirements for logistic services to the optimum satisfaction of its customers in all target markets. In the first half of the last year we improved our offer of logistic services. We developed a new service "Intereuropa Express" in the segment of parcel distribution and organized a "direct block train" from the European Union and Slovenia to the South-Eastern Europe and Near East. We introduced two new groupage lines for Poland and South Germany and reinforced the existing groupage lines for Spain, Italy,

V lanskem letu sta se koncernu priključili še dve družbi. Maja 2000 je Intereuropa uspešno prevzela celjsko družbo Skladiščno-transportni center STC Celje d.d.. V Moskvi smo že pred šestimi leti odprli predstavništvo, na začetku septembra pa smo ustanovili novo podjetje Intereuropa - East d.o.o. in razširili mrežo poslovnih enot v državah jugovzhodne in vzhodne Evrope.

Na Hrvaškem smo končali z odkupom deležev v povezanih družbah. V lanskem letu smo posodobili vozni park in opremili vozila z najsodobnejšo

telekomunikacijsko tehnologijo (GPS in SMS) za satelitsko spremljanje vozil. Prav tako smo povečali skladiščne zmogljivosti na Hrvaškem in v Sloveniji.

V Intereuropi uspešno uvajamo elektronsko poslovanje tako znotraj podjetja kot tudi navzven. S kupci in dobavitelji smo vzpostavili pogoje za elektronsko povezovanje. V poslovnih procesih uspešno nadaljujemo z dograjevanjem in izboljševanjem sistema celovite kakovosti.



Switzerland and countries of the former Yugoslavia. We enlarged our share in logistic services tailored to each customer.

Last year two companies joined our company. In May 2000 Intereuropa took over the company Skladiščno-transportni center STC Celje d.d. (warehousing company). Six year ago we opened our representative office in Moscow, while in the beginning of September we established a new company Intereuropa East and expanded our network of branch offices in the countries of South-Eastern and Eastern Europe.

In Croatia we completed the acquisition of shares in the associated companies. We renewed our fleet and equipped our vehicles with the most advanced telecommunication technology (GPS and SMS) for satellite tracking of vehicles last year. We also expanded our warehousing capacities in Croatia and Slovenia.

The e-business is being progressively introduced, both inside and outside of Intereuropa. We managed to satisfy the conditions for electronic connections with our customers and buyers. In our operation processes we continue to upgrade and improve the total quality system.

### Prihodki iz prodaje

V letu 2000 je koncern Intereuropa posloval uspešno in presegel zastavljene cilje. To velja tako za matično družbo Intereuropa d.d. kot za povezane družbe. Koncern je ustvaril 17.933 mio SIT prihodkov iz poslovanja, ki so bili realno za 6% večji kot v letu 1999 in za 8% večji od načrtovanih. Največji del prihodkov smo ustvarili z blagovnimi tokovi z državami, ki so tudi največje zunanjetrgovinske partnerice Slovenije.

V strukturi prihodkov za leto 2000 zavzemajo največji delež poslovna področja iz dejavnosti špedicije in integralne logistike, ki so skupaj dosegla 61% celotnih prihodkov. Poslovna področja iz dejavnosti cestnega transporta blaga in ostale storitve zavzemajo v strukturi prihodkov 39%. V primerjavi z letom 1999 so rast dosegla poslovna področja kosovni promet, pomorski promet, skladiščenje in distribucija, zračni promet, carinske storitve in pomorska agencija.

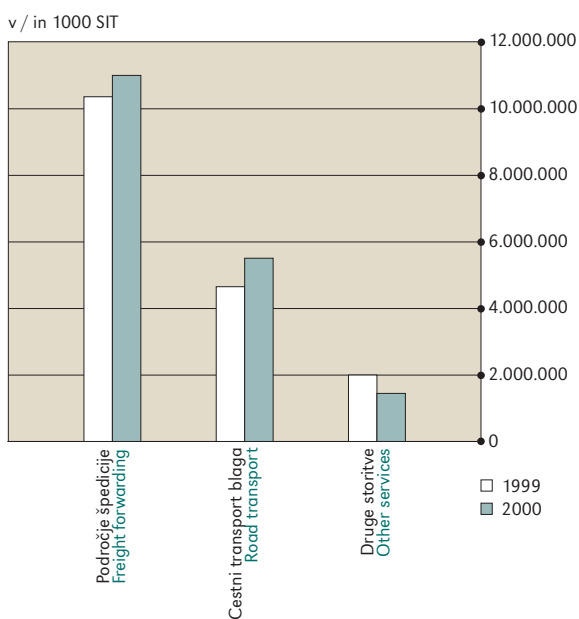
### Sales revenues

In the year 2000 the Intereuropa achieved favourable results and exceeded the objectives set. The same applies to, both the parent company Intereuropa d.d. and the associated companies. The Intereuropa Group aggregated 17,933 million SIT of net operating profit showing a real increase of 6% than in 1999 and 8% increase in terms of the plan. The majority of revenues were gained through goods flows between the countries being the biggest foreign trade partners of Slovenia.

The largest share in the revenue structure for 2000 belongs to the business segments related to freight forwarding and integral logistics, which accounted for 61% of total revenues. The business segments of road transport and other services are represented by 39% in the revenues structure. In comparison with the year 1999 the growth was achieved in the business segments like part loads, seafreight, warehousing and distribution, airfreight, customs services and shipping agency.

**Graf 1: Prihodki iz poslovanja za koncern Intereuropa v letu 2000 in primerjava z letom 1999**

**Graph 1: Intereuropa Group sales revenues by business segments in 2000 and compared to 1999**



### Partnerji in kupci

Kakovost v odnosu do kupcev zagotavljamo s hitro, varno, ekonomično, zanesljivo in okolju prijazno logistiko. Medsebojne odnose gradimo na vzajemnem spoštovanju dogovorjenih meril, zato stremimo k zagotavljanju kakovosti vseh udeležencev v logističnem procesu. Kakovost je tako merilo pri gradnji partnerske mreže doma in v tujini, kot tudi pri izbiri dobaviteljev storitev, spodbujamo pa jo z dolgoročnimi poslovnimi odnosi.

Zadovoljstvo kupcev ugotavljamo z raziskavami, ki jih izvajajo v sektorju za marketing. Anketiranja potekajo redno, trikrat na leto, z njimi pa ugotavljamo zadovoljstvo s kakovostjo šestih logističnih produktov. Na rezultate anket se odzivamo z izboljšavami storitev.



### Partners and Customers

The quality related to customers is guaranteed by a quick, safe, economic, reliable and environment friendly logistics. We are establishing and developing mutual relationships with our customers complying with the quality criteria agreed upon between all service providers in a logistic process. The quality, promoted through long-term relationships, remains a prerequisite, both in creating a partner network in our country and abroad, and by selecting suppliers providing services.

We assess the satisfaction of our customers through various market research carried out by the Marketing Sector. These customer satisfaction surveys on six logistic products are performed on regularly basis i.e. three times per year. The feedback results gathered in surveys enable us to improve the efficiency of our services.

#### 4.1.3 Poslovna področja

##### Kompletni nakladi

Poslovno področje kompletni nakladi je v letu 2000 preseglo načrtovane prihodke.

Kompletni nakladi so namenjeni vsem pošiljkam, ki so zaključene transportne enote. Intereuropa organizira prevoze kompletnih tovorov po železnici in po cesti z lastnimi in najetimi vozili. Za prevoze po desetem panevropskem koridorju (Salzburg-Ljubljana-Zagreb-Beograd-Niš-Skopje-Veles-Solun) smo organizirali direktni vlak, ki zagotavlja hitrejši in bolj varen prevoz blaga iz EU in Slovenije v JV Evropo in na Bližnji vzhod. Vlak se sestavi na ranžirni postaji v Ljubljani in nadaljuje svojo pot direktno, brez običajnih postankov na železniških postajah.

**novost: direktni vlak iz EU in Slovenije v JV Evropo in na Bližnji vzhod**

##### Kosovni promet

Storitve poslovnega področja kosovni promet so v lanskem letu dosegle dobre poslovne rezultate, saj so prihodki iz te dejavnosti narasli za 24%.

#### 4.1.3 Business segments

##### Full Loads

The Full Loads business segment exceeded the planned revenue in 2000.

Unified cargoes include any consignment occupying the full freight space. Intereuropa offers transportation services of full loads by train or road using its own, or leased, vehicles. We arranged a "direct block train" providing faster and safer transport of goods from the European Union and Slovenia to South-Eastern Europe and Near East for all transports in the tenth pan-European corridor (Salzburg-Ljubljana-Zagreb-Beograd-Niš-Skopje-Veles-Solun). A "direct block train" is made up at the station in Ljubljana and then continues directly its way without usual stops at railway stations.

**new offer: "direct block train" from the EU and Slovenia to SE Europe and Near East**

##### Part Loads

The services of part loads business segment achieved favourable operating results as the revenues resulting from this service increased by 24%.

Poslovno področje kosovni promet zajema storitve zbirni promet, novo storitev na področju paketne distribucije "Intereuropa Express" in storitvi "24 ur" v Sloveniji ter interna paketna distribucija "IPD" na Hrvaškem. S storitvama "24 ur" in "IPD" zagotavljamo hitro dostavo domačega in carinskega blaga na celotnem ozemlju Slovenije in Hrvaške, od vrat do vrat, ne glede na težo. Storitvi podpiramo z lastno mrežo distribucijskih centrov in s sodobnim informacijskim sistemom. Poslovanje na področju storitve "24 ur" sta zaznamovala predvsem močna konkurenca na trgu majhnih pošiljk in porast cen goriva.

Intereuropa zagotavlja redne uvozne in izvozne zbirne linije z vsemi evropskimi državami. Zbirni promet je v lanskem letu dosegel izjemno dobre rezultate, predvsem zaradi uspešnega prilagajanja ponudbe blagovnim tokovom in večje blagovne menjave Slovenije s tujino ter okrepitev blagovnih tokov z državami bivše Jugoslavije.

**nova storitev na področju paketne distribucije "Intereuropa Express"**

**nova zbirna linija za Poljsko in južno Nemčijo, okrepljene zbirne linije za Španijo, Italijo, Švico in države bivše Jugoslavije**

The part loads business segment comprises groupage services, a new service introduced in the parcel distribution area "Intereuropa Express" and two services "24 hour" service in Slovenia and "IPD" service, internal parcel distribution in Croatia. By means of two services "24 hour" and "IPD" we provide express delivery of free goods and goods in bond, over the territories of Slovenia and Croatia, door-to-door, regardless the weight. These two services are supported by our own network of distribution centres and advanced IT-system. The operation in the "24 hour" service area was marked primarily by tough competition on the market of small consignments and price increase of fuel.

Intereuropa offers regular import and export groupage lines to all European countries. Last year groupage services achieved the outstanding results predominately attributable to successful adapting of our offer to goods flows and Slovenia's fostered foreign trade and reinforced goods flows in countries of former Yugoslavia.

**new service in parcel distribution "Intereuropa Express"**

**new groupage line for Poland and South Germany, strengthened lines for Spain, Italy, Switzerland and countries of former Yugoslavia**

### **Pomorski promet**

Opravljamo vse vrste storitev pomorske špedicije na področju organizacije prevoza konvencionalnih tovorov, kontejnerjev in prevozov vozil (Roll on - Roll off). V okviru pomorskega prometa ponujamo storitve pristaniške špedicije in organizacije pomorskega prometa prek svojih enot, v uvozu, izvozu in tranzitu prek pristanišč v Kopru, Reki in Splitu. Z mrežo svojih partnerjev izvajamo storitve pomorske špedicije v vseh večjih svetovnih pristaniščih. Trend rasti iz leta 1999 se je nadaljeval tudi v letu 2000, predvsem na področju konvencionalnih tovorov, kontejnerskega prometa, prekomorskih zbirnikov in avtomobilov. Prihodki iz prodaje storitev pomorskega prometa so bili za 6 odstotkov višji kot leto prej.

### **Pomorska agencija**

Interagent d.o.o., specializirano podjetje Intereurope, je prvi slovenski pomorski agent, ki je pridobil certifikat kakovosti ISO 9002. Največja pomorska agencija v Sloveniji opravlja vse storitve pomorske agencije. Prek podjetja Interagent Rijeka d.o.o., ki je v večinski lasti Intereurope, pa so pokrita tudi vsa glavna pristanišča

### **Seafreight**

We perform a wide variety of shipping forwarding services in the segments related to organization of transportation of conventional cargoes, containers and transportation of vehicles (Roll on Roll off). In the frame of sea transport we perform port forwarding services through our branches in import, export and transit via ports of Koper, Reka and Split. Through a network of our partners we provide reliable execution of shipping forwarding services in all major ports worldwide. The ongoing growth trend from 1999 also continued in 2000 primarily in the area of conventional cargoes, containerised cargo, overseas consolidation lines and vehicles. Last year's achieved revenues of seafreight was 6% higher than previous year.

### **Shipping Agency**

Interagent d.o.o., a specialised company of Intereuropa, is the first shipping agent in Slovenia that has been awarded the Quality Certificate of Approval ISO 9002. The leading Slovenian shipping agency performs all shipping agency services. Through the company Interagent Rijeka d.o.o., which is majority owned by

na Hrvaškem. Interagent je v lanskem letu posloval uspešno, za 10 odstotkov povečal obseg prihodkov in presegel načrtovano rast poslovanja.

### **Zračni promet**

Intereuropa ponuja organizacijo prevozov blaga z letali po celem svetu. Pri tem je možen najem delnega (part charter) ali celotnega letalskega prostora (full charter). Z več kot 100 državami po svetu zagotavljamo tudi redne uvozne in izvozne linije zračnega zbirnega prometa. Razvejana mreža mednarodnih povezav z več kot 20 letalskimi prevozniki in s številnimi letališči po vsem svetu nam omogoča stalen nadzor nad pošiljkami. Intereuropa je poslovna partnerka UPS-a, mednarodnega podjetja za ekspresno dostavo pošilk, za območje Slovenije, Hrvaške ter Bosne in Hercegovine. Poslovanje na poslovnem področju zračni promet ima trend rasti in je v letu 2000 doseglo 5-odstotno rast prihodkov.

### **Carinske storitve**

Carinske storitve obsegajo storitve carinskega zastopanja in mejne odprave. Obseg zunanje-trgovinske

Intereuropa, all main ports in Croatia are covered. Interagent has been operating successfully last year and has incremented its sales revenues by 10% exceeding a planned growth of operations.

### **Airfreight**

Intereuropa provides airfreight transports to any destination in the world. It is possible to arrange a part charter or full charter services.

We provide regular import and export lines of airfreight consolidation cargo with over 100 countries worldwide. A wide - spread network of international connections with over 20 airlines and numerous airports allows for traceability of consignments. Intereuropa is an agent and partner of the UPS worldwide express delivery, throughout the territory of Slovenia, Croatia, and Bosnia and Herzegovina. Last year's achieved revenues of airfreight was 5% higher than previous year.

### **Customs services**

The customs clearance encompass the performance of customs and border services. The amount of foreign trade in Slovenia and goods in transit over it is

menjave in tranzita se v Sloveniji vsako leto povečuje, kar je ugodno vplivalo na rast carinskih storitev.

V Sloveniji ima Intereuropa svoje poslovalnice na vseh mednarodnih mejnih prehodih, zato lahko vsem cestnim prevoznikom zagotovimo popolno podporo pri mejnih storitvah ter posredujemo pri carinskih postopkih za vse oblike uvoza in izvoza blaga. V Sloveniji poslujemo kot pooblaščen špediter tudi po poenostavljenih carinskih postopkih.

### Skladiščenje in distribucija

Poslovno področje skladiščenje in distribucija je presešlo načrtovane prihodke in beleži rast tako na področju skladiščenja kot tudi na področju distribucije. Prihodki iz obeh segmentov dejavnosti so v letu 2000 dosegli 11-odstotno rast.

Skladiščenje in distribucija zajemata skladiščenje blaga, pripravo blaga za nadaljnjo odpremo, carinsko posredovanje, prevoz blaga in distribucijo do končnih odjemalcev. Skladišča, opremljena z vso potrebno mehanizacijo za pretovarjanje in izvajanje povezanih storitev, nam zagotavljajo infrastrukturno podporo pri prevzemanju in upravljanju logističnih funkcij strank. Ta infrastruktura omogoča izvajanje celovitih logističnih projektov za potrebe domačih in tujih trgovskih in proizvodnih podjetij.

**pridobili smo nove skladiščne zmogljivosti v Sloveniji in na Hrvaškem**



increasing from year to year, having a favourable impact on the growth of customs services.

Intereuropa branch offices are located at all international border passes in Slovenia in order to provide all road haulier full support in border and customs services, including all the various customs procedures necessary for importing and exporting goods. In Slovenia, we are the authorized freight forwarding company to clear the goods through customs according to the simplified customs procedures.

