

Mi smo Si.mobil / We are Si.mobil
Si.mobil 2002

vedno zame.
si mobil

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Si.mobil 2002

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Ime zbora: Si.mobil telekomunikacijske storitve d.d.

Moto zbora: Mi smo Si.mobil

Prizorišče koncerta v živo: Šmartinska cesta 134b, SI-1000 Ljubljana

Uspešnica: Vse za ljudi, za vse ljudi

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elektronska pošta: info@simobil.si

TRR: 02922-0253100834, davčna številka: 60595256, matična številka: 1196332

številka registrskega vložka: 1/29430/00 Ljubljana, osnovni kapital: 9.300.000.000 SIT

Glavni vokali: Wolfgang Krebs, član uprave za trg • Gustav Mayer, član uprave za finance

Dirigent: Bojan Dremelj, predsednik uprave

Kritiki: Hannes Ametsreiter, član • Stefano Colombo, član •

Janko Kosmina, član • Erich Gnad, namestnik predsednika nadzornega sveta

Boris Nemšič, predsednik nadzornega sveta

Choir name: Si.mobil Telecommunications Services d.d.

Choir motto: We are Si.mobil

Concert venue: Šmartinska cesta 134b, SI-1000 Ljubljana

Our hit: All for the people, for all the people

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Transaction account: 02922-0253100834, tax number: 60595256, registration entry number: 1196332

company identification number: 1/29430/00 Ljubljana, share capital: 9.300.000.000 SIT

Leading vocals:

Wolfgang Krebs, Member of the Management Board, responsible for market

Gustav Mayer, Member of the Management Board, responsible for finance

Conductor: Bojan Dremelj, Chairman of the Management Board

Reviewers: Hannes Ametsreiter, Member • Stefano Colombo, Member •

Janko Kosmina, Member • Erich Gnad, Deputy Chairman of the Supervisory Board

Boris Nemšič, Chairman of the Supervisory Board

Mobilkom 75,001%

Odgovorni za dogodek / Responsible for the concert:

- Mobilkom International GmbH & Co KEG
- Istrabenz, holdinška družba, d.d.
- Intereuropa, mednarodna špedicija, transport in pomorska agencija, d.d.
- Iskratel, telekomunikacijski sistemi, d.o.o.
- Medaljon upravljanje drugih družb d.d.
- Probanka d.d.
- Telemach družba za komunikacijske storitve d.o.o.

Istrabenz 8,24%

Intereuropa 5,48%

Iskratel 5,46%

Medaljon 2,35%

Probanka 2,35%

Telemach 1,12%

Uvertura

Spoštovani!

Si.mobil je med zvezdami slovenskega poslovnega sveta.

Ob tako uspešnem letu, kot je bilo minulo, česa drugega ne moremo reči. Na slovenski trg mobilnih komunikacij smo tudi lani vnesli vedrino. Dali smo veter jadrom, ki vodijo tekmo konkurenčnosti.

Vse skupaj za ljudi, za zadovoljstvo uporabnikov.

Zaživali smo v popolnosti svoje vizije: biti najbolj priljubljen slovenski operater mobilne telefonije. Besedi odgovornost in odličnost se kristalizirata v kakovostnih storitvah in v skrbi za vse ljudi: velike in majhne, mlade in stare. To je bilo leto uspešnih tehnoloških nadgradenj, vrste novih inovativnih izdelkov ter storitev in profesionalnih tržnih pristopov. Ob vsem skupaj pa smo ves čas stopnjevali odgovornost za ljudi, zaposlene, uporabnike, dobavitelje ter naše okolje.

Si.mobil je postal nepogrešljiv del slovenskega okolja.

Zgradili smo svojevrstno soodvisnost med vsemi vidiki makro in mikro okolja.

Za to okolje bomo skrbeli, ga razvijali, mu omogočali rast in mu pomagali k boljšemu življenju.

Ker smo uspešni. Ker smo zdravi. Ker smo del globalnega sveta mobilnih komunikacij.

mag. Bojan Dremelj, predsednik uprave

Overture

After a year as successful as 2002

the only thing we can say is that Si.mobil is among the stars of the Slovenian business world.

Last year we brought freshness to the Slovenian mobile communications market - all for the people, for the happiness of our users. We are living for the perfection of our vision: to be the most liked Slovenian mobile operator.

The two words, responsibility and excellence, crystallize in quality of service and caring for all people: big and small, young and old.

This was a year of successful technological upgrades, a series of new innovative products and services, and professional marketing approach.

During all this we constantly strengthened our responsibility for the people, the employees, the users, the suppliers and the environment.

Si.mobil became an essential part of the Slovenian environment.

We created a unique interdependence among all the views of micro and macro environment.

We will take care of this environment, develop it, give it an opportunity to grow and help it live a better life.

Because we are successful. Because we are healthy. Because we are a part of the global world of mobile communications.

Mag. Bojan Dremelj, Chairman of the Management Board



Za tretjino več poslušalcev na Si.koncertu!

Si.mobil je v poslovnem letu 2002 žel uspehe nove celostne podobe in prenovljene ponudbe storitev iz jeseni 2001.

Positiven prizvok in spodbudni učinki so se odlično zlili s strategijo družbe, ki namenja osrednjo pozornost izpolnjevanju potreb in želja uporabnikov.

Največje merilo učinkovitosti je rast števila uporabnikov.

Ob koncu leta 2002 jih je bilo že 350.000, to pa v primerjavi z 270.000 uporabniki ob koncu leta 2001 pomeni 30-odstotno povečanje.

V istem obdobju se je Si.mobilov tržni delež povečal za 15 % in je ob koncu leta 2002 znašal 23,9 %.

Zgovoren je podatek, da se je celotni slovenski telekomunikacijski trg povečal le za okoli 12,5 %, kar pomeni, da je Si.mobilova rast dvakrat večja kot rast celotnega trga.

Sodelovanje Si.mobila in drugih članov skupine mobilkom austria group (MAG) se je v letu 2002 še poglobilo.

Slovenski uporabniki mobilne telefonije so pridobili še več koristi z redno izmenjavo izkušenj in doseganjem sinergijskih učinkov znotraj skupine na različnih področjih.

Decembra 2002 so se mobilkom austria in slovenski delničarji Si.mobila dogovorili, da bo preostalih 25 % delnic Si.mobila ostalo v lasti slovenskih podjetij še nadaljnjih 5 let.

To pomeni, da bo imel Si.mobil tudi v prihodnje podporo nekaterih večjih in uspešnejših slovenskih podjetij.

Velik korak k mednarodnemu sodelovanju je bil storjen januarja 2003,

ko je Si.mobil skupaj s preostalimi člani skupine MAG podpisal pogodbo o partnerstvu z Vodafonom,

enim izmed največjih svetovnih mobilnih operaterjev. Pogodba prinaša sodelovanje pri skupnem razvoju globalnih produktov in storitev brez kakršnegakoli kapitalskega povezovanja med pogodbenimi strankami. Tisti, ki bodo imeli od tega največje koristi, so seveda Si.mobilovi uporabniki, saj jim bo omogočen dostop do globalnih storitev in priložnosti, ki jih ponuja eden največjih mobilnih operaterjev v svetu.

Si.mobil je v letu 2002 dosegel enega izmed svojih ključnih ciljev: zagotavljati odlične storitve za naše uporabnike.

