



Letno poročilo 2005 Annual Report 2005

Objemi svet Embrace the World



Vsebina Content

1) Osebna izkaznica Company Profile	7
2) Nagovor uprave Management Board Introduction	11
3) Besede predsednika nadzornega sveta Chairman of the Supervisory Board Introduction	15
4) Objemi Si.mobil Embrace Si.mobil	19
5) V objemu močnejši Embraced we are Stronger	29
6) Tržni objemi Market Embraces	33
a) Globalni tržni pristopi Global Market Approaches	34
b) Zasebni uporabniki Residential Users	39
b1) Naročniki Subscribers	39
b2) Halo uporabniki Halo Users	40
c) Poslovni uporabniki Business Customers	43
7) Družbena odgovornost Corporate Responsibility	47
a) Objem z razlogom Embrace With a Cause	49
b) Naklonjeni uporabniku Customer Orientation	52
c) Okolju prijazni Environment Friendly	53
8) Finančni pogled Financial View	55

Osebna izkaznica Company Profile

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Faks: 040 443 099
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TRR: 02922-0050478116
ID za DDV: SI60595256
Matična številka: 1196332
Številka registrskega vložka: 1/29430/00 Ljubljana
Osnovni kapital: 9.300.000.000 SIT

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Šmartinska cesta 134b
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Bank account: 02922-0050478116
VAT ID: SI60595256
Registration entry number: 1196332
Company identification number: 1/29430/00 Ljubljana
Share capital: 9,300,000,000 SIT



Uprava Management Board

Zoran Thaler, predsednik uprave Zoran Thaler, CEO
Andreas Maierhofer, član uprave Andreas Maierhofer, coo

Prokurist družbe: Milan Zaletel Procurator: Milan Zaletel

Direktorji Directors

Marko Lukšič, tehnični direktor Marko Lukšič, Technical Director
Nataša Zakotnik Šmidovnik, Nataša Zakotnik Šmidovnik,
direktorica naročniškega sektorja Customer Service Director
Dejan Turk, direktor sektorja marketing in prodaja Dejan Turk, Marketing and Sales Director
Milan Zaletel, finančni direktor Milan Zaletel, Finance Director

Lastniška struktura Ownership Structure

Mobilkom Beteiligungsgesellschaft mbH - 92,188% Mobilkom Beteiligungsgesellschaft mbH - 92.188%
Iskratel Telekomunikacijski sistemi, d.o.o. - 5,462% Iskratel Telekomunikacijski sistemi, d.o.o. - 5.462%
Medaljon upravljanje drugih družb d.d. - 2,35% Medaljon upravljanje drugih družb d.d. - 2.35%

Nadzorni svet Supervisory Board

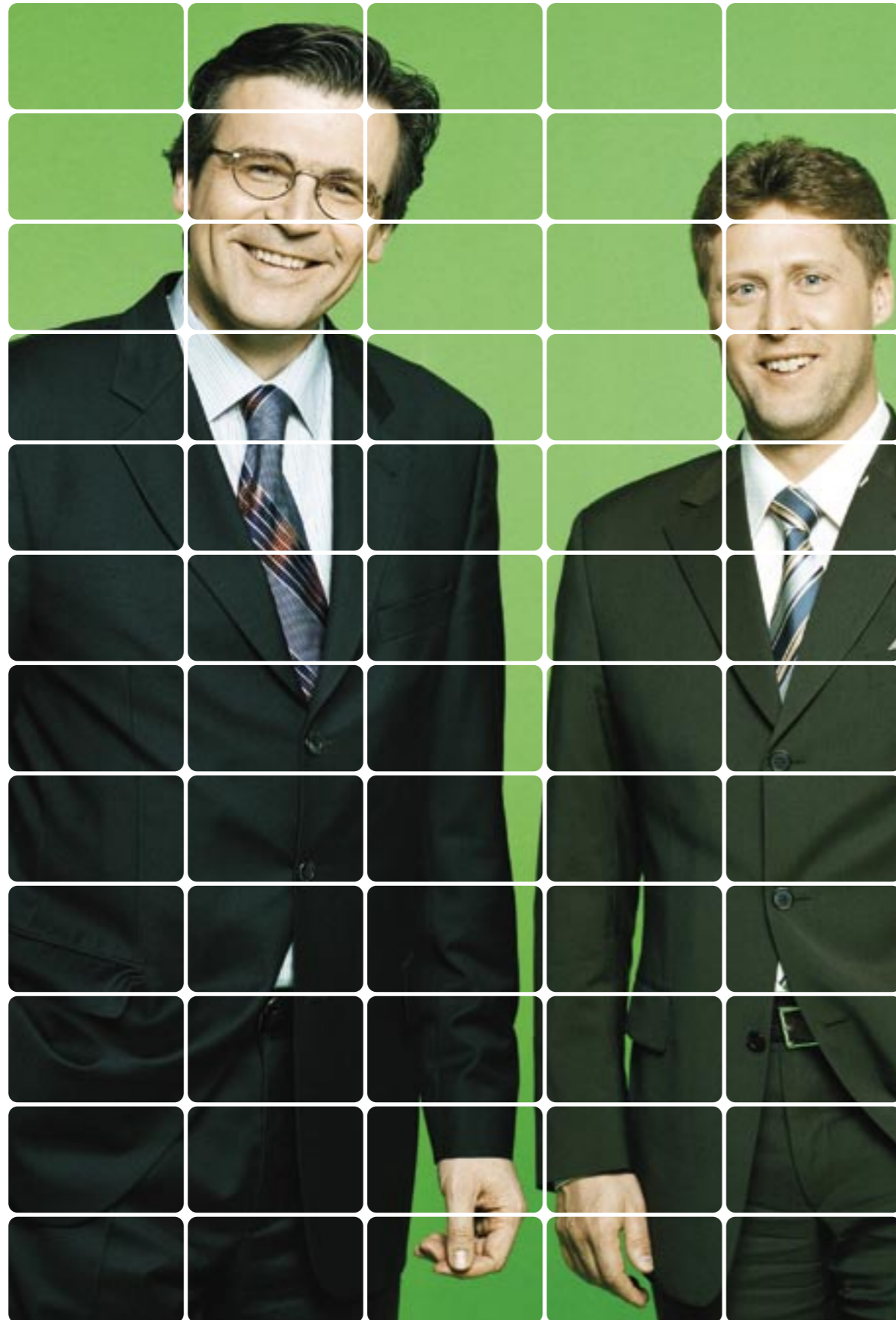
Boris Nemšič, predsednik Boris Nemšič, Chairman
Erich Gnad, član Erich Gnad, Member
Hannes Ametsreiter, član Hannes Ametsreiter, Member
Alfred Gattringer, član Alfred Gattringer, Member
Josef Vinatzer, član Josef Vinatzer, Member



Nagovor uprave družbe



Management Board Introduction



Nagovor uprave družbe

Si.mobil je v letu 2005 z modrimi potezami dosegel izjemen napredek. S prenovljeno ponudbo za poslovni segment trga smo nadaljevali našo že vzpostavljeno strategijo cenovnega vodje in visoko kakovostne ponudbe v segmentu naročnikov. Poleg že znane in uveljavljene ponudbe paketov Smart za naročnike, smo v našo redno ponudbo vključili paket za mlade Orto Smart. S predstavitvijo predplačniškega paketa Halo36 smo pokazali skrb tudi za predplačniški segment.

V letu 2005 smo ponudili nove pakete Business Smart za poslovne stranke. S celotnim naborom ponudbe za poslovne stranke smo se pozicionirali kot cenovno in kakovostno vodilni ponudnik tudi v tem segmentu. Nadaljevali smo s ponudbo in vpeljavo novih izdelkov ter storitev, ki izhajajo iz našega strateškega partnerstva z Vodafonom in sinergij znotraj skupine mobilkom austria. Podatkovni izdelki, kot so BlackBerry® iz Vodafona in Vodafone Mobile Connect Card s podporo EDGE, so prispevali k povečanju prihodkov iz podatkovnih storitev. Predstavili smo zasebno poslovno omrežje (VPN) in mednarodni VPN (ivPN) ter našim strankam omogočili učinkovitejše upravljanje svojih računov z razdelitvijo na vnaprej določene skupine telefonskih števil z možnostjo ločenih računov za poslovno in zasebno uporabo. Si.Navigator, prvi GPRS sistem za mobilne telefone v Sloveniji, je postal statusni izdelek, ki ga mora imeti vsak mobilni uporabnik nove dobe. Vsi ti podatkovni izdelki in izboljšave storitev so podprti z odličnim omrežjem, v celoti nadgrajenim z GPRS in v 70 % tudi s tehnologijo EDGE.

Eden najbolj prepoznavnih izdelkov v naši ponudbi ostaja Vodafone live!, ki je bil v lanskem letu dvakrat prenovljen in obogaten. Tudi način obračunavanja storitve je bil prenovljen v skladu s potrebami uporabnikov.

Blagovna znamka Si.mobil - Vodafone je v letu 2005 prikazala vse svoje karakteristike in vrednote. Uporabniki so pričeli prepoznavati prednost cene in kakovosti ponudbe, pametne izdelke in storitve ter globalni doseg, vse skupaj realno predstavljene v naši ponudbi, kar se je pokazalo tudi v večji lojalnosti in zelo nizkem prebegu strank, enemu najnižjih v Evropi.

Management Board Introduction

Continuing with smart moves in 2005 Si.mobil achieved excellent progress. Our strategy of delivering price leadership and high quality services in the postpaid segment to the residential market was upgraded with an updated focus on the business segment. Along with the recognized and established Smart price plans in the residential offering, we included the Orto Smart package for young people as a regular offer in our portfolio. With the launch of the Halo36 prepaid package, we also updated our focus on the prepaid segment.

In 2005 we introduced the new Smart Business price plan to business customers. With a full array of business offers we positioned ourselves as the price and quality leader in this segment as well. We kept offering and introducing new products and services developed through our strategic partnership with Vodafone and synergy within the mobilkom austria group. Data products such as BlackBerry® from Vodafone and EDGE capable Vodafone Mobile Connect Card contributed to an increase of data revenues. We introduced the Virtual Private Network (VPN) and International VPN (ivPN) services and enabled our customers to manage their accounts more efficiently by splitting the invoices to predefined groups of numbers with an option to apply different tariffs to different groups. Si.Navigator, the first GPRS system for mobile phones in Slovenia, is considered an image product, a must-have for every mobile user of new era. All these data products and services are supported by an excellent network, completely upgraded to GPRS, and in 70% also EDGE technology.

One of the most prominent products in our offer is still Vodafone live!, which was revamped and upgraded twice in 2005. One of these changes is a new method of charging the users according to their needs.

The Si.mobil - Vodafone brand presented all of its characteristics and values in 2005. Customers began to recognize the quality and price advantage, smart products and services, global reach and price leadership, which are all realistically presented in our offers. This resulted in increased loyalty and very low customer churn, one of the lowest in Europe.

≈ Naš tržni pristop in jasne strateške usmeritve so pripomogle k izboljšanju baze uporabnikov, seveda pa še vedno pričakujemo tudi radikalno spremembo načina delovanja regulatorjev trga. Predvsem Agencija za pošto in elektronske komunikacije in Urad za varstvo konkurence, kakor tudi pristojno ministrstvo, morajo pokazati več kot le osnovno razumevanje. Celo Evropska komisija je v svojem letnem poročilu ponovno opozorila, da na trgu ni dovolj konkurence in da imajo podjetja, ki delujejo v senci nekdanjega monopolista, težave pri rasti. Vendar ne smemo zanemariti dejstva, da je naš pritisk na inštitucije že pričel prinašati rezultate. In tako lahko rečemo, da so bila gibanja na trgu prvič v našo korist. Zdi se, da je v letu 2005 poleg nekaterih resnih uradnih potez regulatorja, tudi javnost počasi pričela razumevati pomanjkanje realne kulture konkurenčnosti na trgu elektronskih komunikacij v Sloveniji.

Regulator je julija 2005 podal novo definicijo štetja uporabnikov mobilne telefonije v Sloveniji. Realne številke kažejo, da je Si.mobilov tržni delež 22,7 %; ta korak je bil nujen, da postane slovenski trg bolj pregleden in pravilno uravnavan.

Si.mobil je zaključil leto 2005 s 359.560 uporabniki in povečal delež naročnikov na 49 %. Povprečni prihodek na uporabnika (ARPU) je zrasel za 12,7 % glede na prejšnje leto in sedaj znaša 4.043 SIT.

Vse navedeno se je izkazalo v pozitivnem trendu rasti Si.mobilovih finančnih rezultatov. Celotni poslovni prihodki so v letu 2005 dosegli 23.384 milijonov SIT in prikazali čvrsto rast 13,7 % glede na leto 2004. To rast je vodilo povečanje prihodkov iz gostovanja (+11,2 %), prihodkov iz medomrežnega povezovanja (+22,9 %) in prihodkov iz prodaje storitev ter izdelkov našim strankam (+35,2 %).

Poslovni izid iz poslovanja pred amortizacijo (EBITDA) je dosegel 6.302 milijona SIT in je znatno višji (+18,8 %) kot v letu 2004. Pozitivni razvoj je posledica višjih prihodkov, kakor tudi pristopa vodstva k optimizaciji in organizaciji. Si.mobil je leto zaključil s pozitivnim poslovnim izidom iz poslovanja (EBIT) v znesku 1.213 milijonov SIT. Prvič v zgodovini podjetja je bil čisti poslovni izid pozitiven pri 707 milijonih SIT, kar je višje od načrtovanega.

≈ Our approach and clear strategic directions resulted in customer base improvement, yet we still expect a radical change in the way authorities operate. The Post and Electronic Communications Agency and the Competition Protection Office, along with the responsible ministry need to show more than just basic understanding of the problem. Even the European Commission noted again in its yearly report that there is not enough competition in the Slovene market, and that the companies operating in the incumbent's shade have difficulties expanding. Nonetheless we must not forget to mention that our pressure on the institutions is beginning to show results. And we can say that the events in the market were for the first time in our favour. It seems that in 2005, along with some significant official moves by the regulator, the public also slowly acknowledged the lack of real competitive culture in the field of telecommunications in Slovenia.

The sector regulator formed a new definition for counting mobile telephony users in Slovenia in July 2005. The new count shows that Si.mobil has a market share of 22.7%; the move was necessary to make the Slovene market more transparent and properly regulated.

By the end of 2005 Si.mobil had 359,560 customers and increased the share of contract customers to 49%. The average revenue per user (ARPU) increased by 12.7% with regard to the previous year, and is now at SIT 4,043.

All of these events resulted in positive growth trends of Si.mobil's financial results. Total operating revenues in 2005 reached SIT 23,384 million showing a strong growth of 13.7% compared with 2004. This increase is driven by increases in roaming revenues (+11.2%), interconnection revenues (+22.9%) and revenues from sales of services and goods to our customers (+35.2%).

EBITDA reached SIT 6,302 million and was significantly higher (+18.8%) than in 2004. The positive development is attributable to increased revenues and also to the management's strategy of matching costs and organisation with the earnings. Si.mobil concluded the year with positive EBIT in amount of SIT 1,213 million. For the first time the net income was also positive at SIT 707 million and above expectations.

≈ Z močno bazo uporabnikov in večjo usmerjenostjo k uporabniku je Si.mobil veliko pozornosti posvetil tudi upravljanju s kadri. V letu 2005 so Si.mobilovi zaposleni določili korporativne vrednote, ki jih sprejemajo in podpirajo vsi 304 zaposleni. To je podlaga za oblikovanje organizacijske kulture. Raziskava in merjenje organizacijske klime je pokazala, da je Si.mobil homogeno, mlado in dinamično podjetje. Z upravljanjem s človeškimi viri ter dajanjem poudarka notranjemu napredovanju in iskanju kadrov znotraj hiše, se Si.mobil predstavlja kot fleksibilno evropsko podjetje.

Tudi v letu 2006 bomo vlagali v razvoj naših zaposlenih, saj so le-ti pogoj za naš uspeh. Poleg tega je Si.mobil postal prepoznaven kot odgovorno podjetje v očeh širše javnosti. Nadaljevali bomo z družbeno odgovornimi projekti iz leta 2005 ter še naprej izboljševali svojo podobo tudi na tem področju.

A najpomembnejša usmeritev je seveda usmeritev k uporabniku. V letu 2006 bomo delovali v smeri izboljšanih in nadgrajenih storitev za uporabnike. Prenovljeni prodajni in storitveni pristop morata, skupaj z obstoječo ponudbo, postati še ena močna konkurenčna prednost Si.mobila. Si.mobil bo v prihodnosti postal vodilni ponudnik globalnih telekomunikacijskih storitev tudi na področju neposrednih odnosov z uporabniki na vseh nivojih.

Naš večinski lastnik, mobilkom austria, z 92.188 % lastniškim deležem ob koncu leta 2005, je na poti širitve v jugovzhodno Evropo. Si.mobil je tukaj zato, da utrdi zaupanje in podporo, ne zgolj preko izjemnih finančnih rezultatov v prihodnjih letih, temveč tudi s prispevkom znanja in spretnosti naših zaposlenih ob širitvi skupine v nove države.

Smernice za prihodnost so določene. Sledili jim bomo ob upoštevanju vseh izzivov iz zunanjega okolja, vključno z novo potencialno konkurenco v obliki navideznih mobilnih operaterjev v Sloveniji. Nadaljevali bomo pritisk na ključne inštitucije, da bi končno vzpostavile pogoje za normalno konkurenco. S čvrsto notranjo strukturo smo pripravljeni na vsa nova presenečenja od zunaj.

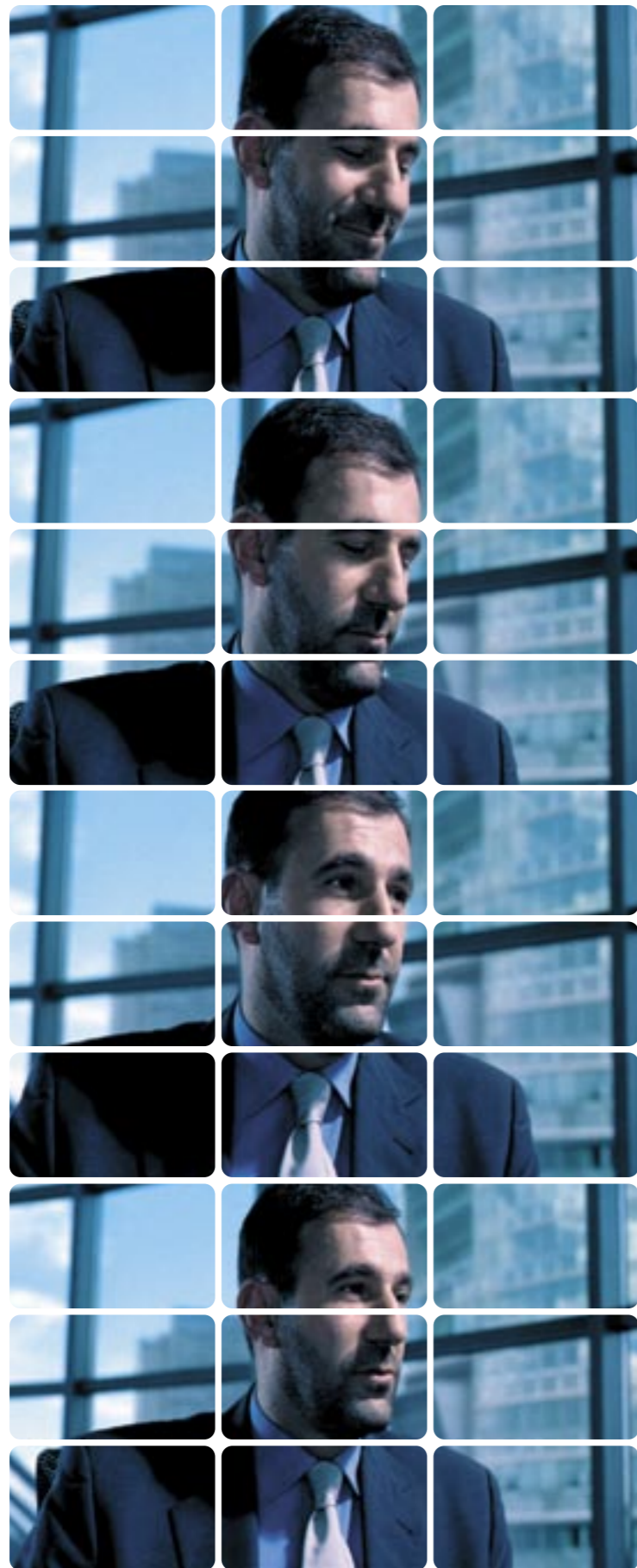
≈ By strengthening our customer base and focusing on the market, Si.mobil also strengthened human resources management. In 2005 Si.mobil employees set corporate values, now recognised and supported among all the 304 employees. The basis for setting the corporate culture was set. The survey of corporate climate showed that Si.mobil is a homogenous and dynamic young company. By managing human resources, putting an emphasis on internal promotions and recruitments, Si.mobil can truly be recognised as a flexible European company.

In 2006 we are planning to put more focus on our employees, because they are the source of our success. Si.mobil has also become regarded as a responsible company in the eyes of the general public. We will proceed with socially responsible projects begun in 2005 and will continue to build on this image.

Naturally, the most important focus remains on the customer. The service level approach will be improved and upgraded in 2006. An updated sales and service approach, together with our existing offer, will become Si.mobil's leading competitive advantage in the future. Si.mobil plans to become the leading provider of quality telecommunications services in Slovenia also on the field of direct relations with customers on all level.

Our majority owner, mobilkom austria, already a 92.188% owner since the end of 2005, is expanding towards South-Eastern Europe. Si.mobil is here to reward its trust and support not only by delivering excellent financial results in the years to come but also by contributing our knowledge and know-how in these new countries.

The future directions are set. We are going to follow them considering all outside inputs and challenges, including new potential competition from mobile virtual network operators in Slovenia. We will continue to put pressure on all the relevant institutions in order to finally establish conditions for a healthy competitive environment. With strength from within we are prepared for all the new surprises coming our way in 2006.



Nagovor predsednika nadzornega sveta
Chairman of the Supervisory Board Introduction



Nagovor predsednika nadzornega sveta

Leto 2005 je bilo za Si.mobil ključno. V letu obširne in zelo uspešne širitve skupine je Si.mobil dosegel preobrat pri finančnih rezultatih. Po skoraj petih letih izkoriščanja sinergij, obširnih investicij in podpore je Si.mobil dosegel čisti dobiček. Ta dosežek je bil predvsem rezultat močnega vodstva in jasnega strateškega upravljanja slovenskega operaterja v zasebni lasti. Kot večinski lastnik smo podpirali lokalni pristop cenovnega vodstva in visokokakovostne ponudbe vsem segmentom strank, naročnikom, predplačnikom, in še pomembneje, poslovnim strankam, saj je politika skupine mobilkom austria usmerjena k spoštovanju specifičnih lastnosti lokalnega trga. In slovenski trg še zmeraj ni bil dovolj naklonjen Si.mobilu. Toda s pametnim pristopom in trdno določenimi cilji je njegov položaj boljši kot kadarkoli doslej.

Si.mobil je zrel operater, močno osredotočen k strankam. In kar je prav tako pomembno, Si.mobil je tudi del močne skupine, ki je na pohodu proti jugovzhodni Evropi. Slovensko lokalno znanje in Si.mobilova močna volja za razvoj bosta veliko pomagala pri tej širitvi.

Kot skupina smo pripravljene na prihajajočo globalizacijo in internacionalizacijo z močnimi povezavami in partnerstvi, visoko stopnjo prenašanja znanja in izkušnjami najboljših. Si.mobil je pripravljen bolje kot kadarkoli, da doseže več, da okrepi svoj položaj in postane najboljši v Sloveniji ter se sooči z vsemi spremembami, ki se bodo zgodile na slovenskem telekomunikacijskem trgu. Kot lastniki izražamo močno podporo lokalnemu vodstvu tudi v prihodnosti.