### Warehousing and Distribution

The Warehousing and Distribution business segment has exceeded the planned revenues and reports a substantial growth, both in warehousing and the

distribution. In 2000, both segments achieved a growth of 11%.

Warehousing and distribution includes storage of goods and preparing of the goods for further despatch, clearing the goods through the customs, transportation and distribution of goods to receivers.

Warehouses, equipped with all facilities needed for transshipment and integrated service execution, provide adequate infrastructure support through outsourcing logistic functions of our customers. This infrastructure enables the execution of complete projects needed by domestic and foreign trade production and companies.

**we acquired new warehousing facilities in Slovenia and Croatia**

### Cestni transport blaga

Intereuropa ima sodobni vozni park, ki ustreza standardom prevozov v Evropski uniji. Intereuropina vozila so opremljena s sistemom za satelitsko spremljavo voznega parka. Dejavnost cestnega transporta blaga podpira delovanje drugih storitev in skupaj z njimi zagotavlja celovito logistično ponudbo. V lanskem letu so stroški goriva naraščali hitreje kot cene teh storitev. Kljub temu so se prihodki v primerjavi z letom 1999 povečali za 19 odstotkov, povečalo se je tudi število opravljenih prevozov in prevoženih kilometrov.

posodobili smo vozni park in opremili vozila z naj sodobnejšo telekomunikacijsko opremo

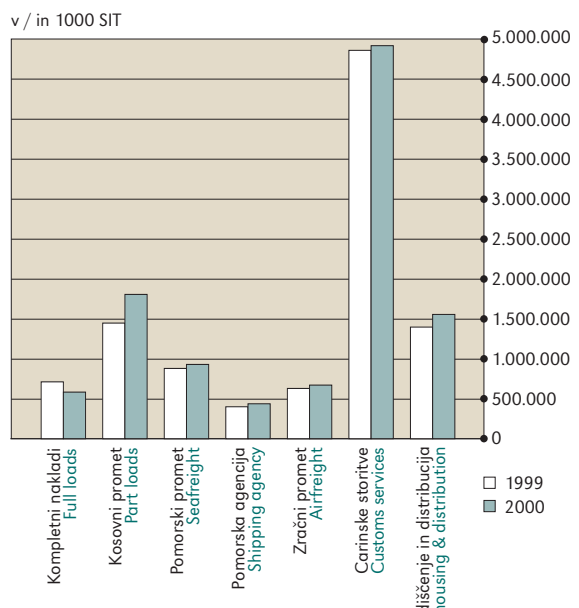
### Road Transport

Intereuropa has fleet of vehicles in conformity with transportation standards applied in the European Union. The Intereuropa's vehicles are equipped with the GPS system for satellite monitoring of entire fleet. The transport segment supports the operations of other services providing a complete logistic service. Last year costs of fuel increased faster than prices of road transport. Despite the above facts, the revenues increased by 19% compared to the year 1999, as well as volume.

we modernized our fleet of vehicles and incorporated in vehicles with the latest telecommunication equipment

**Graf 2: Prihodki iz poslovanja koncerna za poslovna področja Špedicije v letu 2000 in primerjava z letom 1999**

**Graph 2: The Group sales revenues by freight forwarding business segments in 2000, compared to 1999**



#### 4.1.4 Pregled po trgih

##### Slovenija

V Sloveniji poslujejo matična družba Intereuropa d.d., pomorska agencija Interagent d.o.o., povezano podjetje Interzav d.o.o., ki se ukvarja z zavarovalniškimi posli, in skladiščno-transportni center STC Celje d.d. Koncern Intereuropa ima v Sloveniji 46 poslovnih enot. Matična družba je na vseh poslovnih področjih dosegla dobre poslovne rezultate. Tudi vse povezane družbe v Sloveniji so v letu 2000 poslovale uspešno in presegle načrtovane prihodke.

| prevzeli smo družbo STC Celje d.d.

##### Hrvaška

Na Hrvaškem je Intereuropa najpomembnejši ponudnik logističnih storitev in ima največji tržni delež med logističnimi podjetji. Glede na pričakovanja o pospešeni gospodarski rasti Hrvaške in postopnem naraščanju izvoza, bomo svoj tržni delež v tej državi še povečali. Tudi na Hrvaškem imamo razvejano mrežo poslovnih enot, ki so locirane v vseh pomembnejših gospodarskih središčih in mejnih prehodih. Svoje družbe imamo v

#### 4.1.4 Overview by markets

##### Slovenia

The parent company Intereuropa d.d., shipping agency Interagent d.o.o., associated company Interzav d.o.o., the insurance broker, and warehousing-transport centre STC Celje d.d. keep on operating in Slovenia. The Group Intereuropa encompasses 46 operating units in Slovenia. The parent company has achieved good results in all business segments. This applies also to associated companies in Slovenia, which have exceeded their income set.

| we took over the company STC Celje d.d.

##### Croatia

Intereuropa is the most important logistics provider in Croatia and has the major market share of all logistic companies. In terms of prospectuses related to the enhanced economic growth in Croatia and progressive increase of export, we are planning to enlarge our market share in this country. Likewise in Croatia we have a distribution network of branch offices, which are located in all major economic areas, and at all



Zagrebu, Splitu, Varaždinu in na Reki. V lanskem letu je Intereuropa odkupila preostale deleže v povezanih družbah, da bi utrdila svoj položaj na hrvaškem trgu. Z nakupom infrastrukture smo vzpostavili pogoje za gradnjo sodobnega logističnega terminala v Zagrebu. Povezane družbe na Hrvaškem so v lanskem letu dosegle dobre rezultate, saj so bili prihodki iz poslovanja za 9% višji kot leta 1999. Zelo uspešno je poslovala Intereuropa RTC d.d. Varaždin, ki je v primerjavi z letom prej dosegla precejšnjo rast. Tudi ostale družbe na Hrvaškem so poslovale uspešno in presegle ustvarjeni prihodek leta 1999.

**povečali smo kapitalne deleže v družbah Zagrebu, Splitu, Varaždinu in na Reki**  
**vzpostavili smo pogoje za gradnjo logističnega terminala v Zagrebu**

### Ostale države

Koncern Intereuropa ima svoje povezane družbe še v Makedoniji, Rusiji ter Bosni in Hercegovini. Med zanimive trge spada tudi ZR Jugoslavija, kjer smo s svojim zastopstvom v Beogradu prisotni že vrsto let. Z novo družbo Intereuropa - East d.o.o. smo utrdili svoj

international border passes. Our companies are located in Zagreb, Split, Varaždin and Rijeka. Last year Intereuropa acquired the remaining stake in the associated companies to reinforce its position in the Croatian market. Through acquisition of infrastructure new conditions were established for the construction of the modern logistic terminal in Zagreb.

The associated companies in Croatia achieved good results last year and compared to the year 1999 the sales revenues increased by 9%. Intereuropa RTC d.d. Varaždin operated with success compared to the previous years and achieved a substantial growth. Other companies in Croatia also achieved favourable results and exceeded the revenues aggregated in 1999.

**we increased our stake in companies in Zagreb, Split, Varaždin and Rijeka**

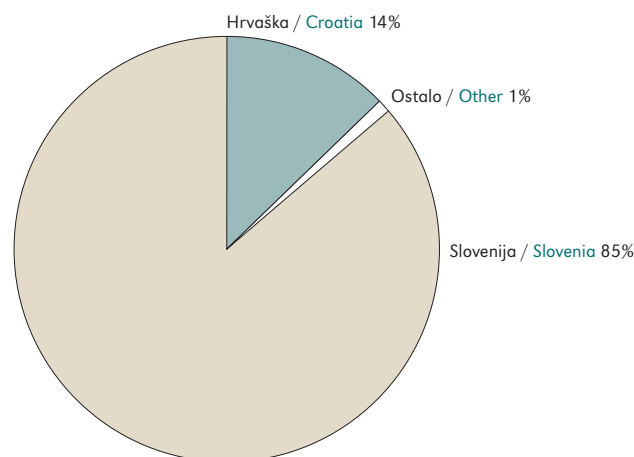
**we set up conditions to construct a logistic terminal in Zagreb**

položaj na ruskem trgu. V Skopju smo pred začetkom gradnje novega logističnega terminala. Kljub neugodnim gospodarskim gibanjem so podjetja v teh državah dosegla ugodne poslovne rezultate.

**V Moskvi smo ustanovili novo podjetje Intereuropa - East**

**Graf 3: Ustvarjeni prihodki iz poslovanja koncerna po državah za leto 2000**

**Graph 3: Sales revenues of the Group aggregated by countries in 2000**



### Other countries

The Intereuropa Group has its own associated companies also in Macedonia, Russia and Bosnia & Herzegovina. The Federal Republic Yugoslavia is among other interesting markets where we established our agency many years ago in Belgrade. Through our new company Intereuropa-East we reinforced our position in the Russian market. In Skopje we are about to initiate construction of the new logistic terminal. In spite of unfavourable economic trends the companies achieved good results in these countries.

**we established a new company Intereuropa - East in Moscow**

## 4.2 PRILAGANJE EVROPSKI UNIJI

Intereuropa je mednarodno podjetje, ki svojo dejavnost izvaja na tujih trgih, med katerimi imajo pomemben delež trgi Evropske unije. Smo dobri poznavalci evropske ureditve na področju logističnih storitev. Sodelujemo v mednarodnih strokovnih združenjih FIATA, IATA, FETA, FONASBA, BIMCO, IRU in poslujemo po mednarodnih standardih kakovosti.

Približevanje Slovenije Evropski uniji spremljamo s preoblikovanjem svoje dejavnosti in naraščanjem obsega logističnih storitev.

## 4.2 ADAPTING TO THE EUROPEAN UNION

Intereuropa is the international company performing its activities on the foreign markets, including markets of the European Union which occupies a predominant share. We have good acquaintance with the European Directives in the field of logistic services.

Intereuropa is a member of the international associations like FIATA, IATA, FETA, FONASBA, BIMCO, IRU and performs its operation in conformity with international quality standards.

The Slovenia's accession to the European Union is currently followed up by transforming our operation and broadening the range of customized logistic services.

### **Premaknemo najtežji tovor.**

**Z močjo logističnega znanja  
premaknemo več tovorov naenkrat  
celo hitreje, varneje in ceneje kot  
posamezno pošiljko.**



### **Let's move the heaviest load.**

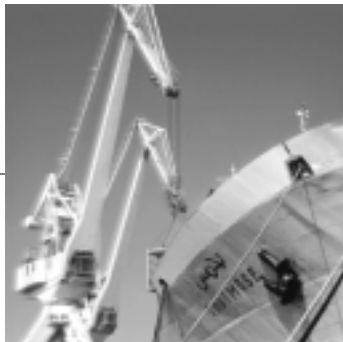
**By means of logistic know-how and  
knowledge we can handle  
various loads at the same time  
even faster, safer and low-priced  
than a single consignment.**

**Povezujemo in usmerjamo.**

**Pretok blaga zajema natančno manipulacijo in skladiščenje.**

**V logistični proces vključujemo visoko kakovostne lastne infrastrukturne zmogljivosti.**

**Tudi zato se odvija nemoteno in brez zastojev.**

**We are linking and routing.**

**The goods flow consists of precise handling and warehousing.**

**We include our high quality infrastructure capacities in the logistic process. That offers you a smooth and hold-ups free transport.**

**4.3 KADRI**

Na področju razvoja kadrov smo v koncernu Intereuropa v letu 2000 delovali v smeri :

- izpopolnjevanja obstoječih znanj zaposlenih,
- pridobivanja novih znanj s področja logistike,
- rasti števila najstrokovnejšega kadra.

Zadovoljstvo zaposlenih preverjamo z merjenjem organizacijske klime, v letu 2001 pa bomo veliko pozornosti namenili razvoju sistema nagrajevanja, ki bo temeljil na doseženih rezultatih in upošteval različne izhodiščne položaje posameznih enot, kar je po dosedanjih ugotovitvah potrebno najbolj nadgraditi.

K razvoju sposobnosti zaposlenih največ prispevajo

**4.3 HUMAN RESOURCES**

Efforts in order to improve the efficiency of our staff within the Intereuropa Group focused on three main directives:

- follow-up of the existing knowledge,
- improvement of specialized knowledge in logistics area,
- expected growth of highly qualified staff.

The satisfaction of employees is monitored by measuring climate of organizational relation. In 2000 our attention will be paid primarily to the development of premium wage system, which will be based on the results achieved, taking into account various starting points of individual operations that need to be upgraded predominantly.

oblike izobraževanja, s katerimi pridobivajo specialistična znanja, opisana pa so v poglavju kadri. Za povečanje pripadnosti in krepitev neformalnih vezi smo v letu 2000 organizirali "Intereuropiada" - 16. športno-družabno srečanje, ki se ga je udeležilo 550 zaposlenih v koncernu.

#### 4.3.1 Gibanje zaposlenih

V koncernu Intereuropa smo število zaposlenih v letu 2000 povečali za 65 delavcev, in sicer z 2.103 na 2.168.

Medtem ko se je v zadnjih letih zaradi prestrukturiranja poslovanja število zaposlenih v matični družbi postopoma nižalo, je ostalo število zaposlenih v povezanih družbah nespremenjeno.

Največji vpliv na končno število zaposlenih pa je imel nakup nove družbe STC Celje d.d.

Zaposleni / Employees	99	2000	00/99
Skupno število zaposlenih Total number of employees	2.103	2.168	65
od tega zunaj Slovenije thereof outside Slovenia	511	513	2

The development of employees' capacity is mainly attributable to the educational system providing expert knowledge mentioned in Paragraph Human Resources thereof.

In order to promote loyalty and sociability among the employees we organized "Intereuropiada" - 16th Sport and Social Gathering where 550 employees took part in the year 2000.

#### 4.3.1 Trends of employment

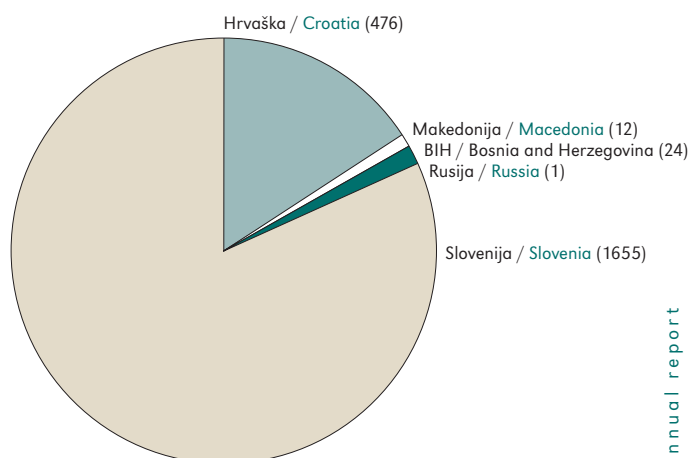
During the year 2000 Intereuropa Group employed 65 new employees what resulted in the increased number of employees from 2,103 to 2,168.

In recent years the number of employees in the parent company was reduced due to operation restructuring while that in the associated companies remained unchanged.

The acquisition of the new company STC Celje d.d. impacted directly the number of employees.

#### Število zaposlenih v posameznih državah

No. of employees by countries



**4.3.2 Izobrazbena struktura**

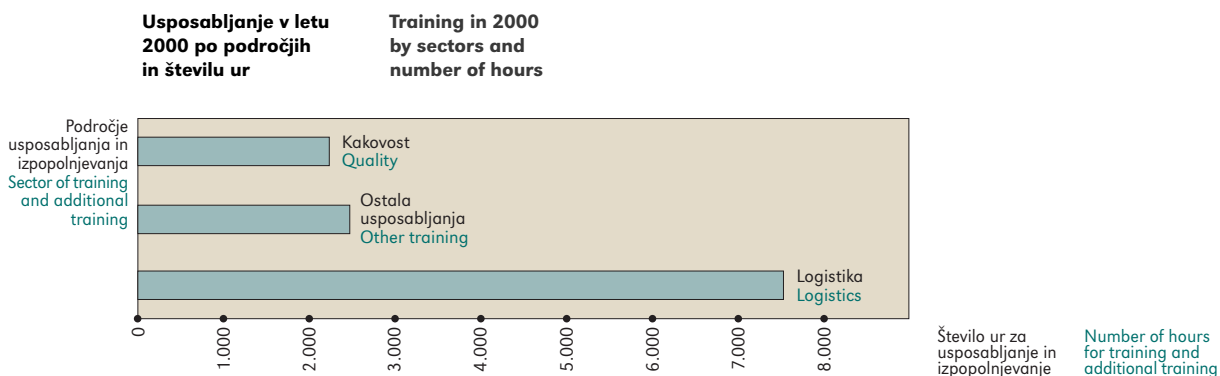
Izobrazbena struktura kadrov od VI. stopnje dalje se v koncernu Intereuropa nenehno izboljšuje, kar dosegamo z zaposlovanjem visoko strokovnih kadrov in s pridobivanjem višje izobrazbe že zaposlenih delavcev.