Si.mobilov Center za pomoč uporabnikom je še izboljšal svojo kakovost in zrasel. Osem maloprodajnih trgovin se je razvilo v prava informacijska središča, kjer lahko ljudje kupujejo naše storitve in dobijo celovite informacije o vsem, kar jih zanima.

Tudi oddelek za poslovne stranke se je zelo uspešno razvil in je še naprej odličen sogovornik za poslovne uporabnike.

Si.mobil je v letu 2002 slovenskemu trgu predstavil kopico novih ter inovativnih produktov in storitev, med njimi je tudi storitev MMS, ki uporabnikom omogoča pošiljanje multimedijjskih sporočil.

Razvili smo nove pakete za naročnike, tako da celoten nabor paketov danes zadovoljuje potrebe vseh segmentov naših uporabnikov.

Leta 2002 je Si.mobil nadaljeval vlaganje v graditev omrežja, ki hkrati omogoča visoko kakovost in pokritost.

Zgrajenih je bilo 98 novih baznih postaj, s čimer je bila dosežena 99-odstotna pokritost slovenskega prebivalstva.

Junija 2002 je bilo zgrajeno tudi omrežje GSM 1800.

One third more fans on the Si.concert!

In 2002 Si.mobil harvest the glory of an entirely new design and a renewed offer of services from autumn 2001.

A positive attitude and stimulating effects blended extremely well with the strategy of the company, which aims its main attention towards fulfilling the needs and wishes of the users.

The best measure of effectiveness is the growth of number of users. At the end of 2002 we had 350.000, and in comparison with the 270.000 at the end of 2001 this means a growth of 30%. In the same period of time Si.mobil's market share grew by 15% and by the end of 2002 amounted to 23,9%. It is interesting to know that the whole Slovenian telecommunications market grew only for about 12,5%, which means that Si.mobil's growth is twice the growth of the whole market.

The cooperation of Si.mobil and other members of the mobilkom austria group (MAG) in 2002 strengthened even further.

Slovenian users of mobile telephony have gained even more benefit with a regular exchange of experiences and attainment of synergic effects within the group in different fields.

In December 2002 mobilkom austria and the Slovenian shareholders of Si.mobil agreed that the remaining 25% of Si.mobil shares would remain in the hands of Slovenian companies for the next 5 years. This means that even in the future Si.mobil will have the support of some of the largest and most successful Slovenian companies.

A big step towards international cooperation was made in January 2003 when Si.mobil, together with the other members of the MAG, signed an agreement about partnership with Vodafone, one of the world's largest mobile operators. The agreement brings cooperation in development of global products and services, without capital involvement among the involved parties.

Those that will gain most from this are of course Si.mobil users, because they will be able to access global services and opportunities offered by one of the biggest mobile service operators in the world.

In 2002 Si.mobil reached one of its main goals - to ensure excellent services for our users.

Si.mobil's customer service centre improved its quality and grew. Eight shops developed into true information centres where it is possible for people to buy our services and get information about everything that interests them.

The keyaccount department developed successfully and is still an excellent source for business users.

In 2002 Si.mobil presented many new and innovative products and services to the Slovenian market. Among them is the MMS service, which makes it possible for users to send multimedia messages. We developed new packages for subscribers, so that our whole offer of packages now satisfies the expectations of all segments of our users.

In 2002 Si.mobil continued investing in the expansion of the network that at the same time ensures high quality and coverage.

98 new base stations were built, which resulted in 99% coverage of the Slovenian population.

In June 2002 the GSM 1800 network was also built.

Za doseganje visoko zastavljenih ciljev so potrebni odlični zaposleni.

Leto 2002 je pokazalo, da je Si.mobil med najbolj priljubljenimi delodajalci, kar dokazuje tudi zelo majhna fluktuacija kadrov.

V skladu s poslovnimi potrebami se je število zaposlenih povečalo z 285 ob koncu leta 2001 na 314 ob koncu leta 2002.

Si.mobil svojim zaposlenim ponuja ustvarjalno in izzivov polno delovno okolje v mednarodni sredini.

Vsi omenjeni dosežki so imeli seveda pozitiven učinek na finančno poslovanje.

Prihodki so se povečali kar za 54 %, z 11,6 milijarde SIT leta 2001 na 17,9 milijarde v letu 2002. Poslovni rezultat pred amortizacijo je bil leta 2002 pozitiven in je znašal 0,4 milijarde SIT (-4,2 milijarde SIT v letu 2001),

torej so bili cilji doseženi. Hkrati to pomeni tudi zelo pomembno prelomnico v razvoju mladega podjetja kot je Si.mobil.

Konkurenčno okolje v Sloveniji je ostro. Čeprav je zakonodajalec že začel uvajati evropsko zakonodajo,

v Si.mobilu pričakujemo, da bo vstop v Evropsko unijo še pripomogel k razvoju konkurenčnosti in sprostitvi trga.

Ob koncu leta je Si.mobil dobil status operaterja s pomembno tržno močjo. Kljub temu, da je Si.mobil ključni udeleženec na slovenskem trgu mobilnih komunikacij, moramo poudariti, da ta odločitev ni povsem v skladu s standardi Evropske unije.

Si.mobil bo investicije nadaljeval tudi v letu 2003.

Leta 2002 je za razvoj omrežja namenil okrog 9 milijard SIT. Za financiranje novih potrebnih naložb bo MAG namenil podjetju nova posojila. Obresti na ta posojila in amortizacija zgoraj omenjenih naložb bosta tudi v letu 2003 prispevala k izgubi, dobiček pa je predviden že leta 2004.

Ker je celotna izguba pred davki v letu 2002 znašala 5,5 milijarde SIT (7,5 milijarde SIT leta 2001),

Si.mobil izkazuje negativen kapital. Zaradi tega dobiva podporo matičnega podjetja, predvsem v obliki posojil lastnika, ki znatno presega negativni kapital. Tudi natančna pravna analiza je potrdila, da slovenski zakoni dolgoročno posojilo lastnika obravnavajo kot zamenjavo za kapital. Si.mobilova kapitalska osnova je torej zadostna in trdna.

Si.mobil bo svojim uporabnikom še naprej ponujal produkte in storitve, ki so rezultat najsodobnejših razvojnih trendov v tehnologiji mobilnih komunikacij. Prihodnost v mobilnih komunikacijah pomenijo hitre multimedijske storitve. Prihodnji meseci bodo pokazali natančno smer tehnološkega razvoja v Sloveniji.

UMTS brez dvoma pomeni napredek, vendar bo za pokritje celotnega prebivalstva s to tehnologijo potrebnih še nekaj let.

Si.mobil bo zato počakal na naslednje korake slovenske vlade na tem področju.

Ne nazadnje želimo izkoristiti to priložnost, da se zahvalimo vsem zaposlenim, naročnikom in poslovnim partnerjem za vsa njihova prizadevanja in zaupanje. Zahvaliti se želimo tudi našemu največjemu delničarju in celotni skupini mobilkom austria za vso podporo v letu 2002. Vsi omenjeni so prispevali k uspešnemu razvoju Si.mobila, saj brez njih ne bi bil mogoč.

Bojan Dremelj, Wolfgang Krebs, Gustav Mayer
Uprava družbe

Excellent employees are required to reach such highly set goals. 2002 showed that Si.mobil is one of the most liked employers, which is also proven by very low fluctuation of skilled employees. In accordance with business needs the number of employees grew from 285 at the end of 2001 to 314 at the end of 2002. Si.mobil offers its employees a creative and challenging work environment in the international environment.