Chairman of the Supervisory Board Introduction

2005 was a crucial year for Si.mobil. In the year of extensive and very successful expansion of the group, Si.mobil achieved the turnaround of financial results. After almost five years of exploiting synergies, extensive investments and support, Si.mobil achieved positive net income. This achievement was mainly the outcome of strong leadership and clear strategic management of the Slovene privately owned operator. As the majority owner we supported the local approach of price leadership and high quality offer in all customer segments, postpaid, prepaid and, the very important business segment, because the policy of the mobilkom austria group is always to respect the specifics of the local market. And the Slovene market was still not favourable enough to Si.mobil. But with a smart approach and firmly set objectives, its position is better than ever.

Si.mobil is a mature operator, strongly focused on the customer. And, what is also of great importance, Si.mobil is part of a strong group, which is still on the expansion toward South-Eastern Europe. Slovene local know-how and Si.mobil's strong willingness to develop will be of a great help to this expansion.

As a group we are ready for emerging globalization and internationalization, with strong connections and partnerships, with a high transfer of know-how and with experiences of the best. And Si.mobil is ready to achieve more, to strengthen its position and to become the best in Slovenia, challenging all the changes which are about to happen in the Slovene telecommunication market. We, as the owners are expressing our strong support to the local management also for the future.



Objemi Si.mobil Embrace Si.mobil



Si.mobil smo mi

Si.mobil je imel ob koncu leta 2005 304 zaposlene s povprečno starostjo dvaintrideset let in pol. Višje in visoko strokovno izobraženih je 41,3 %, 3,3 % pa je magistrstrov znanosti. Med zaposlenimi je 57 % moških in 43 % žensk, od katerih je 31 % mamic. Med vodstveno strukturo v Si.mobilu je razmerje med ženskami in moškimi skoraj izenačeno. Zaposlujemo tudi dva invalida. Trije naši sodelavci delajo v tujini, v mobilkom austria group services na Dunaju. V letu 2005 je bilo 42 novih zaposlitev in 12 odpovedi delovnih razmerij. Odstotek fluktuacije je bil tako le 4,2. Kar 10,2 % zaposlenih je bodisi vertikalno ali horizontalno napredovalo znotraj Si.mobila.

V letu 2005 smo izvedli 3.568 ur izobraževanj, kar nanese povprečno 12 ur na vsakega zaposlenega. Poleg tega smo 21 zaposlenim omogočili ali jih finančno podprli pri podiplomskem študiju. S področja varstva in zdravja pri delu se je usposobilo 66 zaposlenih, sedem sodelavcev se je udeležilo obnovitvenega tečaja za delo na višini in pregled varovalne opreme, direktorji in vodje pa so nadaljevali s posebnim izobraževanjem o vodenju. Opravljenih je bilo 120 predhodnih in obdobjnih zdravniških pregledov.

Ker na delovnem mestu preživljamo veliko časa, skrbimo, da bi se vsi kar najbolje počutili. Skrbimo za nezgodno zavarovanje zaposlenih. Redno organiziramo piknike, novoletne zabave in druga družabna srečanja. Ob vsakem rojstvu obdarimo novorojenčka z bonom za 10.000 SIT, obeležimo rojstne dneve in poroke ter morebitne žalostne dogodke. Zaposlenim nudimo dodatne ugodnosti pri telefonskih pogovorih in službenih telefonskih aparatih. Na voljo so službeni avtomobili in tudi parkirna mesta. Za ekipo na terenu smo organizirali cepljenja proti klopnemu meningitisu.

Si.mobil is Us

At the end of 2005 Si.mobil had 304 employees with the average employee age being thirty-two and a half. 41.3% of them have a university or higher education and 3.3% master's degree. 57% of employees are men and 43% women, of whom 31% are mothers. In the Si.mobil management team, the proportion of women to men is nearly equal. We also employ two handicapped people. Three of our employees work abroad in mobilkom austria group services in Vienna. In 2005 we employed 42 new people and we let 12 go. The fluctuation percentage was only 4.2. 10.2% of employees were vertical or horizontal promoted within Si.mobil.

In 2005 we conducted 3,568 hours of training and education, an average of 12 hours per employee. We also enabled or financially backed 21 employees attending postgraduate studies. 66 employees participated in training on safety and health at work, while directors and managers continued their special management training. Seven employees participated in renewal training on high-altitude work, and an inspection of their safety equipment. 120 preliminary and regular medical check-ups were carried out.

Because we spend most of our time in the workplace, we make sure to feel as good as possible. All our employees have accident insurance. We regularly hold picnics, New Year's parties and other social events. We give a gift certificate of SIT 10,000 to every newborn, celebrate birthdays and weddings, as well as convey condolence at unfortunate tragic events. We provide additional bonuses on mobile services on company phones. There are also several company vehicles and parking spaces. The field operatives received immunization against meningitis.

We give special attention to our new employees, who have regular introductory seminars prepared by the Human Resources Department. We introduce them to all the fields of work at Si.mobil, which enables quick integration into work and easier co-operation among different sectors and departments. These seminars take place monthly in smaller groups.

≈ Posebno skrb namenimo novim zaposlenim, za katere kadrovska služba pripravlja redne uvajalne seminarje. Predstavimo jim vsa področja dela na Si.mobilu, kar omogoča hitro vključitev v delo in olajša sodelovanje med različnimi sektorji in oddelki. Seminar izvajamo enkrat mesečno, v manjših zaključenih skupinah.

V letu 2005 smo postavili vrednote zaposlenih v Si.mobilu. Po več delavnicah s skoraj vsemi zaposlenimi smo prišli do treh vrednot, ki so se pokazale kot ključne in najbolj pomembne: strast, odkritost in za uporabnike. Skozi našo vizijo, poslanstvo in vrednote smo začeli s projektom organizacijske kulture Si.mobila.

Kot prvi korak smo v drugi polovici leta preko elektronske ankete izvedli merjenje organizacijske klime in zadovoljstva naših zaposlenih. Odziv je bil dober in po sektorjih uravnotežen, saj nam je odgovorilo kar 71,3 % zaposlenih. Na osnovi rezultatov ugotavljamo naše konkurenčne prednosti in tržne potenciale, po drugi strani pa odkrivamo naše šibkosti in pripravljamo akcijske načrte za realizacijo sprememb.

V naslednjem letu bomo analizirane in izpostavljene teme vključili v vse naše aktivnosti, nato pa ob koncu leta ponovno izmerili stanje organizacijske klime in tako primerjalno ugotavljali napredek ter dolgoročno razvijali organizacijsko kulturo.

Smernice uspeha

V letu 2005 smo nadaljevali z marketinškimi kampanjami in tržno strategijo po zastavljenih smernicah ter bili skozi vse leto priča rasti na vseh segmentih. Povečali smo globalni doseg, izboljšali kakovost storitev, optimizirali razmerje vrednosti in cene ter nadaljevali s ponudbo bistrih rešitev.

Stopnja lojalnosti oziroma odstotek zvestih strank, ki ne bi menjale operaterja, je pri Si.mobilu ves čas visoka. In v letu 2005 se je ta kazatelj še povečal. Rezultat je odsev zastavljene strategije "cenovno ugodnega operaterja", ki ponuja "bistre rešitve in produkte".

Poleg pozitivne rasti strateških elementov smo v preteklem letu zaznali tudi pozitiven trend v preferenci blagovne znamke Si.mobil - Vodafone na celotnem trgu. Posebej močno se trend rasti izraža med mladimi. Podatki se ujemajo z rastjo naročniške baze tako v celoti kot v posameznih segmentih.

Vse svoje odločitve dobro pretehtamo, upoštevamo želje uporabnikov in lastnosti trga, zato vemo, da smo na pravi poti. To se zrcali v indeksu zadovoljstva, ki je v letu 2005 narasel na statistično značilno vrednost.

≈ In 2005 we set the Si.mobil employees' values. After several workshops which included nearly all the employees, we decided on three values, determined to be central and most important: passion, openness and customer orientation. Through our vision, mission and values we launched the project of Si.mobil's organization culture.

The first step was an electronic survey for measuring the organization climate and employee satisfaction conducted in the second half of the year. The response was good and even throughout all the sectors, as 71.3% of employees responded to the survey. Based on the results we have determined our competitive advantages and market potentials, while at the same time we discovered our weaknesses and prepared action plans for bringing changes about.

This year we will include the topics we analyzed into all of our activities, and at the end of the year again measure the state of organization climate to assess the progress comparatively, and plan long-term organization climate development.

Success Guidelines

In 2005 we continued our marketing campaigns and market strategy according to set guidelines, marking growth in all segments throughout the year. We increased global reach, improved the quality of service, optimized the price-value relation and continued to offer smart solutions.

The loyalty degree - that is the percentage of customers, who would not switch to another network - has always been high at Si.mobil. And in 2005 this indicator increased even further. The result is a reflection of the set strategy to be "price advantage operator" strategy, offering "smart solutions and products".

Along with positive growth of strategic elements, we also noticed a positive trend in the Si.mobil - Vodafone brand preference in the whole market last year. This trend is especially notable among the youth. The data matches the growth of the subscriber base as a whole, as well as in individual segments.

We carefully consider all our decisions, customer desires and market characteristics, so we know we are on the right track. This is also clear from the satisfaction index, which increased to a statistically notable value.

Tehnični sektor

Smernice uspeha v prvi vrsti tlakujejo ravno Si.mobilovi zaposleni. Za to so zaslužni vsi sektorji ter oddelki.

Tehnični sektor ima zasluge zavljo hrbteničnega omrežja, osnovne infrastrukture, ki je potrebna za delovanje mobilnega operaterja ter podjetja kot takega. Tam skrbimo za infrastrukturo in njeno nemoteno delovanje, za nadzor ter za storitve, ki jih infrastruktura omogoča. Si.mobil ima nadzorni center, ki deluje 24 ur na dan, sedem dni v tednu ter spremlja delovanje omrežja. Poleg tega naše dežurne službe zagotavljajo, da do odprave morebitne napake pride v najkrajšem možnem času.

V oddelku za informacijski sistem zagotavljamo nemoteno delovanje vseh sistemov za uporabnike, kakor tudi vseh sistemov za zaposlene. Skrbimo tudi za vitalni del Si.mobila in sicer za sedem prodajnih mest po celi Sloveniji ter njihovo povezanost z matično hišo.

Na oddelku za storitve omrežja smo uvedli Geo QoS - geografsko predstavljanje in analiziranje podatkov o kakovosti delovanja omrežja, ki ga uporabljamo za dnevni pregled omrežja po različnih vrednostih in zahtevnostnih stopnjah. Sistem vsebuje tri različne karte (reliefni prikaz, gostota prebivalstva, pokritost), kar pripomore k lažji identifikaciji omrežnih težav.

Prodajna mreža

Si.mobil ima razvejano prodajno mrežo, ki se deli na neposredno prodajo v lastnih prodajnih centrih Si.mobil - Vodafone, prodajo pri pooblaščenih prodajalcih ter prodajo poslovnim strankam po prodajnih predstavnikih.

Ob koncu leta 2005 je bilo aktivnih sedem centrov Si.mobil - Vodafone v vseh večjih mestih v Sloveniji. Dva centra sta v Ljubljani in po eden v Mariboru, Kopru, Celju, Kranju ter Novem mestu. Aktivno zaposlenih je 31 prodajalcev in vodij centrov.

Stranke lahko naročniško razmerje sklenejo tudi na prodajnih mestih 107 pooblaščenih prodajalcev, predplačniški paket Halo je možno dobiti na več kot 1300 prodajnih mestih. Za vsa prodajna mesta skrbi sedem področnih vodij.

Ob vedno bogatejši ponudbi za poslovne uporabnike postaja vse bolj pomemben del tudi prodaja poslovnim uporabnikom, za kar skrbi 8 prodajnih predstavnikov.

Technical Sector

The success guidelines are first and foremost executed by Si.mobil's employees. All sectors and departments deserve credit for this.

In the Technical Sector we get the credit for the backbone, the base infrastructure needed to operate the mobile network and the company as such. We take care of the infrastructure and its uninterrupted operation, the monitoring and services the infrastructure enables. Si.mobil has a Monitoring Centre, operating 24 hours a day, 7 days a week, monitoring network performance. 24-hour duty service personnel ensure that potential errors are corrected in the shortest possible time.

At the IT Department we ensure uninterrupted operation of all the customer systems, as well as all the employee systems. We also manage a highly vital part of Si.mobil - the seven sales shops all over Slovenia and their connections with the headquarters.

At the Network Services Department we introduced the Geo QoS - geographical representation and analysis of data on the quality of network performance, used for daily examination of the network through various key performance indicators (KPIs). The system includes three different maps - relief view, population density and coverage, which help to indicate network problems more easily.

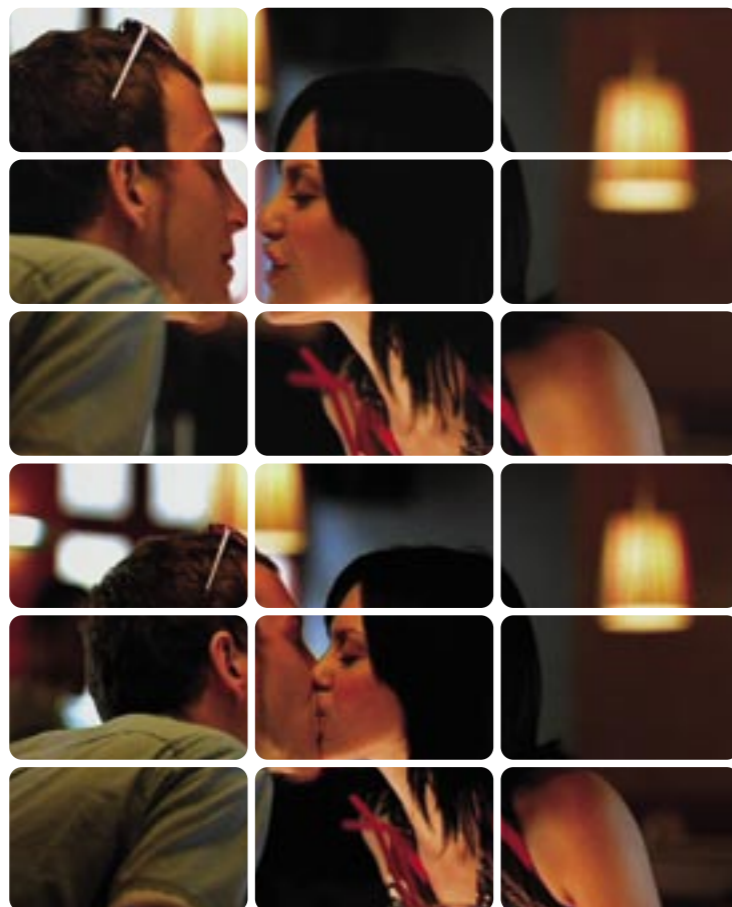
Sales Network

Si.mobil has a divergent sales network divided into direct sales through the Si.mobil - Vodafone sales centres, sale through authorized dealers and sales to business customers through sales representatives.

At the end of 2005 there were seven active Si.mobil - Vodafone centres in all larger Slovenian towns. Two centres are in Ljubljana, and one in Maribor, Koper, Celje, Kranj and Novo mesto respectively. There are 31 actively employed salespeople and shop managers.

Customers can also sign a contract at 107 authorised resellers' shops, and the Halo prepaid package is available at over 1,300 various points of sale. Seven dealer's supervisors, one for each geographical area, manage all the points of sale.

With an increasingly wide-ranging offer for business customers, the role of direct sales to business customers is gaining importance, and eight sales representatives manage this sales channel.



Naročniška služba

Si.mobil svojim uporabnikom ponuja 24-urni servis na brezplačni številki 080 40 40 40. Agenti v klicnem centru so dosegljivi ves dan in vse dni v tednu. Kakovost podajanja informacij je eden izmed najpomembnejših dejavnikov pri delovanju klicnega centra. Nivo usposobljenosti agentov sproti preverjamo s posebnimi orodji. Seveda je pri tem neprecenljivega pomena podajanje povratnih informacij o načinu in kakovosti dela svetovalcem samim. Za doseganje obojega smo v preteklem letu vpeljali tudi redne kvartalne raziskave, preko katerih merimo zadovoljstvo uporabnikov z našo storitvijo tako na nivoju klicnega centra, kot posameznih agentov. Rezultati so postali eden izmed pomembnejših kazalnikov kakovosti našega dela.

V letu 2005 smo si zadali tudi cilj povečati prodajno usmerjenost klicnega centra. Tako smo na osnovi zgodovine uporabnika in podrobnejših podatkov o njem lansirali t.i. "mixed call": vsak dohodni klic (s primerno vsebinsko osnovo) lahko obrnemo v prodajno aktivnost. V povprečju obdelamo 800 klicev mesečno, število se iz meseca v mesec povečuje. Vpeljali smo še program za avtomatizacijo urnikov, ki vključuje tudi potrebe agentov samih.

Razširili smo nabor storitev klicnega centra, ki jih agent v klicnem centru opravi v imenu strank ter lansirali storitev Geslo, ki nadomešča neprijetno poizvedovanje po EMŠU ali davčni številki uporabnika. Tako smo našim strankam olajšali delo, nepotrebne obiske trgovine in pisanje dopisov.

V letu 2005 smo se v naročniški službi intenzivno srečevali s sodelavci iz skupine mobilkom austria, predvsem z namenom izmenjave izkušenj, ki vplivajo na kakovostnejše in učinkovitejše izvajanje delovnih procesov. Na nivoju Si.mobilovega klicnega centra smo razvili kazalnik, ki je postal osnova za merjenje strateškega cilja izboljšati usmerjenost k uporabniku.

Customer Services

Si.mobil offers its customers a 24 hour service on the toll free number 080 40 40 40. The call centre agents are available all day, every day of the week. The quality of informing is one of the most important factors for the operation of the centre. The level of agents' qualifications is continuously checked with special tools. Providing the agents with feedback on the method and quality of work is naturally of the most importance. Last year, to achieve both of these goals, we introduced regular quarterly surveys for measuring how satisfied the users were with our service at the call centre level, as well as with individual agents. The results were one of the most important indicators of the quality of our work.

In 2005 we also set the goal of increasing the sales orientation of the call centre. Based on users history and his or her detailed information we launched the so called "mixed call": every incoming call (with appropriate content) can be turned into a sales activity. On the average we process 800 calls per month, and the number is increasing regularly. We also deployed a schedule automation programme, which also includes the needs of the agents.

We increased the number of call centre services that an agent can perform for the customer, and launched the Geslo (Password) service, which dispenses with the unpleasant asking for the social security number or tax number. This way we made their work easier, and cut down on unnecessary points of sales visits or mailing of forms.

At the Customer Service Department level we had intensive meetings with co-workers from mobilkom austria group, mostly to exchange experiences, which can bring higher quality and efficiency to the work process. We developed an indicator at the Si.mobil call centre level, which became the basis for measuring the strategic goal of improving our customer orientation.



≈ Velikega pomena za kakovost storitve so tako šolanja obstoječih agentov kot tudi uvajanja novih. Govorimo predvsem o tehničnih znanjih in predstavitvi posameznih storitev, ki jih uvajamo. Vsebino sestavljamo na osnovi študij zadovoljstva. Organizirali smo tudi zunanja šolanja, pretežno na področju komunikacij in obvladovanja programske opreme.

Podporni center, ki deluje znotraj naročniške službe, nudi podporo obstoječim strankam, skrbi za aktivacije novih strank, za vse spremembe, ki jih želijo stranke, in za reševanje reklamacij. Je podpora celotni prodajni mreži Si.mobila ter notranjim strankam, Si.mobilovim zaposlenim in novozaposlenim. V podpornem centru preizkušajo vse nove storitve preden gredo na trg in tako dobijo uporabniške izkušnje, s katerimi lahko kasneje strankam nudijo podporo. Odgovorni so za vso dokumentacijo v zvezi z naročniki in skrbijo za arhiv.

V želji, da bi kar najboljše zadovoljili svoje stranke, smo v letu 2005 na oddelku reklamacij izboljšali oziroma dodali nekatere aktivnosti. V sodelovanju z ostalimi sektorji smo vzpostavili nove postopke za hitro in kakovostno reševanje določenih tipov reklamacij (menjava telefonskih aparatov ipd.). Uvedli smo preventivne ukrepe za preprečevanje reklamacij s preverjanjem računov pred odpošiljanjem. Z namenom hitrejšega posredovanja informacij oziroma reševanja reklamacij smo poskrbeli za dodatno izobraževanje zaposlenih, s posebnim poudarkom na telefonskih komunikacijah.

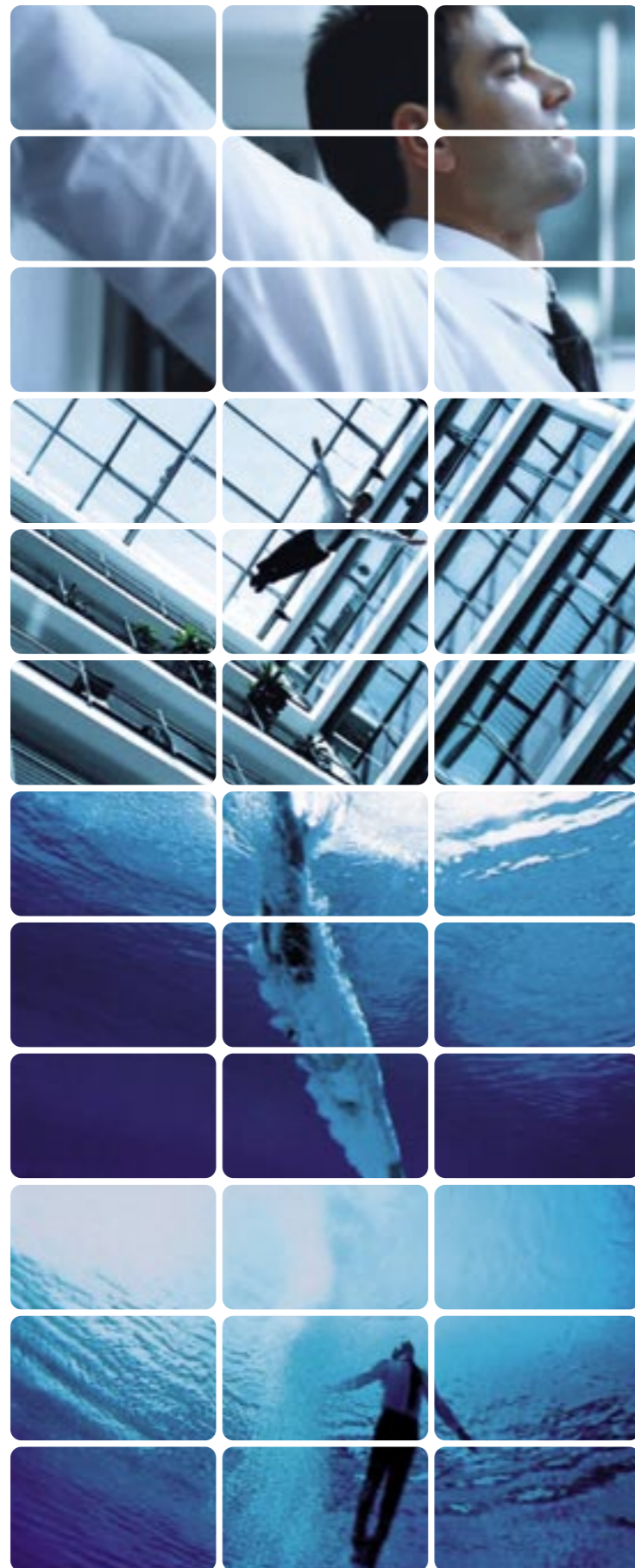
Z razvojem upravljanja z reklamacijami (Complaints management) skrbimo za podrobne analize reklamacij in z rezultati seznanjamo ostale oddelke. S tem si prizadevamo zmanjšati število nezadovoljnih strank in izboljšati nivo naših storitev.

≈ Educating current agents as well as training new ones is of immense importance for the quality of service. This refers mainly to technical knowledge and presentations of individual services we are introducing. The content is created based on satisfaction studies. We also organized external training, mainly in the fields of communications and software.