V matični družbi smo uspeli povečati delež najbolj strokovnih kadrov z 20,9% v letu 1999 na 21,7% v letu

2000. S tem smo skoraj izpolnili srednjeročni cilj, ki smo si ga zastavili do leta 2002 in predvideva 22% najstrokovnejših kadrov. Dvig izobrazbene strukture se že odraža v boljših poslovnih rezultatih, vsekakor pa so vplivi izobrazbe dolgoročnega značaja.

**povečali smo delež najbolj strokovnih kadrov**

Stop. šolske izobrazbe Level of education	1999			2000		
	Intereuropa d.d.	Povezane družbe Associated Comp.	Koncern Group	Intereuropa d.d.	Povezane družbe Associated Comp.	Koncern Group
I. - III.	14,5%	16,3%	14,9%	14,0%	18,0%	15,2%
IV. - V.	64,7%	64,7%	64,7%	64,3%	62,5%	63,7%
VI. - VIII.	20,9%	19,0%	20,4%	21,7%	19,5%	21,0%
Skupaj / Total	100%	100%	100%	100%	100%	100%

**4.3.2 Educational structure**

The educational structure of highly qualified staff (from VI. level of education onwards) is steadily improving through employing highly qualified staff and obtaining higher level of education at the group level.

In the parent company we coped with increasing of the highest qualified staff from 20.9 in 1999 to 21.7% in

the year 2000. In terms of plan we nearly met the objectives of our medium-term plan adopted up to the year 2002 to achieve 22% of highly qualified staff. The growth of the educational structure has already shown progress in operational results improved, but these impacts will have long-term effects.

**we increased a share of highly qualified staff**

#### 4.3.3 Usposabljanje

V letu 2000 smo usposabljanje zaposlenih aktivno izvajali predvsem na področju pridobivanja funkcionalnih znanj s področja logistike in kakovosti (predvsem računalniška podpora kakovosti); čemur smo namenili 37 mio SIT (0,1% od čistega prihodka prodaje). Konec leta smo začeli drugo interno šolo poslovne logistike, ki jo nadaljujemo v letu 2001 in jo načrtujemo tudi za menedžerski nivo.

začeli smo drugo interno šolo poslovne logistike



#### 4.3.3 Training

In the year 2000, the active training courses were offered to our staff aimed at improving their skill and knowledge in the fields of logistics and quality (quality computer-aided system, mainly); we allocated 37 million SIT (0.1% of net operating profit) to training. At the end of the year 2000 we followed-up our second "Operating logistics" in-company training school. This year, we are planning to organize this type of training with courses at the managerial level.

we initiated the second "Operating logistics" in-company training school

### **Obvladujemo vse točke na poti.**

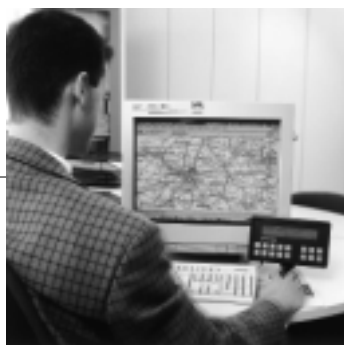
**Spremljamo in nadzorujemo.**

**Z najsodobnejšimi informacijskimi**

**in tehnološkimi orodji vsak**

**trenutek vemo,**

**kje in kako potuje vaše blago.**



### **We manage all points in the route.**

**We monitor and control. By means of the most advanced IT tools we provide complete end-to-end tracking of your goods at any time.**

#### **4.4 CELOVITA KAKOVOST POSLOVANJA**

Celovita kakovost je vodilo poslovanja družbe Intereuropa d.d. celotne mreže naših organizacijskih enot in vsakega posameznika, zato sodi med razvojne elemente, na katerih slonijo strategije uresničevanja poslovne vizije koncerna. Spoštovanje evropskih meril kakovosti nam omogoča konkurenčnost, širitev poslovanja in utrjevanje tržnega deleža.

Skrb za kakovost in njena rast sodi med področja delovanja uprave Intereurope d.d. v družbi pa je organiziran sektor za organizacijo in kakovost, ki je središče sistematičnega izvajanja politike celovite kakovosti.

Sprejeta Politika kakovosti je strnjena v sedem ključnih točk.

1. Celovita kakovost je temeljno vodilo poslovanja družbe Intereuropa d.d. celotne mreže njenih organizacijskih enot in vsakega posameznika.
2. Celovita kakovost poslovanja je naša prednostna naloga, s katero zagotavljamo kupcem hitro, varno,

#### **4.4 TOTAL QUALITY MANAGEMENT**

Total quality management is a guiding principle of the Intereuropa Group, the whole network of its organizational units as well as of each staff member; therefore it is a core objective of the development directives aiming at implementing business strategies and the vision of the Group. We are applying the European criteria on quality, which allows us to be competitive, expand our operations and retain our market share.

The Managing Board of the company Intereuropa d.d. assume the responsibility for total quality and grow of operation through establishing the Sector for organization and quality as the centre for a systematic implementation of quality policy.

Total quality policy adopted comprises seven key guidelines.

1. Total quality of operation is the key guideline of the Intereuropa Group, the whole network of its organizational units, as well as of each staff member.

ekonomično in zanesljivo logistiko. S kupci vzpostavljamo vzajemen odnos spoštovanja dogovorjenih meril kakovosti.

3. Prevzemamo evropske kriterije kakovosti, ki nam omogočajo konkurenčnost, širitev poslovanja in ohranjanje tržnega deleža.
4. Celovita kakovost je odraz kulture odnosov in zadovoljstva zaposlenih ter je namenjena zadovoljstvu našega kupca.
5. Vodilno in vodstveno osebje ter vsi zaposleni prevzemamo odgovornost za kakovost ter si zavzeto in ustvarjalno prizadevamo za popolnost naših storitev.
6. Ničesar ne prepuščamo naključju, kakovost stalno spremljamo in izboljšujemo v vseh procesih opravljanja storitev znotraj in zunaj družbe.
7. Rezultat naših prizadevanj za kakovost je dolgoročni poslovni uspeh naše družbe.

2. Total quality of operation is our priority, underlying our goal to provide a fast, safe, economical, reliable and environment-friendly logistics to our customers. We are establishing and developing mutual relationship with our customers, complying with the quality criteria agreed upon.
3. We are applying the European criteria on quality, which allow us to be competitive, expand our operations and retain our market share.
4. Total quality of operation reflects the culture of relations and the satisfaction of our staff, and aims at satisfying our customers, owners and social environment.
5. Top management and executives, as well as all the staff, assume the responsibility for total quality of operation, and are fully dedicated to creativity and perfection of our services.
6. We do not leave anything to chance: we closely monitor and endeavour to improve the quality of all services providing processes within our Group and outside, observing the impact on the environment.
7. The result of our efforts to achieve total quality of operation is the long-term successful performance of our Group.

#### 4.4.1 Enotni standardi kakovosti storitev

V družbi Intereuropa d.d. poslujemo skladno s standardom kakovosti ISO 9002 za izvajanje storitev špedicije, transporta blaga in logistike. V letu 2000 so začeli s projektom pridobivanja standarda tudi v povezani družbi Intereuropa Zagreb, d.o.o..

Certifikat kakovosti ISO 9002 je kot prvi slovenski pomorski agent pridobila tudi družba Interagent d.o.o, naš dolgoročni cilj pa je vzpostavitev sistema kakovosti v vseh povezanih družbah koncerna Intereuropa.



#### 4.4.1 Uniform standards on quality of operation

In the Intereuropa Group d.d. we are operating in accordance with the ISO 9002 Quality Certificate Approval for the services in freight forwarding, goods transport and logistic services. In the year 2000, we also initiated the project for the attainment of the ISO 9002 standard in the associated company Intereuropa Zagreb, d.o.o.. The quality certificate was awarded to Interagent d.o.o. Shipping Agency, who is the first agent in Slovenia to be certified, while our long-term objective aims at instituting the quality system in all associated companies of the Intereuropa Group.

**Skupaj dosežemo cilj.**

**Za vas uresničujemo sklenjene dogovore, zato skupaj prispemo na cilj. Varno in zanesljivo. Samo še podpis in... srečno!**

**Together we achieve a goal.**

**It is for you that we realize our mutual agreements; therefore we achieve our goal together, safely and reliably. Let's put just signature and good luck!**

**4.5 ODGOVORNOST DO OKOLJA****4.5.1 Naravno okolje**

Družba Intereuropa d.d. načrtno razvija do okolja prijazno logistiko. Skladno s tem je Uprava družbe v letu 2000 sprejela sklep o projektu vzpostavitve sistema ravnanja z okoljem. Eden izmed ciljev projekta je pridobitev certifikata kakovosti po referenčnem standardu ISO 14001.

Pri posodobitvi voznega parka v letu 2000 se je Intereuropa odločila za nakup novih ekoloških tovornjakov. Z nazivom "zeleni tovornjak" se tako ponaša že več kot polovica naših tovornjakov. Zmanjševanje neželenih vplivov na okolje je merilo pri nakupih vseh vozil.

**4.5 ENVIRONMENTAL AWARENESS****4.5.1 Natural environment**

The company Intereuropa d.d. is planning to develop environment friendly logistics. In 2000 the Managing Board of the company adopted the resolution on the project related to the establishing of the ecological system. One of the objectives of this project is the attainment of the ISO 14001 Quality Certificate Approval.

In terms of modernization concerning its fleet of vehicles Intereuropa decided to purchase the new ecological trucks. We are proud that nearly half of our trucks are so-called "green trucks". The reduction of undesirable impacts on the environment represents the essential criteria by purchasing all vehicles.

#### 4.5.2 Družbeno okolje

Razdalje med ljudmi, kraji in deželami krajšamo tudi s svojo družbeno odgovornostjo, ki jo uresničujemo z donatorsko in sponzorsko politiko. Naravnani smo k sodelovanju z družbenimi skupnostmi v vseh okoljih, v katerih ustvarjajo naše družbe in zaposleni, na področjih kulture, šolstva, zdravstva in športa.

V letu 2000 smo med ostalimi aktivnostmi sklenili donatorsko pogodbo s Kliničnim centrom v Ljubljani za nakup ultrazvočne aparature za žilno diagnostiko na

Kliniki za kardiologijo. Prispevali smo za gradnjo nove stavbe Pravne fakultete in pridobili naziv "Zlati donator Pravne fakultete Univerze v Ljubljani". Ob koncu lanskega leta smo z donacijo priskočili na pomoč Krajevni skupnosti Log pod Mangartom za prizadete prebivalce ob plazu pod Mangartom.



#### 4.5.2 Social medium

The distances between people, places and countries are shortened through our responsibility to the society by implementing our donation and sponsorship policy. We are aiming at cooperation with social communities in all operational environments of our companies and employees, in the fields of culture, schools, health care and sports.

Among other activities in 2000 we signed the agreement of donation with Clinical Centre in Ljubljana to purchase the ultrasonic appliance for vascular

diagnostics at the Clinic for cardiology. We allotted our funds for the construction of the new Faculty of Law and obtained the recognition "Faculty of Law Golden Donor at the University of Ljubljana".

At the end of last year we helped inhabitants of the local community Log pod Mangartom by our donation when their town was destroyed by a landslide.



#### **4.6 GIBANJE DELNICE IN LASTNIŠKA STRUKTURA**

Tržna vrednost Intereuropine delnice je na dan 31. 12. 2000 znašala 2.690 SIT in se je v letu 2000 povečala za 14%, medtem ko je slovenski borzni indeks SBI20 ostal na isti ravni kot v začetku leta. Večja rast delnice je bila dosežena proti koncu leta, ko so povpraševanje spodbujale informacije v zvezi s prodajo Simobila. Delnica IEKG je bila uspešnejša tudi v primerjavi z indeksom panoge TRS (transport), ki je zrasel za 4%.

#### **4.6 STOCK PERFORMANCE AND OWNERSHIP STRUCTURE**

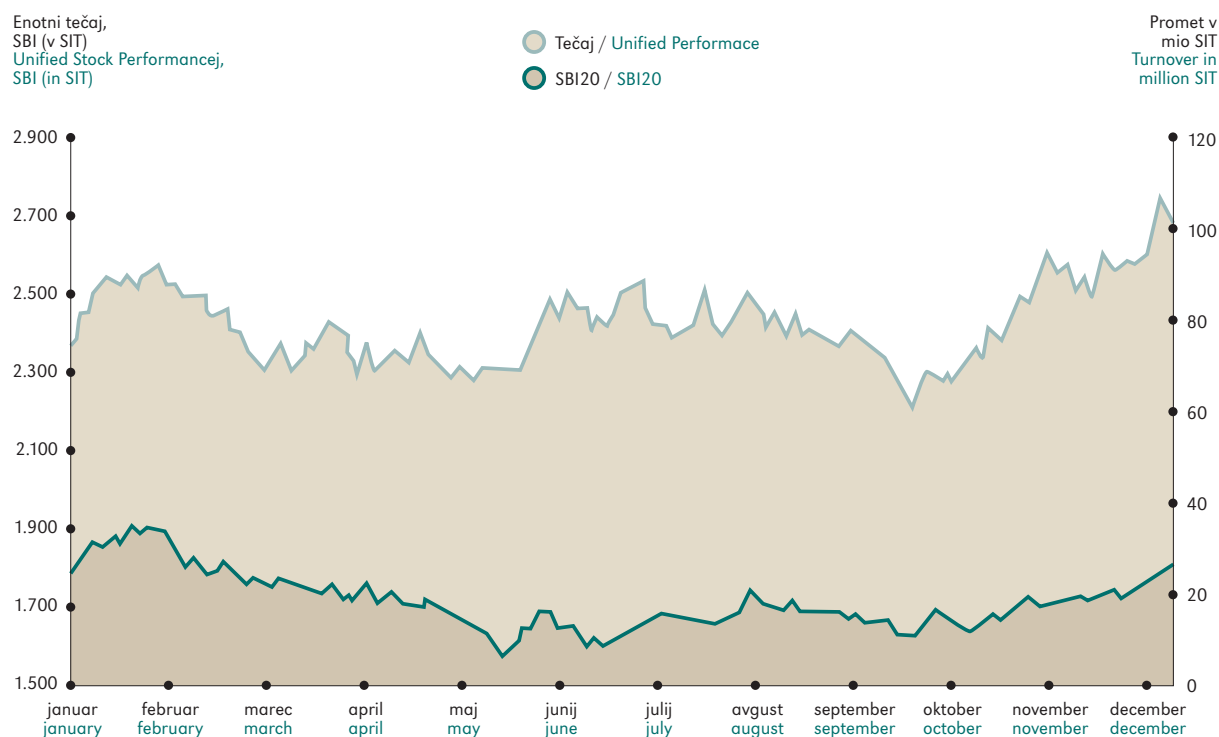
The market value of Intereuropa shares as at 31. 12. 2000 amounted to 2,690 SIT and increased by 14% in 2000, while the Slovene Stock Exchange index SBI20 remained at the same level as at the beginning of the year. The shares grew towards the end of the year when the demand was enhanced by public information related to the sale of the company Simobil. The IEKG share gained positive performance in comparison with the TRS index (transport) that increased by 4%.

V avgustu smo izplačali 140 SIT bruto dividende na delnico, kar predstavlja 75% več kot v letu 1999. Glede na povprečno vrednost delnice v letu 2000 prinaša izplačana dividenda 6% donosnost.

**Tržna vrednost Intereuropine delnice je narasla za 14 odstotkov**

**Graf 4: Gibanje enotnega tečaja in prometa IEKG ter SBI20 v letu 2000**

**Graph 4: Fluctuation of unified performance and IEKG share turnover, and SBI20 in 2000**



In august we increased the gross dividends in the amount of 140 SIT what was represented by 75% more than in the year 1999. In terms of average value of shares in 2000 the yield of paid dividend gained 6%.

**Market value of Intereuropa shares increased by 14 percent**

Skupni promet z delnico IEKG je v letu 2000 znašal 4,3 mld SIT, kar predstavlja približno 4,2% prometa z delnicami v borzni kotaciji. Delež tržne kapitalizacije Intereurope na dan 31. 12. 2000 (19,4 mld SIT) pa predstavlja 3,4% delež v celotni kapitalizaciji borznega trga.

Struktura lastništva se od začetka leta ni bistveno spremenila. Svoj delež še naprej povečujejo finančne institucije ter pooblašcene investicijske družbe, zmanjšuje pa se delež fizičnih oseb in podjetij.