All the mentioned achievements had a positive effect on financial results. Revenues grew by 54%, from SIT 11,6 bn in 2001 to SIT 17,9 bn in 2002. Earnings before interests, taxes and depreciation (EBITDA) was positive in 2002 and amounted to SIT 0,4 bn (SIT -4,2 bn in 2001), therefore the goals were reached. At the same time this also means a very important milestone in the growth of a young company like Si.mobil.

The competitive environment in Slovenia is tough. Even though the legislator has already started to implement the European legislation, we at Si.mobil expect that entry into the European Union will further aid in the development of competition and presence on the single market.

At the end of the year Si.mobil got the status of an Operator with the significant market power. Even though Si.mobil is an important player in the Slovenian market for Mobile Communications, we must stress that this decision is not totally in accordance with the standards of the European Union.

Si.mobil will keep on investing in 2003. In 2002 it spent about SIT 9 bn for the development of the network.

For financing of new necessary investments MAG will devote new funds to the company. The interest for these funds and depreciation of the previously mentioned investments will contribute to a loss in 2003, but a profit is expected in 2004.

Because the loss before taxes in 2002 totalled SIT 5,5 bn (SIT 7,5 bn in 2001), Si.mobil shows a negative capital. Due to this it is getting support from its parent company, mostly in the form of shareholder's loans, which sizeably exceed the negative equity.

Even a precise legal analysis confirmed that the Slovenian laws look upon a long-term loan from the shareholders' as a supplement for equity. Si.mobil's equity base is therefore sufficient and strong.

Si.mobil will continue offering its users products and services, which are a result of the latest development trends in mobile communications technology. The future in mobile communications are fast multimedia services. The future months will show the direction of technological development in Slovenia. Without a doubt UMTS means progress, but a few years will be needed to cover the entire population with this technology. This is why Si.mobil will wait for the next steps of the Slovenian government in this area.

At the end we wish to use this opportunity to thank all our employees, subscribers and business partners for their effort and trust.

We would also like to thank our largest shareholder and the whole mobilkom austria group for all the support in 2002.

All mentioned above contributed to the successful development of Si.mobil, because without them it would not be possible.

Bojan Dremelj, Wolfgang Krebs, Gustav Mayer
Management Board

Mi smo Si.mobil

Leta 2001 je Si.mobil v svojo vizijo zapisal, da želi postati najbolj priljubljen slovenski operater mobilne telefonije, ki z odgovornostjo in odličnostjo izpolnjuje potrebe svojih uporabnikov.

Piše se leto 2003 in še vedno smo tu.

Z uspešnico : Vse za ljudi, za vse ljudi, postajamo vedno bolj priljubljen operater mobilne telefonije.

Prepoznavamo komunikacijske vsebine, ki bi jih želeli spoznati naši uporabniki, z njimi bogatimo svoj repertoar in ga tako ohranjamo vedno sodobnega in zanimivega.

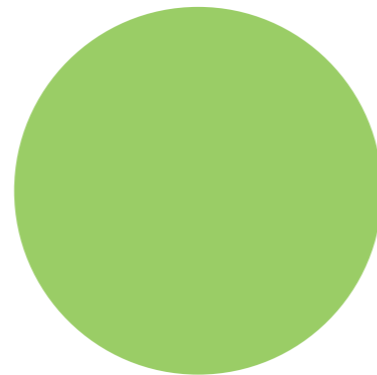
Naš razvoj in moč izvirata iz odličnih ljudi, ki so zaposleni pri Si.mobilu. Brez homogenosti zbora in sledenja zborovodji bi Si.mobil stopical na mestu, tako pa je cilj s skupnim nastopom bliže kot kdajkoli.

Oseben in strokoven razvoj nastopajočih poteka v domačem in prijaznem ozračju, ki omogoča, da se vsak glas kar najbolj uresniči.

Naša temeljna vrednota je odgovornost: v medčloveških odnosih, do uporabnikov, okolja in slovenske družbe. Naravo rešujemo starih mobilnih telefonov, z donacijami prispevamo k omilitvi socialnih razlik, predvsem pa omogočamo fantazijski in miselni energiji, da nemoteno krožita med ljudmi.

Biti priljubljen je častna, zabavna in odgovorna naloga.

Uspešno jo rešujemo.



We are Si.mobil

In 2001 Si.mobil stated in its vision

that it wants to become the most liked Slovenian mobile operator, which fulfils customer needs with excellence and responsibility.

It is the year 2003 and we are still here.

With the hit: All for the people, for all the people we are becoming more and more popular.

We recognise communication contents that our users want to use, we enrich our repertoire with them and so keep it up-to date and interesting.

Our development and power emanate from the excellent people employed at Si.mobil.

Without the homogeneity of the choir and without following the conductor Si.mobil would be tripping on the spot, yet now with a collective appearance the goal is closer than ever.

The personal and technical development of individual members happens in a homely and friendly environment, which makes it possible for every voice to be heard and fulfilled. Our primary value is responsibility in human relations and responsibility towards users, the environment and Slovenian society as much as possible.

We save our nature from old mobile phones, with donations we try to soften social differences and above all we unleash fantasy and thinking energy, so that they fly free among the people.

To become popular is an honourable, pleasurable and responsible task.

We are getting along well.

Jaz sem mi

V življenju mi največ pomenijo medčloveški odnosi, Marjan P., služba za dostopno omrežje, Si.mobil

Prisegamo na znanje, zabavo in pripadnost.

Na videz nezdružljive vrednote se v Si.mobilu združujejo v sodoben življenjski vzorec.

Čeprav je tekmovalnost v podjetju izredno visoka, je tudi pripravljenost pomagati zelo velika.

Če zaposleni odhajamo domov pozno popoldne, nas razgiba interno tekmovanje v malem nogometu.

Če se pojavi strokovna težava, nam podjetje omogoči nadgraditev specifičnega znanja z managerskimi in komunikacijskimi pristopi.

Če je podjetje več kot vsota usod posameznih zaposlenih, potem je Si.mobil gotovo tak primer.

Povezani smo v odličen zbor posameznih karier z dobrimi medsebojnimi stiki, svojim časopisom, rednimi tedenskimi sporočili za zaposlene in drugimi pristopi, ki nas ohranjajo povezane. Šport ima pri tem veliko vlogo. Ustanovljamo tudi nogometno ekipo, ki se bo merila z našimi partnerji in tudi s konkurenčnimi podjetji ter s tem krepila našo samozavest in pripadnost.

Si.mobil je delodajalec, s katerim smo v skorajda družinskem odnosu, ker skrbi za zabavno in izzivov polno delovno okolje, ker spodbuja osebni razvoj, ustvarjalnost in samoiniciativnost zaposlenih.

I am we

What means most to me in life are human relations, Marjan P., network development manager, Si.mobil

We swear to knowledge, fun and belonging.

At Si.mobil seemingly unconnected values join together into a contemporary pattern of life.

Even though the competitiveness in the company is very high, the readiness to help is also very big.

If we, the employees, go home late in the afternoon, we are leisured by an internal indoor football championship.

If an expert problem appears, the company makes it possible for us to upgrade our specific knowledge with managerial and communication approaches.

If a company is more than just a sum of fates of every individual employee then Si.mobil is most certainly a great example.

We are connected together into an excellent choir of individual careers in good relations with each other; we have our own newspaper, regular weekly messages for the employees and other approaches, which keep us connected.