Through the Back office, which operates in the Customer Services sector we provide support to all our customers, activate new users, implement changes the customers choose and handle complaints. The Back office supports the complete Si.mobil sales network as well as internal customers, Si.mobil's existing and new employees. This is where we test all the new services before they are put on the market, thus gaining the user experiences needed to provide support to customers. We are also responsible for all the customer documentation and manage the archives.

In order to provide the best possible service to our customers, we improved and added some services in Complaints management in 2005. In cooperation with other sectors we deployed new processes for fast and reliable answers to a few specific types of complaints (switching phones etc.). We introduced various measures to prevent complaints, one of which is checking bills before they are mailed. In order to enable faster relaying of information and complaints solving, we organized additional employee training with special focus on telephone communications.

By improving complaints management we ensure detailed complaint analyses and notify other departments of our findings. Through complaints management we strive to lower the number of unsatisfied customers and improve the level of our services.



V objemu močnejši Embraced We are Stronger

V objemu močnejši

Si.mobil je od leta 2001 del skupine mobilkom austria. Družba mobilkom austria je imela do 7. decembra 2005 v lasti 75 odstotkov plus eno delnico, nato pa je pridobila še 17,188 odstotni delež od štirih delničarjev - Istrabenza, Intereurope, Probanke in UPC Telemacha. Odkup preostalega 7,812-odstotnega deleža, ki je v lasti Iskratela in Medaljona, je načrtovan v mesecu maju 2006.

Skupino mobilkom austria (brežični segment skupine Telekom Austria) sestavljajo operaterji mobilkom austria (Avstrija), Si.mobil (Slovenija), VIPnet (Hrvaška), mobilkom liechtenstein (Liechtenstein) in od julija 2005 še nov član, Mobiltel (Bolgarija). Skupno 6.000 zaposlenih skrbi za približno 9 milijonov uporabnikov v petih državah.

Skupina mobilkom austria je nosilec tehnološkega napredka, ki ga zrcali uvedba prvega GPRS omrežja na svetu v Avstriji leta 2000, prvi začetek UMTS omrežja v Evropi leta 2002 v Avstriji ter nadgradnja s tehnologijo EDGE v Sloveniji in leta 2003, kar je predstavljalo eno izmed prvih EDGE omrežij v Evropi. Skupina je s skupnimi znanji tudi prva uvedla odlično kombinacijo UMTS in EDGE v Avstriji in na Hrvaškem.

Izmenjava znanj med podjetji znotraj skupine in trgi omogoča hiter razvoj in implementacijo produktov in storitev v celi skupini. Leta 2003 je skupina mobilkom austria sklenila partnersko sodelovanje z Vodafonom, največjim mobilnim operaterjem na svetu.

Vizija skupine je doseči pozicijo vodilne skupine na področju elektronskih komunikacij v jugovzhodni Evropi. Skupina deluje po načelu "Misli globalno, deluj lokalno", kar pomeni, da operaterji na lokalnih trgih delujejo usklajeno z lokalnimi posebnostmi in zahtevami uporabnikov. Vsak od njih se predstavlja pod svojo lastno blagovno znamko.

Embraced we are Stronger

Since 2001 Si.mobil has been part of the mobilkom austria group. mobilkom austria is the majority shareholder, holding 75% plus one share until December 2005, and since December 7th, 2005, mobilkom austria has acquired a further 17.188% from Istrabenz, Intereuropa, Probanka and UPC Telemach. The acquisition of the remaining 7.812% share, owned by Iskratel and Medaljon, is planned for May 2006.

The mobilkom austria group (the wireless segment of the Telekom Austria Group) is comprised of mobilkom austria (Austria), Si.mobil (Slovenia), VIPnet (Croatia), mobilkom liechtenstein (Liechtenstein) and Mobiltel (Bulgaria), the youngest member, which joined the group in July 2005. Altogether about 6,000 employees take care of approximately 9 million customers in five countries.

The mobilkom austria group stands for technological progress, as is reflected by the introduction of the first GPRS network in the world in Austria, and the first national UMTS network in Europe in 2002, also in Austria. Si.mobil became the first telecommunications provider in Slovenia to launch the EDGE technology and had one of the first EDGE networks in Europe. Learning from Si.mobil, mobilkom austria and VIPnet were among the first European providers to introduce the smart combination of UMTS and EDGE in Austria and Croatia.

The powerful synergy and the steady know-how transfer among these companies and markets enables rapid development and implementation of products and services for all companies in the group. In 2003 the mobilkom austria group formed a partnership with Vodafone, the world's largest mobile operator.

The group's vision is to become the leading group in the field of electronic communication in South-Eastern Europe. The implemented strategy "Think global, act local", helps mobile operators in local markets to work in line with local characteristics and users' demands. Each of them operates under their own brand.

Temeljne skupne tržne usmeritve so:

- Biti vodilni v inovativnosti in kakovosti.
- Širitev na območje strateških regij.
- Izkoriščanje sinergij, ki jih prinaša strateško partnerstvo z Vodafonom.
- Ponuditi možnost osebne razvoja zaposlenih na mednarodni ravni.
- Prenos znanj in izkušenj znotraj skupine.

V letu 2005 je skupina postala še večja in močnejša z novim članom, bolgarskim Mobiltelom. Mobiltel je vodilni operater na bolgarskem trgu. Z več kot 3,6 milijona uporabnikov predstavlja največje bolgarsko telekomunikacijsko omrežje. Penetracija mobilne telefonije v Bolgariji znaša 79,5 % in še narašča ter za skupino mobilkom austria predstavlja veliko priložnost.

Strateško partnerstvo z Vodafonom

Vodafone je največje mobilno telekomunikacijsko podjetje na svetu. Njegove izdelke in storitve uporablja prek 510 milijonov uporabnikov. Kar vsak četrty uporabnik mobilne telefonije je skrb za svoje komunikacijske potrebe zaupal Vodafonu, ki je prisoten v 27 državah na petih kontinentih in preko partnerskih omrežij v 31 državah.

Leta 2003 je bilo vzpostavljeno ekskluzivno partnerstvo z Vodafonom za sodelovanje na avstrijskem, slovenskem in hrvaškem trgu. To sodelovanje je razširilo nabor obstoječih izdelkov in storitev ter izboljšalo ponudbo storitev, predvsem za poslovne stranke. Partnerstvo omogoča sodelovanje predvsem na področjih gostovanj, nabave, razvoja novih izdelkov in storitev, tehničnih platform, globalnega oskrbovanja velikih strank in skupnih tržnih iniciativ. Skozi partnerstvo se Si.mobil nadeja tudi dostopa do velikih poslovnih strank, ki so že Vodafonom uporabniki v tujini.

Si.mobil v Sloveniji nastopa z blagovno znamko Si.mobil - Vodafone, ki za uporabnika poleg drugih obljub predstavlja tudi globalnost in globalni doseg. Si.mobil to zagotavlja z razširjeno mrežo partnerstev z najbolj ugodnimi cenami gostovanj za vse uporabnike, cenikom Vodafone World in storitvijo Eurocall.

The Basic Market Orientations are:

- To be the innovation and quality leader.
- To expand further into strategic regions.
- To benefit from the synergy of the strategic partnership with Vodafone.
- To offer the possibility of employees' personal development on an international level.
- To exchange knowledge and experience within the group.

In 2005 the group became even bigger and stronger with the new member, the Bulgarian Mobiltel. Mobiltel is the leading mobile operator in the Bulgarian market. With 3.6 million users it is the largest Bulgarian telecommunications network. The mobile phone penetration level in Bulgaria is 79.5% and is still growing, which has big potential for the mobilkom austria group.

Vodafone, the Strategic Partner

Vodafone is the largest mobile telecommunications company in the world. Their products and services are used by over 510 million customers. Every fourth user of mobile services in the world trusts Vodafone with his or her communication needs. It has mobile networks in 27 countries across 5 continents and partner networks in 31 countries.

In 2003 an exclusive partnership with Vodafone to co-operate in the Austrian, Croatian and Slovenian market was established. The co-operation has extended the range of existing products and services and has improved the portfolio for business customers in particular. The partnership brings co-operation in the field of roaming, purchasing, development of new products and services, technical platforms, global account management and joint marketing initiatives. Through this partnership Si.mobil is also gaining access to large business customers, who are already Vodafone users abroad.

In Slovenia Si.mobil is present with the Si.mobil-Vodafone brand, which provides the user with the perception of global reach. Si.mobil provides this through a large network of partnerships for ensuring the most favourable roaming prices - the Vodafone World prices and the Eurocall service.



Tržni objemi Market Embraces

a) Globalni tržni pristopi

V objemu trga

Na trgu so merila za uspešnost jasna. V Si.mobilu vso energijo usmerjamo v doseganje vseh pogojev, ki označujejo uspešno podjetje. Znamo prisluhniti svojim uporabnikom in znamo slišati sebe. Rezultati niso naključni, temveč so plod trdega dela in mnogih vloženih ur.

Si.mobil svoje storitve in produkte na trg prinaša po treh prodajnih kanalih, in sicer preko neposredne prodaje v lastnih prodajnih centrih Si.mobil - Vodafone, posredne prodaje pri pooblaščenih prodajalcih in prodaje poslovnim strankam po prodajnih predstavnikih. Delež prodanih naročniških paketov v Si.mobil - Vodafone centrih je v letu 2005 znašal 36,4 %, v posredni prodaji pri pooblaščenih prodajalcih 57 %, preostalih 6,6 % pa so doprinesli prodajni predstavniki s paketi za poslovne uporabnike. Pri celotni prodaji je 29,3 % predstavljal delež neposredne prodaje v Si.mobil - Vodafone centrih, 67,5 % v posredni prodaji pri pooblaščenih prodajalcih in 3,2 % pri prodajnih predstavnikih za poslovne stranke.

Z novimi paketi Smart za zasebne uporabnike smo postali cenovni vodja na slovenskem trgu. Skoraj 70 % naših uporabnikov že uporablja pakete Smart. Od marca 2005 dalje tudi poslovnim uporabnikom omogočamo tarife Smart, hkrati pa smo predstavili tudi dva nova podatkovna izdelka - Vodafone Mobile Connect Card s hitrostjo EDGE in BlackBerry® iz Vodafone. Privlačni podatkovni izdelki in Vodafone live! so pomembno pripomogli k povečanju deleža uporabe podatkovnih storitev. Prihodki iz podatkovnih storitev so glede na lansko leto narasli za 2,8 odstotne točke na 17,1 %. Si.mobil s tehnologijo EDGE, ki omogoča hiter prenos podatkov, pokriva 70 % slovenskega prebivalstva.

Naši poslovni rezultati so odsev številnih aktivnosti, ki so jih naše strokovne ekipe opravljale vse leto. Nekaj strateških tržnih odločitev, ki so zaznamovale leto 2005:

Vodafone live!

Leto 2005 je bilo za naš Vodafone live! prelomno. Vse osnovne platforme smo preselili v gostovalni center v VIPnetu. Centralno gostovanje Vodafone live! za vse tri operaterje (mobilkom, VIPnet in Si.mobil) prinaša boljšo sinergijo poslovanja, zmanjšanje stroškov vzdrževanja in možnost hitrejše nadgradnje z manj pripravami. S prenosom oskrbovanja jedrnih sistemov na gostiteljski center se lahko

a) Global Market Approaches

Embracing the Market

Markets have clear standards for success. At Si.mobil we focus all our energy into meeting all the conditions proving a successful company. We know how to listen to our users and we know how to listen to ourselves. The results are not a coincidence, but the outcome of numerous hours of hard work.

Si.mobil brings its services and products to the market through three sales channels - direct sales in Si.mobil - Vodafone sales centres, sales through authorized resellers and sales to business customers through sales representatives. The percentage of the contracts signed at the Si.mobil - Vodafone centres was 36.4%, while 57% were signed at authorised resellers, and the remaining 6.6% through sales representatives for business customers. Of total sales, 29.3% were conducted in Si.mobil - Vodafone centres, 67.5% through authorised resellers and 3.2% through sales representatives for business clients.

The new Smart tariff system for residential customers made us the price leader in the Slovene market. Nearly 70% of our users have already chosen Smart packages. Since March 2005 business customers too have had the possibility to switch to Smart tariffs. At that time we also introduced two new data products - the Vodafone Mobile Connect Card with EDGE speeds and BlackBerry® from Vodafone. Attractive data products and Vodafone live! contributed prominently to the increase in data services usage. Income from data services grew by 2.8 percentage points to 17.1% compared with 2004. Si.mobil provides 70% population coverage with EDGE technology, which enables fast data transfer.

Our business results reflect numerous activities, which our professional teams conducted throughout the year. These are some strategic decisions that marked 2005:

Vodafone live!

2005 was a crucial year for Vodafone live!. All base platforms were moved to the VIPnet hosting centre. Central Vodafone live! hosting for all three networks (mobilkom, VIPnet and Si.mobil) brings more business synergy, lowers maintenance costs and enables faster upgrades with fewer preparations. By transferring core system management to the host centre, we can put more focus on development and improvements that concern our customers. The move to hosting was technically and organizationally very challenging. We had to perform proper proce-

≈ sami bolj posvetimo razvoju in izboljšavam storitev za končne uporabnike. Prehod na gostovanje je bil tehnično in organizacijsko zelo zahteven. Poskrbeti smo morali za postopke, ki zagotavljajo nemoteno delovanje kar treh Vodafone live! portalov. Maja smo uporabnikom ponudili prenovljen portal in izgled storitev Vodafone live!. Najbolj opazna novost je nov izgled uporabniškega vmesnika na mobilnikih. Z lažjo in bolj pregledno uporabo omogoča seznanjanje z novostmi že na prvi strani portala. Prenovili in poenotili smo tudi spletne strani ter uporabniške vmesnike za vse glavne storitve Vodafone live!. Namesto uvajanja velikega števila novih storitev smo se odločili za izboljšave in širitev obstoječih. Uspešno smo prenovili Chat, kjer danes klepeta bistveno več uporabnikov kot prej. V povezavi z Vodafone in domačimi dobavitelji smo za uporabnike pripravili veliko novih vsebin. Poseben sklop je bil med sezono F1 posvečen Ferrariju, popestrili smo ponudbo erotičnih vsebin, pred poletjem pa smo razširili tudi ponudbo počitniških vsebin s hrvaškimi portalom ter vsebinami popularnih revij.

Nova različica programske opreme je prinesla hitrejše in bolj zanesljivo delovanje portala Vodafone live!. Brskanje in nakupovanje je postalo udobnejše. Čez poletje smo popolnoma prenovili storitev sms Info. Nadeli smo ji tudi novo ime - Informator, saj prejšnje ni več ustrezalo razširjeni funkcionalnosti.

Uvedli smo tudi novo, pregledno zaračunavanje vsebin na portalu in brezplačno promocijsko obdobje za pregledovanje portala Vodafone live!. Uporabnikom smo želeli približati naše vsebine, zato smo jim olajšali dostop. Strah pred skritimi stroški je velik dejavnik pri odločanju za uporabo storitve, kar je dokazala tudi povečana uporaba portala Vodafone live! po uvedbi brezplačnega brskanja. Število uporabnikov se je povečalo za 25 %, prenos podatkov pa za skoraj 60 %.

Na področju sporočanja smo nadgradili mms center. Sedaj lahko tudi uporabniki s starejšimi telefoni sprejmejo mms sporočilo od tistih z naprednejšimi. Prevelike slike so samodejno pomanjšane na primerno velikost, tako da ustrezajo zaslonu prejemnikovega telefona.

Prikaz trenutne lokacije

Našim uporabnikom smo omogočili uporabo brezplačne storitve, ki na mobilniku prikaže trenutno lokacijo, kjer se nahajajo. Nova tehnologija omogoča prikaz imena bazne postaje s katero je uporabnik povezan.

≈ dures that ensure uninterrupted operation of the three Vodafone live! portals. In May we offered a revamped portal with a new look of Vodafone live! services. The most prominent improvement is the user interface on mobile phones. Through easier and more transparent use it introduces new features on the portal's front page. We also revamped and unified our website and user interfaces for all principal Vodafone live! services. Instead of introducing numerous new services, we decided to improve and extend the existing ones. We successfully revamped Chat, which now hosts a substantially larger number of users than before. Together with Vodafone and local content providers we prepared various new contents for our users. During the F1 season we devoted a special section to Ferrari; we spiced up our erotic contents; and before the beginning of summer we also expanded the holiday contents with the special Croatia portal and contents of several popular magazines.

The new software version enables faster and more reliable Vodafone live! operation. Surfing and shopping have become more comfortable. During the summer we completely revamped the sms Info service. We also renamed it to Informator, because the previous name did not fit the expanded array of functions.

We also introduced new and transparent billing of portal content and a free promotional period of surfing on Vodafone live!. We wanted to bring our content closer to our users, so we developed an easier access. Fear of hidden expenses is an important factor when deciding to use a service, as was proven by the increased use of Vodafone live! after the introduction of free surfing. The number of users increased by 25%, while data transfer increased by nearly 60%.

In the field of messaging we upgraded the mms centre. Now users with older phones can receive mms messages from users with newer models as well. The large pictures are automatically resized to fit the smaller size of the recipient's display.

Display Current Location

We gave our users the option to use the free service, which displays their current location on their phone. The new technology displays the name of the base station cell the user is connected to.

040 pred vsakim klicem in sporočilom

Od novembra 2005 dalje je postalo klicanje in pošiljanje sporočil uporabnikom Si.mobil - Vodafone možno le z obvezno uporabo klicne predpone 040. Novost smo uvedli zaradi razvoja novih storitev in potrebe po dodatnem številskem prostoru. Rast števila uporabnikov je glavni razlog, da bomo v prvi polovici leta 2006 uvedli dodatno klicno predpono 030.

Gostovanja

V februarju 2005 smo cene mednarodnih gostovanj po vzorcu Vodafona postavili v pregleden in enostaven cenik. S tem smo uporabnikom omogočili preglednejšo in cenovno ugodnejšo uporabo mobilnika pri potepanjih po svetu. Vse nove kartice SIM so predhodno nastavljene in omogočajo samodejno izbiro najugodnejšega partnerskega omrežja. Vsem uporabnikom pred odhodom v tujino svetujemo, da preverijo, kateri operater je ugodnejši.

Ob koncu leta 2005 smo imeli 195 GSM partnerjev za gostovanje v 106 državah, 81 GPRS partnerjev v 49 državah in 55 Camel (za Halo in VPN gostovanje) partnerjev v 32 državah.

Vodafone World

V februarju smo uvedli cenik Vodafone World, ki prinaša ugodnejše in preglednejše cene gostovanj v partnerskih omrežjih po vsem svetu. Cene gostovanj znotraj Vodafone World so določene na podlagi treh kriterijev. Prvi je svetovna regija, v kateri gostuje uporabnik, drugi je storitev, ki jo uporablja, tretji pa uporabniška skupina, ki ji pripada. Cene posameznih storitev so oblikovane za vsako skupino uporabnikov posebej, glede na operaterja pri katerem gostujemo. Cena je določena glede na storitev, ki jo uporabnik uporabi, obračunska postavka pa je odvisna od tega, v kateri regiji se nahaja. Tako se cene ne razlikujejo od države do države, ampak za ves svet velja le pet enotnih postavk za vsako opravljeno storitev. Cene storitev pri partnerskih operaterjih v državah, ki jih uporabniki Si.mobil - Vodafone najpogosteje obiskujejo, so nižje kot doslej in hkrati tudi nižje od cen konkurence.

Vodafone Eurocall

Naša storitev Vodafone Eurocall zagotavlja najugodnejše cene gostovanj v 31 evropskih državah. V posebno skupino najcenejših klicev spadajo avstrijski A1, hrvaški VIPnet, Vodafone Omnitel iz Italije in San Marina, madžarski Vodafone in Mobi's iz BiH.

040 Before Every Call or Message

Since November 2005 calling and sending messages to Si.mobil - Vodafone users is possible only by using the compulsory network prefix 040. We introduced this because of development of new services and the need for additional number space. Due to an increasing number of customers we will introduce the additional call prefix 030 in the first half of 2006.

Roaming

In February 2005 we arranged international roaming prices according to Vodafone standards into a transparent and simple price list, enabling customers a more transparent and cheaper use of their mobile phone when staying in other countries. All new SIM cards are preset and enable automatic choice of the most favourable partner network. We advise all our customers to check which network is cheaper before travelling abroad.

At the end of 2005 we had 195 GSM network roaming partners in 106 countries, 81 GPRS partners in 49 countries and 55 Camel partners for prepaid and VPN roaming in 32 countries.

Vodafone World

In February 2005 we introduced the Vodafone World price plan, which brings lower and more transparent roaming pricing in partner networks all over the world. Roaming prices within Vodafone World are based on three criteria. The first is the region of the world where the customer is using the roaming service, the second is the service being used, and the third is the customer group he or she belongs to. Service prices are designed separately for each customer group, based on the network they are roaming in. The price is set based on the service the customer uses, and base billing depends on the region he or she is in. This way prices do not differ from country to country, since there are only five uniform base billings for each service. Service prices in partner networks most visited by Si.mobil - Vodafone customers are lower than before, and at the same time lower than our competitors' roaming prices.

Vodafone Eurocall

Our Vodafone Eurocall service ensures the lowest roaming price in 31 European countries. The special group of networks with the lowest-priced calls includes the Austrian network A1, the Croatian VIPnet, Vodafone Omnitel in Italy and San Marino, Hungarian Vodafone and Mobi's in Bosnia and Herzegovina.

≈ Poletno gostovanje na Hrvaškem

Svojim uporabnikom smo ob poletnem gostovanju v tujini nudili številne ugodnosti, koristne storitve in informacije. Najugodnejšega gostovanja na Hrvaškem so bili deležni pri VIPnetu, kjer so imeli eno uro dnevno na voljo tudi brezplačne SMS-e. Uporabniki Halo so lahko tudi letos na Hrvaškem napolnili svoje račune. Vrednostne kartice so bile naprodaj v prodajnih centrih VIPneta in na nekaterih poštah ob hrvaški obali. Vse poletje so bili na portalu Vodafone live! dosegljivi sveži podatki o hrvaškem primorju. Pod rubriko Hrvaška so naši uporabniki lahko spremljali vremensko napoved, posebne informacije za pomorce in jadrance, temperature morja, stanje na cestah, informacije o mejnih prehodih, o cenah goriva, lahko so preverili vozni red trajektov ali se pozanimali o zanimivih dogodkih.

Enotna cena MMS-ov doma in iz tujine

Naši uporabniki so lahko MMS-e iz tujine pošiljali po enaki ceni kot doma, pri tem pa jim tudi ni bilo treba dodatno plačevati tudi stroškov prenosa preko GPRS-a, ki ceno MMS-a v tujini lahko občutno podraži.

Počitniški pozdravi z MMS Razglednico

Naši uporabniki so za pošiljanje počitniških pozdravov zamenjali klasične razglednice z udobnejšo in bolj osebno MMS Razglednico. S telefonom posneta in poslana fotografija je v obliki razglednice prispela po navadni pošti in pričakala naslovnikarja v poštnem nabiralniku.

Zimski popust za gostovanja

Tudi v letu 2005 smo svojim naročnikom ponudili ugodnejše telefoniranje iz držav, kamor so se odpravili na zimske počitnice. Klici v Slovenijo in klici v vsa omrežja znotraj države, v kateri so gostovali, so bili pri avstrijskem A1, italijanskem Vodafone Omnitel, francoskem SFR in švicarskem Swisscom za naše naročnike 50 % cenejši ves dan.

Gostovanje pri bolgarskem M-telu

Za svoje uporabnike smo znižali cene gostovanja v partnerskem omrežju M-tel (operater MobilTel) v Bolgariji. M-tel je odslej v cenikih gostovanj in pri storitvi Vodafone Eurocall uvrščen v skupine omrežij, ki omogočajo nižje cene storitev. Najugodnejše gostovanje omogoča sinergija skupine mobilkom austria, katere del sta Si.mobil in MobilTel.