**Lastniška struktura delnic na dan 31. 12. 2000 in 31. 12. 1999**

**Ownership structure as at 31. 12. 2000 and 31. 12. 1999**

	št.delnic No. of shares	31. 12. 00 % %	št.delnic No. of shares	31. 12. 99 % %	razlika / difference: št.delnic No. of shares	% %
Fizične osebe Individuals	2.354.542	33	2.622.823	36	-268.281	-10
- od tega zaposleni - among which employees	1.383.099	19	1.605.393	22	-222.294	-14
Pooblašcene inv. družbe Authorized investment companies	1.651.753	23	1.429.130	20	222.623	16
Odškodninska družba Indemnity Fund	988.382	14	988.382	14	0	0
Finančne institucije Financial Institutions	920.868	13	723.742	10	197.126	27
Kapitalska družba * Capital Fund *	745.135	10	743.670	10	1.465	0
Podjetja Companies	550.020	8	702.953	10	-152.933	-22
<b>Skupaj Total</b>	<b>7.210.700</b>	<b>100</b>	<b>7.210.700</b>	<b>100</b>		

\* Zajema tudi kapitalsko družbo PPS (prvi pokojninski steber).

\* Including also the PPS Capital Fund (first pensionary pillar).

The ownership structure was not changed substantially during the year. The financial institutions and authorized investment funds institutions were increasing continuously their shares, while physical individuals were decreasing their shares.

The total turnover of the IEKG share in 2000 amounted to 4.3 billion SIT being equal to 4.2% of the whole capitalization within exchange quotation. The market capitalization of Intereuropa as at 31.12.2000 (19.4 billion SIT) was equal to 3.4% of the whole capitalization of the stock exchange.



V letu 2001 bo koncern Intereuropa utrjeval svojo vlogo ponudnika logističnih storitev na trgih srednje in jugovzhodne Evrope, s čimer bo uresničeval poslovno vizijo in dosegal pričakovana merila uspešnosti poslovanja.

**V letu 2001 bodo naše aktivnosti usmerjene v:**

- uresničevanje tržne strategije na področju logistike in postopno prilagajanje organizacije koncerna,
- razvoj in usposabljanje kadrov za potrebe logistike,
- dograjevanje in utrjevanje lastne poslovne mreže v tujini,
- izbor in uvajanje programske opreme za celotno obvladovanje poslovnih procesov.



In 2001 the Intereuropa Group will continue to strengthen its role as the leading provider of logistic services on the markets of Central and South-Eastern Europe through implementing its business vision and meeting expected criteria of successful operation.

**In 2001 our activities will be oriented towards:**

- implementation of market strategy in logistic area and step-by-step restructuring of the Group,
- staff development and training for logistic services
- upgrading and reinforcing of own operating network abroad,
- selection and introduction of software for complete management of business processes.

**Za leto 2001 načrtujemo:**

- prodajo v višini 43,3 mld SIT (205 mio EUR), kar pomeni rast +6%,
- rast prodaje na vseh poslovnih področjih,
- bruto dobiček v višini 2,7 mld SIT in sredstva v višini 38,5 mld SIT,
- bruto donos na kapital 11,0% in bruto donos na sredstva 6,9%,
- investicije v logistično infrastrukturo in informacijsko tehnologijo 3,2 mld SIT.

V Intereuropi smo prepričani v razvojno strategijo in v uresničevanje ciljev poslovnega načrta za leto 2001. Cilj vsake aktivnosti je zaznati tržne potrebe in jih spremeniti v donosne priložnosti v zadovoljstvo naših kupcev.

**For the year 2001 the Intereuropa Group is planning:**

- sales in the amount of 43.3 billion SIT (205 million EUR), i.e. 6% growth in income,
- increase of sales in all operating areas
- total profit amounting to 2.7 billion SIT and fixed assets amounting to 38.5 billion SIT,
- return on capital (before taxes) of 11.0% and return on assets (before taxes) of 6.9%,
- investments in logistic infrastructure and information technology amounting 3.2 billion SIT.

In Intereuropa we have confidence in the development strategy and in the implementation and achieving of the operation plan targets for the year 2001. The aim of all our activities is to meet market requirements and to convert them into profitable opportunities for the satisfaction of our customers.

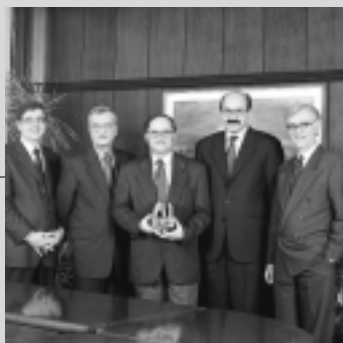
so stvari, ki so močnejše od vas

*there are things stronger than you*



RAČUNOVODSKO POROČILO  
ACCOUNTING REPORT

**Intereuropa je prejela priznanje "Rating 2000" za najvišjo bonitetno oceno A1, ki ga za poslovno solidnost in varno poslovanje družb podeljujeta bonitetni hiši I, d.o.o. iz Ljubljane in nadnacionalna družba Dun & Bradstreet s sedežem v ZDA.**



**Intereuropa was awarded the recognition "Rating 2000" for the highest rating level A1 conferred on business solvency and safety business operations by the rating company I, d.o.o., Ljubljana and the auditing company Dun & Bradstreet with its head office in USA.**

## **6.1 POJASNILA K IZKAZOM SKUPINE INTEREUROPA**

V Skupino Intereuropa so bili na dan 31. 12. 2000 vključene matična družba Intereuropa d.d. ter 8 povezanih družb, v katerih ima Intereuropa d.d. večinski vpliv. V postopku uskupinjevanja skupin so bili v obravnavanem obdobju, glede na primerjalno, prvič vključeni računovodski izkazi povezane družbe STC Celje, d.d.

### **6.1.1 Izkaz stanja**

**Bilančna vsota** skupine je na dan 31. 12. 2000 znašala 39,4 mld SIT in se je glede na 1. 1. 2000 povečala za 23% oz. 7,5 mld SIT. Razlog je v aktivni vlogi investiranja v opredmetena osnovna sredstva in prevzem družbe STC Celje, d.d.

**Gibljiva sredstva** so večja za 19%, toda svojo udeležbo v sredstvih so zmanjšala za 2 odstotni točki. V okviru gibljivih sredstev izstopajo kratkoročne terjatve iz poslovanja, ki so večje za 9%.

## **6.1 EXPLANATIONS TO THE STATEMENTS SHEET OF INTEREUROPA GROUP**

On 31 December 2000 the Intereuropa Group encompassed the parent company Intereuropa d.d. and eight associated companies, where Intereuropa d.d. provided the majority influence. In these processes of group establishment the accounting reports of the associated company STC Celje d.d. were included for the first time.

### **6.1.1 Consolidated balance sheet**

**The assets** of the group as at 31.12.2000 amounted to 39.4 billion SIT and increased by 23% or 7.5 billion SIT compared to 1.1.2000. The reason is attributable, both to the active investment role in tangible fixed assets and the take over of the company STC Celje d.d.

**Current assets** increased by 19%, but their participation was reduced by 2 per cent. In the frame of current assets short term operating receivables are predominant and show an increase of 9%.

Na strani **obveznosti do virov sredstev** ima največjo udeležbo postavka **kapital**. V strukturi obveznosti predstavlja 60%, kar ustreza deležu stalnih sredstev v vseh sredstvih.

#### 6.1.2 Izkaz uspeha

V letu 2000 smo spremenili način vodenja čistih prihodkov od prodaje, kar je vplivalo na višino izkazanega kosmatega donosa. Po novem se od fakturirane realizacije odštejejo le carine, ostali založeni (prefakturirani) stroški pa se pojavijo v postavki stroškov blaga, materiala in storitev. Tak način vodenja prihodkov nima vpliva na dobiček iz poslovanja.

Skupina Intereuropa je v obravnavanem obdobju dosegla 33,2 mld SIT **kosmatega donosa iz poslovanja**, kar pomeni za 22% več kot v letu 1999 oz. za 6 mld SIT več. To je rezultat boljšega poslovanja tako matične družbe kot povezanih družb.

Doseženi **dobiček iz poslovanja** skupine znaša 1.498 mio SIT in je za 7 odstotkov večji od lanskega. Manjšo

A majority in **liabilities** represents the **capital**. In the structure of liabilities it represents 60% corresponding to a share of fixed assets in all the company's assets.

#### 6.1.2 Consolidated statement of income

In the year 2000 we changed the management of net sales revenue what affected the value of gross operating profit. Through a new method customs duties are deducted from invoiced sales only, while other rebilled costs are shown in the item related to costs of material, goods and services. This method of income management has no impact on the operating profit.

The **gross operating profit** of the Intereuropa group aggregated 33.2 billion SIT i.e. an increase of 22% compared to 1999 respectively 6 billion SIT. This is a result of improved operation of the parent company and associated companies.

The Group's **operating profit** achieved was 1,498 million SIT being 7% higher than that of the previous year. We can ascertain a lower growth of expenses in

rast stroškov ugotovimo pri amortizaciji in stroških dela, medtem ko so stroški materiala in storitev nad rastjo kosmatega donosa, na kar so vplivali začetni stroški delovanja nove storitve "Intereuropa Express" ter povečanje stroškov goriva in stroškov podizvajalcev v RC Filiali Transport.

#### 6.1.3 Izkaz finančnih tokov

Aktivno investicijsko dejavnost dokazujejo tudi številke, saj imamo opraviti s čistimi odtoki iz poslovne in investicijske dejavnosti v višini 885 mio SIT, kar smo morali popraviti z dejavnostjo financiranja, kjer smo si s povečanjem dolgoročnih rezervacij in kratkoročnim financiranjem v višini 3.122 mio SIT zagotovili potrebna sredstva.

the depreciation of intangible assets and tangible fixed assets as well as labour costs, while costs of material and services remain above the growth of gross operating profit, what resulted from the initial operational costs of "Intereuropa Express" new services and increased costs of fuel and subcontractors in the Branch Office Transport.

#### 6.1.3 Consolidated statement of changes in financial position

The active investment activities are evidenced by figures, as we deal with net outflows from operational and investment activities amounting 885 million SIT what we needed to adjust by financial activities through increasing long-term provisions and short-term investment in the amount of 3,122 million SIT in order to provide our funds needed.

**6.1.4 Mnenje pooblaščenega revizorja o poslovanju Skupine****namenjeno  
Skupščini delničarjev družbe  
INTEREUROPA d.d., KOPER**

Revidirali smo konsolidiran izkaz stanja Skupine INTEREUROPA, Koper, z dne 31. decembra 2000 ter z njim povezana konsolidirana izkaza uspeha in gibanja finančnih tokov za poslovno leto, ki se je končalo na isti dan. Za našete računovodske izkaze je odgovorno poslovodstvo družbe INTEREUROPA d.d., Koper. Naša odgovornost je, da izrazimo mnenje o njih.

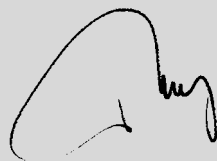
Revidirali smo v skladu s temeljnimi revizijskimi načeli in mednarodnimi revizijskimi standardi. Po teh načelih in standardih smo bili dolžni načrtovati in izvesti revidiranje tako, da bi si pridobili razumno zagotovilo, da konsolidirani računovodski izkazi ne vsebujejo pomembnejših napačnih prikazov. V okviru revizije smo preiskali dokaze, ki podpirajo zneske in razkritja v konsolidiranih računovodskih izkazih. Ocenili smo tudi računovodske standarde in pomembnejše metode izkazovanja vrednosti v konsolidiranih računovodskih izkazih, ki jih je uporabilo poslovodstvo, ter ovrednotili razkritja v konsolidiranih računovodskih izkazih. Prepričani smo, da je opravljena revizija dobra podlaga za mnenje o konsolidiranih računovodskih izkazih.

Po našem mnenju konsolidirani računovodski izkazi, našeti v prvem odstavku, v vseh pogledih podajajo resnično in pošteno sliko finančnega stanja Skupine INTEREUROPA, Koper, na dan 31. decembra 2000 in izidov njenega poslovanja ter gibanja finančnih tokov v letu, ki se je končalo z navedenim datumom, v skladu s slovenskimi računovodskimi standardi.


Ljubljana, 6. april 2001

**ERNST & YOUNG**  
*Revizija, davčno in poslovodno  
svetovanje d.o.o. Ljubljana 3*

Direktor  
Franc Prodnik, univ. dipl. ekon.,  
pooblaščen revizor



Alfjo Kocjančič, univ. dipl. ekon.,  
pooblaščen revizor



**6.1.4 Findings of the official Auditor Concerning the Intereuropa Group business operation**

**To the Shareholders  
INTEREUROPA d.d., KOPER**

We have audited the accompanying consolidated balance sheet of INTEREUROPA Group, Koper, as of December 31, 2000 and the related statements of income and changes in financial position for the year then ended. These financial statements are the responsibility of the INTEREUROPA d.d., Koper, management. Our responsibility is to express our opinion on these financial statements.

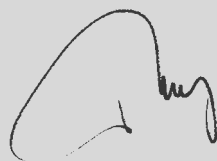
We conducted our audit in accordance with International Standards on Auditing. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining evidence supporting the amounts and disclosures in the financial statements. We also assessed the accounting standards used and significant methods of presentation of values in the financial statements made by the management, as well as evaluated disclosures made in the financial statements. We believe that our audit provides a reasonable basis for our opinion.

In our opinion consolidated financial statements referred to in the first paragraph above present fairly, in all material respects, the financial position of INTEREUROPA Group, Koper, as of December 31, 2000 and of the results of its operations and its funds flow for the year then ended in accordance with Slovene Accounting Standards.

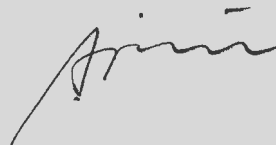
Ljubljana, April 6, 2001

**ERNST & YOUNG**  
*Revizija, davčno in poslovodno  
svetovanje d.o.o.. Ljubljana 3*

Director  
Franc Prodnik, BS Econ.  
Certified Auditor



Alfjo Kocjančič, BS Econ.  
Certified Auditor



## 6.1.5 Izkazi Skupine Intereuropa / Statements of Intereuropa Group

Izkaz stanja / Balance sheet	31. 12. 00	Str. %	31. 12. 99	Str. %	00/99
<b>Sredstva Assets</b>	<b>39.383.498</b>	<b>100</b>	<b>31.890.053</b>	<b>100</b>	<b>123</b>
<b>1. Stalna sredstva Fixed assets</b>	<b>25.058.404</b>	<b>64</b>	<b>19.894.635</b>	<b>62</b>	<b>126</b>
I. Neopredmetena dolgoročna sredstva Intangible assets	145.094	0	47.681	0	304
II. Opredmetena osnovna sredstva Tangible fixed assets	21.792.794	55	17.445.975	55	125
III. Dolgoročne finančne naložbe Long-term financial investments	3.120.516	8	2.400.979	8	130
IV. Popravek kapitala Capital adjustment	0	0	0	0	-
<b>2. Gibljiva sredstva Current assets</b>	<b>14.325.094</b>	<b>36</b>	<b>11.995.418</b>	<b>38</b>	<b>119</b>
I. Zaloge Inventories	75.649	0	106.464	0	71
II. Dolgoročne terjatve iz poslovanja Long-term operating receivables	350	0	762	0	46
III. Kratkoročne terjatve iz poslovanja Short-term operating receivables	10.013.692	25	9.178.799	29	109
IV. Kratkoročne finančne naložbe Short-term financial investments	2.597.892	7	1.485.541	5	175
V. Denarna sredstva Cash	962.258	2	838.831	3	115
VI. Aktivne časovne razmejitve Prepayments and accrued income	675.253	2	385.021	1	175
Zunajbilančna sredstva Off-balance-Sheet Assets	156.606		192.341		81
<b>Obveznosti do virov sredstev Liabilities</b>	<b>39.383.498</b>	<b>100</b>	<b>31.890.053</b>	<b>100</b>	<b>123</b>
<b>1. Kapital Capital</b>	<b>23.593.204</b>	<b>60</b>	<b>20.839.103</b>	<b>65</b>	<b>113</b>
I. Osnovni kapital Capital stock	7.210.700	18	7.210.700	23	100
II. Kapital manjšinskih lastnikov Minor holder's capital	289.320	1	293.933	1	98
III. Nevplačani presežek kapitala Surplus capital unpaid	0	0	0	0	-
IV. Rezerve Reserves	446.027	1	446.027	1	100
V. Preneseni čisti dobiček prejšnjih let Net profit brought forward	2.600.188	7	1.592.451	5	163
VI. Revalorizacijski popravek kapitala Capital revaluation adjustment	11.069.231	28	9.278.756	29	119
VII. Nerazdeljeni čisti dobiček poslovnega leta Undistributed profit of the year	1.977.738	5	2.017.236	6	98
<b>2. Dolgoročne rezervacije Long-term provisions</b>	<b>1.059.338</b>	<b>3</b>	<b>425.995</b>	<b>1</b>	<b>249</b>
<b>3. Dolgoročne obveznosti iz financiranja Long-term financial liabilities</b>	<b>1.921.491</b>	<b>5</b>	<b>1.910.886</b>	<b>6</b>	<b>101</b>
<b>4. Dolgoročne obveznosti iz poslovanja Long-term operating liabilities</b>	<b>5.967</b>	<b>0</b>	<b>17.308</b>	<b>0</b>	<b>34</b>
<b>5. Kratkoročne obveznosti iz financiranja Short-term financial liabilities</b>	<b>3.246.791</b>	<b>8</b>	<b>660.923</b>	<b>2</b>	<b>491</b>
<b>6. Kratkoročne obveznosti iz poslovanja Short-term operating liabilities</b>	<b>8.338.455</b>	<b>21</b>	<b>7.092.394</b>	<b>22</b>	<b>118</b>
<b>7. Pasivne časovne razmejitve Accrued cost and deferred revenues</b>	<b>1.218.252</b>	<b>3</b>	<b>943.444</b>	<b>3</b>	<b>129</b>
Zunajbilančne obveznosti do virov sredstev Off-balance-Sheet Liabilities	156.606		192.341		81