Sport plays a big part in all these. We are also establishing a football team which will compete with our partners and also competition and strengthen our self-confidence and belonging.

Si.mobil is an employer that we have an almost family relationship with, because it makes sure we have an entertaining and challenging work environment and promotes personal development, creativity and self-initiative of the employees.



Mi smo vi

Moj najlepši delovni dan je bil, ko me je poklical nov naročnik paketa Senior in mi sporočil, da je zelo zadovoljen, ker sta s hčerjo, ki živi na drugem koncu Slovenije, spet vzpostavila bolj pristen odnos zaradi daljših in pogostejših pogovorov po mobilnem telefonu!, Sandra Z., Si.mobilova svetovalka na brezplačni številki 080 40 40.

Leta 2003 smo družino Si.mobilovih naročniških paketov povečali za Orto, paket brez mesečne naročnine za mlade, in pa Senior, zasnovan posebej za upokojence. Mladi, ki uporabljajo Orto, lahko pošljejo 30 brezplačnih SMS-ov, upokojenci pa s Seniorjem ob nizki mesečni naročnini dobijo telefon, ki ga je preprosto uporabljati. Z mislijo na večje število tesno povezanih ljudi smo uvedli posebno družinsko tarifo, ki omogoča ugodne pogovore do petim uporabnikom.

Smo petčlanska družina, kot kažejo na televiziji, in tudi mi smo povezani z veliko pentljo ljubezni!, je oglaševalsko akcijo za storitev družinske tarife komentirala Bojana D., gospodinja, Si.mobilova naročnica.

Nismo pozabili niti na predplačnike: s storitvijo Camel uporabnikom paketov Si.mobil Halo ni treba več naročati klicev v tujino oz. uporabljati različnih znakov, ampak lahko kličejo enako preprosto kot naročniki.

Nalašč za tiste, ki se ne morejo vzdržati dolgih pogovorov po mobilnem telefonu, smo oblikovali posebno storitev SMS stanje, s katero lahko kar po SMS-u dobijo informacijo o trenutnem stanju porabe v tekočem mesecu.

We are You

My best day at work was when a new subscriber of the Senior package called and told me that he was very happy because now he and his daughter, who lives on the other side of Slovenia, have established better relations because of longer and more frequent conversations over their mobile phones!, Sandra Z, Si.mobil's advisor on the free number 080 40 40

In 2003 we added the Orto package, without a monthly subscription fee for the youth, and the Senior package, made specially for seniors. The young who use Orto can send 30 free SMS messages and seniors with the Senior get a low monthly subscription fee and a phone which is easy to use.

Thinking about closely linked people we introduced the special family tariff which enables cheaper conversations for up to five users.

We are a family of five people, like they are showing on TV, and we too are connected by a big ribbon of love!, Bojana D., houswife and Si.mobil's subscriber, commented on Si.mobil's advertising campaign

We didn't forget the prepaid users: with the Camel service users of Si.mobil Halo packages no longer have to order international calls; now they can call abroad just as easily as subscribers.

Especially for those who can't stop themselves having long conversations on their mobile phones we made a special service SMS balance, with which it is possible to check your current month's usage by sending a SMS.



Prvi v Sloveniji smo vzpostavili mednarodno sledenje v sistemu GPRS (GPRS gostovanje).

Storitve GPRS lahko Si.mobilovi naročniki neovirano uporabljajo tudi v omrežjih A1 v Avstriji in VIPnet na Hrvaškem.

Za uporabnike storitve GPRS smo oblikovali 3 pakete glede na pogostost uporabe oz. količino prenesenih podatkov. Tako npr. GPRS Unlimited vključuje neomejen prenos podatkov, razlaga David G., produktni vodja.

Posebej ponosni smo na storitev MMS, Multimedia Messaging Service, storitev za izmenjavo multimedijskih sporočil prek mobilnega telefona, ki omogoča takojšnjo dostavo multimedijskih sporočil (slik, fotografij, glasovnih posnetkov, melodij in video posnetkov).

Večkrat gostujem na portalu na spletni stran www.simobil.net: lahko izberem ali pa ustvarim lastne MMS slike ali zvoke; zelo v redu!, Jani K., dijak, uporabnik Si.mobilovih storitev.

Mreža Si.mobilovih prodajnih mest narašča:

1495 prodajnih mest, 88 ekskluzivnih pooblaščenih prodajnih mest in 8 Si.mobilovih prodajnih centrov.

Ti so za naše uporabnike in potencialne kupce postali središča, kjer se lahko seznanijo z novo ponudbo ter storitvami ali pa se zabavajo ob posebnih dogodkih.

V prednovoletnem času smo pred centre postavili posebne jelke tisočeri želja, kjer je lahko vsakdo, ki je na listič napisal dobro željo, dobil darilce.

Novoletne naročnike smo razveselili s čokoladnimi kroglicami - obeski v lični embalaži.

Božiček mi je dal en velik paz!, je navdušen Jurij L., 12 let, pacient pediatrične klinike v Ljubljani.

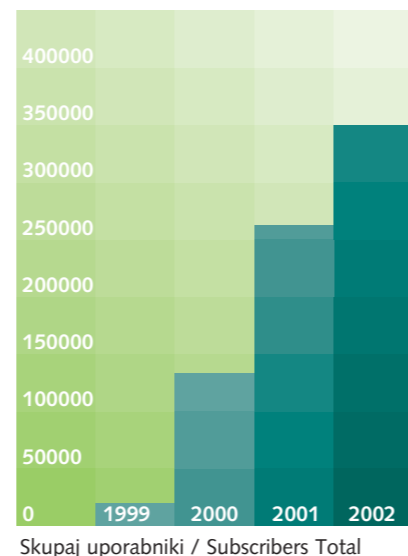
Da, zaigrali smo Božička in bolnišnicam oz. zdravstvenim domovom Ormož, Murska Sobota, Koper, Postojna, Nova Gorica, Jesenice, Kranj, Novo mesto, Črnomelj, Velenje, Slovenj Gradec, Ptuj, Maribor, Celje in Ljubljana, darovali po 500.000,00 SIT in 5 Halo paketov.

Skupno smo slovenskim zdravstvenim ustanovam podarili kar 10 milijonov SIT.

Poleti smo v najbolj vročih krajih, kot so Simonov zaliv, Bled, Čateške in Moravske toplice ter Terme Zreče in Olimje, poskrbeli, da so se mladi in stari obiskovalci zabavali ob Si.mobilovih igrinah Vedno zame, si merili zaljubljenost na Flirtometru, risali telefončke ... ter bili za udeležbo in dosežke nagrajeni s Si.mobilovimi darilci.

V času nogometnega prvenstva smo 4 najbolj spretnim navijačem omogočili izlet v Korejo, kjer so z vročim navijanjem pomagali našim nogometašem.

Mislim, da je Si.mobilov slogan Samo enajst nas je, brcamo pa za dva milijona, zelo dvignil samozavest Slovencev!, ugotavlja Janez N., komunikolog.



We were the first in Slovenia to make available international roaming in the GPRS system (GPRS roaming). Si.mobil's subscribers can also use GPRS services in foreign networks; A1 in Austria and VIPnet in Croatia. For GPRS users we made 3 packages - depending on the frequency of usage or amount of transferred data - for example,

GPRS unlimited includes unlimited transfer of data, explains David G., production manager.

We are especially proud of the MMS service (Multimedia Messaging Service) which makes possible the immediate delivery of multimedia messages (photos, pictures, voice recordings, melodies and video clips).