≈ Summer Roaming in Croatia

We provided our customers with numerous benefits, useful services and information during their summer roaming abroad. The cheapest roaming in Croatia was available with VIPnet, which included free SMS messages for an hour a day. This year prepaid Halo users were also able to charge their accounts in Croatia. Voucher cards were sold in VIPnet shops and some post offices along the Croatian coastline. All summer long Vodafone live! presented up-to-date information on the Croatian seaside. Under the special Croatian section our customers were able to check weather forecasts, special information for sea-farers, sea temperature, traffic and border-crossing information, fuel prices, ferry timelimes and upcoming events of interest.

One Price for MMS Messages at Home and Abroad

Our users were able to send MMS messages from abroad at the same price as at home. They were able to send the cheapest MMS messages from abroad, because they did not need to pay extra for the GPRS data traffic, which can substantially increase the cost of sending MMS messages abroad.

Summer Greetings by an MMS Postcard

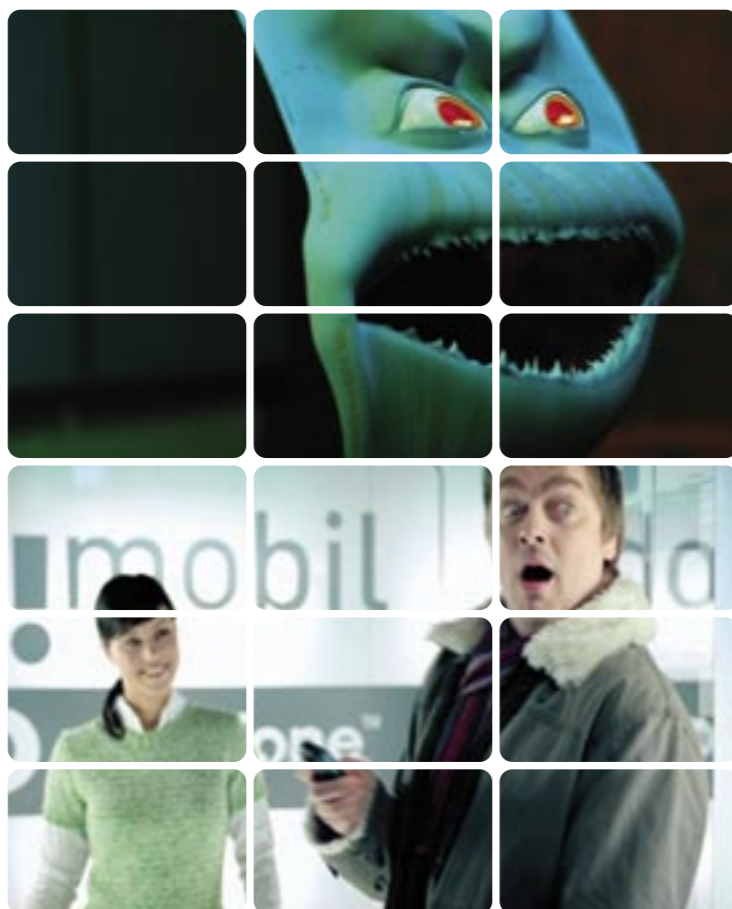
Our users were able to replace classic postcards with a more comfortable and personal MMS Postcard for sending their summer holiday greetings. A photo taken and sent by phone was delivered as a postcard with regular mail, waiting for the recipient in the mailbox.

Winter Roaming Discount

In 2005 we again offered our customers lower call prices from the countries they chose as their winter holiday destination. Calls to Slovenia and calls to all networks inside the visiting country were 50% lower for our subscribers all day long, when roaming in the Austrian network A1, the Italian Vodafone Omnitel, the French SFR or the Swiss Swisscom.

Roaming in the Bulgarian M-tel

We reduced the roaming prices in the partner network M-tel (MobilTel) in Bulgaria. M-tel is now included in the roaming pricelists and the Vodafone Eurocall service in the groups of networks with lowest service prices. The synergy within the mobilkom austria group, of which Si.mobil and MobilTel are also a part, made these excellent roaming offer for Bulgaria possible.



b) Zasebni uporabniki

b1) Naročniki

V ospredju naših prizadevanj so vedno naročniki, ki s svojo zvestobo potrjujejo pravilnost naših poslovnih odločitev. V letu 2005 smo jim namenili številne prodajne aktivnosti in dosegli rezultate, ki so nam v ponos.

Smart ponudba

Uporabnike mobilne telefonije smo nagovarjali, naj se znebijo prevelikega računa s tarifami Smart, ki prinašajo najugodnejše cene klicev znotraj domačega omrežja 5 srt/minuto, z Opcijo mobilni v omrežje Mobitela in Debitela 22 srt/minuto, v paketu Orto Smart pa ponujamo še sms-e za 5 srt. Za lažjo odločitev smo novim naročnikom podarili dodatne promocijske in časovno omejene ugodnosti, kot so pol leta brezplačne mesečne naročnine, eno leto polovične mesečne naročnine, mms-i po 10 srt in mnoge druge.

Mladim uporabnikom smo ponovno ponudili najugodnejši naročniški paket Orto Smart, tokrat brez časovnih omejitev za sklepanje naročniškega razmerja. Paket je na voljo vsem mladim od 15 do 27 let. Vsem ostalim pa so na voljo paketi Smart I, Smart II in Smart III, ki so z ugodnimi cenami še vedno najboljša rešitev za znižanje računa.

Vodafone live!

V preteklem letu smo uspešno prenovili Vodafone live!, ki je bil že prej odlično prepoznan. Obiskalo ga je 80 % vseh uporabnikov, ki s svojim telefonom lahko dostopajo do te globalne storitve. Najpogosteje so obiskali rubrike Igre, Melodije in Slike. Pogosto so si ogledali tudi erotične vsebine. Uvedli smo brezplačno surfanje ter pregledno zaračunavanje vsebin na Vodafone live!. Spletni izgled portala omogoča prijaznejše brskanje in krajšo pot do iskanih vsebin.

Si.Navigator

Inovativno storitev Si.Navigator smo uporabnikom ponudili prvi v Sloveniji. To je natančen satelitski gps sistem za mobilne telefone. Uporabniki lahko dostopajo do podrobnih zemljevidov Slovenije, več kot 20 evropskih držav ter zDA in Kanade. Dinamični zemljevidi s samodejno povečavo, ki jih ni potrebno predhodno nalagati na telefon, so opremljeni tudi z glasovno navigacijo v slovenskem jeziku in izračuni poti. Si.Navigator deluje na več kot 20 modelih mobilnih telefonov, njihovo število pa še narašča.

b) Residential Users

b1) Subscribers

Our subscribers are most prominently at the forefront of our commitment, because they reaffirm our business decisions with their loyalty. In 2005 we devoted various sales activities to them, which enabled us to reach results we are proud of.

Smart Offer

We addressed mobile telephony users with the proposition to get rid of their oversized phone bills by switching to Smart tariffs, which offer the lowest call prices inside the home network at 5 srt per minute, and calls to Mobitel and Debitel networks at 22 srt per minute with the added Mobile Option, while the Orto Smart users also get cheap sms messaging with 5 srt per message. To make their decision easier, we offered additional promotional time-limited offers to new subscribers, such as 6 months zero subscription fee, a full year of 50% subscription fee, mms messages at 10 srt, and many others.

We offered our young customers the most favourable Orto Smart package again, this time without time limitations on signing the package contract. Orto Smart is available to all young people aged from 15 to 27. Everybody else can still choose the Smart I, Smart II or Smart III package, which still offer the best solution for cutting down the costs.

Vodafone live!

Last year we successfully revamped the already widely recognized Vodafone live! portal. It was visited by 80% of all our customers, who have a phone capable of accessing this global service. Most frequently visited features were Games, Tunes and Images. Erotic content was also popular. We introduced free surfing and transparent content charging on Vodafone live!. The online appearance of the portal enables user friendlier surfing and a shorter way to the requested content.

Si.Navigator

We were the first to offer the innovative Si.Navigator service in Slovenia. This is an accurate satellite gps system for mobile phones. Users can access detailed maps of Slovenia, more than 20 European countries, USA and Canada. Dynamic maps with automatic resizing do not need to be uploaded onto a phone beforehand, and include voice navigation in Slovene, as well as route calculations. Si.Navigator is currently supported on over 20 mobile phone models, and their number is increasing.

Lažja menjava številke

Nadgradili smo brezplačno storitev Lažja menjava številke. Storitev vključuje prepis telefonskega imenika s stare kartice SIM na novo in obveščanje izbranih prejemnikov o zamenjavi telefonske številke s sporočili SMS. Tako smo dosegli večje zadovoljstvo strank, saj smo zmanjšali neprijetnosti ob zamenjavi operaterja, izgubi SIM kartice ali nakupu novega naročniškega paketa.

Geslo

Naročnikom smo v letu 2005 omogočili novo brezplačno storitev Geslo, ki zagotavlja prijazno, udobno, enostavno in varno upravljanje z nastavitvami mobilnih storitev. Z Geslom odslej lahko preverjajo trenutno porabo in dobijo splošne informacije o statusu svoje naročniške številke in posameznih storitev. Poizvejo lahko o dosedanjih računih ali spremenijo naslov za prejemanje računov, preprosto zamenjajo obračunsko obdobje za plačevanje računov ali celo zamenjajo naročniški paket.

Predigra

Uporabnikom smo pripravili zabavno storitev Predigra, ki klicatelju omogoča predvajanje melodije med čakanjem, da se klicani javi. V začetku smo ponudili le tuje uspešnice, kasneje pa smo začeli uporabnikom ponujati še domače melodije.

Novi telefoni

V naši bogati ponudbi za naročnike smo predstavili vrsto novih telefonov po ugodnih cenah. Vsi so prilagojeni našim globalnim standardom in podpirajo Vodafone live! in GPRS. Odlikuje jih kakovosten barvni zaslon, vzdržljiva baterija in odlične funkcijske možnosti.

b2) Halo uporabniki

Naše osnovno vodilo pri oblikovanju produktov in storitev je najboljša vrednost za ceno. Število novih uporabnikov naših predplačniških storitev je dokaz, da razmišljamo in delamo pravilno. Na težavnem trgu nam je s strateškim pristopom uspelo uresničiti našo vizijo, ki jo odlično odraža tarifa Halo36.

Halo36

V letu 2005 smo uspešno uvedli Halo36, novo enotno tarifo 36 SIT/minuto za klice v vsa omrežja v Sloveniji. Od polnoči do petih zjutraj je cena za klice znotraj

An Easier Way to Change Your Number

We upgraded the free service Lažja menjava telefonske številke (An Easier Way to Change Your Number). The service includes copying contacts from the old SIM card onto the new one, as well as notification of chosen contacts of the new number through SMS messages. This helped us achieve greater customer satisfaction by lessening the unpleasantness at switching to another network, losing a SIM card or buying a new package.

Geslo (Password)

In 2005 we introduced a new service to called Geslo (Password), offering our customers a pleasant, comfortable, simple and safe method of managing their mobile service settings. With Geslo they can check on their service charges and get general information on the state of their own contract number, as well as individual services. They can inquire about previous bills or change the mailing address, simply switch their accounting period or even switch the type of package.

Predigra (Foreplay)

We offered a new fun service called Predigra (Foreplay), which plays music to the caller while waiting for the recipient to answer. At first we offered only international hit singles, and later we also included Slovene songs.

New Phones

We introduced a bundle of new phones at affordable prices in our rich offer for our subscribers. They are all adapted to our global standards and support Vodafone live! and GPRS data transfer. They are marked by high-quality colour displays, long-lasting battery and excellent functions.

b2) Halo Users

Our guiding principle at designing our products and services is: "the best value at the best price". The number of new users of our prepaid services is proof that we are thinking and working in the right direction. With strategic approach we managed to execute our vision, best reflected by the Halo36 tariff in this difficult market.

Halo36

In 2005 we successfully introduced Halo36, the new unified tariff offering calls for 36 SIT per minute into all networks in Slovenia, all day long. From midnight

≈ omrežja Si.mobil - Vodafone 5 SIT/minuto. Primerna je za vse uporabnike, ki veliko klicev opravijo v druga mobilna omrežja ali v fiksno omrežje. Vsak novi predplačniški uporabnik ima prednastavljeno tarifo Halo Smart. Novo tarifo Halo36 lahko nastavi s klicem na brezplačno številko ali z brezplačnim SMS-om.

Junija 2005 smo poenotili pogoje uporabe uporabnikom Halo. Vsi uporabniki tarif Zvezda in Naši so samodejno prešli na tarifo Halo36. Tako smo jim omogočili preglednejšo porabo in enostavnejši nadzor nad stroški. V bogati paleti paketov Halo smo ponudili številne kakovostne telefone po ugodnih cenah.

Halo Smart

Poleg nove tarife Halo36 je predplačniškim uporabnikom na voljo tudi obstoječa tarifa Halo Smart, ki omogoča najugodnejšo ceno klicev v domačem omrežju. Uporabniki predplačniških storitev lahko na podlagi svojih potreb izberejo najugodnejšo tarifo.

Prodajne akcije

V letu 2005 smo pripravili številne prodajne akcije, v katerih smo našim predplačniškim uporabnikom Halo ponudili produkte in storitve po posebej ugodnih pogojih. V marcu smo vsem novim uporabnikom Halo ponudili bonus 10.000 SIT, izbirali pa so lahko med novimi, kakovostnimi telefoni po znižanih cenah. Od novembra 2005 do sredine februarja 2006 smo novim uporabnikom Halo podarili 3.000 SIT bonusa. Posebna ponudba je veljala za nove uporabnike Halo, ki so kupili in aktivirali paket Halo ali Halo s kartico SIM. Ob aktivaciji so na svoj račun Halo prejeli tudi 3.000 SIT bonusa. Dodaten popust pri nakupu paketa Halo so lahko uveljavili naši naročniki. To jim je omogočil Halo Partner bonus, ki prinaša popust v vrednosti 2.000 SIT.

Posebne ugodnosti

Prvi v Sloveniji smo svojim predplačniškim uporabnikom omogočili pošiljanje sporočil MMS iz tujine. Halo uporabniki lahko MMS-e pošiljajo iz vseh držav, kjer omogočamo GPRS gostovanje.

Predplačniškim uporabnikom Halo smo s storitvijo **NUJNO** omogočili, da v primeru praznega računa Halo, za klic ali oddaljeno polnjenje zaprosijo drugega uporabnika preko brezplačnega sporočila SMS. S storitvijo **POLNI** pa lahko naši naročniki ali uporabniki Halo napolnijo račun Halo drugega uporabnika iz svojega računa, brez nakupa vrednostne kartice Halo.

≈ to five in the morning the price for calls inside the Si.mobil - Vodafone network is 5 SIT per minute. It is suitable for all users who make frequent calls into other mobile networks in Slovenia or the fixed-line network. Every new prepaid user has the Halo Smart tariff preset. They can switch to Halo36 by calling the toll-free number or sending a free SMS message.

In June 2005 we unified the terms of use for the Halo prepaid system. All the customers using the tariffs Zvezda and Naši were automatically switched to Halo36. This way we enabled a more transparent pricing method and a simpler way to control their phone expenses. In the rich offer of Halo packages we offered many high-quality phones at affordable prices.

Halo Smart

Along with the new Halo36 tariff the prepaid users can also chose the existing Halo Smart tariff, which offers the lowest prices inside the home network. Prepaid customers can choose the tariff most suitable for them based on their needs.

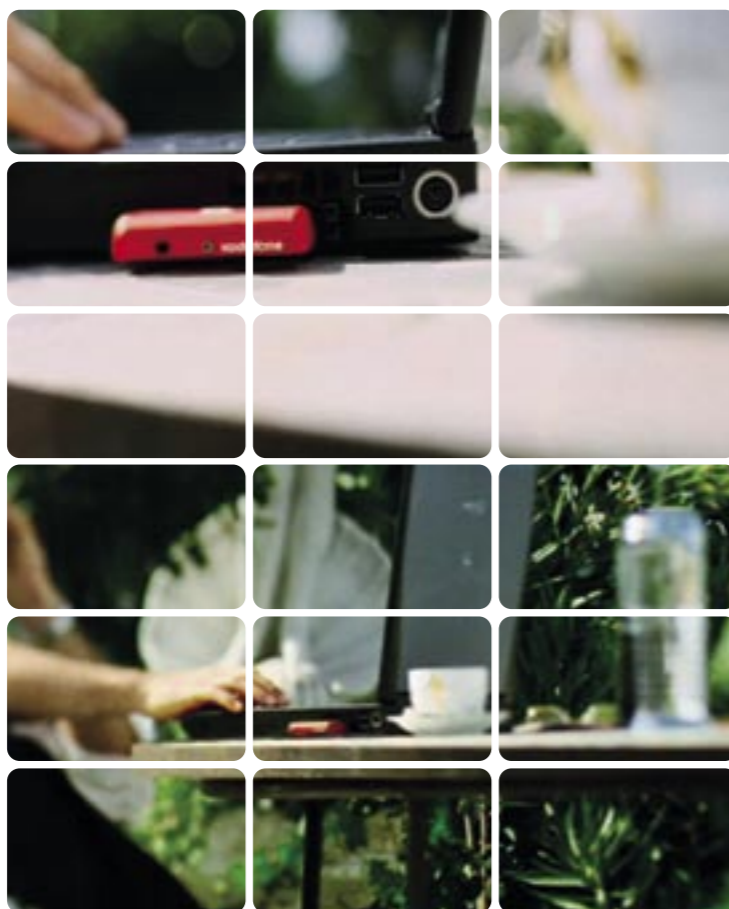
Sales Promotions

In 2005 we prepared several sales promotions where we offered our prepaid customers Halo products and services at especially favourable conditions. In March we gave a bonus of 10,000 SIT to all new Halo customers, and they could pick a new, high-quality phone at a reduced price. From the end of November 2005 to mid-February 2006 all new Halo customers were awarded with a 3,000 SIT bonus. There was also a special offer for new Halo customers, who bought a Halo package and activated their account, because the activation awarded them with 3,000 SIT of free calls and services. An additional discount for buying a Halo package was given to our price plan subscribers through the Halo Partner Bonus, as every subscriber buying a Halo package was awarded a 2,000 SIT bonus.

Special Advantages

We were the first in Slovenia to offer our prepaid customers the chance to send MMS messages from abroad. Users can send MMS messages from all the countries where GPRS roaming is available.

With the **NUJNO** (URGENT) service we gave our Halo customers the chance to ask another user to give them a call or remotely charge their empty Halo prepaid account via a free SMS message. And the price plan subscribers or Halo users can charge another Halo user's account from their own account, without the need to purchase a Halo voucher.



c) Poslovni uporabniki

Kakovost je uspeh

Za zahtevne poslovne uporabnike ponujamo rešitve, ki predstavljajo idealno kombinacijo kakovosti in cene. S pomočjo globalnih partnerjev izbiramo produkte in storitve, ki segajo v svetovni tehnološki vrh. Svojim poslovnim uporabnikom želimo vedno prvi ponuditi najboljše na trgu.

Business Smart paket

Našo ugodno ponudbo za poslovne uporabnike smo nadgradili z Business Smart paketom. Cena klicev za pogovore znotraj poslovne skupine je 2 srt na minuto, za pogovore znotraj omrežja Si.mobil - Vodafone 5 srt na minuto, na fiksno omrežje in ostala mobilna omrežja (razen omrežja Vega) pa stane klic le 22 srt na minuto, brez mesečnega doplačila za Opcijo mobilni.

Naročniki paketa Business Smart lahko izkoristijo tudi prednosti Partner bonusa. Postanejo lahko nosilci skupine in do trem prijateljem, znancem ali družinskim članom omogočijo do 30 % prihranek pri mesečni naročnini.

Paket omogoča tudi ugodno mednarodno gostovanje, saj je poslovnim uporabnikom storitev Vodafone Eurocall na voljo brezplačno.

Zasebno poslovno omrežje - VPN / iVPN

Poslovnim uporabnikom smo ponudili storitev zasebnega poslovnega omrežja VPN (virtual private network), ki omogoča natančen nadzor nad uporabo in stroški telefoniranja. Storitve se lahko popolnoma prilagodi zahtevam naročnika, saj vsakemu uporabniku neodvisno določa njegove možnosti klicanja in uporabe drugih storitev. Naročnik VPN lahko z dodeljevanjem pravic posameznim uporabnikom VPN ustvarja tudi poljubne podskupine uporabnikov. Uporabniki istega VPN poslovnega omrežja se med seboj lahko kličejo s kratkimi številkami, ne glede na podskupine, v katere so združeni. Z dodatno storitvijo iVPN (International VPN) imajo naročniki na voljo tudi posebne ugodnosti za klice iz tujine, zato je iVPN še posebej primerna za podjetja, ki veliko delujejo v tujini.

c) Business Customers

Quality is Success

Demanding business customers can find solutions with the perfect combination of price and quality in our offer. With the help of our global partners we pick products and services from the peak of the global technological offer. We always want to be the first to provide our business customers with the best on the market.

Business Smart Package

We upgraded our already favourable offer for business customers with the Business Smart package. The calls within the business group are priced at 2 srt per minute, calls within the Si.mobil - Vodafone network at 5 srt per minute, while calls to the fixed-line and other mobile networks (except for Vega) are priced at 22 srt per minute, without the need for an additional monthly fee for the Mobile Option.

Business Smart package customers can also use the advantages of the Partner Bonus offer. They can create groups, which enable 30% lower monthly subscription fee for up to three friends, acquaintances or family members.

The package also enables affordable international roaming, because business customers use the Vodafone Eurocall service for free.

Virtual Private Network—VPN / iVPN

We offered our business customers the Virtual Private Network (VPN) service, which gives them the option to track the phone use and expense management. The service can be completely adapted to the customer's needs, because it sets the permissions for calling and using other services for every user separately. The VPN subscriber can also divide users into subgroups based on their status in the company. The users of the same VPN business network can call each other with short numbers, regardless of the subgroup they belong to. With the new iVPN (International VPN) service, our customers can also use special rates and services when roaming. That is why iVPN is especially suitable for companies with international operations.

BlackBerry® iz Vodafona

Poslovnim uporabnikom je namenjen tudi najbolj preprost in hiter način dostopa do elektronske pošte. BlackBerry® iz Vodafona je kombinacija dlančnika in mobilnega telefona. Odlikuje ga enostavna in varna uporaba. Nova globalna rešitev BlackBerry® iz Vodafona za poslovneže predstavlja mobilno pisarno v malem. Izdelek je uporaben v vseh partnerskih GPRS omrežjih po svetu. Uporabnikom je na voljo internetna ali korporativna rešitev. Podjetje ima pri korporativni različici možnost vzpostaviti tudi zaprt sistem s strežnikom BlackBerry Enterprise Server, ki ga prav tako nudimo pri Si.mobil - Vodafone. Manjšim podjetjem in individualnim uporabnikom pa ponujamo internetno rešitev s povezavo na katerikoli poštni strežnik. Odluka BlackBerryja je tudi varnost ter zasebnost uporabe, saj je vsa komunikacija od strežnika do mobilne naprave šifrirana s protokolom 3DES, trenutno najmočnejšo komercialno varnostno zaščito.