Izkaz uspeha / Statement of income	2000	1999	00/99
A) Čisti prihodki od prodaje Net sales revenues	32.704.852	26.782.371	122
C) Vrednost usredstvenih lastnih proiz. ali storitev Tangible fixed assets	1.575	0	-
Č) Drugi prihodki od poslovanja Other operating revenues	497.791	412.557	121
<b>D) Kosmati donos iz poslovanja Gross operating profit</b>	<b>33.204.218</b>	<b>27.194.928</b>	<b>122</b>
E) Stroški blaga, materiala in storitev Costs of material good and services	22.383.034	17.508.151	128
1. Nabavna vrednost prodanega blaga Purchase value of goods sold	102.372	330.820	31
2. Stroški materiala Cost of materials	1.932.618	1.609.635	120
3. Stroški storitev Cost of services	20.348.044	15.567.696	131
F) Stroški dela Labour costs	7.024.050	6.030.089	116
1. Stroški plač Cost of wages	4.999.217	4.292.146	116
2. Stroški socialnega in pokojninskega zavarovanja Cost of social insurance and pension plan	1.215.569	1.009.789	120
3. Drugi stroški dela Other labour costs	809.264	728.154	111
G) Amortizacija Depreciation	1.795.383	1.600.798	112
H) Odpisi obratnih sredstev Current assets write-offs	330.801	217.212	152
I) Drugi odhodki poslovanja Other operating expenses	173.214	440.357	39
<b>J) Dobiček iz poslovanja Operating profit</b>	<b>1.497.736</b>	<b>1.398.321</b>	<b>107</b>
K) Prihodki od dobička podjetij v skupini Revenues from investments in group members			-
L) Prihodki od dobička drugih Revenues from investments in other	242.633	215.858	112
M) Prihodki od obresti in drugi prihodki financiranja Interest and other financial income	1.168.933	1.207.255	97
1. Prihodki iz obresti iz razmerij do drugih povezanih podjetij Income from interest from relations to group members	0	0	-
2. Prihodki iz obresti iz razmerij do drugih Interest from relations to other	647.768	192.549	336
3. Drugi prihodki financiranja Other financial income	521.165	1.014.706	51
N) Odpisi dolgoročnih in kratkoročnih finančnih naložb Long and short-term investments write-offs	351.626	39.184	897
O) Stroški obresti in drugi odhodki financiranja Interest and other financial expenses	936.208	681.728	137
1. Odhodki za obresti iz razmerij do drugih povezanih podjetij Interest expenses from relations to other associated companies	0	0	-
2. Odhodki za obresti iz razmerij do drugih Interest expenses from relations to others	217.294	133.679	163
3. Drugi odhodki od financiranja Other financial expenses	718.914	548.049	131
<b>P) Dobiček iz rednega poslovanja Profit from ordinary activities</b>	<b>1.621.469</b>	<b>2.100.522</b>	<b>77</b>
R) Izredni prihodki Extraordinary income	1.266.652	691.207	183
S) Izredni odhodki Extraordinary expenses	321.025	392.600	82
<b>Š) Celotni dobiček Total profit</b>	<b>2.567.096</b>	<b>2.399.129</b>	<b>107</b>
T) Davek iz dobička Tax on profit	551.949	314.387	176
<b>U) Čisti dobiček Net profit of the year</b>	<b>2.015.147</b>	<b>2.084.742</b>	<b>97</b>
V) Dobiček manjšinskih lastnikov Net profit of minor holders	53.995	68.602	79

v / in 1000 SIT

<b>Izkaz finančnih tokov v obdobju od 1.1.2000 do 31.12.2000</b> <b>Statement of changes in financial position from 1.1.2000 to 31.12.2000</b>	<b>2000</b>	<b>1999</b>
<b>1. Začetno stanje denarnih sredstev na dan 1.1.2000</b> <b>Opening balance of cash as at 1.1.2000</b>	<b>913.487</b>	<b>844.088</b>
2. Prihodki Revenues	35.882.437	31.917.771
3. Odhodki brez amortizacije in oblikovanja dolgoročnih rezervacij Expenses exclusive of depreciation and provisions for liabilities and charges	31.519.958	27.561.850
4. Davki iz dobička in deleži iz dobička (razen lastnikov) Taxes on profit and participations (except holders)	551.949	342.367
<b>5. Nepopravljeni čisti pritoki pri poslovni dejavnosti (+1+2-3-4)</b> <b>Non-adjusted net inflows from operating activities (+1+2-3-4)</b>	<b>4.724.017</b>	<b>4.857.642</b>
6. Povečanje obveznosti iz poslovanja in PČR Increase in operating liabilities and accrued costs and deferred revenues	792.798	4.188.282
7. Zmanjšanje obveznosti iz poslovanja in PČR Decrease in operating liabilities and accrued costs and deferred revenues	-	-
8. Povečanje terjatev iz poslovanja in AČR Increase in operating receivables and prepaid expenses	273.466	5.404.037
9. Zmanjšanje terjatev iz poslovanja in AČR Decrease in operating receivables and prepaid expenses	-	-
10. Povečanje zalog Increase in inventories	-	15.882
11. Zmanjšanje zalog Decrease in inventories	40.290	-
<b>12. Popravljeni čisti pritoki pri poslovni dejavnosti (+5+6-7-8+9-10+11)</b> <b>Adjusted net inflows from operating activities (+5+6-7-8+9-10+11)</b>	<b>5.283.639</b>	<b>3.626.004</b>
13. Pobotano povečanje neopredmetenih dolgoročnih sredstev Offset increase in intangible long-term assets	93.169	-
14. Pobotano zmanjšanje neopredmetenih dolgoročnih sredstev Offset decrease in intangible long-term assets	-	28.863
15. Pobotano povečanje opredmetenih sredstev Offset increase in tangible assets	4.589.510	3.402.090
16. Pobotano zmanjšanje opredmetenih sredstev Offset decrease in tangible assets	-	-
17. Pobotano povečanje dolgoročnih finančnih naložb Offset increase in long-term financial investments	505.850	194.751
18. Pobotano zmanjšanje dolgoročnih finančnih naložb Offset decrease in long-term financial investments	-	-
19. Pobotano povečanje kratkoročnih finančnih naložb Offset increase in short-term financial investments	980.138	223.367
20. Pobotano zmanjšanje kratkoročnih finančnih naložb Offset decrease in short-term financial investments	-	-
<b>21. Čisti pritoki (odtoki) pri poslovni in investicijski dejavnosti (+12-13+14-15+16-17+18-19+20)</b> <b>Net inflows (outflows) from operating and investment activities (+12-13+14-15+16-17+18-19+20)</b>	<b>-885.028</b>	<b>-165.341</b>
22. Povečanje kapitala (zunaj dobička tekočega leta) Increase in capital (outside the profit for the current year)	-	-
23. Zmanjšanje kapitala (zunaj izgube tekočega leta) Decrease in capital (outside the loss for the current year)	1.115.725	567.074
24. Pobotano povečanje dolgoročnih rezervacij Offset increase in long-term provisions	595.429	452.511
25. Pobotano zmanjšanje dolgoročnih rezervacij Offset decrease in long-term provisions	-	-
26. Pobotano povečanje dolgoročnih obveznosti iz financiranja Offset increase in long-term financial liabilities	-	957.962
27. Pobotano zmanjšanje dolgoročnih obveznosti iz financiranja Offset decrease in long-term financial liabilities	159.464	-
28. Pobotano povečanje kratkoročnih obveznosti iz financiranja Offset increase in short-term financial liabilities	2.527.046	235.430
29. Pobotano zmanjšanje kratkoročnih obveznosti iz financiranja Offset decrease in short-term financial liabilities	-	-
30. Pobotano povečanje obveznosti do lastnikov iz dobička Offset increase in liabilities to holders from profit	-	-
31. Pobotano zmanjšanje obveznosti do lastnikov iz dobička Offset decrease in liabilities to holders from profit	-	-
<b>32. Končno stanje denarnih sredstev na dan 31.12.2000 (+21+22-23+24-25+26-27+28-29+30-31)</b> <b>Closing balance of cash as at 31.12.2000 (+21+22-23+24-25+26-27+28-29+30-31)</b>	<b>962.258</b>	<b>913.487</b>

## 6.2 POJASNILA K IZKAZOM INTEREUROPE d.d.

### 6.2.1 Izkaz stanja

Bilančna vsota matične družbe se je povečala za 18% glede na otvoritveno stanje in na dan 31. 12. 2000 znaša 34,5 mld SIT.

#### Sredstva

Sredstva podjetja sestavljajo stalna in gibljiva sredstva. V izkazu stanja predstavljajo stalna 70%, gibljiva pa 30% vseh sredstev družbe.

V primerjavi z lanskim letom so stalna sredstva porasla za 4.442 mio SIT, predvsem na račun povečanj dolgoročnih finančnih naložb v višini 3.323 mio SIT.

Najpomembnejša postavka stalnih sredstev so opredmetena osnovna sredstva, ki predstavljajo 49% vseh sredstev družbe in so v primerjavi s preteklim letom porasla za 6%.

	31. 12. 2000		31. 12. 1999		index 00/99
	SIT	%	SIT	%	
<b>v 1000 SIT / in 1000 SIT</b>					
<b>Stalna sredstva (I+II+III)</b> <b>Fixed assets</b>	<b>24.084.100</b>	<b>100</b>	<b>19.640.940</b>	<b>100</b>	<b>123</b>
I. Neopredmetena dolgoročna sredstva Intangible fixed assets	136.599	1	46.780	0	292
II. Opredmetena osnovna sredstva Tangible fixed assets	16.973.821	70	15.944.764	81	106
III. Dolgoročne finančne naložbe Long-term financial investments	6.973.680	29	3.649.396	19	191

## 6.2 EXPLANATION TO THE STATEMENTS OF INTEREUROPA d.d.

### 6.2.1 Balance sheet

The assets of the parent company increased by 18% compared to the opening balance sheet as at 31. 12. 2000 amount to 34.5 billion SIT.

#### Assets

The company's assets consist of both fixed and current assets. In the Balance Sheet fixed assets represent 70% and current assets 30% of all the company's assets.

Compared to the previous year fixed assets totalled 4,442 million SIT mainly due to increased long-term financial investments in the amount of 3,323 million SIT.

The most important aspect of fixed assets is tangible assets amounting to 49% of all the company's assets and compared to the previous year increased by 6%.

Zgradbe so porasle za 5% glede na leto 1999. V letošnjem letu so bili opravljeni nakupi prostorov v Baru, prodani pa poslovni prostori v Zagreb Žitnjaku, Varaždinu in preneseni poslovni prostori v stvarni vložek družbe Nova Intereuropa Sarajevo, d.o.o.

Odpisanost osnovnih sredstev družbe je 42,9%, in sicer zgradb 26,5%, opreme 68,37%, pravic pa 60,25%.

Buildings increased by 5% compared to the year 1999. This year we have purchased our premises in Bar, sold those in Zagreb Žitnjak, Varaždin and transferred the premises to real assets of Nova Intereuropa Sarajevo d.o.o.

The assets write-offs amount to 42.9%, i.e. buildings 26.5%, equipment 68.37%, rights 60.25%.

v 1000 SIT / in 1000 SIT	31. 12. 2000		31. 12. 1999		index 00/99
	SIT	%	SIT	%	
<b>Skupaj opredmetena osnovna sredstva</b> <b>Total tangible fixed assets</b>	<b>16.973.821</b>	<b>100</b>	<b>15.944.764</b>	<b>100</b>	<b>106</b>
1. Zemljišča Land	1.208.309	7	1.109.558	7	109
2. Zgradbe Buildings	11.593.531	68	11.014.525	69	105
3. Druga oprema Other equipment	3.824.258	23	3.798.513	24	101
4. Opredmetena osnovna sredstva v gradnji ali izdelavi Tangible fixed assets under construction or being built	342.435	2	21.932	0	1561
5. Predujmi za opredmetena osnovna sredstva Advance money for tangible fixed assets	5.288	0	236	0	2241

v mio SIT / in million SIT

<b>Večja vlaganja v osnovna sredstva v letu 2000:</b>	<b>SIT</b>
<b>Nove nabave</b> <b>New purchases</b>	<b>852</b>
Poslovni prostori Premises	14
Tovornjaki, vlačilci Trucks, tractors	371
Prikolice, polprikolice Trailers, semi trailers	224
Osebnih avtomobilov in kombinirana vozila Cars and delivery vans	56
Viličarji, tračna enota Crane trucks, conveyors	25
Računalniška oprema Computer equipment	104
Ostala oprema Other equipment	58
<b>Dokupi na obstoječa osnovna sredstva</b> <b>Additional purchases to existing assets</b>	<b>96</b>
<b>Investicijska vzdrževanja</b> <b>Investment maintenance</b>	<b>43</b>

Dolgoročne finančne naložbe so porasle za 91% glede na preteklo leto, na kar je najbolj vplivalo povečanje naložb v povezane družbe zaradi novih vlaganj in doseženih rezultatov povezanih družb, ki so v lanskem letu porasle kar za 213%. Opravili smo nakup nove povezane družbe STC Celje, d.d., ter jo prvič vključili v konsolidacijski obračun 2000, dokapitalizirali Intereuropa Zagreb, d.o.o., ter povečali lastniški delež in odkupili deleže v povezani družbi Intereuropa Split, d.o.o.

Long-term financial investments increased by 91% compared to the previous year and were attributable to an important growth of investments in associated companies due to new investments and results achieved of associated companies showing an increase of 213% in the previous year. The new associated company STC Celje d.d. acquired and included in the consolidated balance sheet 2000 for the first time. Intereuropa Zagreb d.o.o. was capitalized and the ownership share increased as well as shares repurchased in the associated company Intereuropa Split d.o.o.

	31. 12. 2000		31. 12. 1999		index 00/99
	SIT	%	SIT	%	
<b>v 1000 SIT / in 1000 SIT</b>					
<b>Dolgoročne finančne naložbe</b> <b>Long-term financial investments</b>	<b>6.972.778</b>	<b>100</b>	<b>3.649.396</b>	<b>100</b>	<b>191</b>
1. Delnice in deleži podjetij v skupini Shares and company's share in a Group	4.014.485	58	1.284.226	35	313
2. Druge delnice in deleži Other shares and investments	2.711.908	39	1.824.072	50	149
3. Dolgoročno dana posojila drugim Long-term loans to others	246.385	4	541.098	15	46

Gibljiva sredstva predstavljajo 30% vseh sredstev podjetja in kažejo 7% porast v primerjavi s preteklim letom. Vse postavke gibljivih sredstev, razen zalog in dolgoročnih terjatev iz poslovanja, so se povečale, kar vpliva na skupno rast gibljivih sredstev na zadnji dan poslovnega leta. Največji vpliv na povečanje gibljivih sredstev ima povečanje kratkoročnih finančnih naložb za 48% zaradi naložbe sredstev v vrednostne papirje in kratkoročne kredite.

Glede na lansko leto so se kratkoročne finančne naložbe povečale za 48% in popravile svojo udeležbo v sredstvih za odstotno točko. Obe postavki kratkoročnih finančnih naložb sta se povečali, in sicer, kupljeni vrednostni papirji so se povečali za 63 mio SIT (oz. 12%), dani kratkoročni krediti pa za 379 mio SIT (oz. 97%).

	31. 12. 2000		31. 12. 1999		index 00/99
	SIT	%	SIT	%	
<b>v 1000 SIT / in 1000 SIT</b>					
Gibljiva sredstva Current assets	10.406.107	100	9.707.358	100	107
I. Zaloge Inventories	32.526	0	72.638	1	45
II. Dolgoročne terjatve iz poslovanja Long-term operating receivables	350	0	762	0	46
III. Kratkoročne terjatve iz poslovanja Short-term operating receivables	7.973.126	77	7.997.564	82	100
IV. Kratkoročne finančne naložbe Short-term financial investment	1.365.266	13	923.319	10	148
V. Denarna sredstva Cash	440.186	4	385.106	4	114
VI. Aktivne časovne razmejitev Prepaid expenses	594.653	6	327.969	3	181

Current assets represent 30% of all the company's assets and show an increase of 7% compared to the previous year. All items of current assets, other than inventories and long-term operating receivables, increased, what affected a global growth of fixed assets on the year-end day of accounting year. The increase of current assets was primarily attributable to the increase of short-term financial investments amounting to 48 % due to investments in securities and short-term loans.