I often visit the portal on the web page www.simobil.net: I can choose or make my own MMS pictures and sounds. It's very good!, Jani K., student, user of Si.mobil services.

The network of Si.mobil's points of sale is growing:

1495 points of sale, 88 exclusive dealers and 8 of Si.mobil's shops.

These have become centres for our potential customers and users where they can get acquainted with new services and offers or have fun at special events.

In the pre-New Year time we set up special Christmas trees of a thousand wishes in front of our shops.

Everybody who wrote a good wish on a leaf got a present. We surprised New Year subscribers with chocolate balls in neat packaging, which they could decorate their Christmas trees with.

Santa Claus gave me a big puzzle!, said excited Jurij L., 12 years old, a patient of the Paediatric Clinic of Ljubljana.

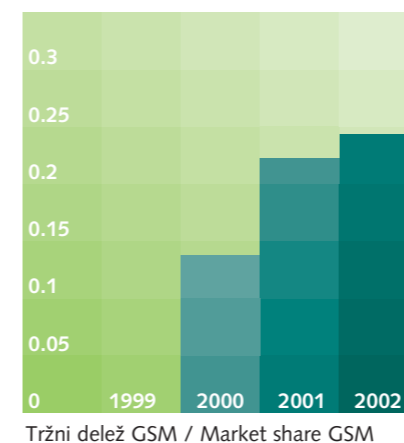
Yes, we became Santa and donated 500.000,00 SIT and 5 Halo packages to hospitals in Ormož, Murska Sobota, Koper, Postojna, Nova Gorica, Jesenice, Kranj, Novo Mesto, Črnomelj, Velenje, Slovenj Gradec, Ptuj, Maribor, Celje and Ljubljana.

Altogether we donated SIT 10 million to various Slovenian hospitals, medical and health centres.

In all the tourist hotspots, like Simonov zaliv, Bled, Čateške and Moravske toplice, Terme Zreče and Olimje, we made sure that during summer all the young and the old visitors had fun with Si.mobil's games Always for me, measured their love on the Flirtometer, drew phones... and were awarded for their participation and achievements with Si.mobil's presents.

During the World Cup in football, we made possible for 4 of the best cheerleaders to go to Korea, where with heated cheering they helped our football team.

I think that Si.mobil's slogan There's only eleven of us but we kick for two million really lifted self-confidence of Slovenes!, states Janez N., sociologist.



Vedno smo na voljo poslovnim uporabnikom, ki se odločajo med različnimi paketi blagovne znamke Si.mobil Business. Naša skrb za poslovnega uporabnika pa se ne konča s prodajo paketa, temveč je vsakemu podjetju dodeljen poseben Si.mobilov predstavnik.

Ker spoštujemo naše uporabnike, smo več kot 60 strokovno usposobljenih agentov organizirali glede na klicne navade uporabnikov, zato je odziv izredno učinkovit.

Poleg dohodnih klicev opravimo tudi veliko odhodnih klicev, kot sta dobrodošlica novim naročnikom in telemarketing. Za komuniciranje z naročniki uporabljamo posebno stran pri računih - obveščamo jih o novostih in dodatnih storitvah.

Obstoječe naročnike pa razvijamo s posebnimi ponudbami, o katerih so obveščeni z osebno pošto.

Si.mobilova družina raste! Konec leta 2002 smo dosegli številko 350.000 uporabnikov, s čimer se je naš tržni delež povečal na 23,9 %.

Čprav se je slovenski telekomunikacijski trg povečal le za 12,5 %, se je tržni delež Si.mobila povečal za 15 %!, navaja Larisa K., tržna analitičarka.

Je potreben še kak dokaz, da naš nastop na telekomunikacijskem prizorišču glasno odmeva in seže v vsako slovensko vas?

We are always available to our business users who decide between the different packages of the Si.mobil Business brand. Our care for the business user does not end with the sale of the package though.

To every company we assign a Si.mobil keyaccount representative.

Because we respect our users, we have organised over 60 of the qualified agents with regard to the calling habits of users, so the response is extremely efficient.

Besides incoming calls we also go through many outgoing calls, like welcoming new subscribers and telemarketing.

Users receive a special informational page every month when they receive their bill - we inform them about new possibilities and additional services. And how do we take care of our long-time subscribers?

We take care of our long-time subscribers by sending them special offers through personal mail.

The family of Si.mobil is growing! At the end of 2002 we had 350.000 users, which caused our market share to rise to 23,9%. Even though the Slovenian telecommunications market only rose for 12,5%,

Si.mobil's market share rose for 15%!, quotes Larisa K., market analyst.

Do you need additional proof that our appearance on the telecommunications scene echoes loudly and reaches every Slovenian village and town?



Mi smo Slovenija

Zaposlujemo predvsem mlade slovenske strokovnjake. Na ta način povečujemo pozitiven vpliv podjetja na okolje, Tamara G., vodja kadrovske službe.

Že štiri leta nastopamo na slovenskem telekomunikacijskem trgu in prenašamo najnovejše evropske trende v dlani naših uporabnikov.

Kot velik kupec vključujemo v svojo dobaviteljsko mrežo prek 90 % slovenskih ponudnikov, navaja Irena G., vodja nabavne službe Si.mobil.

Trudimo se, da bi z mobilnimi komunikacijskimi nitmi prepletli še zadnji odstotek slovenske populacije. Hkrati varujemo okolje in vanj vlagamo.

Vse posege v prostor opravljamo v okviru ekoloških in zdravstvenih standardov, zagotavlja Tamara V., vodja službe za odnose z javnostmi.

V ta okvir sodi odmevna ekološka akcija: "Znebite se starega!", ki je vabila k pravilnemu "recikliranju" starih mobilnikov in nudila ugodne cene novih.

Kot prvi operater smo opozorili na problematiko ustreznega ravnanja z odsluženi mobilnimi telefoni.

Ponosni smo, da se lahko izkažemo kot pokrovitelj družabnih in športnih prireditev ter kot prvi in največji sponzor slovenskega nogometa.

Delček zgodbe o tem, zakaj smo postali hit slovenske mobilne telefonije, se skriva tudi v občutku za socialne teme.

S svojimi donacijami skrbimo za ljudi, ki so pomoči najbolj potrebni. Zato smo v letu 2002 vsa sredstva za donacije namenili zdravju oz. za najnujnejše potrebe večine slovenskih bolnišnic, zatrjuje Tanja D., specialistka za tržno komuniciranje, odgovorna za donacije in sponzorstva, Si.mobil.

We are Slovenia

We predominantly employ young Slovenian experts. In this way we increase the positive influence of the company on the environment, Tamara G., human resources manager

We have been present on the Slovenian telecommunications market for four years and we are bringing the newest European trends into the hands of our users.

As a large buyer we include over 90% of Slovenian suppliers into our net of providers, states Irena G., purchasing manager at Si.mobil.

We are trying to cover the remaining 1% of Slovenian population with threads of mobile communication.

At the same time we protect the environment and invest in it.

When we interfere in the environment we always work within the framework of health and ecological standards, assures Tamara V., PR manager.

Into this framework falls the successful ecological promotion: "Bring your old handset!" which offered proper 'recycling' of old mobile handsets and attractive prices for new ones. We were the first operator to draw attention to this problem. We are proud that we can show ourselves as a sponsor of social and sporting gatherings and as the first and largest sponsor of Slovenian football.