Vodafone Mobile Connect Card

S kartico za brezžičen prenos podatkov, Vodafone Mobile Connect Card, s podporo EDGE smo ponudili idealno rešitev za vse, ki potrebujejo enostaven in hiter dostop do elektronske pošte, svetovnega spleta ali intraneta na različnih lokacijah. S hitrostjo prenosa do 236 kbit/sekundo ponuja bistveno hitrejši in udobnejši dostop do interneta kot klasičen telefonski priključek ali celo ISDN. Spremljanje količine prenesenih podatkov je pregledno, uporabnikom pa je na voljo hitra spletna ali telefonska tehnična podpora. V letu 2005 smo se zaradi naraščajočih potreb uporabnikov po brezžičnem prenosu podatkov odločili za uvedbo novega paketa Vodafone Mobile Connect Card EDGE Unlimited, ki omogoča skoraj neomejeno količino prenosa podatkov. Količina prenesenih podatkov preko EDGE-a v omrežju Si.mobil - Vodafone danes že presega uporabo GPRS-a in še narašča. Prenos podatkov preko EDGE-a je na voljo 70 % slovenskega prebivalstva. Na območjih, kjer EDGE ni dostopen, prenos podatkov avtomatsko poteka preko GPRS-a in dosega hitrosti do 80 kbit/sekundo. Stabilno in kakovostno GPRS omrežje, ki s signalom pokriva 99,6 % slovenskega prebivalstva,

BlackBerry® from Vodafone

Business customers can choose the simplest and fastest way of accessing e-mail. BlackBerry® from Vodafone is cross between a handheld device and a mobile phone. It is distinguished for its simple and secure use. This new global solution presents business customers a proper pocket-size mobile office. BlackBerry® from Vodafone operates in all GPRS partner networks around the world. Customers can choose between the internet and the corporate solution. With the corporate solution the company has the possibility to set up a closed system with the BlackBerry Enterprise Server, also offered by Si.mobil - Vodafone. Smaller companies and individual users can choose the internet solution, which enables connection to any mail server. BlackBerry is also characterized by a high level of security and privacy of use, because all the communication between the server and the mobile device is encrypted with the 3DES protocol, the strongest currently available security protection.

Vodafone Mobile Connect Card

The Vodafone Mobile Connect Card with EDGE support is the perfect solution for all who want a simple and fast access to e-mail, World Wide Web or intranet in various locations. With data transfer speeds of up to 236 kbit/second it offers a faster and more comfortable internet access than a classic phone connection or even ISDN. Monitoring the amount of transferred data is transparent, and users can also access fast web-based or phone technical support. Due to an increasing need for wireless data transfer we introduced a new data package in 2005 - The Vodafone Mobile Connect Card EDGE Unlimited, which offers almost unlimited data transfer. The amount of transferred data through EDGE technology is already surpassing the amount transferred through regular GPRS in the Si.mobil - Vodafone network, and the need for EDGE is increasing. Data transfer through EDGE technology is available to 70% of Slovene population. In the areas where there is no access to EDGE, data transfer is handled by regular GPRS, with transfer speeds of up to 80 kbit/second. A stable and high-quality GPRS network reaching 99.6% of Slovene popu-

≈ omogoča nemoteno uporabo podatkovnih storitev. Vodafone Mobile Connect Card je globalni produkt, prilagojen potrebam slovenskih uporabnikov. Kartica z uporabniškim vmesnikom v slovenskem jeziku in enostavnimi nastavitvami zagotavlja odlično uporabniško izkušnjo. Kljub hitrejšemu in udobnejšemu prenosu podatkov preko EDGE-a uporabniki Vodafone Mobile Connect Card plačajo enako ceno kot za prenos preko GPRS-a, tako doma kot tudi v tujini. Prenos podatkov preko EDGE-a se namreč obračunava po veljavnem ceniku za GPRS, zaračunava pa se količina prenesenih podatkov in ne čas povezave oziroma hitrost prenosa.

Vodafone Mobile Connect Card lahko stranke uporabljajo tudi v tujini. S kartico je možno gostovati pri vseh operaterjih, s katerimi ima Si.mobil - Vodafone sklenjeno mednarodno GPRS gostovanje.

Zamenjava številke

Poslovnim uporabnikom, ki se odločijo za zamenjavo telefonske številke, omogočimo izdelavo 300 brezplačnih poslovnih vizitk z novimi številkami, po uporabnikovi predlogi. O menjavi številke s SMS sporočilom obvestimo vse izbrane naslovnike.

Podpora poslovnim uporabnikom

Na oddelku za pravne osebe smo v letu 2005 obdelali 69.654 zahtevkov. V 4.934 primerih je šlo za menjavo paketa, v 1.189 primerih je bila podana zahteva za prenos lastništva, 65.872 je bilo opravljenih kontaktov in 6.385 ostalih sprememb, kot so ponovni priklop, začasni in trajni izklop, zamenjava kartice SIM, sprememba telefonske številke ipd. Poslali smo še 1.815 dopisov in preverili 600 računov.

Poslovnim uporabnikom je na voljo posebna brezplačna linija. Cilji glede čakalnih časov so na poslovni liniji še posebej strogo določeni. Poslovni uporabniki so deležni posebne obravnave, kar pomeni, da se skrb zanje razporeja med prodajne predstavnike, podporni in klicni center. Tudi tu se ponovno pokaže, kako pomembna je kakovost vseh agentov v klicnem centru.

≈ lation enables uninterrupted use of data services. Vodafone Mobile Connect Card is a global product, customized to Slovene user's needs. The pc card with the Slovene language user interface and simple settings ensures an excellent user experience. In spite of faster and more comfortable data transfer through EDGE technology, the users of Vodafone Mobile Connect Card with EDGE support pay the same price for transferring data in Slovenia, as well as when roaming. Data transfer through EDGE is billed according to the GPRS price-list, charging only for the transferred data, and not the time spent on-line.

Vodafone Mobile Connect Card can be used abroad as well. Data roaming is available on all the networks Si.mobil - Vodafone has international GPRS roaming contracts with.

Changing the Number

Our business customers who change their phone number can choose to receive free 300 business cards with their new number, printed according to their own design. We also notify all the contacts they choose of the new number via SMS.

Business Customers Support

At the Department for Business Customers we processed 69,654 users' requests in 2005. In 4,934 cases the customers wished to switch their package, in 1,189 cases they requested a transfer of ownership. We made 65,875 contacts with customers and applied 6,385 other changes, such as resumed connection, temporary or permanent disconnection, switching the SIM card, changing phone number, and similar. We also sent out 1,815 memos and checked 600 bills.

Business users can use a special free number for their inquiries. The goals for waiting time on the business number are strictly set. Business users receive special attention, which means that sales representatives, support and call centre all take care of them. This once again shows the importance of competence of call centre agents.



Družbena odgovornost Corporate Responsibility



a) Objemi z razlogom

V Si.mobilu se zavedamo, da je zadovoljstvo uporabnikov in zaposlenih ključ našega uspeha. Njihovo zaupanje si pridobivamo z odgovornim poslovanjem ter skrbnim odnosom do družbe in okolja, v katerem delujemo.

Si.mobil je nenehno prisoten pri različnih humanitarnih, športnih in kulturnih dogodkih. Preko sms sporočil našim uporabnikom omogočamo, da donirajo tudi sami, hkrati pa z lastnimi sredstvi organizacijam tudi finančno pomagamo.

Tudi v letu 2005 smo večji del sponzorskih sredstev namenili športnim, zabavnim in informativnim dejavnostim za mlade. Tako smo izrazili značaj naše blagovne znamke in podprli bistvene lastnosti naše dejavnosti: komuniciranje, mobilnost, drznost in pozornost.

Na športnem področju smo v letu 2005 največjo pozornost posvečali 1. Slovenski nogometni ligi, imenovani Liga Si.mobil - Vodafone. Prispevali smo tudi k razvoju modernih in trendovskih športov, kot so deskanje na snegu s sponzorstvom prvenstva Si.mobil - Vodafone Snowboard Tour 05, ulične košarke s sponzorstvom projekta Mega3ce in odbojke na mivki.

Radosti nas, ker se naša sponzorstva izvernih prireditelj in projektov za mlade uspešno nadaljujejo. Spektakla elektronske plesne kulture Meetme in Sindustry ter Dnevi radovednosti pritegnejo že na desetisoče mladih, željnih zabave, znanja in novih izkušenj.

Vse večjo pozornost med sponzorstvi blagovne znamke Si.mobil - Vodafone namenjamo projektom za poslovne ciljne skupine, kot so srečanja Združenja Manager, Slovenski oglaševalski festival, IBM Forum, Datalab, Sejem plovil Izola in številnim drugim.

Žur z razlogom, donacija z namenom

Avgusta smo organizirali Žur z razlogom, katerega namen je promocija dobrotelčnosti med mladimi. Nastopajoči glasbeniki in ostali sodelujoči so se v korist donacije Fundaciji Mali vitez odpovedali honorarjem, hkrati pa so mlade z lastnim zgledom nagovarjali k donaciji prek sms sporočil. Si.mobil je tako za pomoč mladim, ozdravljenim od raka, daroval več kot 2 milijona tolarjev.

a) Embrace With a Cause

At Si.mobil we are well aware that user and employee satisfaction is the key to our success. We win their trust with responsible business actions and careful attitude towards the society and the environment we live in.

Si.mobil is continually present at various humanitarian, sporting and cultural events. We enable our users to make donations via sms messages and at the same time we help organizations financially.

In 2005 we again donated a large portion of our sponsoring budget to sports, entertainment and informative activities for young people. In this way we expressed our brand character and supported the crucial properties of our business: communication, mobility, courage and attention.

In the sporting arena we focused most of our attention to the Slovene 1st football division called The Si.mobil - Vodafone league. We contributed to the development of modern and trendy sports such as snowboarding by sponsoring the Si.mobil - Vodafone Snowboard Tour 05, street basketball by sponsoring the Mega3ce project, and beach volley.

We are enthused by the fact that our sponsoring of unique events and projects for young people are successfully continued year after year. The electronic dance culture spectacles Meetme and Sindustry, as well as Curiosity Days attract tens of thousands of young people, looking for fun, knowledge and new experiences.

We have been devoting a lot more attention to sponsoring projects with a business focus with our Si.mobil - Vodafone brand; events like the meetings of the Manager Forum, the Slovene Advertising Festival, IBM Forum, Datalab and Izola Boat Show.

Party With a Reason, Donation With a Purpose

In August we organized the Party With a Reason, which aimed to promote charity work among young people. Musicians and other performers donated their fees to the Mali Vitez Foundation, while at the same time giving an example to young people to donate via sms messages. This way Si.mobil donated over 2 million sîr to help young people, who were cured of cancer.

Dnevi poezije in vina Medana

Bili smo generalni pokrovitelj festivala Dnevi poezije in vina. Vasico Medana v Goriških Brdih smo z vrhunskimi pesniki in drugimi umetniki iz vse Evrope za en teden spremenili v evropsko pesniško prestolnico. Si.mobil je omogočil brezplačno povezavo s svetom, organiziral nepozabno zaključno druženje in pripravil izbor za najboljšo sms poezijo - Si.pesnik. Vsi uporabniki mobilne telefonije so se lahko pomerili v pisanju kratkih sms pesmi in preizkusili izviren način umetniškega ustvarjanja z uporabo novih medijev.

Prostorož

Zelene mestne površine so izrednega pomena za kakovost življenja in dela v mestnih središčih. Ker je eno od osnovnih vodil našega podjetja tudi skrb za kakovost življenja, smo se odločili podpreti projekt oživljanja zapuščenih mestnih parkov, Prostorož. Želimo, da mestni parki zaživijo in postanejo prebivalcem in obiskovalcem prijeten prostor za druženje, igro, delo na prostem ali rekreacijo.

Dnevi radovednosti

Uspešno sodelujemo s kulturno izobraževalnim društvom Kibla iz Maribora, ki že deveto leto prireja Dneve radovednosti. Na festivalu mladi spoznavajo različne poklice, številni strokovnjaki pa jim pomagajo odkrivati skrivnosti vseh mogočih poklicev. Oktobra so Dnevi radovednosti potekali v Murski Soboti, Mariboru, Celju, Kranju, Novem mestu, Ljubljani, Postojni in Sežani. Predstavilo se je več deset strokovnjakov z najrazličnejših področij.

Posebna skrb za gluhe in naglušne

Za gluhe in naglušne smo pripravili prilagojen naročniški paket. Z njim smo želeli prizadetim pomagati pri premagovanju pogovornih ovir in jim omogočiti udobnejšo mobilno komunikacijo prek sporočil sms in elektronske pošte.

Brezplačni klici s prizadetih območij

Pri Si.mobilu smo svojim uporabnikom omogočili opravljanje brezplačnih klicev na območjih, prizadetih ob potresu konec lanskega leta v Južni Aziji. Klici, izhodni in dohodni, opravljani na prizadetih območjih Indije, Indonezije, Malezije, Sri Lanke in Tajske, so bili odpisani. S tem smo ponovno pokazali, da svojim uporabnikom stojimo ob strani tudi v najtežjih trenutkih.

Days of Poetry and Wine in Medana

We were the official sponsor of the Days of Poetry and Wine festival. We supported wellknown poets and other artist from all over Europe and transformed the little village of Medana in the Goriška Brda region into the European capital of poetry. Si.mobil enabled free connection to the world, organized an unforgettable closing event, and prepared a selection of the best sms poetry, called Si.poet. All mobile telephony users were able to compete by writing short sms poems and testing unique method of artistic creation by using new media.

Prostorož

Green city areas are extremely important for the quality of living and working in urban centres. Because one of the basic guidelines of our company is to ensure a high-quality of life, we decided to support the project of invigorating abandoned city parks called Prostorož. We want the city parks to live again and become pleasant areas for citizens and visitors to meet, play, work outdoors or relax.

Days of Curiosity

We successfully collaborate with the Maribor-based educational association Kibla, which has been organizing the festival "Days of Curiosity" (Days of Curiosity) for nine years. Young people learn about different occupations at the festival, while various experts help them discover the secrets of their trade. In October "Days of Curiosity" took place in Murska Sobota, Maribor, Celje, Kranj, Novo mesto, Ljubljana, Postojna and Sežana. Dozens of experts from various fields attended.

Special Consideration for the Deaf and Hearing-impaired

The deaf and hearing-impaired can choose a special offer. We wanted to help them in overcoming conversational difficulties and enable them a more comfortable mobile communication through sms messaging and e-mail.

Free Calls from Devastated Areas

We provided our users with free phone calls from the areas of Southern Asia which were devastated by the earthquake at the end of last year. Incoming and outgoing calls made from the devastated areas of India, Indonesia, Malaysia, Sri Lanka and Thailand were written off. This way we proved again that we stand by our users even in the toughest moments.

SMS donator

Dobrodelnim organizacijam omogočamo uporabo storitve sms donator za zbiranje sredstev v človekoljubne namene. V donatorskih akcijah lahko sodelujejo vsi naši uporabniki, tako naročniki kot tudi Halo uporabniki. Si.mobil se odreka prihodkom od poslanih sporočil in vsa zbrana sredstva nakaže sodelujoči dobrodelni organizaciji. Nekateri primeri zbiranja sredstev z sms donacijami:

Pomoč lačnim otrokom v Bangladešu

V sodelovanju z Društvom za enakomerno porazdelitev hrane smo omogočili sms donacijo za lačne otroke v Bangladešu. Zbrana sredstva je Društvo za enakomerno porazdelitev hrane namenilo za izgradnjo sistema javnih kuhinj za brezdomne otroke v bangladeški pokrajini Dhaka.

Nakup monitorja za nadzor življenjskih funkcij novorojenčkov

Pridružili smo se dobrodelni akciji Radia HIT, v kateri smo zbirali denar za monitor, ki služi za neinvazivni nadzor življenjskih funkcij novorojenih otrok na Kliničnem oddelku za otroško kirurgijo in intenzivno terapijo Kirurške klinike KC v Ljubljani. Zbiranje sredstev je potekalo tudi preko sporočil sms.

Pomoč žrtvam cunamija

Ob katastrofalnem potresu in cunamiju v JV Aziji decembra 2004 se je Si.mobil vključil v akcijo zbiranja prispevkov za pomoč prizadetim prebivalcem. Našim uporabnikom smo omogočili doniranje prek sms sporočil.

Otroci so popki sveta

Med 3. januarjem in 28. februarjem 2005 je po vsej Sloveniji potekala dobrodelna akcija Otroci so popki sveta. V njej je Bolnišnica za ženske bolezni in porodništvo Postojna uspelo zbrati nekaj več kot 14 milijonov tolarjev. Več kot 10 milijonov je bilo zbranih s pomočjo sms sporočil, ki so jih pošiljali tudi Si.mobilovi uporabniki.

Tudi zaposleni delamo dobro

V mesecu decembru, času vsesplošne zabave in evforije, smo zaposleni na Si.mobilu zbirali svoje igrače, ter jih podarili Društvu za nenasilno komunikacijo, ki jih je še pred božičem razdelilo v varne hiše širom Slovenije.

SMS Donator

Charity organizations can use our sms Donator service to collect funds for charity purposes. All our customers, including Halo users can contribute to these charity drives. Si.mobil waives all incomes from these messages and donates all the collected funds to a charity organization. Some examples of charity drives through sms Donations:

Help for the Hungry Children of Bangladesh

In cooperation with the Society for equal food distribution we launched an sms Donation drive to help hungry children in Bangladesh. The Society for equal food distribution donated the collected funds to the programme of developing a series of public kitchens for homeless children in the Bangladeshi region of Dhaka.

Purchase of a Device Monitoring Life Functions of Newborns

We joined the Radio Hit charity drive to collect funds for a device to invasively monitor life functions of newborn babies at the Clinical ward for children surgery and intensive care at the Ljubljana Klinični Center. Sms donation represents a part of the total funds gathered.

Help for Tsunami Victims

After the catastrophic earthquake and tsunami in South-East Asia in December 2004 Si.mobil joined a drive to raise funds to help the survivors. We enabled our users to make donations via sms messages.

Children are the Navel of the World

Between 3rd January and 28th February 2005 the charity drive Children are the Navel of the World took place across the whole Slovenia. In the drive the Hospital for women's diseases and obstetrics in Postojna managed to raise over 14 million SIT. Over 10 million were raised via sms Donations, sent also by Si.mobil users.

Employees do Good Deeds too

In December, the time of general partying and euphoria, Si.mobil employees donated old toys to the Society for non-violent communication. The collected toys were distributed to safe houses all across Slovenia before Christmas.

b) Naklonjeni uporabniku

Naša družbena odgovornost je usmerjena v dobro počutje naših uporabnikov, kot tudi vseh zaposlenih. Eden od nujnih predpogojev za družbeno odgovorno delovanje je informiranost vseh vpletenih javnosti. Zato smo skrbno poskrbeli za kar najboljši pretok informacij tako na notranjih kot zunanjih ravneh.

Pomemben korak, ki smo ga pri Si.mobilu naredili za prijaznejši odnos do uporabnikov, je sistem jasnega in preglednega komuniciranja cen produktov in storitev, ki jih ponujamo na trgu. Z uporabo prepoznavnih oblikovnih elementov smo dosegli visoko stopnjo percepcije elementov, ki so bistveni za potrošnikovo nakupno odločitev. Na ta način smo zmanjšali možnost zavednega ali nezavednega zavajanja.

Naš klicni center skrbi za naše uporabnike in njihove želje približa uresničitvi. 24 ur na dan, vse dni v letu je našim uporabnikom na voljo brezplačni telefon. Odlično usposobljeni agenti v klicnem centru sprejemajo telefonske klice, uresničujejo CRM akcije in opravljajo pozdravne klice novim uporabnikom. V letu 2005 smo na našo brezplačno številko prejeli 972.588 klicev. Letno povprečje odzivnega časa, ki so ga naši agenti porabili na liniji z zasebnimi uporabniki je bilo 20 sekund, na poslovni pa 15,6 sekund. Na osnovi rezultatov smo popolnoma spremenili naš odzivnik IVR (Interactive Voice Response). Upoštevali smo želeni razpored, količino in teme ter poskrbeli za glasove in glasbo, ki je istočasno usklajena z vizijo naše blagovne znamke. Sedaj v povprečju 19,6 % prejetih klicev oskrbi že naš odzivnik.

Da v primeru čakalnih vrst stranka ne bi predolgo čakala na prostega agenta, smo uvedli tako imenovani povratni klic, ki ga stranka lahko v primeru obvestila, da so vsi agenti zasedeni, naroči že kar na odzivniku samem.

Da bi bilo naše poslovanje kar najtesneje povezano s potrebami naših naročnikov in zaposlenih, v podpornemu centru hitro in učinkovito poskrbijo za klicatelja. Na naš naslov smo letos prejeli 12.186 elektronskih pisem ter nanje odgovorili. Rešili smo skupaj 10.281 zahtevkov od katerih je v 6.760 primerih šlo za dejanske reklamacije, v 3.521 primerih pa za prošnje, zahteve ali vprašanja. Trudimo se, da bi vse reklamacije rešili v kar se da kratkem času. Tako smo za rešitev zahtevkov fizičnih oseb v povprečju porabili 1,91 dneva, pravnih oseb pa 1 dan. Naš cilj in želja je, da na vsako elektronsko pošto odgovorimo najkasneje v 24-ih urah. Odzivni čas med delavnikom je manj kot 60 minut, povprečni čas odgovora pa je 15 ur, ker v ta čas štejemo tudi vikende in praznike.

b) Serving the Customer

Our social responsibility is directed towards the comfort of our users, as well as employees. One of the necessary preconditions for socially responsible activities is proper informing of the public. That is why we carefully ensured the best possible information flow inside and outside the company.

An important step we at Si.mobil made towards friendlier relations with users is a clear and transparent system for communicating our product and service prices. By using recognizable design elements we reached a high level of perception of the elements crucial to the consumer purchase decision. This way we eliminated of conscious or non-conscious deception.

The Si.mobil call centre ensures that our customers' wishes get closer to being fulfilled. They can call on the toll-free line 24 hours a day, every day of the week. Professionally trained call centre agents take calls, carry out CRM programmes and welcome new users. In 2005 we received 972,588 calls on our free line. The average response time of our agents on the line for residential customers was 20 seconds this year, while on the line for business customers the average was even lower at 15.6 seconds. Based on these results we completely changed our interactive voice response (IVR). We considered the desired layout, quantity and themes and provided voices and music, which is also in line with our brand vision. Now the IVR takes care of 19.6% of all incoming calls.

To prevent customers from waiting too long for an available agent, we introduced the so-called return call the customer can choose at the IVR in case all the agents are busy.

To make our business as close to the needs of our customers and employees as possible, the call centre quickly and efficiently takes care of the callers' needs. In 2005 we received 12,186 e-mails and answered them all. All together we solved 10,281 claims, of which 6,760 were complaints, and 3,521 were requests or questions. We work hard at solving all the claims as quickly as possible. In 2005 it took an average of 1.91 days to solve claims for residential customers, and 1 day for business customers. Our goal and desire is to answer every received e-mail in 24 hours at the latest. The response time on week-days is less than 60 minutes, while the average reply time is 15 hours, including weekends and holidays.

c) Okolju prijazni

S polno odgovornostjo smo se pridružili prizadevanjem Foruma o elektromagnetnih sevanjih (EMS). To je projekt, ki skrbi za objektivno, nepristransko ter strokovno podprto komuniciranje in promocijo najnovejših znanstvenih stališč glede možnih vplivov elektromagnetnih sevanj na ljudi in okolje. Skupna vizija je omogočiti družbi objektivno prepoznavanje in razumevanje možnih zdravstvenih in okoljskih tveganj zaradi EMS. V okviru foruma sooblikujemo in posredujemo strokovne argumente, ki omogočajo konstruktivno sporazumevanje javnosti s ponudniki storitev. Višja stopnja razumevanja problematike EMS je tudi korak k hitrejšemu reševanju nesoglasij, ki spremljajo umeščanje virov EMS v okolje.

Na pobudo Foruma EMS smo skupaj z nekaterimi drugimi podjetji podpisali kodeks dobre prakse o umeščanju virov elektromagnetnih sevanj v prostor. Kodeks prinaša izboljšanje pretoka informacij pri umeščanju virov EMS v prostor ter vzpostavlja dobre temelje za sodelovanje med različnimi javnostmi, vladnimi in nevladnimi organizacijami, ponudniki storitev ter stroko.

Pri Si.mobilu si pri postavljanju baznih postaj prizadevamo za uresničevanje vseh točk podpisanega kodeksa. V letu 2005 smo postavili 24 novih baznih postaj in 8 repetitorjev. Skupno razpolagamo s 463 baznimi postajami, od katerih jih je 60 % nadgrajenih s tehnologijo EDGE. V omrežju imamo 276 (59,6 %) samostojnih baznih postaj (greenfield), 187 (40,4 %) pa jih je postavljenih na vrhu stavb (rooftop). Z drugimi ponudniki, kot so RTV, Telekom Slovenije, lokalne radijske postaje, Mobitel in Vega si lokacije delimo na 148 (32 %) baznih postajah.