Compared to the previous year short-term financial investments increased by 48% and adjusted their share in assets by one per cent. Both items of short-term financial investments were higher i.e. acquired securities rose to 63 million SIT (or 12%), short-term loans rose to 379 million SIT (or 97%).

### Obveznosti do virov sredstev

Obveznosti do virov sredstev družbe sestavlja 67% kapitala in 33% drugih obveznosti.

**Kapital** izraža lastniško financiranje družbe in je z vidika družbe njena obveznost do lastnikov. Njegova struktura je razvidna iz spodnje tabele. V primerjavi z lanskim letom se je povečal za 12%, in sicer na račun revalorizacije in prenesenega čistega dobička prejšnjih let.

Med **dolgoročnimi rezervacijami** so evidentirane druge dolgoročne rezervacije v zvezi z dolgoročnimi obveznostmi iz finančnega najema. Na zadnji dan leta

2000 je opaziti zmanjšanje postavke za 54%, kar priča o poravnavi obveznosti. V celotni strukturi obveznosti do virov sredstev je njihova udeležba nepomembna.

**Dolgoročne obveznosti iz financiranja** zajemajo po stanju na dan 31. 12. 2000 stanje kreditov Slovenske razvojne družbe, d.d., v višini 775 mio SIT in dolgoročna posojila za opremo, najeta pri bankah v višini 245 mio SIT. Glede na lansko leto so manjše za 25%, in sicer zaradi prenosa dela dolgoročne obveznosti do Slovenske razvojne družbe (183 mio SIT) na kratkoročne obveznosti iz financiranja ter odplačila kredita za opremo v višini 158 mio SIT.

	31. 12. 2000		31. 12. 1999		index 00/99
	SIT	%	SIT	%	
<b>v 1000 SIT / in 1000 SIT</b>					
<b>Kapital Capital</b>	<b>23.043.772</b>	<b>100</b>	<b>20.545.170</b>	<b>100</b>	<b>112</b>
I. Osnovni kapital Capital stock	7.210.700	31	7.210.700	35	100
II. Nevplačani presežek kapitala Unpaid surplus of capital	-	-	-	-	-
III. Rezerve Reserves	446.027	2	446.027	2	100
IV. Preneseni čisti dobiček iz prejšnjih let Net profit brought forward	2.600.188	11	1.592.451	8	163
V. Revalorizacijski popravek kapitala Capital revaluation adjustments	11.069.231	48	9.278.756	45	119
VI. Nerazdeljeni dobiček poslovnega leta Undistributed profit of the year	1.717.626	7	2.017.236	10	85

### Liabilities

The company's liabilities consist of, both 67% capital and 33% other liabilities.

The **capital** represents the holder's financing of the company and its liabilities towards the holders from the point of view of the company. Its structure is shown in the table above. Compared to the previous year an increase of 12 % was reported due to revaluation and net profit brought forward.

**Long-term provisions** also encompass other long-term provisions related to long-term liabilities from financial leasing. On the last day of the year 2000 this item was

decreased by 54 % as the evidence of liabilities covered. The share in the entire liabilities structure compared to the source of assets is not relevant.

**Long-term financial liabilities** as at 31.12.2000 include credits of the Slovene Development Company d.d. amounting to 775 million SIT and long-term loans for the equipment, raised at the banks amounting to 245 million SIT in total. Compared to the previous year these liabilities fell by 25% due to transfer of long-term liability of the Slovene Development Company d.d. (183 million SIT) to short-term financial liabilities and credit payoff amounting to 158 million SIT.

**Kratkoročne obveznosti iz financiranja** sestavljajo kratkoročno dobljena posojila pri bankah. Postavka se je glede na lansko leto povečala za 2.634 mio SIT.

**Kratkoročne obveznosti iz poslovanja** so se povečale za 2% in predstavljajo 18% vseh obveznosti do virov sredstev. Glede na preteklo leto se je najbolj povečala postavka obveznosti do delavcev (za 23% oz. za 88 mio SIT), obveznosti do države (za 29 mio SIT) in obveznosti za prejete predujme (za 98 mio SIT).

**Pasivne časovne razmejitve** v izkazu stanja sestavljajo kratkoročno odloženi prihodki in vnaprej vračunani stroški in odhodki. V letošnji strukturi predstavljajo skoraj 3% vseh obveznosti do virov sredstev, v primerjavi z lanskim letom so porasle za 22% na račun kratkoročno odloženih prihodkov.

	31. 12. 2000		31. 12. 1999		index 00/99
	SIT	%	SIT	%	
<b>v 1000 SIT / in 1000 SIT</b>					
<b>Kratkoročne obveznosti iz poslovanja</b> <b>Short-term operating liabilities</b>	<b>6.249.976</b>	<b>100</b>	<b>6.098.961</b>	<b>100</b>	<b>102</b>
1. Kratkoročne obv. do podjetij v skupini kot dobav. Short-term liabilities to group of companies as suppliers	53.068	1	26.995	0	197
2. Kratkoročne obveznosti do drugih dobaviteljev Short-term liabilities to other suppliers	5.348.611	86	5.439.585	89	98
3. Kratkoročne obveznosti do delavcev Short-term liabilities to staff	463.661	7	376.044	6	123
4. Kratkoročne obveznosti do države Short-term liabilities to the State	274.701	4	244.702	4	112
5. Kratkoročne obveznosti za predujme Short-term liabilities for money advances	108.822	2	11.200	0	972
6. Druge kratkoročne obveznosti Other short-term liabilities	1.113	0	435	0	256

**Short-term financial liabilities** consist of short-term loans granted by the banks. This item showed an increase of 2,634 million SIT compared to the previous year.

**Short-term operating liabilities** have increased by 2% and are represented by 18% of all liabilities towards asset sources. Compared to the previous year the liabilities to staff increased substantially (by 23% or 88 million SIT), liabilities to the State (29 million SIT) and liabilities for money advances (98 million SIT).

In the Balance Sheet **accrued cost and deferred revenues** include short-term deferred revenues and the reckoned costs and expenses. In this year's structure they are represented nearly by 3% of all liabilities towards asset sources and are 22% higher than the previous year due to short-term deferred revenues.

Zunajbilančna evidenca predstavlja naslednja sredstva in obveznosti do Slovenske razvojne družbe, d.d.:

v / in 1000 SIT

	SIT
<b>Skupaj zunajbilančna sredstva</b> <b>Total off-balance-sheet assets</b>	<b>102.233</b>
Gradbeni objekti zunaj države Buildings outside the State	65.651
Stanovanja zunaj Republike Slovenije Apartments outside the Republic of Slovenia	19.316
Dolgoročne finančne naložbe v d.o.o. zunaj Republike Slovenije Long-term financial investments in Ltd. outside the Republic of Slovenia	10.467
Sredstva, vložena v nerazvita območja SFRJ Investments in undeveloped territories of SFRY	3.745
Terjatve iz neopravljenih prilivov Accounts receivables	3.054
<b>Viri zunajbilančnih sredstev</b> <b>Off-balance sheet sources</b>	<b>102.233</b>

v mio / in million SIT

Zunajbilančna evidenca / Off-balance-sheet	SIT
Zunajbilančna evidenca na dan 1. 1. 2000 Off-balance Sheet as at 1. 1. 2000	189
(zmanjšanja) opravljeni odkupi in unovčitve v letu 2000 ter opravljena cenitev kot osnova za sklenitev aneksa k pogodbi s SRD-om) (decreases) repurchases and realizations made in the year 2000 and assessed valuation as the basis to conclude the annex attached to the agreement with Slovene Development Company d.d.	-87
Zunajbilančna evidenca na dan 31. 12. 2000 Off-balance Sheet as at 31. 12. 2000	102

Off-balance Sheet Assets show assets and liabilities to the Slovene Development Company d.d.:

**6.2.2 Izkaz uspeha**

V podjetju uporabljamo drugo različico (nemško varianto) izkaza uspeha.

V letu 2000 smo tako kot pri Skupini Intereuropa spremenili način prikazovanja čistih prihodkov iz prodaje. Le-ti znašajo 27 mld SIT in kažejo v poslovnem letu 2000 18,4% nominalni porast; predstavljajo pa razliko med fakturirano realizacijo in založenimi stroški carin.

**Kosmati donos** iz poslovanja je glede na lansko leto porasel za 18%, predvsem zaradi višjih čistih prihodkov iz prodaje.

**Stroški blaga, materiala in storitev** so v letu 2000 porasli za 23% glede na lansko leto. Največjo rast kažejo stroški storitev, in sicer 24% oz. 3.434 mio SIT, med katerimi so tudi prefakturirani stroški (razen carin), ki so vezani na storitveni proces in katerih delež v omenjenem povečanju je 68%.

Glede na lansko leto so **stroški dela** porasli za 11%.

**6.2.2 Statement of income**

Our company uses the second variant (the German one) for the Statement of income.

In the year 2000 we changed the accounting methods of net sales revenues. These amounted 27 billion SIT and showed a nominal increase of 18.4% in the year 2000; they are represented by the difference between the invoices realized and customs costs prepaid.

**Gross operating** profit increased by 18% compared to the previous year mainly due to higher net sales revenues.

In 2000 **Costs of material, goods and services** increased by 23% compared to the previous year. The highest increase is reported in costs of services amounting to 24% or 3,434 million SIT together with rebilled costs (other than customs duties) being associated with service process and represented in the mentioned increase by 68%.

Vsebujejo plače (rast je za 1 odstotno točko višja od rasti stroškov dela), ki pripadajo zaposlenim, v kosmatem znesku, ne glede na poslovni izid, ter tisti del dajatev za socialno in pokojninsko zavarovanje, ki ga družba dodatno obračunava glede na te plače. Sem se všttevajo tudi nadomestila plač, ki v skladu z zakonom, kolektivno pogodbo ali pogodbo o zaposlitvi pripadajo zaposlenim za čas, ko ne delajo, kolikor bremenijo družbo. Naravo plač imajo tudi avtorski honorarji, pogodbe o delu, v kosmatih zneskih, pa tudi dajatve, ki bremenijo izplačevalca-družbo (posebni davek na določene prejemke, prispevki za socialno varnost, ...).

**Amortizacija neopredmetenih dolgoročnih sredstev in opredmetenih osnovnih sredstev**

Amortizacijo izvajamo posamično v okviru najmanjše enote (izpostave). V letu 2000 beležimo 9% porast glede na preteklo leto predvsem zaradi aktiviranj novih opredmetenih osnovnih sredstev v tem letu. Uporabljamo metodo enakomernega časovnega odpisa. Med letom knjižimo začasno amortizacijo, medtem ko na koncu leta opravimo dokončni obračun amortizacije in revalorizacije omenjenih sredstev.

**Labour costs** were up by 11% in comparison with last year. These costs comprise wages (growth ratio is higher by one per cent compared to that of labour costs) pertaining to employees in gross carrying amount, notwithstanding the operating results and that part of costs related to social insurance and pension plan charged additionally to these wages by the company. There are also included various compensations of employees when absent from work in conformity with the Employment Protection Law, collective wage agreement or contract of employment, in case they should be borne by the company. Besides royalties, work contracts in gross amounts including fees to be covered by the paymaster-company (special tax on determined incomes, social security contributions etc.) are also considered as wages.

**Depreciation of intangible assets and tangible fixed assets**

The depreciation is carried out separately within the smallest unit. In the year 2000 we record an increase of 9% compared to the previous year due to activation of new tangible fixed assets in this year. We use the time

Glede na preteklo leto so se **odpisi obratnih sredstev** povečali za 63%; največji delež le-teh (93%) predstavljajo oblikovani popravki vrednosti terjatev po sklepih organa upravljanja in podjetij v stečaju, kar je posledica uveljavljenega zakona o finančnem poslovanju. Preostalih 7% predstavljajo popravki vrednosti rednih terjatev, ki niso poplačljive. V primerjavi s preteklim letom opazimo obratno situacijo.

v 1000 SIT / in 1000 SIT	2000		1999		index
	SIT	%	SIT	%	00/99
<b>Odpisi obratnih sredstev</b> <b>Current assets write-offs</b>	282.706	100	173.907	100	163
Redne terjatve (75 dni) Ordinary claims (75 days)	18.698	7	90.877	52	21
Terjatve po sklepu uprave Claims pursuant the resolution of management	119.439	42	42.881	25	279
Terjatve iz stečajev Claims from bankruptcy	144.569	51	40.149	23	360

method of depreciation. During the year interim depreciation bookkeeping is used, while at the end of the year an accumulated depreciation and assets revaluation is performed.

**Current assets write-offs** increased by 63% compared to the previous year; the major share of the same (93%) is represented by the adjusted receivables pursuant to the resolutions of management and companies in bankruptcy proceedings, resulting from the implementation of Law on Financial Operations. The remaining 7% is represented by adjusted operating receivables being uncollectable. The situation is just the opposite compared to the previous year.

**Drugi odhodki poslovanja** so razne dajatve, ki niso odvisne od poslovnega rezultata (prispevek za onesnaženo vodo, prispevek za stavbno zemljišče, prispevek za gospodarsko zbornico, razne članarine združenjem in kazni za gospodarske prestopke), štipendije dijakom in študentom ter drugi stroški (npr. stroški ustanavljanja predstavništev ipd.). V letu 2000 so v primerjavi s preteklim letom padli za 22%.

#### **Prihodki iz naslova deležev iz dobička podjetij v skupini**

Prihodki iz udeležbe v dobičku povezanih družb so večji za 67% glede na preteklo leto, kar lahko pripišemo pridobitvi nove družbe STC Celje, d.d., in povečanju lastništva v družbah Intereuropa Zagreb, d.o.o., in Intereuropa Split, d.o.o., ter dobrega poslovanja družb Intereurope.

**Other operating expenses** are various duties which do not depend on the operating results (contribution for waste water, building land, Chamber of Economy, various fees for associations and penalties for economic offence), scholarships granted to pupils and students and other costs (e.g. costs related to establishment of representative offices etc.). In 2000 these expenses were reduced by 22% in comparison with the previous year.

#### **Revenues from investments in group members**

The revenues from investment in group members are 67% higher when compared to the previous year. This can be credited to the association with a new company STC Celje d.d. and increased ownership in the companies Intereuropa Zagreb d.o.o. and Intereuropa Split d.o.o. as well as to improved operations by the rest of group members.

<b>v 1000 SIT / in 1000 SIT</b>	
1. STC CELJE d.d.	56.189
2. INTERAGENT d.o.o.	228.055
3. INTERZAV d.o.o.	6.605
4. INTEREUROPA SPLIT d.o.o.	14.078
5. INTEREUROPA SKOPJE d.o.o.	6.012
6. INTEREUROPA SAJAM d.o.o. ZAGREB	47.802
7. INTEREUROPA ZAGREB d.o.o.	121.128
8. INTEREUROPA RTC d.d. VARAŽDIN	197.831
<b>9. Skupaj pripadajoča udeležba v dobičku povezanih družb Total revenues from investments in group members</b>	<b>677.700</b>

#### **Prihodki na podlagi deležev iz dobička drugih**

V postavki vodimo nakazila dividend družb. V letošnjem letu so tovrstni prihodki večji za 11%, predvsem zaradi višjih nakazil deležev (predvsem dividende Banke Koper, d.d., Luke Koper, d.d., Merkurja, d.d., Colorja, d.d., Droge, d.d., Cometa, d.d.,...).

#### **Prihodki iz obresti in drugi prihodki financiranja**

V letošnjem letu so se prihodki iz naslova obresti zmanjšali za 4% .

#### **Odpisi dolgoročnih in kratkoročnih finančnih naložb**

V letošnjem letu so večji za 295 mio SIT glede na lansko leto, predvsem zaradi večjih oblikovanih popravkov vrednosti vrednostnih papirjev (78 mio SIT) in večjega popravka vrednosti naložbe v družbo Cimos International, d.d., v višini 179 mio SIT.

#### **Stroški obresti in drugi odhodki financiranja**

V letu 2000 so se povečali za 62% glede na preteklo leto, predvsem na račun odhodkov obresti, ki so porasli za 129%. Na drugi strani pa so negativne tečajne razlike in drugi odhodki financiranja, kamor uvrščamo

tudi revalorizacijski primanjkljaj (36 mio SIT), porasli za 51%.

**Dobiček iz rednega poslovanja** dobimo, če kosmatemu donosu iz poslovanja odštejemo vse stroške in odhodke, ki so izkazani po naravnih vrstah, dodamo prihodke iz naslova deležev iz dobička podjetij v skupini, prihodke iz obresti in drugih prihodkov iz financiranja ter odštejemo odpise dolgoročnih in kratkoročnih finančnih naložb ter stroške obresti in drugih odhodkov od financiranja. V letu 2000 smo dosegli dobiček iz rednega delovanja v višini 1.469 mio SIT, kar je 21% manj kot v letu 1999, zaradi večjega lanskega doseženega dobička iz financiranja ter višjih stroškovnih kategorij v letu 2000.