A small part of the story about becoming the hit of Slovenian mobile telephony is hidden in our feeling for social themes.

With our donations we take care of people who are in true need of help. In 2002 we gave all our donation money for the health of Slovenian citizens, respectively for the most urgent needs of the majority of Slovenian hospitals, adds up Tanja D., specialist for marketing communication, responsible for donations and sponsoring.



Ocena koncerta: odlična izvedba zahtevnega dela

Spoštovani!

Vesel sem, da lahko znova poudarim: slovenski Si.mobil je iz leta v leto uspešnejši in upravičuje svoj naziv vodilne telekomunikacijske družbe v Sloveniji za inovacije na področju mobilnih storitev in tehnologij.

Zato mu zaupam, da bo tudi v prihodnosti eden najpomembnejših stebrov razvoja telekomunikacij v Sloveniji. Sinergija skupine mobilkom austria daje polet vsem operaterjem znotraj skupine, tako avstrijskemu Mobilkomu, hrvaškemu VIPnetu, Mobilkomu Liechtenstein kot slovenskemu Si.mobilu. In prav vsak prispeva svoj del k razcvetu, tudi Si.mobil.

Tudi v prihodnje se bomo razvijali skupaj.

Mobilna telefonija dobiva iz leta v leto izjemne in nove razsežnosti in te bomo prek Si.mobila ponudili tudi slovenskim uporabnikom. Velik potencial za prihodnost prinaša tudi sodelovanje skupine mobilkom austria z Vodafonom, enim največjih mobilnih operaterjev na svetu.

Si.mobil je s tem partnerstvom popeljal Slovenijo v Evropo in svet ter svojim uporabnikom ponudil globalno vpetost.

Si.mobilova največja vrlina je filozofija približevanja k ljudem, okolju in svetu.

Zvezda stalnica in zvezda vodnica. Ker v ljudeh išče najboljše in jim ponuja najboljše.

dr. Boris Nemšič, predsednik nadzornega sveta

Concert review: Excellent performance of a demanding work

I am glad that once again I can stress: Slovenian Si.mobil becomes more successful every year and justifies its title of the leading innovator among telecommunication companies in Slovenia for innovations on the field of mobile services and technologies.

This is why I trust that it will stay one of the most important constructors of telecommunications development in Slovenia also in the future.

The synergy of the mobilkom austria group gives wings to all the operators within the group: Austrian Mobilkom, Croatian VIPnet, Mobilkom Liechtenstein and Slovenian Si.mobil. Everyone contributes something to mutual success, also Si.mobil.

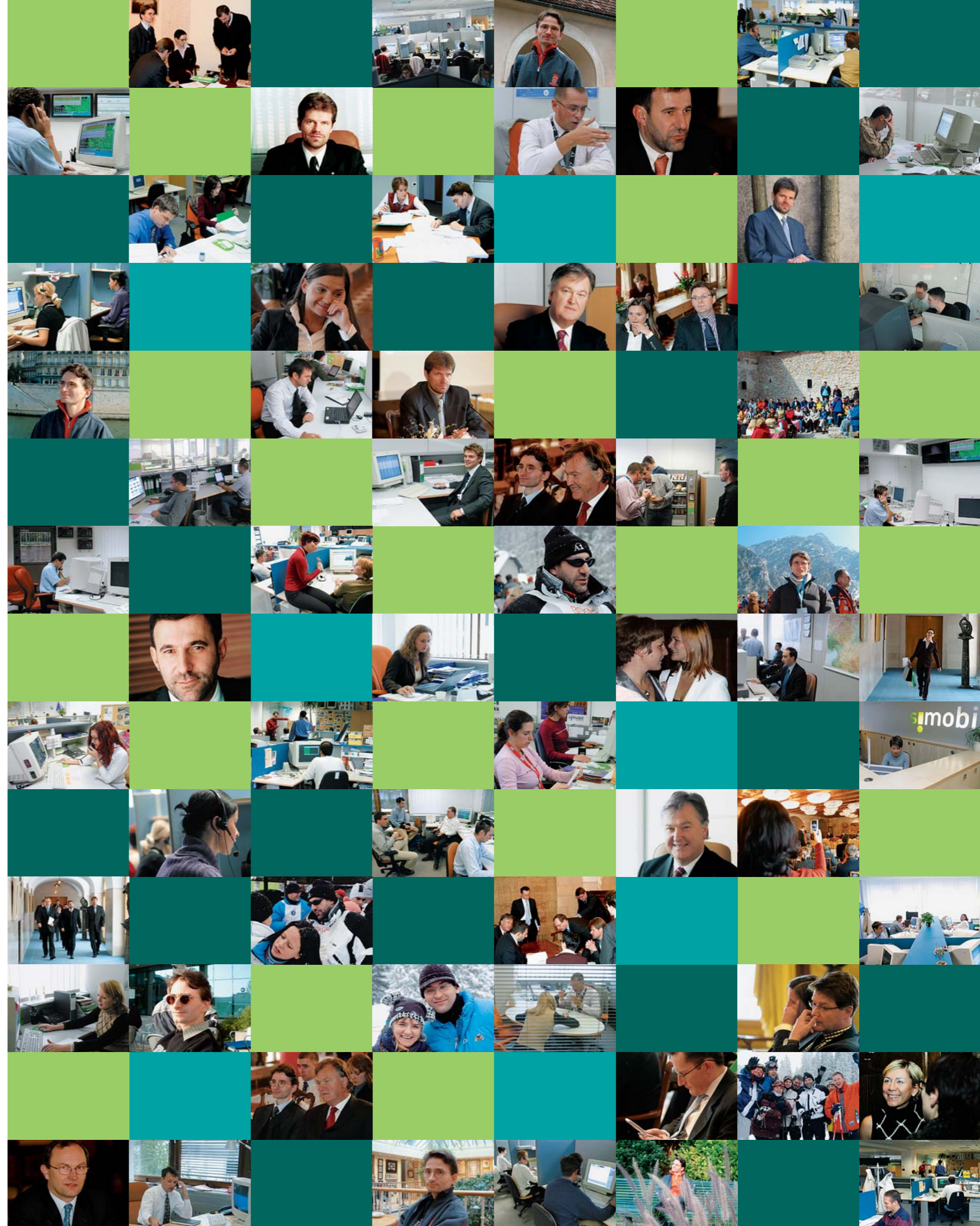
Also in future we will keep growing together. From year to year mobile telephony is getting new dimensions that are offered to Slovenian users through Si.mobil. A lot of opportunities for the future are made possible by the collaboration of the mobilkom austria group with Vodafone, one of the largest mobile operators in the world.

With this partnership Si.mobil took Slovenia into Europe and the world, offering its users global connection.

Si.mobil's biggest asset is the philosophy of coming closer to people, to the environment and to the world.

Si.mobil is the shining star because it searches only for the best in people and offers them the best.

Dr. Boris Nemšič, Chairman of the Supervisory Board



Finančno poročilo za leto 2002

Si.mobil je spet pripravil dve vrsti računovodskih poročil za leto 2002: tiste v skladu s slovenskimi računovodskimi standardi (SRS) in po ameriških standardih (US GAAP). Za Si.mobil je ta poročevalski paket obvezen, ker Telekom Austria (matično podjetje mobilnoma austria) kotira na newyorški borzi (NYSE). Si.mobil poleg letnega poročanja mobilnoma austria sporoča tudi mesečne podatke, ki so v skladu z ameriškimi računovodskimi standardi. Ker standarde US GAAP uporabljajo telekomunikacijske družbe po vsem svetu, Si.mobil za svoj poslovni informacijski sistem in namene poslovnega načrtovanja uporablja podatke, ki so v skladu z US GAAP.