Poleg rednih meritev EMS, ki so potrebne za pridobitev uporabnega dovoljenja, smo v letu 2005 naročili tudi izredne meritve EMS na 5 lokacijah. V zadnji četrtini leta 2005 smo pri Si.mobilu omogočili tudi izvedbo meritev z merilnimi mesti po različnih občinah, ki jih je opravil INIS v sklopu projekta Forum EMS, kar je prispevalo k boljši obveščenosti in seznanjanju lokalnega prebivalstva z elektromagnetnim sevanjem.

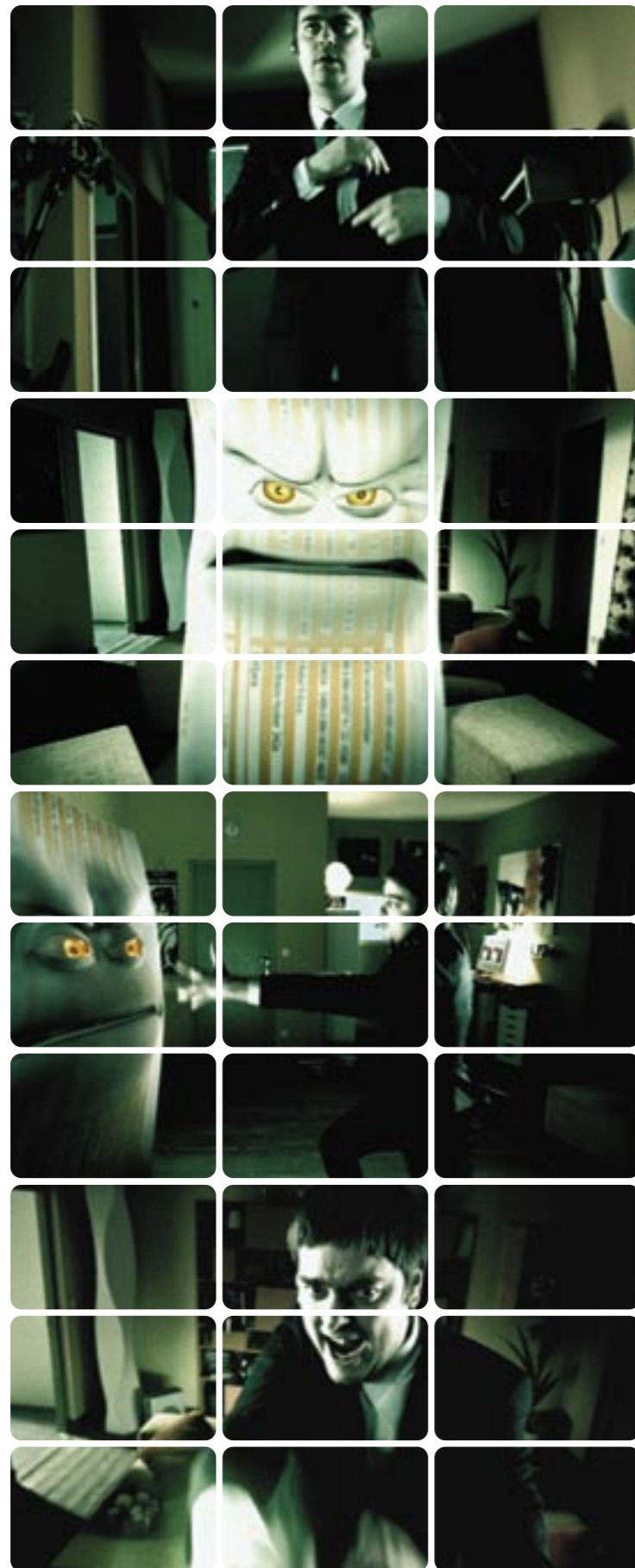
c) Environmentally Friendly

We joined the endeavours of the Electromagnetic Radiation Forum with full responsibility. This is a project for objective, impartial and professionally supported communication and promotion of the latest scientific findings on the possible influences of electromagnetic radiation on people and the environment. The Forum's vision is to enable the society with an objective recognition and understanding of possible health and environmental risks due to EMR. Within the Forum we formulate and communicate professional arguments, which enable constructive communication between the public and the service providers. The higher level of understanding EMR issues is also a step towards faster solutions to disputes, which sometimes accompany placing EMR sources into the environment.

It was the EMS Forum's initiative to sign a codex of good practices on placing EMR sources into the environment. The codex ensures an improvement of information flow when placing EMR sources into the environment and establishes firm foundations for cooperation between various types of public, governmental and nongovernmental organizations, service providers and experts.

At Si.mobil we strive to realize all items of the codex when setting up new base stations. In 2005 we set up 24 new base stations and 8 repetitors. We have a total of 463 base stations at the moment, 60% of which are upgraded with EDGE technology. In our network there are 276 (59.6%) greenfield base stations and 187 (40.4%) on rooftops. We share locations with other providers such as RTV, Telekom Slovenije, local radio stations, Mobitel and Vega in 148 (32%) base stations.

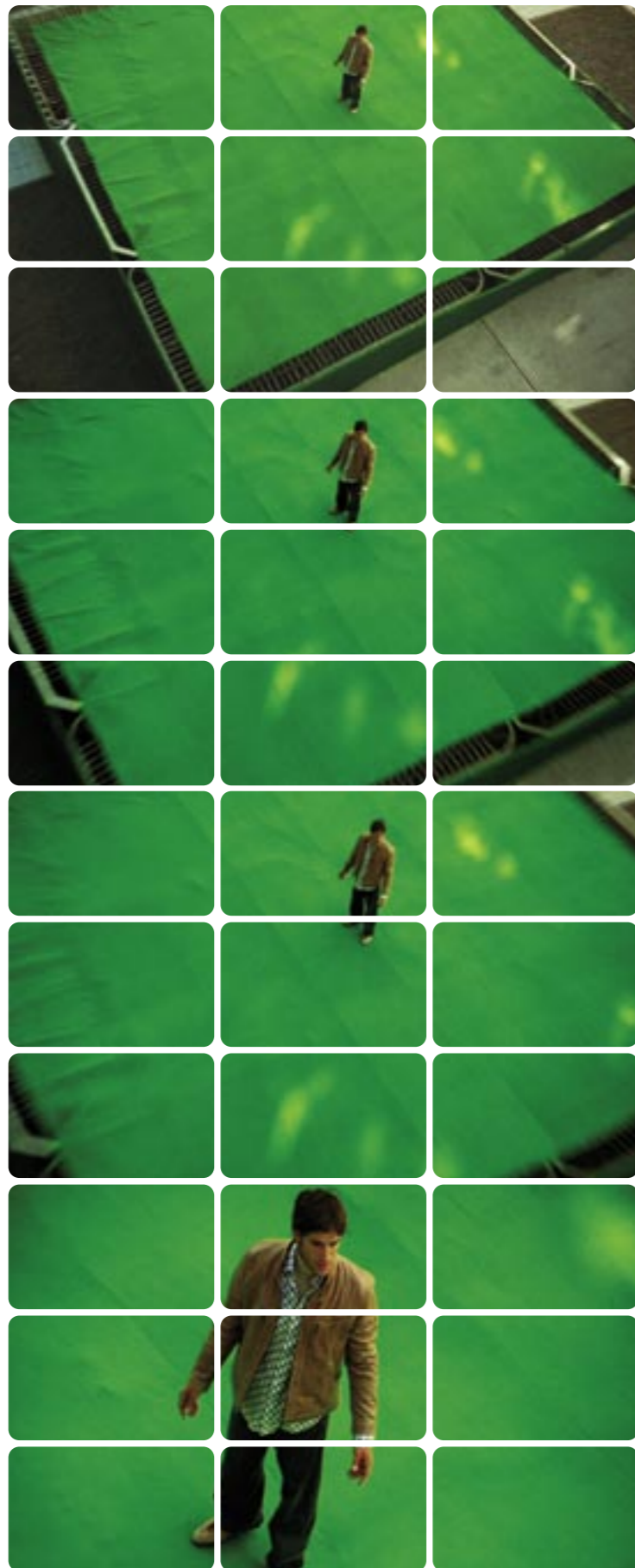
Along with the obligatory EMR measurements, required to obtain a license, we ordered 5 extra EMR measurements in 2005. In the last quarter of 2005 Si.mobil also provided measurements in various municipalities. These were conducted by INIS within the EMS Forum project to help contribute to better informing the public regarding electromagnetic radiation.



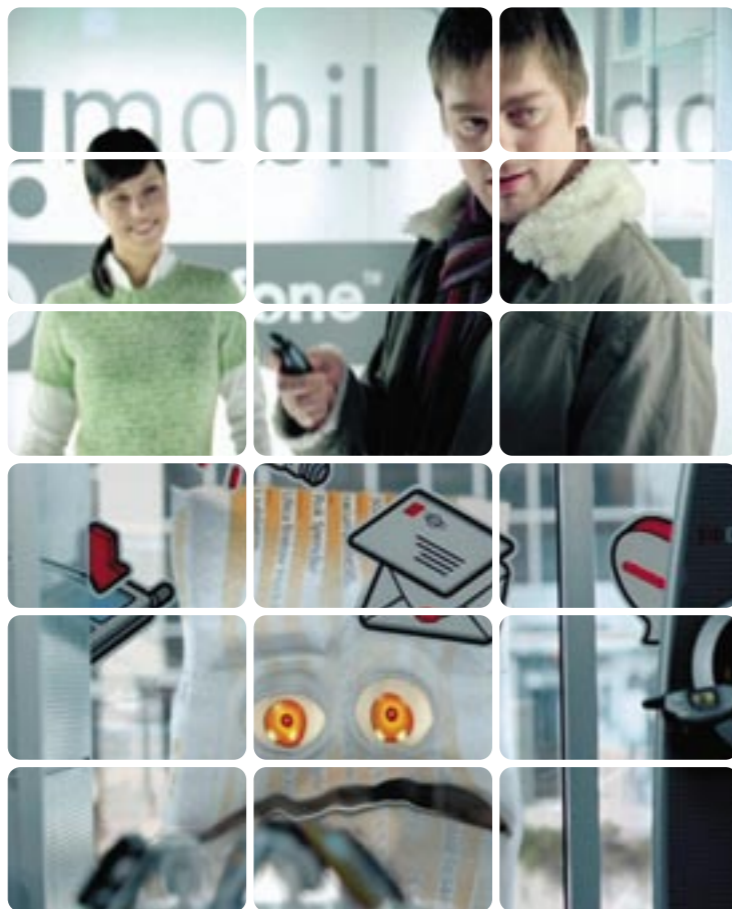
Finančni pogled Financial View

Vsebina Content

Poročilo posloводства ≈ Management Report	59
Poročilo nadzornega sveta ≈ Supervisory Board Report	69
Računovodsko poročilo ≈ Financial Statements	71
1. Splošna razkritja ≈ 1. Company Profile	73
2. Revizorjevo poročilo ≈ 2. Auditor's Report	74
3. Bilanca stanja na dan 31.12.2005 ≈ 3. Balance sheet as of 31 st December 2005	76
4. Izkaz poslovnega izida za leto 2005 - različica I ≈ 4. Profit and Loss Statement for the Year ended 31 st December 2005	78
5. Izkaz finančnega izida od 1.1.2005 do 31.12.2005 - različica II ≈ 5. Cash Flow Statement for the Period from 1 st January to 31 st December 2005	79
6. Izkaz gibanja kapitala od 1.1. do 31.12.2005 ≈ 6. Statement of Changes in Equity in the Period from 1 st January to 31 st December 2005	80
7. Povzetek pomembnih računovodskih usmeritev ≈ 7. Summary of the Significant Accounting Policies	82
8. Pojasnila k računovodskim izkazom ≈ 8. Notes to the Financial Statements	89
9. Izpostavljenost tveganjem ≈ 9. Risk Exposure	104
10. Druga razkritja ≈ 10. Other Disclosures	106
11. Kazalniki poslovanja ≈ 11. Performance Ratios	107
Priloge ≈ Enclosures	108



Poročilo posloводства za leto 2005
Management Report for the Year ended 31st December 2005



V letu 2005 je Si.mobil ohranil položaj drugega največjega operaterja mobilne telefonije v Sloveniji, okrepil svoj tržni položaj in nadaljeval s pozitivnim razvojem tako v prihodkih kot v poslovnih rezultatih.

Kot družba v večinski lasti mobilkoma austrie je Si.mobil član močne skupine mobilnih operaterjev v Srednji Evropi, v kateri koordiniran razvoj izdelkov, storitev in omrežij zagotavlja uporabo razpoložljivih zmožnosti na najboljši možen način s ciljem koristiti Si.mobilu in njegovim uporabnikom. Kot partnerska družba največjega svetovnega mobilnega operaterja Vodafona pa Si.mobil bogati življenja uporabnikov in prek odličnih izkušenj uporabnikov izboljšuje ugled blagovne znamke Si.mobil - Vodafone.

1. Poslovni rezultati v letu 2005

Po uvedbi nove blagovne znamke Si.mobil - Vodafone v letu 2003, smo v letu 2005 pokazali njene lastnosti in vrednote v celoti predstavili trgu. Nadaljevali smo s strategijo izrazitega cenovnega vodstva in visoke kakovosti, kar pomeni, da uporabnikom nudimo zelo konkurenčne cene za klice znotraj omrežja, kakor tudi v druga mobilna omrežja. Nadaljevali smo z vpeljavo novih produktov in storitev, ki so rezultat strateškega partnerstva z Vodafonom. Izboljšali smo tudi pokritje s tehnologijo EDGE in s tem uporabnikom omogočili najboljše delovanje omrežja.

Tudi za leto 2005 lahko rečemo, da je bil slovenski trg elektronskih komunikacij eden izmed najslabše reguliranih v Evropski uniji. Toda premiki na tem področju so bili prvič izvedeni nam v prid. Regulatorni organi so izvedli nekatera dejanja v smeri izboljševanja konkurence na trgu mobilnih komunikacij. Naš nenehen pritisk na vse inštitucije, kakor tudi na politike in medije je že pričel prinašati nekaj rezultatov. Tudi javnost je začela spoznavati pomanjkanje realne kulture konkurence na trgu elektronskih komunikacij v Sloveniji.

Regulator je julija 2005 podal novo definicijo štetja uporabnikov mobilne telefonije v Sloveniji. Novo štetje kaže zmanjšanje Si.mobilovega tržnega deleža na 22,7 %, a ta korak je bil nujen, da postane slovenski trg bolj pregleden in pravilno uravnavan.

During 2005 Si.mobil has maintained its position as the second largest telecommunications company in Slovenia, strengthened its market position and continued to show positive development in revenues and earnings.

As a majority owned subsidiary of mobilkoma austria, Si.mobil is a member of a strong Central European telecommunications organisation, in which coordinated cross border development of products, services and networks ensures that the competencies in the organisation are utilised in the best possible way to the benefit of Si.mobil and its customers. Through a strategic partnership with Vodafone, the world's largest mobile operator, Si.mobil has enriched the life of its customers and improved the Si.mobil - Vodafone brand promise through excellent experience of its customers.

1. Performance in 2005

Following the introduction of the Si.mobil - Vodafone brand in 2003, we showcased its characteristics and values in 2005. We continued with our strategy of price leadership and high quality, thus offering to customers very competitive prices for calls within the network, as well as into other mobile networks. We continued to offer and introduce new products and services arising from our strategic partnership with Vodafone. We improved our coverage with EDGE technology, offering our customers the best performance of the network.

As before, we can also claim that for the year 2005, the Slovene telecommunication market was still regarded as having one of the poorest regulations within the EU. But the events in the market were for the first time in our favour. Our pressure on the institutions is beginning to show some results. It seems that in 2005, along with some significant official moves by the regulator, the public also slowly began acknowledging the lack of real competitive culture in the field of electronic communications in Slovenia.

The sector regulator formed a new definition for counting mobile telephony users in Slovenia in July 2005. The new count show the decrease of Si.mobil's market share to 22.7%, however the move was necessary to make the Slovene market more transparent and properly regulated.

Strateška usmeritev.

V letu 2005 je Si.mobil nadaljeval s strategijo, ki zadovoljstvo uporabnikov postavlja v središče naših dejavnosti. Naša vizija - bogatiti življenje z močjo mobilnih storitev brez meja - je uresničljiva v kontekstu skupine mobilkom austria in strateškega partnerstva z Vodafonom. Z domačim znanjem, domačo strokovno ekipo in podporo znanja, izkušeni in preverjeni ter kakovostnih izdelkov dosegamo še tako zahtevne uporabnike.

Leto 2005 je bilo leto dveh osnovnih usmeritev, okrepitve cenovne prednosti s tarifami Smart in globalnim produktom Vodafone live!. Trg smo zaznamovali in postavili nove trende. Osredotočili smo se na krepitev položaja na trgu.

Še naprej smo razvijali naš poslovni model, naš način poslovanja in zagotavljanja storitev uporabnikom, s posebnim poudarkom na upravljanju stroškov, ki so bistveni za uspešno cenovno vodstvo.

Za rast števila uporabnikov pa ni dovolj le prodaja novih paketov in cenovna politika, čeprav smo bili tudi tu v letu 2005 uspešni. Potrebna je korenita sprememba miselnosti pristojnih, tako regulatorja kot varuha konkurence in pristojnega ministrstva.

Izbrani kazalniki poslovanja.

Celotni poslovni prihodki Si.mobila so v letu 2005 znašali 23.384 milijonov SIT, kar predstavlja 13,7 % rast v primerjavi z letom 2004. Povečanje prihodkov izvira iz povečanja prihodkov iz gostovanj uporabnikov v našem omrežju (+11,2 %), prihodkov iz medomrežnega povezovanja (+22,9 %) in prihodkov iz naslova prodaje storitev in blaga uporabnikom (+35,2 %).

V primerjavi z letom 2004 se je poslovni izid poslovanja pred amortizacijo (EBITDA) povečal za 18,8 % in je znašal 6.302 milijona SIT. Pozitiven razvoj je rezultat tako povečanja prihodkov od prodaje, kakor tudi prilagajanja načina in strukture poslovanja družbe pogojem poslovanja, ki se kaže skozi uspešno upravljanje s stroški podjetja. V poslovnem letu 2005 je Si.mobil izkazal pozitiven Poslovni izid poslovanja (EBIT) v višini 1.213 milijone SIT. Prvič smo dosegli čisti dobiček, in sicer v višini 707 milijonov SIT, kar je bilo več od načrtovanega.

Ob koncu leta 2005 je imel Si.mobil 359.560 uporabnikov in tržni delež na trgu GSM mobilne telefonije 22,7 %, s čimer je Si.mobil drugi največji mobilni operater v Sloveniji. Delež pogodbenih strank v skupnem številu uporabnikov je ob koncu leta 2005 predstavljal 49 %. Trg v Sloveniji je bil zasičen in je

Strategic orientation.

In 2005 Si.mobil continued with its strategy of placing user satisfaction into the centre of our activities. Our vision - enriching life with the power of borderless mobile services - can be realized in the context of the mobilkom austria group and the strategic partnership with Vodafone. With local knowledge, a professional local team, experience and high-quality products, we can reach even the most demanding users.

To reiterate, 2005 has been a year of two primary directions, strengthening price leadership with the Smart price plans and the Vodafone live! global product. We made our mark in the market and set new trends. We focused on strengthening our market position.

We continued to work on our business model, the way we operate and provide services to our customers with special care for cost management, as it is crucial for our successful price leadership.

However, a new price plan offering and a new price policy are not enough for customer base growth, even though we were successful in 2005. A radical change in the way authorities operate is needed; especially the regulatory body as the guardian of competition and the authoritative ministry.

Key Indicators.

Total operating revenues in 2005 reached 23,384 million SIT showing strong growth of 13.7% compared to 2004. This increase was driven by an increase of roaming revenues (+11.2%), interconnection revenues (+22.9%) and revenues from sales of services and goods to our customers (+35.2%).

EBITDA reached 6,302 million SIT and is significantly higher (+18.8%) compared to 2004. The positive development is attributable to the increased revenues, but also to management continuing the process of matching out costs and organisation to the earnings. Si.mobil ended the year with positive EBIT in amount of 1,213 million SIT. For the first time net income was positive at 707 million SIT, and better than planned.

At the end of 2005 Si.mobil had 359,560 customers and a market share of 22.7% of the GSM mobile communications market, making it the second largest mobile operator in Slovenia. The contract customer base accounts for 49% of the total customer base. The Slovene market is perceived to be saturated and is therefore growing at a slow rate. However, during 2005, the Company achieved positive developments within the subscriber sector, as well as noted a decrease on the churn rates.

rasel z nizko stopnjo. Toda kljub vsemu je bil razvoj baze uporabnikov pozitiven, ravno tako pa je upadel tudi odstotek prekinitev naročniških razmerij. Povprečen prihodek na uporabnika (ARPU) se je v primerjavi z letom 2004 povečal za 12,7 % in je znašal 4.043 SIT. Ne glede na dejstvo, da se je število novih uporabnikov ob koncu leta 2005 rahlo zmanjšalo na podlagi nove APEKove definicije predplačniških uporabnikov, kažejo računovodski podatki močne pozitivne trende rasti, ki potrjujejo pravilnost strateških odločitev preteklih dveh let, zaznamovan s trdno in kakovostno bazo uporabnikov, privlačnimi ponudbami ter racionalnim poslovnim modelom s posebnim poudarkom na strukturi stroškov.

Razvoj izbranih kazalcev poslovanja na podlagi slovenskih računovodskih standardov je prikazan v spodnji tabeli.

		2005	2004	2003
Izkaz poslovnega izida = Statement of income				
Celotni poslovni prihodki = Total operating revenues	Mill. SIT	23.384	20.520	18.566
Poslovni izid poslovanja pred amortizacijo = EBITDA	Mill. SIT	6.302	5.303	2.706
Poslovni izid iz poslovanja = EBIT	Mill. SIT	1.213	311	-1.214
Finančni izid = Financial items, net	Mill. SIT	-505	-1.097	-2.892
Čisti poslovni izid = Net income	Mill. SIT	707	-789	-3.961
Bilanca stanja = Balance sheet				
Sredstva = Total balance	Mill. SIT	30.604	30.312	30.534
Opremetena osnovna sredstva = Tangible fixed assets	Mill. SIT	16.399	18.138	19.285
Gibljava sredstva = Current assets	Mill. SIT	7.351	5.682	4.663
Finančne in poslovne obveznosti = Loans and liabilities	Mill. SIT	26.676	27.247	26.804
Kapital = Shareholders' equity	Mill. SIT	2.983	2.276	3.065
Izbrani kazalci = Key ratios				
EBITDA/celotni poslovni prihodki = EBITDA / Total operating revenues	%	27%	26%	15%
Investicije v osnovna sredstva = Investments in fixed assets, net	Mill. SIT	3.055	3.304	3.336
Povprečno število zaposlenih = Average number of employees		289	286	318
Število zaposlenih (konec leta) = Employees, year end		304	274	304
Število uporabnikov (konec leta)* = Subscribers, year end*		359.560	363.283	361.466
Od tega pogodbenih uporabnikov = Hereof contract subscribers		176.681	155.729	157.320

* znižanje zaradi APEKove nove opredelitve štetja uporabnikov

*decrease due to APEK's new counting definition

The average revenue per user (ARPU) grew by 12.7% with regard to the previous year, and is now at SIT 4,043. Regardless of the fact that the number of new users slightly decreased at the end of the year due to new APEK definition of prepaid customers, the financial results show strong positive growth trends, thus confirming strategic decisions made during the last two years resulting in a strong, high-quality customer base, an attractive offer and a rational business model with a special focus on our structure of costs.