**Izredni prihodki** so porasli za 19%, predvsem zaradi izterjanih odpisanih kreditov Cimos International, d.d., kar je posledica postopka prisilne poravnave omenjene delniške družbe, kjer je bil na osnovi sporazuma o konceptu ter izvedbi finančne konsolidacije poslovnega sistema Cimos ter reprogramiranja in konverziji terjatev v delniški kapital in druge oblike sredstev (terjatve,

#### **Revenues from investments in group members**

The revenues refer to the payments of dividends. In this year these revenues increased by 11% due to higher amounts of shares (predominantly dividends of Banka Koper d.d., Luka Koper d.d., Merkur d.d., Color d.d., Droga d.d., Comet d.d. etc.).

#### **Interest revenues and other financial revenues**

In 2000 the interest revenues fell by 4%.

#### **Long-and short-term investments write-offs**

In 2000 they increased by 295 million SIT, compared to the previous year primarily due to adjusted value of securities (78 million SIT) and major value adjustment of investment in the company Cimos International d.d., amounting to 179 million SIT.

#### **Interest and other financial expenses**

In 2000 they increased by 62% compared to the previous year mainly as a result of interest expenses, which increased by 129%. Besides the negative difference of exchange and other financial expenses including revaluation loss (36 million SIT) rose by 51 %.

**Profit from ordinary activities** is aggregated through the deduction of all costs and expenses shown according to categories from gross operating profit by adding revenues from investment in group members, interest revenues and other financial revenues and by deducting long- and short-term investment write-offs and interest and other financial expenses. In 2000 the net operating profit totalled 1,469 million SIT and was reduced by 21% compared to 1999 due to the higher operating profit of the previous year achieved from financing and increased expenses in 2000.

**Extraordinary income** increased by 19%, predominantly due to written off loans of Cimos International d.d. that were paid off by enforcement procedure of the above-said joint stock company. In accordance with the agreement on conversion of our written off claims and the concept as well as implementation related to the consolidation of Cimos operational system in line with reprogramming and conversion of claims in share capital and other funds (receivables, subordinated credit, credit), a final decision to convert our written off claims was adopted.

subordinirani kredit, kredit) dosežen dogovor o konverziji naših odpisanih terjatev.

Tudi postavka pozneje ugotovljenih prihodkov preteklih let je višja od lanske za 19%, predvsem zaradi vračil davka na dodano vrednost.

**Izredni odhodki** so se zaradi vpliva lanskoletnega oblikovanega popravka vrednosti terjatev iz naslova lastninske revizije v višini 184 mio SIT v poslovnem letu 2000 glede na preteklo leto zmanjšali za 38%. Če izločimo omenjeni vpliv, gre za 69% povečanje izrednih odhodkov na račun višjih odhodkov iz naslova prodaje osnovnih sredstev, ki so porasli za 39%.

V letošnjem letu je naša družba dosegla 2.035 mio SIT **celotnega dobička**, kar je za 7% manj kakor v preteklem letu.

Višja **davčna obveznost** za 76% izvira iz višje davčne osnove, kljub upoštevanju letošnje 40% investicijske olajšave, ki znaša 543 mio SIT (nižja za 202 mio od lanske). Največji vpliv ima zaradi izplačila dividend v letu 2000 poraba investicijske olajšave leta 1999.

Later ascertained income from previous years also increased by 19% compared to the previous year due to V. A.T. refund.

In 2000 **extraordinary expenses** were reduced by 38% compared to the previous year due to adjustment of receivables from property revision amounting to 184 million SIT. Through elimination of this impact, an increase of 69% is achieved resulting from extraordinary expenses due to higher expenses related to sales of tangible and intangible fixed assets, which rose by 39%.

In 2000 our company aggregated 2,035 million SIT of **total profit**, showing a decrease of 7% compared to the previous year.

The increased **taxes payable** by 76% resulted from a higher tax liability notwithstanding 40% investment allowances amounting 543 million SIT (decrease by 202 million compared to the last year). The investment allowances of 1999 being used have a significant influence due to dividends payout in the year 2000. We

Opaziti je višje davčne obremenitve in nižje olajšave glede na lansko leto.

Če od celotnega dobička odštejemo davčno obveznost, dobimo **čisti dobiček** za leto 2000, in sicer 1.717.626 tisoč SIT.

can notice additional fiscal charges and lower tax allowances compared to the previous year.

The **net profit** of the year 2000 totalling 1,717,626 thousand SIT is earned by deducting taxes payables from the total profit.

### 6.2.3 Izkaz finančnih tokov

V družbi uporabljamo stopenjsko obliko izkaza finančnih tokov.

V letu 2000 je bila investicijska politika zelo aktivna, saj so čisti pritoki pri poslovni in investicijski dejavnosti negativni v višini 644 mio SIT. Glede na preteklo leto smo največ investirali v dolgoročne finančne naložbe, nekoliko manj pa v osnovna sredstva.

Negativne čiste pritoke je dejavnost financiranja popravila s kratkoročnim financiranjem. Zaradi izplačila dividend je prišlo do definciranja na strani kapitala, vendar je bilo na dan 31. 12. 2000 končno stanje denarnih sredstev 440 mio SIT. Glede na lanskoletno stanje je za 5% večje.

### 6.2.3 Statement of changes in financial position

The company uses the degree form of the statement of changes in financial position.

In 2000 the investment policy was very dynamic as the net inflows from operating and investment activities are negative amounting to 644 million SIT. We diversified largely our long-term financial investments, while the investments in tangible and intangible fixed assets showed a slight decline.

The negative net inflows were adjusted through short-term financing by additional financial activities. The payoff of dividends resulted in disinvestments of capital, but we ended the year with the position of 440 million SIT as at 31.12.2000. Considering that of the previous year it is increased by 5%.

**6.2.4 Mnenje pooblaščenega revizorja o poslovanju Intereurope d.d.****namenjeno  
Skupščini delničarjev družbe  
INTEREUROPA d.d.**

Revidirali smo izkaz stanja družbe INTEREUROPA d.d., z dne 31. decembra 2000 ter z njim povezana izkaz uspeha in izkaz gibanja finančnih tokov za poslovno leto, ki se je končalo na isti dan. Za našete računovodske izkaze je odgovorno poslovodstvo podjetja. Naša odgovornost je, da izrazimo mnenje o njih.

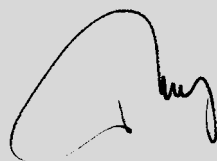
Revidirali smo v skladu s temeljnimi revizijskimi načeli in mednarodnimi revizijskimi standardi. Po teh načelih in standardih smo bili dolžni načrtovati in izvesti revidiranje tako, da bi si pridobili razumno zagotovilo, da računovodski izkazi ne vsebujejo pomembnejših napačnih prikazov. V okviru revizije smo preiskali dokaze, ki podpirajo zneske in razkritja v računovodskih izkazih. Ocenili smo tudi računovodske standarde in pomembnejše metode izkazovanja vrednosti v računovodskih izkazih, ki jih je uporabilo poslovodstvo, ter ovrednotili razkritja v računovodskih izkazih. Prepričani smo, da je opravljena revizija dobra podlaga za mnenje o računovodskih izkazih.

Po našem mnenju računovodski izkazi, našeti v prvem odstavku, v vseh pogledih podajajo resnično in pošteno sliko finančnega stanja družbe INTEREUROPA d.d., na dan 31. decembra 2000 in izidov njenega poslovanja ter gibanja finančnih tokov v letu, ki se je končalo z navedenim datumom, v skladu s slovenskimi računovodskimi standardi.

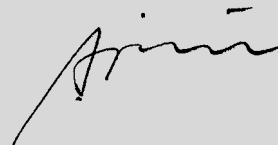
Koper, 2. april 2001

**ERNST & YOUNG**  
*Revizija, davčno in poslovodno  
svetovanje d.o.o. Ljubljana 3*

Direktor  
Franc Prodnik, univ. dipl. ekon.,  
pooblaščen revizor



Alfjo Kocjančič, univ. dipl. ekon.,  
pooblaščen revizor



**6.2.4 Findings of the official Auditor Concerning Intereuropa d.d. business operations**

**To the Shareholders  
INTEREUROPA d.d., KOPER**

We have audited the accompanying balance sheet of INTEREUROPA d.d., as of December 31, 2000 and the related statements of income and changes in financial position for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express our opinion on these financial statements.

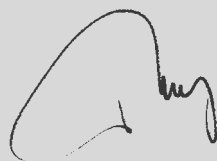
We conducted our audit in accordance with International Standards on Auditing. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining evidence supporting the amounts and disclosures in the financial statements. We also assessed the accounting standards used and significant methods of presentation of values in the financial statements made by the management, as well as evaluated disclosures made in the financial statements. We believe that our audit provides a reasonable basis for our opinion.

In our opinion financial statements referred to in the first paragraph above present fairly, in all material respects, the financial position of INTEREUROPA d.d., as of December 31, 2000 and of the results of its operations and its funds flow for the year then ended in accordance with Slovene Accounting Standards.

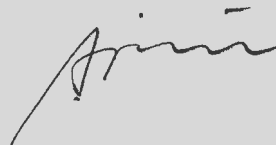
Koper, April 2, 2001

**ERNST & YOUNG**  
*Revizija, davčno in poslovodno  
svetovanje d.o.o.. Ljubljana 3*

Director  
Franc Prodnik, BS Econ.  
Certified Auditor



Alfjo Kocjančič, BS Econ.  
Certified Auditor



## 6.2.5 Izkazi Intereurope d.d. / Statements of Intereuropa d.d.

v / in 1000 SIT

Izkaz stanja / Balance sheet	31. 12. 00	Str. %	31. 12. 99	Str. %	00/99
<b>Sredstva</b> <b>Assets</b>	<b>34.489.304</b>	<b>100</b>	<b>29.348.298</b>	<b>100</b>	<b>118</b>
<b>1. Stalna sredstva</b> <b>Fixed assets</b>	<b>24.083.197</b>	<b>70</b>	<b>19.640.940</b>	<b>67</b>	<b>123</b>
I. Neopredmetena dolgoročna sredstva Intangible assets	136.599	0	46.780	0	292
II. Opredmetena osnovna sredstva Tangible fixed assets	16.973.821	49	15.944.764	54	106
III. Dolgoročne finančne naložbe Long-term financial investments	6.972.777	20	3.649.396	12	191
IV. Popravek kapitala Capital adjustment	0	0	0	0	-
<b>2. Gibljiva sredstva</b> <b>Current assets</b>	<b>10.406.107</b>	<b>30</b>	<b>9.707.358</b>	<b>33</b>	<b>107</b>
I. Zaloge Inventories	32.526	0	72.638	0	45
II. Dolgoročne terjatve iz poslovanja Long-term operating receivables	350	0	762	0	46
III. Kratkoročne terjatve iz poslovanja Short-term operating receivables	7.973.126	23	7.997.564	27	100
IV. Kratkoročne finančne naložbe Short-term financial investments	1.365.266	4	923.319	3	148
V. Denarna sredstva Cash	440.186	1	385.106	1	114
VI. Aktivne časovne razmejitve Prepayments and accrued income	594.653	2	327.969	1	181
Zunajbilančna sredstva Off-balance Sheet Assets	102.233		188.940		54
<b>Obveznosti do virov sredstev</b> <b>Liabilities</b>	<b>34.489.304</b>	<b>100</b>	<b>29.348.298</b>	<b>100</b>	<b>118</b>
<b>1. Kapital</b> <b>Capital</b>	<b>23.043.772</b>	<b>67</b>	<b>20.545.170</b>	<b>70</b>	<b>112</b>
I. Osnovni kapital Capital stock	7.210.700	21	7.210.700	25	100
II. Nevplačani presežek kapitala Unpaid surplus of capital	0	0	0	0	-
IV. Rezerve Reserves	446.027	1	446.027	2	100
V. Prenešeni čisti dobiček prejšnjih let Net profit brought forward	2.600.188	8	1.592.451	5	163
VI. Revalorizacijski popravek kapitala Capital revaluation adjustment	11.069.231	32	9.278.756	32	119
VII. Nerazdeljeni dobiček poslovnega leta Undistributed profit of the year	1.717.626	5	2.017.236	7	85
<b>B) Dolgoročne rezervacije</b> <b>Long-term provisions</b>	<b>87</b>	<b>0</b>	<b>190</b>	<b>0</b>	<b>46</b>
<b>C) Dolgoročne obveznosti iz financiranja</b> <b>Long-term financial liabilities</b>	<b>1.019.833</b>	<b>3</b>	<b>1.360.977</b>	<b>5</b>	<b>75</b>
<b>Č) Dolgoročne obveznosti iz poslovanja</b> <b>Long-term operating liabilities</b>	<b>4.479</b>	<b>0</b>	<b>4.479</b>	<b>0</b>	<b>100</b>
<b>D) Kratkoročne obveznosti iz financiranja</b> <b>Short-term financial liabilities</b>	<b>3.080.034</b>	<b>9</b>	<b>445.998</b>	<b>2</b>	<b>691</b>
<b>E) Kratkoročne obveznosti iz poslovanja</b> <b>Short-term operating liabilities</b>	<b>6.249.976</b>	<b>18</b>	<b>6.098.961</b>	<b>21</b>	<b>102</b>
<b>F) Pasivne časovne razmejitve</b> <b>Accrued costs and deferred revenues</b>	<b>1.091.123</b>	<b>3</b>	<b>892.523</b>	<b>3</b>	<b>122</b>
Zunajbilančne obveznosti do virov sredstev Off-balance Sheet Liabilities	102.233		188.940		54

v / in 1000 SIT

Izkaz uspeha / <b>Statement of income</b>	2000	1999	00/99
A) Čisti prihodki od prodaje Net sales revenues	27.391.107	23.126.431	118
1. na domačem trgu on domestic market	14.495.806	11.869.149	122
2. na tujem trgu on foreign market	12.895.301	11.257.282	114
Č) Drugi prihodki od poslovanja Other operating revenues	429.648	400.525	107
<b>D) Kosmati donos iz poslovanja Gross operating profit</b>	<b>27.820.755</b>	<b>23.526.956</b>	<b>118</b>
E) Stroški blaga, materiala in storitev Cost of material, goods and services	19.671.149	15.990.434	123
1. Nabavna vrednost prodanega blaga Purchase value of goods sold	87.733	137.542	64
2. Stroški materiala Cost of material	1.770.523	1.474.749	120
3. Stroški storitev Cost of services	17.812.893	14.378.143	124
F) Stroški dela Labour costs	5.468.180	4.911.859	111
1. Stroški plač Cost of wages	3.894.060	3.479.726	112
2. Stroški socialnega in pokojninskega zavarovanja Cost of social insurance and pension plan	852.420	744.662	114
3. Drugi stroški dela Other labour costs	721.700	687.471	105
G) Amortizacija Depreciation	1.593.038	1.459.749	109
H) Odpisi obratnih sredstev Current assets write-offs	282.706	173.907	163
I) Drugi odhodki poslovanja Other operating expenses	155.770	198.688	78
<b>J) Dobiček iz poslovanja Operating profit</b>	<b>649.912</b>	<b>792.319</b>	<b>82</b>
K) Prihodki od dobička podjetij v skupini Revenues from investments in group members	677.700	406.357	167
L) Prihodki od dobička drugih Revenues from investments in other	239.746	215.858	111
M) Prihodki od obresti in drugi prihodki financiranja Interest and other financial income	787.434	823.147	96
1. Prihodki iz obresti iz razmerij do podjetij v skupini Income from interest from relations to group members	0	0	-
2. Prihodki iz obresti iz razmerij do drugih povezanih podjetij Income from interest from relations to other associated companies	0	0	-
3. Prihodki iz obresti iz razmerja do drugih Income from interest from relations to other	298.543	152.569	196
4. Drugi prihodki od financiranja Other financial income	488.891	670.578	73
N) Odpisi dolgoročnih in kratkoročnih finančnih naložb Long and short-term investments write-offs	334.595	39.184	854
O) Stroški obresti in drugi odhodki financiranja Interest and other financial expenses	551.370	339.528	162
1. Odhodki za obresti iz razmerij do podjetij v skupini Interest expenses from relations to group members	0	0	-
2. Odhodki za obresti iz razmerij do drugih povezanih podjetij Interest expenses from relations to other associated companies	0	0	-
3. Odhodki za obresti iz razmerja do drugih Interest expenses from relations to other	115.929	50.734	229
4. Drugi odhodki od financiranja Other financial expenses	435.441	288.794	151
<b>P) Dobiček iz rednega delovanja / Profit from ordinary activities</b>	<b>1.468.827</b>	<b>1.858.969</b>	<b>79</b>
R) Izredni prihodki / Extraordinary income	745.340	628.509	119
S) Izredni odhodki / Extraordinary expenses	178.739	289.172	62
<b>Š) Celotni dobiček / Total profit</b>	<b>2.035.428</b>	<b>2.198.306</b>	<b>93</b>
T) Davek iz dobička / Tax on profit	317.802	181.070	176
<b>U) Čisti dobiček / Net profit of the year</b>	<b>1.717.626</b>	<b>2.017.236</b>	<b>85</b>