Zato smo se odločili, da bilanco stanja, izkaz poslovnega izida in izkaz finančnega izida prikažemo v skladu s temi standardi*. Te podatke je revidirala KPMG Slovenija zaradi vključitve v konsolidirano računovodsko poročilo mobilnoma austria. Poleg tega je KPMG Slovenija opravila revizijo naših računovodskih poročil v skladu s slovenskimi računovodskimi standardi in izdala revizijsko mnenje brez pridržkov.

Vrhunec naših rezultatov v letu 2002 je brez dvoma dejstvo, da je Si.mobil dosegel pozitivni EBITDA (dobiček pred plačilom obresti, davkov in amortizacijo); to je pomemben mejnik v razvoju mladega podjetja, kot je Si.mobil. Kazalnik EBITDA se je povzpел na 0,4 milijarde SIT, v nasprotju z - 4,2 milijarde SIT leta 2001. Prihodki v letu 2002 so narasli na 17,9 milijarde SIT, kar pomeni 54-odstoten dvig v primerjavi z letom 2001.

Ker je Si.mobil leta 2002 v omrežje vložil okrog 9 milijard SIT in bo vlagal tudi v letu 2003, so bila potrebna nova posojila. V obliki posojil delničarjem jih je priskrbel skupina mobilnoma austria. Odhodki za obresti iz teh posojil in amortizacija za zgoraj omenjene naložbe bodo imeli za posledico negativen rezultat (čisto izgubo) v letu 2003, vendar lahko z letom 2004 pričakujemo čisti dobiček.

*Upoštevati je treba, da podatki v skladu z ameriškimi računovodskimi standardi, predstavljeni v tem letnem poročilu, ne vključujejo učinka, ki ga ima 'Push Down Accounting'; primerni so samo za poročevalski paket za vključitev v konsolidirano računovodsko poročilo skupine Telekom Austria.

Financial Statements for the year 2002

Again, Si.mobil prepared two sets of financial statements for the year 2002: Financial Statements according to Slovene Accounting Standards ("SAS") and a Group Reporting Package according to United States Generally Accepted Accounting Principles ("US GAAP"). This Reporting Package is obligatory for Si.mobil because Telekom Austria (the parent company of mobilnoma austria) is listed on the New York Stock Exchange (NYSE). In addition to the yearly reporting Si.mobil also reports monthly US GAAP figures to mobilnoma austria group. As US GAAP standards are one of the standards used by telecommunication companies all over the world Si.mobil uses US GAAP figures for its Management Information System, for planning and budgeting purposes.

Because of these reasons we decided to present Balance Sheet, Income Statement and Cash flow Statement according to these standards. These figures were audited by KPMG Slovenia for the purpose of inclusion in the Consolidated Financial Statements of mobilnoma austria. In addition to this KPMG Slovenia audited our Financial Statements according to SAS with the result of an unqualified audit opinion.

The main highlight of our result in 2002 is definitely the fact that Si.mobil reached a positive EBITDA ("Earnings before Interest, Taxes, Depreciation and Amortization"); this represents an important milestone in the development of a young company like Si.mobil. The EBITDA amounted to SIT 0,4 bn, compared to SIT - 4,2 bn in 2001. The revenues in 2002 amounted to SIT 17,9 bn, which represents an increase of 54 % compared to 2001.

As Si.mobil invested about SIT 9 bn into the network in 2002 and will continue to invest in 2003 new loans had to be taken in 2002. Mobilnoma austria group provided these loans in the form of shareholder loans. The interest expenses for these loans and the depreciation for the above mentioned investments will result in a negative net income in 2003, however, starting with 2004 net profits are expected.

*It has to be noted that the US GAAP figures presented in this Annual Report do not include the effects of Push Down Accounting; these effects are relevant only for the reporting package, which is used for inclusion in the consolidated Financial Statements of Telekom Austria Group.

Bilanca stanja na dan 31. 12. 2002 in 2001 v skladu z US GAAP
Balance Sheet as of 31 December 2002 and 2001 in accordance with US GAAP

v '000 SIT / in '000 SIT	31.12.2002	31.12.2001
GIBLJIVA SREDSTVA / CURRENT ASSETS		
Denarna sredstva in kratkoročne finančne naložbe / Cash and cash equivalents	285,650	165,214
Kratkoročne terjatve do kupcev / Accounts receivable net of allowance	2,697,297	2,335,931
Kratkoročne terjatve do kupcev v skupini / Due from related parties	45,378	43,775
Zaloge / Inventory	1,817,880	1,470,593
Aktivne časovne razmejitev / Prepaid expenses	1,418,691	772,342
Kratkoročno odloženi davki / Deferred tax assets	73,339	154,029
Ostale kratkoročne terjatve iz poslovanja / Other current assets	1,503,306	1,621,596
Skupaj gibljiva sredstva / Total current assets	7,841,541	6,563,480
STALNA SREDSTVA / LONG TERM ASSETS		
Dolgoročne finančne naložbe / Long term investments	65,444	57,349
Neopredmetena dolgoročna sredstva / Other intangible assets	2,961,998	2,856,082
Opredmetena osnovna sredstva / Property, plant and equipment	19,602,319	12,914,481
Ostala dolgoročna sredstva / Other assets	345,467	328,807
Dolgoročno odloženi davki / Deferred tax assets	2,919,903	4,505,447
Skupaj stalna sredstva / Total long term assets	25,895,131	20,662,166
SKUPAJ SREDSTVA / TOTAL ASSETS	33,736,672	27,225,646
KRA TKOROČNE OBVEZNOSTI / CURRENT LIABILITIES		
Kratkoročne obveznosti iz financiranja / Short term debt and current maturities of long term debt	2,511,752	2,239,274
Kratkoročne obveznosti do dobaviteljev / Accounts payables	9,972,664	8,019,715
Kratkoročno vnaprej vračunani stroški / Accrued liabilities	209,475	683,236
Kratkoročne obveznosti do dobaviteljev v skupini / Related parties	48,404	369,244
Ostale kratkoročne obveznosti iz poslovanja / Other current liabilities	157,031	339,159
Kratkoročno odloženi prihodki / Deferred Income	352,874	350,652
Skupaj kratkoročne obveznosti / Total current liabilities	13,252,202	12,001,281
DOLGOROČNE OBVEZNOSTI / LONG TERM LIABILITIES		
Dolgoročne obveznosti iz financiranja / Long term debt	31,794,851	19,167,360
Dolgoročne obveznosti do zaposlenih / Employee benefit obligations	80,112	58,246
Skupaj dolgoročne obveznosti / Total long term liabilities	31,874,963	19,225,606
KAPITAL / SHAREHOLDERS' EQUITY		
Osnovni kapital / Common Stock	9,300,000	9,300,000
Prenešana izguba iz prejšnjih let / Retained earnings	-20,752,810	-13,518,646
Popravek kapitala / Other comprehensive income	62,318	217,405
Skupaj kapital / Total shareholders' equity	-11,390,492	-4,001,241
SKUPAJ OBVEZNOSTI IN KAPITAL / TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	33,736,672	27,225,646