Overall, the financial development according to Slovene Accounting Standards is as follows in the table:

Odnosi z lastniki

Si.mobil d.d. je v večinski lasti družbe mobilkom austria AG, ki je hčerinsko podjetje Telekom Austria AG. Telekom Austria AG kotira na newyorški borzi (NYSE) in pripravlja konsolidirane računovodske izkaze v skladu z ameriškimi računovodskimi standardi (us GAAP). Za namene konsolidacije računovodskih izkazov na ravni Telekom Austria AG pripravlja Si.mobil računovodske podatke v skladu z internimi računovodskimi navodili in usmeritvami skupine. Ta navodila in usmeritve je Si.mobil izbral tudi za svoj poslovni informacijski sistem in za namene načrtovanja in predračunavanja.

Podatki v spodnji tabeli so izveček iz internega poročevalskega paketa za leto 2005, pripravljenega v skladu z navodili in usmeritvami skupine za konsolidacijo v skladu z us GAAP.

Ownership Relations

Si.mobil is a majority owned subsidiary of mobilkom austria AG, which is a subsidiary of Telekom Austria AG. Telekom Austria AG is listed on the New York Stock Exchange (NYSE) and prepares its consolidated financial statements in accordance with Generally Accepted Accounting Principles in the United States (us GAAP). As a result, Si.mobil prepares financial information for group consolidation purpose in accordance with the accounting instructions and guidelines, internal to the group, which ultimately allows Telekom Austria AG to prepare its us GAAP consolidated financial statements. These instructions and guidelines are also used in our management information system and for the purpose of planning and forecasting.

The financial information in the below table is an extract from our internal reporting package for 2005, which was prepared in accordance with the mobilkom austria us GAAP accounting Instructions.

V mio SIT = in million SIT	Celotni poslovni prihodki = Total operating revenues	Poslovni izid iz poslovanja pred amortizacijo = EBITDA	Poslovni izid iz poslovanja = EBIT	Čisti dobiček pred obdavčitvijo = Net income before taxes
Slovenski računovodski standardi 2005 = Slovene Accounting Standards 2005	23.384	6.302	1.213	707
Razlike v obravnavi stroškov pridobivanja naročnikov - prilagoditve = Difference in treatment of subscriber acquisition costs - adjustment	0	-191	-191	-191
Razlike v obravnavi stroškov pridobivanja naročnikov - prerazporeditve = Difference in treatment of subscriber acquisition costs - reclassification	1.663	-1.663	0	0
Obveznost za stroške razgradnje = Assets Retirement Obligation	0	-33	-51	-51
Prilagoditev amortizacije = Depreciation/amortization adjustment	0	0	142	142
Prilagoditev za »Push Down« = Push Down accounting adjustment	0	0	-171	-171
Druge prerazporeditve = Other reclassifications	-502	502	0	0
Druge prilagoditve = Other adjustments	-397	-200	-111	-122
mobilkom us GAAP navodila in usmeritve 2005 = mobilkom us GAAP guidelines 2005	24.148	5.878	831	314
mobilkom us GAAP navodila in usmeritve 2004 = mobilkom us GAAP guidelines 2004	20.989	4.873	23	-870

Več informacij o internih us GAAP navodilih in usmeritvah skupine je na voljo v uradnem letnem poročilu družbe mobilkom austria za leto 2005, ki je objavljen na www.mobilkom.at.

For more information on the mobilkom us GAAP guidelines and application, refer to the official annual report for 2005 published by the mobilkom austria and available on www.mobilkom.at.

Novi izdelki in storitve

Z nadaljnjim izboljševanjem in nadgrajevanjem vsebin na portalu Vodafone live! se je opazno povečala uporaba podatkovnih vsebin med našimi uporabniki. Število GPRS uporabnikov se je v primerjavi z letom poprej več kot podvojilo in znaša 72 tisoč, uporaba večpredstavnih sporočil (MMS) pa je narasla za šestkrat v primerjavi z letom poprej. Tako se je povečal tudi delež uporabe podatkovnih storitev, saj znaša 17 % prihodkov iz pogovorov, kar je za 2 odstotni točki več kot v letu poprej.

V letu 2005 smo uvedli zasebno poslovno omrežje (VPN) in mednarodno zasebno poslovno omrežje (iVPN), ki uporabnikom omogočata boljše upravljanje svojih naročin z delitvijo računov glede na vnaprej določene skupine števil z možnostjo nastavitve različnih tarif za različne skupine.

Po uvedbi tehnologije EDGE smo v letu 2005 še nadalje razširili pokritost in kakovost omrežja, tako da smo konec leta 2005 pokrivali 70 % slovenskega prebivalstva. BlackBerry® iz Vodafona in Vodafone EDGE Mobile Connect Card sta se izkazala kot prava podatkovna izdelka za naše uporabnike, saj jim omogočata mobilnost, kjerkoli so. Si.Navigator, prvi GPS sistem za mobilne telefone v Sloveniji, je postal statusni izdelek, ki ga mora imeti vsak mobilni uporabnik nove dobe.

Konec leta 2005 smo bili pripravljeni na prenosljivost števil, ki jo je zahteval regulator.

Na podlagi dobrih rezultatov iz preteklih akcij smo uvedli tarifo Orto Smart, katere ciljna skupina so mladi od 15 do 27 leta starosti. Bistvena prednost te tarife je nizka cena SMS sporočil (5 SIT), ki so zelo popularna med mladimi, poleg tega pa nudi tudi Smart cene za ostale storitve, tako pri pogovorih kot tudi pri podatkih.

Spremenili smo tudi naš pristop prodaje poslovnim uporabnikom. Okrepili smo svoje dejavnosti na področju prodaje poslovnim uporabnikom, vpeljali novo Business Smart tarifo in ponudili najboljšo mednarodno izkušnjo vsem obstoječim in novim poslovnim uporabnikom.

V letu 2005 je imel Si.mobil 7 trgovin v večjih slovenskih mestih, kjer ponujamo mobilne telefonske aparate, pripomočke in s tem povezane storitve, tehnične informacije in nasvete ter možnost testiranja telefonskih aparatov. Sedež družbe je v Ljubljani, kjer se opravljajo vse bistvene funkcije družbe.

New Products and Services

Continuing enhancement and addition of new content to Vodafone live! brought a noticeable growth of data contents usage. The number of GPRS users more than doubled compared to a year before to 72,000, while the use of multimedia messaging (MMS) grew six-fold. With all of these activities, data services usage grew, and is now at 17% of airtime revenues, which is 2 percentage points more than a year ago.

During 2005 we introduced the Virtual private network (VPN) and International VPN (iVPN) services, giving our customers better way to manage their accounts by splitting the invoices to predefined groups of numbers with possibility of applying different tariffs to different groups.

After the introduction of EDGE technology in 2005 we further extended the coverage and quality, and by the end of 2005, EDGE enhanced signal was available to 70% of Slovene population. BlackBerry® from Vodafone and Vodafone EDGE Mobile Connect Card proved to be the right products for our customers, enabling mobility wherever they are. Si.Navigator, the first GPS system for mobile phones in Slovenia, is considered an image device, a must-have for every power mobile user.

By the end of 2005 we were ready for mobile number portability, which is required by the regulator.

Following good results from previous campaigns we introduced the Orto Smart package as a regular offer in our portfolio, aiming at young people from 15 up to 27 years of age. The main advantage of this price plan is a low SMS message price (5 SIT), which is very popular among the young, while the price plan also features Smart prices for other services for both voice and data.

We also refocused our business sales approach. We strengthened our activities in business sales, introduced new Business Smart tariff, and offered the best international experience to all our existing and new business customers.

In 2005 Si.mobil had 7 Si.mobil - Vodafone sales centres in major Slovene cities, which offer mobile products, services and accessories, technical information and advice, as well as the opportunity to test mobile products and services. The head office is in Ljubljana and hosts all functions of the company.

2. Spremembe v poslovodstvu

V letu 2005 v družbi Si.mobil ni bilo sprememb poslovodstva.

Spremembe v nadzornem svetu pa so bile naslednje: g. Stefano Colombo in g. Bojan Dremelj sta prekinila svoje nadzorniško delo, novi član nadzornega sveta pa je postal g. Alfred Gattringer.

3. Poslovanje s povezanimi osebami

Družba Si.mobil kot del skupine določene storitve opravlja in prejema od povezanih oseb iz skupine. Gre za običajne storitve, povezane s telekomunikacijami, kot sta mednarodno gostovanje in medomrežno povezovanje. Poleg tega mobilkom družbi Si.mobil zaračunava tudi stroške opravljenih poslovodskih in tehničnih storitev.

Pomemben del stroškov družbe Si.mobil pa so stroški obresti na posojilo lastnika.

4. Načrti za prihodnost

Kot rečeno, je bilo leto 2005 leto nadaljnje implementacije naše strategije, ki se oredotoča na rast in ohranjanje števila naročnikov s cenovnim vodstvom s tarifami Smart ter najboljšimi produkti in storitvami.

Delovanje v skupini mobilkom austria, največji skupini mobilnih operaterjev v Srednji Evropi, pa od nas zahteva rast in odlično poslovanje. Leto 2006 bo za nas zelo pomembno. Pozitivni trend finančnih rezultatov je osnova za preboj, veliko pa pričakujemo tudi od sprememenjenih pravil igre in uvajanja poštene konkurence, kjer mora svoje prispevati tudi država. Še naprej bomo sledili načrtani strateški usmeritvi in delali za uporabnike ter sodelovali z njimi pri ugotavljanju njihovih bodočih potreb, kakor tudi pri postavljanju naše prihodnosti. Še naprej bomo gradili močno in pomembno blagovno znamko, povečevali število naročnikov v pomembnih ciljnih segmentih in povečevali vrednost naše baze uporabnikov.

Analize kažejo, da postaja trg mobilne telefonije v Sloveniji zrel in bo zato v prihodnosti rasel počasneje. V takih tržnih razmerah bo postala konkurenca med operaterji na trgu še močnejša. Posledično bo ohranitev obstoječih in pridobivanje novih strank postalo za družbo Si.mobil velik izziv.

Ti elementi so bili vključeni Si.mobilov srednjeročni poslovni načrt. V letu 2006 pričakujemo rast celotnih poslovnih prihodkov in poslovnega izida pred amortizacijo.

2. Management changes

During 2005 there were no changes in Si.mobil management.

There were changes in the Supervisory Board of Si.mobil. Mr. Stefano Colombo and Mr. Bojan Dremelj terminated their positions as Supervisory Board members and Mr. Alfred Gattringer was appointed as new member of Supervisory Board.

3. Related party transactions

As part of the Company's legal organisation structure and the type of services provided, the Company is involved in various related party transactions. These transactions mainly relate to ordinary transactions associated with the telecommunications operations, such as interconnection and roaming. In addition, the Company is incurring various costs for management seconded by mobilkom austria and for technical services provided by mobilkom austria.

The Company has incurred borrowing costs regarding the shareholder loan provided by mobilkom austria.

4. Future plans

To reiterate, 2005 has been a year of further implementation of our strategy focusing on customer growth and retention by establishing price leadership with the Smart price plans and offering the best products and services to our customers.

Operating in the mobilkom austria group, the largest group of mobile operators in Central Europe, requires us to show growth and excellent business performance. 2006 will be an important year for us. The positive trends in financial results are the basis for a breakthrough, and we have great expectations from the new rules of the game and the introduction of fair competition, where the government will have to do their part as well. We will continue to pursue our strategic direction and will continue to work for and with our customers in defining their future needs and by doing so defining our future. We will follow our strategic direction in building a strong and meaningful brand, grow subscribers in core target segments and grow value and usage of our customer base.

Analyses show that GSM market in Slovenia is mature and will therefore grow at a rather slow rate in the future. Under such market conditions, the competition between providers will become even more intense. Consequently, retaining existing customers and obtaining new customers will be main focus and challenge for Si.mobil.

Nadaljevali bomo z investicijami v omrežje, pri čemer bo naš poudarek na optimizaciji in nadgradnji omrežja. Raven investicij bomo v primerjavi s preteklimi leti v letu 2006 rahlo znižali.

5. Spremenjena računovodska načela

Podjetje je v letu 2005 spremenilo kriterije za priznavanje prihodkov, povezanih z zaračunanimi pogodbenimi kaznimi, kot je to opisano v pojasnilih k računovodskemu izkazu v poglavju 7. Sprememba ni imela bistvenega vpliva na poslovni izid družbe za leto 2005 ali na njeno premoženje na dan 31.12.2005.

6. Novi računovodski standardi od 1.1.2006

Na podlagi sprememb slovenskih računovodskih standardov, ki so veljavni od 1.1.2006 dalje, bo družba spremenila nekatere pristope k priznavanju in merjenju sredstev ter dolgov. Najpomembnejši med njimi bodo priznavanje odloženih davkov in obveznosti za stroške razgradnje. Čisti učinek teh sprememb bo imel bistven pozitiven učinek na bilanco stanja na dan 1.1.2006.

7. Dogodki po datumu bilance stanja

Po datumu bilance stanja 31. decembra 2005 ni bilo poslovnih dogodkov, ki bi pomembno vplivali na računovodske izkaze za leto 2005.

8. Izjava poslovodstva

Uprava družbe je seznanjena z letnim poročilom za poslovno leto 2005 in ga je potrdila. Poročilo je pripravljeno v skladu s Slovenskimi računovodskimi standardi in Zakonom o gospodarskih družbah. Uporabljeni računovodski pristopi omogočajo, da letno poročilo odraža resnično in pošteno vrednost izkazanih sredstev, obveznosti, finančnega položaja in rezultatov družbe v poslovnem letu 2005.

Ljubljana, 15.2.2006

Zoran Thaler
Predsednik uprave

Andreas Maierhofer
Član uprave

These elements were built into Si.mobil's midterm Business Plan. Growth of total operating revenues and EBITDA in 2006 is expected.

Si.mobil will continue to invest in the network, but our investments will be focused on optimization and network upgrades. Compared to previous years, the 2006 investments will be slightly decreased.

5. Changed accounting principles

The company has changed the revenue recognition criteria related to contractual penalties as described in the presentation of accounting principles in section number 7. The change did not have a material effect on the income statement for 2005 or the financial position as of 31st December 2005.

6. New Accounting Standards as from 1st January 2006

Based on the changes in the Slovenian Accounting Standards with effect from 1st January 2006, the company will make certain changes to the recognition and measurement of assets and liabilities. The two major changes for the company will be the recognition of the deferred taxes and asset retirement obligations. The net effect of these changes will have a substantial positive effect on the company's financial position as of 1st January 2006.

7. Subsequent events

Subsequent to 31st December 2005, there were no events affecting the company's result of operations and financial position as of 31st December 2005.

8. Management statement

The management board has considered and approved the Annual Report for 2005 of Si.mobil. The Annual Report has been prepared in accordance with the Slovenian Accounting Standards and the Company's Act. In our opinion, the accounting principles applied are appropriate and the Annual Report gives a true and fair view of the Company's assets, liabilities, financial position and the results of the operations for the year.

Ljubljana, 15th February 2006

Zoran Thaler
Chief Executive Officer

Andreas Maierhofer
Chief Operational Officer



**Poročilo nadzornega sveta
družbe Si.mobil d.d. o letnem
poročilu družbe za poslovno leto 2005**

Nadzorni svet je na svojih rednih sestankih izpolnil svojo pravno in zakonsko obveznost nadzora nad upravljanjem družbe v poslovnem letu 2005. Poleg tega je uprava družbe, v skladu z veljavnim Zakonom o gospodarskih družbah in v skladu s statutom družbe, nadzornemu svetu posredovala redna poročila o poslovanju in finančnem položaju družbe.

Letno poročilo družbe za poslovno leto 2005 sestavljajo poročilo posloводства družbe, računovodski izkazi ter pojasnila k računovodskim izkazom. Računovodski izkazi so bili revidirani s strani revizijske družbe КРМГ Slovenija d.o.o., ki je izdala mnenje brez pridržka, da računovodski izkazi zagotavljajo resnično in pošteno sliko finančnega položaja družbe na dan 31. 12. 2005, njenih poslovnih rezultatov in denarnih tokov v skladu s slovenskimi računovodskimi standardi. Revizijska družba КРМГ se je seznanila tudi z ostalimi podatki in informacijami letnega poročila ter ni poročala o nobenih neskladnostih letnega poročila z računovodskimi izkazi.

V skladu s 274.a členom veljavnega Zakona o gospodarskih družbah nadzorni svet zato potrjuje letno poročilo družbe za poslovno leto 2005.

Ljubljana, 28. februar 2006

Predsednik nadzornega sveta

Dr. Boris Nemšič

**The report of the Supervisory Board
on Si.mobil d.d. Annual Report for the
Financial Year 2005**

The Supervisory Board has fulfilled its legal and statutory obligation to supervise the work of the management of the Company during the financial year 2005. In addition, the Management Board has, in accordance with the Companies Act in force and the Article of Association of the Company, provided the Supervisory Board with regular reports on business development and the financial situation of the Company.

The Company's Annual Report for the financial year 2005 is comprised of the management report, the financial statements and explanatory notes. The financial statements were audited by КРМГ Slovenija d.o.o., and an unqualified audit opinion has been issued, confirming that the financial statements give a true and fair view of the financial position of the Company as of 31st December 2005 and of the results of its operations, and its cash flows for the year then ended in accordance with Slovenian Accounting Standards. Other information included in the Annual report was read by КРМГ Slovenija d.o.o. and no inconsistencies were reported.

According to the Article 274a of the Company's Act in force, the Supervisory Board confirms the Company's Annual Report for the financial year 2005.

Ljubljana, 28th February 2006

President of the Supervisory Board

Boris Nemšič



Računovodsko poročilo za
Financial Statements for

poslovno leto, ki se je končalo 31. decembra 2005
the Year ended 31st December 2005

1. Splošna razkritja

1.1. Uvodna predstavitev družbe

1.1.1. Sedež in pravna oblika družbe ter država

Družba Si.mobil, telekomunikacijske storitve d.d., Šmartinska 134b, Ljubljana, je vpisana v sodni register pod št. registrskega vložka 1/29430/00 pri Okrožnem sodišču v Ljubljani, pod št. sklepa SRG 97/07454 z dne 6.2.1998.

Družba je bila ustanovljena dne 23.12.1997. Decembra 2005 je družba Mobilkom Beteiligungsgesellschaft mbH kupila dodatnih 17,19 % delnic od Intereurope, Istrabenza, Telemacha in Probanke ter tako povečala svoj lastniški delež v družbi Si.mobil s 75 % na 92,19 %. Lastniška struktura je bila na dan 31.12.2005 naslednja:

Delničar = Shareholder	Število delnic = No. of shares	Struktura = Structure
Iskratele d.o.o. = Iskratele d.o.o.	507.999	5,46%
Medaljon d.d. = Medaljon d.d.	218.510	2,35%
Mobilkom Beteiligungsgesellschaft mbH = Mobilkom Beteiligungsgesellschaft mbH	8.573.491	92,19%
Skupaj = Total	9.300.000	100,00%

Firma glasi:
Si.mobil, telekomunikacijske storitve d.d.

Skrajšana firma glasi: Si.mobil d.d.

Osnovni kapital družbe: 9.300.000 €

Matična številka: 1196332

ID za DDV: SI60595256

Šifra dejavnosti: 64.200

Velikost:
velika delniška družba po zGD

Poslovno leto: koledarsko

1. Company Profile

1.1 Legal Form

1.1.1 Establishment and ownership structure

Si.mobil, telekomunikacijske storitve d.d., Šmartinska 134b, Ljubljana (hereafter "the Company" or "Si.mobil"), was entered in the register of companies at the District Court in Ljubljana under the entry number 1/29430/00, decree no. 97/07454 of 6th February 1998.

The Company was founded on 23rd December 1997. In December 2005 Mobilkom Beteiligungsgesellschaft mbH purchased additional 17.19% shares from Intereuropa, Istrabenz, Telemach and Probanka thus increasing its total share in the Company from 75% to 92.19%. As at 31st December 2005 the ownership structure was as follows:

Company name:
Si.mobil, telekomunikacijske storitve d.d.

Shortened Company name: Si.mobil d.d.

Share capital: 9,300,000 €

Reg.no. in the cso register: 1196332

VAT ID: SI60595256

Classification code: 64.200

Size of the Company:
large joint-stock company under the Companies Act

Financial year: calendar year

1.1.2. Narava poslovanja in pomembnejše dejavnosti

Osnovna registrirana dejavnost družbe so telekomunikacije, poleg osnovne dejavnosti pa ima družba registrirane še druge dejavnosti.

1.1.3. Podatki o obvladujočem podjetju

Družba Si.mobil d.d. je odvisna družba družbe Mobilkom Beteiligungsgesellschaft mbH, Obere Donaustrasse 29, Dunaj, Avstrija, in je vključena v njene konsolidirane računovodske izkaze (več informacij: www.mobilkom.at). Konsolidirani računovodski izkazi mobilkoma se vključujejo v konsolidirane računovodske izkaze Telekom Austria A.G., Lassallestrasse 9, Dunaj, Avstrija, ki kotira na newyorški borzi vrednostnih papirjev (več informacij: www.telekom.at). V računovodskem poročilu so podjetja v skupini Telekom Austria obravnavana kot podjetja v skupini. Manjšinski delničarji so v računovodskem poročilu obravnavani kot ostala podjetja.

1.1.4. Podatki o zaposlenih

- Število zaposlenih na koncu poslovnega leta 2005 je znašalo 304;
- Število zaposlenih po skupinah glede na stopnjo izobrazbe:
 - 1. stopnja: 1
 - 4. stopnja: 22
 - 5. stopnja: 146
 - 6. stopnja: 31
 - 7. stopnja: 104

1.1.2. Activities of the Company

The principal activity of the Company is telecommunication. In addition to telecommunication, other activities have also been registered.

1.1.3. Data on the controlling company

Si.mobil d.d. is a subsidiary of Mobilkom Beteiligungsgesellschaft mbH, Obere Donaustrasse 29, Vienna, Austria and is included in its consolidated financial statements (for more information refer to www.mobilkom.at). The consolidated financial statements of mobilkom are included in the consolidated financial statements of Telekom Austria A.G., Lassallestrasse 9, Vienna, Austria, which is listed on the New York Stock Exchange (for more information refer to www.telekom.at). In the financial statements of Si.mobil d.d., the enterprises of Telekom Austria are treated as Group enterprises. Minority shareholders are treated as third parties.

1.1.4. Employees

- Number of employees as of 31st December 2005: 304
- Number of employees per level of education:
 - 1st level: 1
 - 4th level: 22
 - 5th level: 146
 - 6th level: 31
 - 7th level: 104

2. Revizorjevo poročilo



Revizorjevo poročilo

Družbenikom družbe Si.mobil d.d.

Revidirali smo priloženo bilanco stanja gospodarske družbe Si.mobil d.d. na dan 31. december 2005 ter z njo povezane izkaz poslovnega izida, izkaz finančnega izida, izkaz gibanja kapitala in prilogo k računovodskim izkazom za tedaj končano leto. Za te računovodske izkaze je odgovorno poslovodstvo gospodarske družbe. Naša naloga je na podlagi revizije izraziti mnenje o računovodskih izkazih.

Revizijo smo opravili v skladu z Mednarodnimi standardi revidiranja, ki jih je izdalo Mednarodno združenje računovodskih strokovnjakov, in drugimi pravili revizijske stroke, ki jih sprejema Slovenski inštitut za revizijo. 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 poslovodstva ter ovrednotenje celovite predstavitve računovodskih izkazov. Prepričani smo, da je naša revizija primerna podlaga za naše mnenje.

Po našem mnenju so računovodski izkazi resnična in poštena slika finančnega stanja gospodarske družbe na dan 31. december 2005, poslovnega izida in finančnega izida njenega poslovanja v tedaj končanem letu v skladu s Slovenskimi računovodskimi standardi, ki jih je izdal Slovenski inštitut za revizijo.

V skladu z zahtevami slovenskega Zakona o gospodarskih družbah smo pregledali ostale informacije in poslovno poročilo poslovodstva, ki so del letnega poročila. Menimo, da so podane informacije skladne z revidiranimi računovodskimi izkazi.

KPMG SLOVENIJA,
podjetje za revidiranje, d.o.o.

Marjan Mahnič, univ. dipl. ekon.

Pooblaščen revizor

Partner

Ljubljana, 15. februar 2006

KPMG Slovenija, d.o.o.