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Izkaz finančnih tokov v obdobju od 01. 01. 2000 do 31. 12. 2000 Statement of changes in financial position from 01.01.2000 to 31.12.2000	2000	1999
<b>1. Začetno stanje denarnih sredstev na dan 1. 1. 2000</b> <b>Opening balance of cash as at 1.1.2000</b>	<b>419.380</b>	<b>731.346</b>
2. Prihodki Revenues	30.270.975	27.879.301
3. Odhodki brez amortizacije in oblikovanja dolgoročnih rezervacij Expenses exclusive depreciation and provisions for liabilities and charges	26.642.509	23.895.679
4. Davki iz dobička in deleži iz dobička (razen lastnikov) Taxes on profit and participations (except holders)	317.802	197.185
<b>5. Nepopravljeni čisti pritoki pri poslovni dejavnosti (+1+2-3-4)</b> <b>Non-adjusted net inflows from operating activities (+1+2-3-4)</b>	<b>3.730.044</b>	<b>4.517.783</b>
6. Povečanje obveznosti iz poslovanja in PČR Increase in operating liabilities and accrued costs and deferred revenues	-	3.588.843
7. Zmanjšanje obveznosti iz poslovanja in PČR Decrease in operating liabilities and accrued costs and deferred revenues	273.026	-
8. Povečanje terjatev iz poslovanja in AČR Increase in operating receivables and prepaid expenses	-	4.429.341
9. Zmanjšanje terjatev iz poslovanja in AČR Decrease in operating receivables and prepaid expenses	499.207	-
10. Povečanje zalog Increase in inventories	-	-
11. Zmanjšanje zalog Decrease in inventories	46.577	15.613
<b>12. Popravljeni čisti pritoki pri poslovni dejavnosti (+5+6-7-8+9-10+11)</b> <b>Adjusted net inflows from operating activities (+5+6-7-8+9-10+11)</b>	<b>4.002.802</b>	<b>3.692.898</b>
13. Pobotano povečanje neopredmetenih dolgoročnih sredstev Offset increase in intangible long-term assets	85.656	-
14. Pobotano zmanjšanje neopredmetenih dolgoročnih sredstev Offset decrease in intangible long-term assets	-	29.502
15. Pobotano povečanje opredmetenih sredstev Offset increase in tangible assets	1.203.011	1.755.005
16. Pobotano zmanjšanje opredmetenih sredstev Offset decrease in tangible assets	-	-
17. Pobotano povečanje dolgoročnih finančnih naložb Offset increase in long-term financial investments	2.998.584	1.169.926
18. Pobotano zmanjšanje dolgoročnih finančnih naložb Offset decrease in long-term financial investments	-	-
19. Pobotano povečanje kratkoročnih finančnih naložb Offset increase in short-term financial investments	359.772	98.343
20. Pobotano zmanjšanje kratkoročnih finančnih naložb Offset decrease in short-term financial investments	-	-
<b>21. Čisti pritoki (odtoki) pri poslovni in investicijski dejavnosti</b> <b>(+12-13+14-15+16-17+18-19+20)</b> <b>Net inflows (outflows) from operating and investment activity</b> <b>(+12-13+14-15+16-17+18-19+20)</b>	<b>-644.221</b>	<b>699.126</b>
22. Povečanje kapitala (zunaj dobička tekočega leta) Capital increase (outside the profit for the current year)	-	-
23. Zmanjšanje kapitala (zunaj izgube tekočega leta) Capital decrease (outside the loss for the current year)	1.047.544	644.357
24. Pobotano povečanje dolgoročnih rezervacij Offset increase in long-term provisions	-	-
25. Pobotano zmanjšanje dolgoročnih rezervacij Offset decrease in long-term provisions	120	126
26. Pobotano povečanje dolgoročnih obveznosti iz financiranja Offset increase in long-term financial liabilities	-	359.111
27. Pobotano zmanjšanje dolgoročnih obveznosti iz financiranja Offset decrease in long-term financial liabilities	462.271	-
28. Pobotano povečanje kratkoročnih obveznosti iz financiranja Offset increase in short-term financial liabilities	2.594.342	5.627
29. Pobotano zmanjšanje kratkoročnih obveznosti iz financiranja Offset decrease in short-term financial liabilities	-	-
30. Pobotano povečanje obveznosti do lastnikov iz dobička Offset increase in liabilities to holders from profit	-	-
31. Pobotano zmanjšanje obveznosti do lastnikov iz dobička Offset decrease in liabilities to holders from profit	-	-
<b>32. Končno stanje denarnih sredstev na dan 31. 12. 2000</b> <b>(+21+22-23+24-25+26-27+28-29+30-31)</b> <b>Closing balance of cash as at 31.12.2000 (+21+22-23+24-25+26-27+28-29+30-31)</b>	<b>440.186</b>	<b>419.380</b>



## POSLOVNA MREŽA

## NETWORK OF INTEREUROPA

	Telefon / Phone	Telefax
<b>INTEREUROPA d.d.</b>		
<b>Sedež družbe in uprava</b>		
<b>Company's registered office and management</b>		
6504 Koper		
Vojkovo nabrežje 32	+386 / 05 / 664 10 00	664 26 74
<b>Uprava družbe / The Managing Board</b>	664 10 00	664 26 74
<b>Predsednik uprave / President of the Managing Board</b>	664 22 58	664 12 73
<b>Področje</b> financ, računovodstva, notranje revizije in kontrolinga ter informatike	664 22 91	664 13 21
Finance, Accounting, Internal Auditing, Controlling and IT		
<b>Področje</b> špedicije, strateške prodaje in marketinga	664 27 70	664 15 35
Freight Forwarding, Strategic Sales and Marketing	664 15 20	
<b>Področje</b> cestnega in železniškega transporta	664 14 43	664 14 55
Road and Railway Transport		
<b>Področje</b> kadrovsko-socialnih in splošnih zadev	664 22 86	
Human resources		

## SLOVENIJA / SLOVENIA

### Filiala Brnik / Branch office Brnik

#### 4210 Brnik

<b>Brnik 130</b>	04 / 206 28 00	206 28 21
UPS / UPS	281 12 00	202 37 76
UPS brezplačna številka / free phone number	080 / 2112	281 12 27
Paketna distribucija - brezplačna številka	080 / 2100	2100
Package distribution - free phone number		

### Filiala Celje / Branch office Celje

#### 3102 Celje

Kidričeva 38, p.p. 1039 03 / 428 88 00

#### 3252 Rogatec

Mejni prehod Dobovec / Border Pass Dobovec 03 / 582 65 15 582 65 15

#### 3220 Velenje

Simona Blatnika 11 03 / 898 39 00 898 39 80, 898 39 81

### Filiala Jesenice / Branch office Jesenice

#### 4270 Jesenice

Spodnji Plavž 6b 04 / 588 91 00 588 91 09

#### Hrušica

Predor Karavanke / Karavanke Tunnel 04 / 587 10 22 587 13 52

#### Rosenbach / Avstrija / (Področja)

Predor Karavanke / Karavanke Tunnel 04 / 587 13 21 587 10 33

#### 4000 Kranj

Gorenjesavska 4 04 / 202 11 61, 202 11 71 202 18 02, 202 20 20

#### 4290 Tržič

Mejni prehod Ljubelj / Border Pass Ljubelj 04 / 596 35 95 596 33 30

#### 4220 Škofja Loka

Kidričeva 75 04 / 513 29 10, 513 48 67 513 19 99

### Filiala Koper / Branch office Koper

#### 6504 Koper

Vojkovo nabrežje 32 05 / 664 10 00

#### 6281 Škofije

Mejni prehod Škofije / Border Pass Škofije 05 / 654 96 65, 654 94 40 654 91 25, 654 94 40

#### 6240 Kozina

Mejni prehod Krvavi potok / Border Pass Krvavi potok 05 / 680 11 45, 680 20 62 680 20 62

#### 6333 Sečovelje

Mejni prehod Sečovelje / Border Pass Sečovelje 05 / 672 25 46 672 25 47

#### 6333 Sečovelje

Mejni prehod Dragonja / Border Pass Dragonja 05 / 672 24 93 672 24 94

**Filiala Ljubljana / Branch office Ljubljana****1001 Ljubljana****Letališka cesta 35**

DC železniški promet / Railway transport

01 / 585 33 11

01 / 585 32 57

524 55 31

**1116 Ljubljana**

Dunajska 10

Sejem / Fair

01 / 232 02 86, 232 33 50

431 71 52

**5281 Spodnja Idrija**

Spodnja Kanomlja 23b

05 / 377 61 01, 377 61 10

377 61 48

**1310 Ribnica**

Kolodvorska 22

01 / 836 12 82, 836 13 54

836 10 31

**1371 Logatec**

Za železnico 7

01 / 754 34 43, 754 34 73

754 34 53

**1386 Stari trg pri Ložu**

Mejni prehod Babno polje / Border Pass Babno polje

01 / 705 78 89

**Filiala Maribor / Branch office Maribor****2001 Maribor****Tržaška cesta 53**

02 / 420 83 33

332 66 61

**2373 Šentjanž pri Dravogradu**

Otiški vrh 25a

02 / 878 50 94, 878 50 78

878 54 79

**2370 Dravograd**

Mejni prehod Vič / Border Pass Vič

02 / 878 31 35, 878 31 32

878 31 35

**2391 Prevalje**

Pri postaji 11

02 / 823 13 27

823 30 00

**2212 Šentilj v Slovenskih goricah**

Mejni prehod Šentilj / Border Pass Šentilj

02 / 651 00 41, 651 43 61

651 40 01

**9250 Gornja Radgona**

Kerenčičeva 5

02 / 561 10 34

562 19 39

**9000 Murska Sobota**

Nemčavci 1d

02 / 521 11 75, 522 19 46

522 19 26

**2277 Središče ob Dravi**

Mejni prehod Središče ob Dravi / Border Pass Središče ob Dravi

02 / 719 11 04

719 11 51

**2286 Podlehnik**

Mejni prehod Gruškovje / Border Pass Gruškovje

02 / 768 22 81

768 22 91

**9220 Lendava**

Kolodvorska 2

02 / 577 13 27

577 13 28

**9220 Lendava**

Mejni prehod Dolga vas / Border Pass Dolga vas

02 / 578 11 30

578 10 85

**2250 Ptuj**

Rogozniška 33

02 / 778 53 01

778 55 31

**2283 Zavrč**

Mejni prehod Zavrč / Border Pass Zavrč

02 / 761 23 11

761 23 21

**Filiala Nova Gorica / Branch office Nova Gorica**

5000 Nova Gorica

Prvomajska 31

05 / 33576

5290 Šempeter pri Gorici

Mejni prehod Vrtojba-Šempeter / Border Pass Vrtojba-Šempeter

05 / 303 55 84

5216 Most na Soči

Postaja 9

05 / 388 72 22, 388 72 99

388 72 02

5270 Ajdovščina

Tovarniška 4c

05 / 366 23 33, 364 11 92

366 26 07

**Filiala Novo Mesto / Branch office Novo Mesto**

8104 Novo Mesto

Ljubljanska cesta 36

07 / 332 37 04

8270 Krško

Žadovinek 38

07 / 492 23 76

492 20 31

8261 Jesenice na Dolenjskem

Mejni prehod Obrežje / Border Pass Obrežje

07 / 495 73 64

495 73 66

8330 Metlika

Mejni prehod Metlika / Border Pass Metlica

07 / 305 85 79

305 85 97

8330 Metlika

Kolodvorska 2

07 / 305 95 37

305 95 33

8340 Črnomelj

Kanižarica

07 / 354 01 38

354 01 40

**Filiala Sežana / Branch office Sežana**

6210 Sežana

Partizanska 93

05 / 707 01 10

707 01 80

6250 Ilirska Bistrica

Šercerjeva 17

05 / 714 21 14, 714 14 93

714 13 95

6254 Jelšane

Mejni prehod Jelšane / Border Pass Jelšane

05 / 788 50 96

788 51 50

6244 Podgrad

Mejni prehod Starod / Border Pass Starod

05 / 783 56 14

783 54 14

**Filiala Transport Koper / Branch office Transport Koper**

6504 Koper

Vojkovo nabrežje 32

05 / 664 10 00

664 26 74

1001 Ljubljana

Letališka cesta 35

01 / 585 33 11, 585 33 38  
524 82 25, 524 48 48

524 48 48

3102 Celje

Kidričeva 38

03 / 541 98 55, 541 98 54  
541 99 05

541 98 53

2001 Maribor

Tržaška cesta 51

02 / 331 61 77, 331 61 71  
332 51 30, 332 51 31

331 74 55

**Interagent, pomorska agencija, Koper, d.o.o.**  
**Intragent, Shipping Agency, Koper d.o.o.**  
**6504 Koper**  
**Vojkovo nabrežje 32**

05 / 664 10 00 664 29 90  
 664 16 23  
 664 16 26

**Interzav, organizacija za opravljanje**  
**zavarovalnih poslov d.o.o. Koper**  
**Interzav, insurance service provider d.o.o. Koper**  
**6000 Koper**  
**Vojkovo nabrežje 32**

05 / 664 10 00, 664 17 24 664 17 25  
 664 17 22, 664 17 26  
 664 17 23, 664 17 17

**STC Celje, storitve, špedicija in trgovina, d.d.**  
**STC Celje, Services, Forwarding and Trade d.d.**  
**3000 Celje**  
**Kidričeva 36**

03 / 424 21 00 424 21 35

## HRVAŠKA / CROATIA

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<b>21000 Split</b> Put Duja bb	+21 / 347 056, 347 055	347 055
<b>23000 Zadar</b>	+99 / 542 849	312 106
<b>49000 Krapina</b> Žutnica bb	+49 / 371 143	371 143
<b>49000 Macelj</b> Granični prijelaz Macelj / Border Pass Macelj	+49 / 379 043, 379 035	379 035
<b>10432 Bregana</b> Granični prijelaz Bregana, Autoput bb Border Pass Bregana, Autoput bb	+1 / 33 76 434	33 76 435
<b>44000 Sisak</b> Rimska 29	+44 / 521 580	521 188
<b>47000 Karlovac</b> Gunduliševa 8	+47 / 613 727, 613 726	613 725
<b>47276 Žakanje</b> Granični prijelaz Jurovski brod, b.b. / Border Pass Jurovski Brod	+47 / 757 927	757 927
<b>31000 Osijek</b> Gornjodravaska obala 90c	+31 / 283 311, 283 312	283 322
<b>31540 Donji Miholjac</b> Granični prijelaz Donji Miholjac / Border Pass Donji Miholjac	+31 / 632 371	632 371
<b>31304 Duboševica</b> Granični prijelaz Duboševica / Border Pass Duboševica	+31 / 738 234	738 234
<b>35000 Slavonski brod</b> Dr. Mile Budaka 1	+35 / 443 902, 443 905	444 744
<b>34000 Požega</b> Osječka 19a	+34 / 274 859	274 856
<b>32270 Županja</b> Braše Radiša bb	+32 / 83 91 73, 83 91 74	83 91 75
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<b>35400 Nova Gradišk</b> Matije Antuna Reljkoviša 13	+35 / 361 231, 361 205	361 228
<b>48000 Koprivnica</b> Danica bb	+48 / 647 041, 674 042	647 044, 647 049
<b>43000 Bjelovar</b> Vukovarska bb	+43 / 214 232, 214 233	214 234
<b>33000 Virovitica</b> Vinkovačka cesta 14	+33 / 725 662	725 663
<hr/>		
<b>Intereuropa RTC d.d., Varaždin</b>		
<b>42000 Varaždin</b> <b>Vilka Novaka 48c</b>	+42 / 350 767	350 761
<b>42000 Varaždin, Trgovački centar Zrinski</b> Vodnikova 2	+42 / 331 555	331 885

<b>40000 Čakovec</b> Carinski odvojak bb	+40 / 328 375, 328 376	328 374
<b>40324 Goričan</b> Granični prijelaz Goričan / Border Pass Goričan	+40 / 608 018, 608 020	608 019
<b>42320 Ludbreg</b> Koprivnička bb	+42 / 819 332	819 332
<b>40306 Granična referada Trnovec/ Border Pass</b> Macinec	+40 / 858 025	858 015
<b>42208 Granična referada Dubrava Križovljanska</b> Border Pass Dubrava Križovljanska Cestica	+42 / 739 088	739 090

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