Izkaz poslovnega izida za leto 2002 in 2001 v skladu z US GAAP
Income Statement for the years 2002 and 2001 in accordance with US GAAP

v '000 SIT / in '000 SIT	2002	2001
Prihodki iz poslovanja / Operating revenues	14,143,007	9,238,325
Prihodki iz naslova medomrežnih povezav / Interconnection revenues	3,745,859	2,397,117
Skupaj prihodki iz poslovanja / Revenues	17,888,866	11,635,442
Stroški blaga in materiala / Material expenses	-3,925,504	-4,556,404
Stroški dela / Employee costs	-1,932,314	-1,347,929
Stroški iz naslova medomrežnih povezav / Interconnection costs	-2,527,043	-2,095,385
Stroški storitev / Other operating expenses	-9,140,532	-7,798,573
Rezultat iz poslovanja pred amortizacijo, obrestmi in davki / Operating result (EBITDA)	363,472	-4,162,850
Amortizacija opredmetenih osnovnih sredstev / Depreciation	-2,893,780	-1,592,000
Amortizacija neopredmetenih dolgoročnih sredstev / Amortization	-226,571	-242,058
Rezultat iz poslovanja pred obrestmi in davki / Net operating result	-2,756,879	-5,996,907
Ostali prihodki in odhodki / Other income - net	-1,198,151	-606,466
Prihodki iz obresti in drugi prihodki financiranja / Interest income	195,619	33,068
Odhodki iz obresti in drugi odhodki financiranja / Interest expense	-1,756,823	-964,211
Rezultat pred obdavčitvijo / Net result before taxes	-5,516,235	-7,534,515
Odloženi davek iz dobička / Deferred income tax	-1,717,929	1,946,116
Čisti dobiček ali izguba / Net result	-7,234,164	-5,588,399
Sprememba popravka kapitala / Other comprehensive income	-155,087	217,405
Čisti dobiček ali izguba po spremembi popravka kapitala / Comprehensive income	-7,389,251	-5,370,994

Izkaz finančnega izida za leto 2002 in 2001 v skladu z US GAAP
Cash Flow Statement for the years 2002 and 2001 in accordance with US GAAP

v '000 SIT / in '000 SIT	2002	2001
Finančni tok iz poslovanja / Cash flow from operations		
Čisti dobiček ali izguba / Net income	-7,389,251	-5,370,994
Amortizacija / Depreciation and amortization	3,120,351	1,834,057
Dobiček/izguba pri prodaji opreme / Result from sale of equipment	28,645	46,510
Spremembe pri dolgoročnih rezervacijah / Change in long term provisions	21,866	58,246
Spremembe obveznosti iz poslovanja in AČR / Change in operating liabilities and accruals	978,443	-3,574,800
Spremembe terjatev iz poslovanja in AČR / Change in operating receivables and deferrals	-907,688	6,310,182
Spremembe vrednosti zalog / Change in inventory	-347,287	-629,863
Spremembe odloženih davkov / Change in deferred taxes	1,666,233	-1,873,648
Finančni tok iz poslovanja / Cash flow from operations	-2,838,688	-3,200,309
Finančni tok iz investiranja / Cash flow from investing activities		
Naložbe v opredm. osnovna sredstva in neopredm. dolgoročna sredstva / Capital expenditures	-9,946,636	-8,570,040
Pritoki iz prodaje osnovnih sredstev / Proceeds from sale of equipment	3,885	149,104
Dolgoročne finančne naložbe / Purchase of investments - long term	0	-57,349
Finančni tok iz investiranja / Cash flow from investing activities	-9,942,751	-8,478,284
Finančni tok iz financiranja / Cash flow from financing activities		
Pritoki iz povečanja dolg. obveznosti iz financiranja / Proceeds from issuance of long-term debt	13,348,677	11,317,513
Sprememba kratkoročnih obveznosti iz financiranja / Change in bank overdrafts and short term debt	-39,061	260,564
Odplačilo glavnice dolgoročnega dolga / Principal payments on long-term debt	-417,741	0
Finančni tok iz financiranja / Cash flow from financing activities	12,891,874	11,578,076
Finančni izid / Net change in cash and cash equivalents	120,436	-100,517
Začetno stanje denarnih sredstev / Cash and cash equivalents at beginning of period	165,214	265,731
Končno stanje denarnih sredstev / Cash and cash equivalents at end of period	285,650	165,214



Revizorjevo poročilo


Delničarjem družbe Si.mobil d.d.

Revidirali smo računovodske izkaze družbe Si.mobil d.d., ki jih sestavljajo bilanca stanja na dan 31.12.2002, izkaz poslovnega izida in izkaz finančnega izida ter izkaz gibanja kapitala za leto 2002 s pojasnili. Uprava družbe je odgovorna za računovodske izkaze, odgovornost revizorja je, da izrazi mnenje o njih. Pregledali smo tudi vsebinsko skladnost poslovnega poročila z računovodskimi izkazi, ki so sestavni del letnega poročila.

Revidirali smo v skladu z Mednarodnimi standardi revidiranja in Mednarodnimi stališči revidiranja, ki jih je izdalo Mednarodno združenje računovodskih strokovnjakov. Ti zahtevajo od nas načrtovanje in izvedbo revizije za pridobitev primerne zagotovila, da računovodski izkazi ne vsebujejo bistveno napačnih navedb. Revizija vključuje preizkuševalno preverjanje dokazov o zneskih in razkritjih v računovodskih izkazih. Revizija vključuje tudi presojanje uporabljenih računovodskih načel in pomembnih ocen ravnateljstva ter ovrednotenje celovite predstavitve računovodskih izkazov. Prepričani smo, da je opravljena revizija dobra podlaga za dano mnenje.

Menimo, da računovodski izkazi navedeni v prvem odstavku, izkazujejo resnično in pošteno sliko finančnega stanja družbe na dan 31.12.2002, izid njenega poslovanja ter gibanje finančnih tokov v letu 2002, v skladu s Slovenskimi računovodskimi standardi, ki jih je izdal Slovenski inštitut za revizijo.

KPMG SLOVENIJA,
podjetje za revidiranje in poslovno svetovanje, d.o.o.


Marjan Mahnič, univ.dipl.ekon.

pooblaščen revizor

direktor

KPMG Slovenija, d.o.o.

Ljubljana, 5.februar 2003



Audit Report

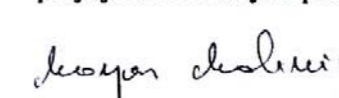
To the Shareholders of Si.mobil d.d.

We have audited the accompanying financial statements of Si.mobil d.d., consisting of the balance sheet as of 31 December 2002, the income statement, the cash flow statement for the year 2002, and the statement of capital movement for the year then ended. These financial statements are the responsibility of the management of the Company. Our responsibility is to express an opinion on these financial statements based on our audit. We have also audited the textual compliance of the business report with the financial statements, which are considered an integral part of the annual report.

We conducted our audit in accordance with International Auditing Standards and the International auditing practice statements issued by the International Federation of Accountants. Those standards require that we plan and perform our audit to obtain reasonable assurance about whether the financial statements are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion the financial statements referred to above give a true and fair view of the financial position of the Company as of 31 December 2002, the results of its operations and the cash flows for the year then ended, in conformity with Slovenian Accounting Standards issued by the Slovenian Institute of Auditors.

KPMG SLOVENIJA,
podjetje za revidiranje in poslovno svetovanje, d.o.o.

 **KPMG Slovenija, d.o.o.**

Marjan Mahnič

Managing partner and Certified Auditor

Ljubljana, 5 February 2003