4

2. Auditor's Report



Auditor's Report

To the shareholders of Si.mobil d.d.

We have audited the accompanying balance sheet of Si.mobil d.d. ("the Company") as at 31 December 2005 and the related statements of income, changes in equity, cash flows and notes to the financial statements for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the financial statements based on our audit.

We conducted our audit in accordance with International Standards on Auditing issued by the International Federation of Accountants and other auditing regulations issued by the Slovenian Institute of Auditors. 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, 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 present fairly, in all material respects, the financial position of the Company as of 31 December 2005, and of the results of its operations and its cash flows for the year then ended in accordance with Slovenian Accounting Standards issued by the Slovenian Institute of Auditors.

In accordance with the requirements of the Slovene Companies Act, we have read the other information and the management report included in the annual report. In our opinion, this information is consistent with the audited financial statements.

KPMG SLOVENIJA,
podjetje za revidiranje, d.o.o.

Marjan Mahnič, B.Sc.Econ.

Certified Auditor

Partner

Ljubljana 15 February 2006

KPMG Slovenija, d.o.o.

4

3. Bilanca stanja na dan 31.12.2005

3. Balance Sheet as of 31st December 2005

v TSIT ≈ in TSIT	Pojasnilo =Note	31.12.2005	31.12.2004
SREDSTVA ≈ ASSETS		30.603.725	30.312.335
A. STALNA SREDSTVA ≈ A. FIXED ASSETS		22.807.052	24.236.556
I. Neopredmetena dolgoročna sredstva ≈ Intangible fixed assets	8.1.1.	6.407.710	6.098.171
1 Dolgoročno odloženi stroški poslovanja ≈ 1 Deferred operating cost		2.324.948	1.810.588
3 Dolgoročne premoženjske pravice ≈ 3 Concessions, patents, licenses, trademarks, brand names and other rights		4.082.762	4.287.583
II. Opredmetena osnovna sredstva ≈ II. Tangible fixed assets (property, plant and equipment)	8.1.2.	16.399.342	18.138.385
1 Zemljišča in zgradbe ≈ 1 Land and buildings		2.166	2.166
a) Zemljišča ≈ a) Land		2.166	2.166
3 Druge naprave in oprema ≈ 3 Other plant and equipment		13.736.312	15.636.660
4 Osnovna sredstva, ki se pridobivajo ≈ 4 Tangible fixed assets being acquired		2.660.864	2.499.559
a) Predujmi za pridobitev opredmetenih osnovnih sredstev ≈ a) Advances for acquisition of tangible fixed assets		676	-1.922
b) Opredmetena osnovna sredstva v gradnji in izdelavi ≈ b) Tangible fixed assets in the course of construction or manufacturing		2.660.188	2.501.551
B. GIBLJIVA SREDSTVA ≈ B. CURRENT ASSETS		7.352.338	5.681.752
I. Zaloge ≈ I. Inventories	8.1.3.	1.252.181	813.560
3 Proizvodi in trgovsko blago ≈ 3 Products and merchandise		1.252.181	813.560
II. Poslovne terjatve ≈ II. Operating receivables	8.1.4.	3.305.184	3.173.299
b) Kratkoročne poslovne terjatve ≈ b) Short-term operating receivables		3.305.184	3.173.299
1 Kratkoročne poslovne terjatve do kupcev ≈ 1 Short-term accounts receivable		2.655.195	2.278.920
2 Kratkoročne poslovne terjatve do podjetij v skupini razen do pridruženih podjetij ≈ 2 Short-term operating receivables due by enterprises in the Group, excluding associates		257.037	382.923
4 Kratkoročne poslovne terjatve do drugih ≈ 4 Short-term operating receivables due by others		392.952	511.456
III. Kratkoročne finančne naložbe ≈ III. Short-term investments	8.1.5.	2.369.612	1.485.342
4 Kratkoročne finančne naložbe do drugih ≈ 4 Other short-term investments		2.369.612	1.485.342
IV Dobroimetje pri bankah, čeki in gotovina ≈ IV Bank balance, cheques and cash on hand	8.1.6.	425.361	209.551
C. AKTIVNE ČASOVNE RAZMEJITVE ≈ C. DEFERRED COSTS (EXPENSES) AND ACCRUED REVENUES	8.1.7.	444.335	394.027
ZABILANČNA SREDSTVA ≈ OFF BALANCE SHEET ITEMS	8.1.13.	8.180.461	6.802.641

76

v TSIT ≈ in TSIT	Pojasnilo =Note	31.12.2005	31.12.2004
OBVEZNOSTI DO VIROV SREDSTEV ≈ EQUITY AND LIABILITIES		30.603.725	30.312.335
A.KAPITAL ≈ A. EQUITY	8.1.8.	2.983.191	2.276.251
I. Vpoklicani kapital ≈ I. Called capital		9.300.000	9.300.000
1 Osnovni kapital ≈ 1 Share capital		9.300.000	9.300.000
II. Kapitalske rezerve ≈ II. Capital surplus		20.109.258	20.109.258
IV. Preneseni čisti poslovni izid ≈ IV. Net profit or loss from previous periods		-28.610.467	-27.821.615
V. Čisti poslovni izid poslovnega leta ≈ V. Net profit or loss for the period		706.940	-788.852
VI. Prevrednotovalni popravki kapitala ≈ VI. Equity capital revaluation adjustments		1.477.460	1.477.460
1 Splošni prevrednotovalni popravek kapitala ≈ 1 General equity capital revaluation adjustments		1.477.460	1.477.460
B REZERVACIJE ≈ B PROVISIONS	8.1.9.	146.620	160.201
3 Druge rezervacije ≈ 3 Other provisions		146.620	160.201
C FINANČNE IN POSLOVNE OBVEZNOSTI ≈ C FINANCIAL AND OPERATING LIABILITIES (debts)		26.675.792	27.247.235
a) Dolgoročne finančne in poslovne obveznosti ≈ a) Long-term financial and operating liabilities (debts)	8.1.10.	17.114.962	18.872.057
2 Dolgoročne finančne obveznosti do bank ≈ 2 Long-term financial liabilities (debts) to banks		435.439	2.178.626
6 Dolgoročne finančne in poslovne obveznosti do podjetij v skupini razen do pridruženih podjetij ≈ 6 Long-term financial and operating liabilities (debts) to enterprises in Group, excluding associates		16.679.523	16.693.431
b) Kratkoročne finančne in poslovne obveznosti ≈ b) Short-term financial and operating liabilities	8.1.11.	9.560.830	8.375.178
2 Kratkoročne finančne obveznosti do bank ≈ 2 Short-term financial liabilities (debts) to banks		1.741.757	1.742.901
3 Kratkoročne poslovne obveznosti na podlagi predujmov ≈ 3 Short-term operating liabilities (debts) from advances		27.853	32.325
4 Kratkoročne poslovne obveznosti do dobaviteljev ≈ 4 Short-term accounts payable		4.975.606	4.493.617
6 Kratkoročne finančne in poslovne obveznosti do podjetij v skupini razen do pridruženih podjetij ≈ 6 Short-term financial and operating liabilities (debts) to enterprises in the Group, excluding associates		2.596.239	1.883.712
8 Kratkoročne finančne in poslovne obveznosti do drugih ≈ 8 Short-term financial and operating liabilities (debts) to others		219.375	222.623
D PASIVNE ČASOVNE RAZMEJITVE ≈ D ACCRUED COSTS (EXPENSES) AND DEFERRED REVENUES	8.1.12.	798.122	628.648
ZABILANČNA OBVEZNOSTI ≈ OFF BALANCE SHEET ITEMS	8.1.13.	8.180.461	6.802.641

77

4. Izkaz poslovnega izida za leto 2005 - različica I

4. Profit and Loss Statement for the Year ended 31st December 2005

v TSIT ≈ in TSIT	Pojasnilo =Note	2005	2004
1 Čisti prihodki od prodaje ≈ 1 Net sales	8.2.1.	22.658.751	19.610.132
3 Usredstveni lastni proizvodi in storitve ≈ 3 Capitalized own products	8.2.2.	169.480	109.378
4 Drugi poslovni prihodki (s prevrednotovalnimi poslovnimi prihodki) ≈ 4 Other operating revenue (including revaluatory operating revenues)	8.2.3.	555.477	800.176
5 Stroški blaga, materiala in storitev ≈ 5 Costs of goods, materials and services	8.2.4.	-14.741.295	-12.757.584
a) Nabavna vrednost prodanega blaga in materiala ter stroški porabljenega materiala ≈ a) Cost of goods and materials sold and costs of materials used		-1.827.932	-1.161.864
b) Stroški storitev ≈ b) Costs of services		-12.913.363	-11.595.720
6 Stroški dela ≈ 6 Labour costs	8.2.5.	-2.152.980	-2.050.353
a) Stroški plač ≈ a) Cost of wages and salaries		-1.505.741	-1.454.453
b) Stroški socialnih zavarovanj ≈ b) Social insurances costs		-366.885	-352.043
c) Drugi stroški dela ≈ c) Other labour costs		-280.354	-243.857
7 Odpisi vrednosti ≈ 7 Depreciation and amortization costs		-5.100.277	-5.094.683
a) Amortizacija in prevrednotovalni poslovni odhodki pri neopredmetenih dolgoročnih sredstvih in opredmetenih osnovnih sredstvih ≈ a) Depreciation and revaluatory operating expenses associated with intangible fixed assets and tangible fixed assets	8.2.6.	-5.089.844	-4.991.425
b) Prevrednotovalni poslovni odhodki pri obratnih sredstvih ≈ b) Revaluatory operating expenses associated with operating current assets	8.2.7.	-10.433	-103.258
8 Drugi poslovni odhodki ≈ 8 Other operating expenses	8.2.8.	-176.525	-305.661
Poslovni izid iz poslovanja ≈ Operating result (EBIT)		1.212.631	311.405
11 Finančni prihodki iz kratkoročnih terjatev ≈ 11 Financial revenue from short-term receivables	8.2.9.	464.240	311.912
c) Drugi finančni prihodki iz obresti in kratkoročnih terjatev (s prevrednotovalnimi finančnimi prihodki) ≈ c) Other financial revenue from interests and short-term receivables (including revaluatory financial revenue)		464.240	311.912
12 Finančni odhodki za odpise dolgoročnih in kratkoročnih finančnih naložb ≈ 12 Financial expenses for long-term and short-term investment write-offs	8.2.10.	-24.686	-351.920
a) Prevrednotovalni finančni odhodki pri naložbah v podjetja v skupini razen v pridružena podjetja ≈ a) Revaluatory financial expenses for investments in Group enterprises, excluding associates		-24.686	-223.902
c) Drugi prevrednotovalni finančni odhodki ≈ c) Other revaluatory financial expenses		0	-128.018
13 Finančni odhodki za obresti in iz drugih obveznosti ≈ 13 Interest expenses and financial expenses for other liabilities	8.2.10.	-944.071	-1.056.990
a) Finančni odhodki za obresti in iz drugih obveznosti do podjetij v skupini razen do pridruženih podjetij ≈ a) Interest expenses and financial expenses for other liabilities to Group enterprises, excluding associates		-836.415	-896.509
c) Drugi finančni odhodki za obresti in iz drugih obveznosti ≈ c) Other interest expenses and financial expenses associated with other liabilities		-107.656	-160.481
15 Čisti poslovni izid iz rednega delovanja ≈ 15 Net profit or loss from ordinary activities		708.114	-785.593
17 Izredni odhodki ≈ 17 Extraordinary expenses	8.2.11.	-1.174	-3.259
a) Izredni odhodki brez prevrednotovalnega popravka kapitala ≈ a) Extraordinary expenses less equity capital revaluation adjustment		-1.174	-3.259
18 Poslovni izid zunaj rednega delovanja ≈ 18 Profit or loss from extraordinary activities		-1.174	-3.259
19 Davek iz dobička ≈ 19 Income tax related to profit	8.2.13.	0	0
21 Čisti poslovni izid obračunskega obdobja ≈ 21 Net profit or loss for the period	8.2.12.	706.940	-788.852

78

5. Izkaz finančnega izida od 1.1.2005 do 31.12.2005 - različica II

5. Cash Flow Statement for the Period from 1st January to 31st December 2005

v TSIT ≈ in TSIT	2005	2004
A FINANČNI TOKOVI PRI POSLOVANJU ≈ A CASH FLOWS FROM OPERATING ACTIVITIES		
a) Pritoki pri poslovanju ≈ a) Inflows from operating activities	23.201.516	20.719.771
Poslovni prihodki ≈ Operating revenues	23.383.708	20.519.686
Začetne manj končne poslovne terjatve ≈ Operating receivables at beginning of period less operating receivables at end of period	-131.884	-158.650
Začetne manj končne aktivne kratkoročne časovne razmejitve ≈ a) Deferred costs, deferred expenses and accrued revenues at beginning of period less deferred costs, deferred expenses and accrued revenues at end of period	-50.308	41.435
b) Odtoki pri poslovanju ≈ b) Outflows from operating activities	14.926.352	16.370.541
Poslovni odhodki brez amortizacije in dolgoročnih rezervacij ≈ Operating expenses excluding depreciation (amortization) and long-term provisions	15.008.021	15.344.874
Izredni odhodki, ki se nanašajo na poslovanje ≈ Extraordinary expenses associated with operations	1.174	3.259
Davek iz dobička in drugi davki, ki niso zajeti v poslovnih odhodkih ≈ Income tax and any other tax not included in operating expenses	0	0
Začetne manj končne zaloge ≈ Beginning inventories of period less ending inventories	438.621	263.302
Začetni manj končni poslovni dolgovi ≈ Operating liabilities (debts) at beginning of period less operating liabilities (debts) at end of period	-351.989	888.351
Začetne manj končne pasivne kratkoročne časovne razmejitve ≈ Accrued costs, accrued expenses and deferred revenues at beginning of period less accrued costs, accrued expenses and deferred revenues at end of period	-169.475	-129.245
c) Prebitek pritokov pri poslovanju ≈ c) Net inflows from operating activities	8.275.164	4.349.230
B FINANČNI TOKOVI PRI NALOŽBENJU ≈ B CASH FLOWS FROM INVESTING ACTIVITIES		
a) Pritoki pri naložbenju ≈ a) Inflows from investing activities	464.240	311.912
Finančni prihodki, ki se nanašajo na naložbenje ≈ Financial revenues associated with investing activities (excluding revaluation adjustment)	464.240	311.912
b) Odtoki pri naložbenju ≈ b) Outflows from investing activities	6.642.508	5.035.204
Pobotano povečanje neopredmetenih dolgoročnih sredstev ≈ Offset increase in intangible fixed assets (excluding revaluation adjustment)	3.502.747	808.536
Pobotano povečanje opredmetenih osnovnih sredstev ≈ Offset increase in tangible fixed assets (excluding revaluation adjustment and increases of non-cash equity capital)	2.255.491	2.983.911
Pobotano povečanje kratkoročnih finančnih naložb ≈ Offset increase in short-term investments (excluding revaluation adjustment)	884.270	1.242.757
c) Prebitek odtokov pri naložbenju ≈ c) Net outflows from investing activities	-6.178.268	-4.723.292

79



5. Izkaz finančnega izida od 1.1.2005 do 31.12.2005 - različica II

5. Cash Flow Statement for the Period from 1st January to 31st December 2005

v TSIT = in TSIT	2005	2004
→ C FINANČNI TOKOVI PRI FINANCIRANJU = C CASH FLOWS FROM FINANCING ACTIVITIES		
a) Pritoki pri financiranju = a) Inflows from financing activities	833.661	1.311.930
Pobotano povečanje dolgoročnih finančnih dolgov = Offset increase in long-term financial liabilities (debts) (excluding revaluation adjustment)	0	401.981
Pobotano povečanje kratkoročnih finančnih dolgov = Offset increase in short-term financial liabilities (debts) (excluding revaluation adjustment)	833.661	929.949
b) Odtoki pri financiranju = b) Outflows from financing activities	2.714.747	1.286.677
Pobotano zmanjšanje dolgoročnih finančnih dolgov = Offset decrease in long-term financial liabilities (debts) (excluding revaluation adjustment)	1.757.094	0
Finančni odhodki, ki se nanašajo na financiranje = Financial expenses associated with financing activities (excluding revaluation)	944.071	1.280.892
Pobotano zmanjšanje dolgoročnih rezervacij = Offset decrease in long-term provisions (excluding revaluation adjustment)	13.582	5.785
c) Prebitek odtokov/pritokov pri financiranju = c) Net outflows/inflows from financing activities	-1.881.086	45.253
D Končno stanje denarnih sredstev in njihovih ustreznikov = D Closing balance of Cash and Cash Equivalents	425.361	209.551
x) Finančni izid v obdobju = x) Net flow for the period	215.810	-328.809
y) Začetno stanje denarnih sredstev in njihovih ustreznikov = y) Opening balance of Cash and Cash Equivalents	209.551	538.360

80

6. Izkaz gibanja kapitala od 1.1. do 31.12.2005

6. Statement of changes in equity in the Period from 1st January to 31st December 2005

Za 2005 = For 2005	v TSIT = in TSIT				
	A. Začetno stanje = A. Opening balance for the period	B. Premiki v kapital = B. Equity capital inflows	C. Premiki v kapitalu = C. Changes in equity capital	D. Premiki iz kapitala = D. Equity capital outflows	E. Končno stanje = E. Closing balance for the period
I. Vpoklicani kapital = I. Called capital	9.300.000	0	0	0	9.300.000
1. Osnovni kapital = 1. Share capital	9.300.000	0	0	0	9.300.000
II. Kapitalske rezerve = II. Capital surplus (capital reserves)	20.109.258	0	0	0	20.109.258
IV. Preneseni čisti poslovni izid = IV. Retained net profit or loss	-28.610.467	0	0	0	-28.610.467
V. Čisti poslovni izid poslovnega leta = V. Net profit or loss for the period	0	706.940	0	0	706.940
VI. Prevrednotovalni popravki kapitala = VI. Equity capital revaluation adjustments	1.477.460	0	0	0	1.477.460
1. Splošni prevrednotovalni popravek kapitala = 1. General equity capital revaluation adjustment	1.477.460	0	0	0	1.477.460
Skupaj = Total	2.276.251	706.940	0	0	2.983.191

Za 2004 = For 2004

	v TSIT = in TSIT				
	A. Začetno stanje = A. Opening balance for the period	B. Premiki v kapital = B. Equity capital inflows	C. Premiki v kapitalu = C. Changes in equity capital	D. Premiki iz kapitala = D. Equity capital outflows	E. Končno stanje = E. Closing balance for the period
I. Vpoklicani kapital = I. Called capital	9.300.000	0	0	0	9.300.000
1. Osnovni kapital = 1. Share capital	9.300.000	0	0	0	9.300.000
II. Kapitalske rezerve = II. Capital surplus (capital reserves)	20.109.258	0	0	0	20.109.258
IV. Preneseni čisti poslovni izid = IV. Retained net profit or loss	-27.821.615	0	0	0	-27.821.615
V. Čisti poslovni izid poslovnega leta = V. Net profit or loss for the period	0	-788.852	0	0	-788.852
VI. Prevrednotovalni popravki kapitala = VI. Equity capital revaluation adjustments	1.477.460	0	0	0	1.477.460
1. Splošni prevrednotovalni popravek kapitala = 1. General equity capital revaluation adjustment	1.477.460	0	0	0	1.477.460
Skupaj = Total	3.065.103	-788.852	0	0	2.276.251

81

Bilančna izguba

Accumulated loss

	v TSIT = in TSIT	
	2005	2004
Čisti poslovni izid poslovnega leta = Net profit or loss for the period	706.940	-788.852
+ prenesena čista izguba = + retained net loss from previous periods	-28.610.467	-27.821.615
+ zmanjšanje rezerv iz dobička = + decrease of reserve	0	0
- Povečanje rezerv iz dobička - sklep uprave = - increase of reserves (resulting from management's decision)	0	0
= bilančno izgubo skupščina razporedi = = balance sheet available profit distributed by the annual meeting of shareholders	-27.903.527	-28.610.467
- za delničarje = to shareholders	0	0
- v druge rezerve = to other reserve	0	0
- za prenos v naslednje leto = to carry forward into the next period	-27.903.527	-28.610.467
- za druge namene = for other purposes	0	0

7. Povzetek pomembnih računovodskih usmeritev

7.1. Podlaga za sestavo računovodskih izkazov

Računovodski izkazi v tem poročilu so sestavljeni na osnovi Slovenskih računovodskih standardov 2001, ki jih je izdal Slovenski inštitut za revizijo.

Računovodski izkazi so sestavljeni v slovenskih tolarjih, zaokroženi so na tisoč enot.

Družba je z dnem 1.1.2005 spremenila način pripoznavanja prihodkov v zvezi s pogodbenimi kaznimi. Prej so se pogodbene kazni za predčasno prekinitev pogodbenega razmerja pripoznavale kot prihodki v trenutku zaračunavanja naročnikom. Popravek vrednosti s tem povezanih terjatev se je oblikoval v breme prihodkov iz naslova pogodbenih kazni. Od 1.1.2005 dalje pa se pogodbene kazni odložijo do plačila. Popravek vrednosti terjatev iz naslova pogodbenih kazni se oblikuje v breme odloženih prihodkov. Poslovodstvo verjame, da je ta način predstavitve prihodkov iz pogodbenih kazni primernejši. Spremenjeno računovodsko načelo nima bistvenega vpliva na poslovni in finančni izid družbe ter bilanco stanja na dan 31.12.2005. Sprememba je bila izvedena prospektivno.

Pri sestavi računovodskih izkazov je uprava podjetja postavila določene ocene in predpostavke pri poročanju sredstev in obveznosti do njihovih virov, od katerih lahko dejanske vrednosti odstopajo.

7.2. Tečaj in način preračuna v domačo valuto

Poslovni dogodki v tuji valuti so preračunani v SIT po veljavnem srednjem tečaju Banke Slovenije na dan poslovnega dogodka. Tečajne razlike med dnem poslovnega dogodka in dnem plačila so pripoznane v izkazu poslovnega izida kot odhodki ali prihodki financiranja.

Poslovne terjatve in obveznosti, izražene v tuji valuti, so preračunane v SIT po veljavnem srednjem tečaju Banke Slovenije na dan bilance stanja. Finančne obveznosti, izražene v tuji valuti, so preračunane v SIT po srednjem tečaju banke Slovenije na dan bilance stanja, razen obveznosti iz naslova kredita lastnika, ki se v SIT preračunajo po prodajnem tečaju SKB Banke d.d. za podjetja. Denarna sredstva ter dolgoročne in kratkoročne finančne naložbe, izražene v tuji valuti, se v SIT preračunajo po srednjem tečaju Banke Slo-

7. Summary of the Aignificant Accounting Policies

7.1. Principles of preparation of financial statements

The financial statements have been prepared in compliance with Slovenian Accounting Standards 2001 issued by the Slovenian Institute of Auditors.

The financial statements are presented in Slovenian tolar, rounded to the nearest thousand.

As from 1st January 2005 the Company changed its accounting policy for recognising revenues related to contractual penalties. Previously, penalties from the early termination of subscriber contracts were recognised as income upon the charge of the penalty to the customer. Eventual valuation allowance against the associated receivable was made against the penalty revenues. From 1st January 2005, the penalty revenues are deferred until actual payment is received. An eventual allowance against the penalty receivable is charged against the deferred revenue balance. Management believes that this changed principle better presents the Company revenues from penalties. The changed principle does not have a material effect on the profit and loss statements, balance sheet nor financial position as at 31st December 2005. The change has been made prospectively and the corresponding figures have not been changed.

In the preparation of the financial statements the management of the Company set certain estimations and assumptions for measuring of assets and liabilities, from which the actual outcome can deviate.

7.2. Exchange rate and the method of translation into local currency

Transactions in foreign currency are translated into local currency (SIT) at the middle exchange rate of Bank of Slovenia effective at the date of the transaction. Foreign exchange differences between the date of the transaction and the day of payment are recorded in the profit and loss statement as financial revenues or expenses.

Foreign operating receivables and liabilities are translated into local currency (SIT) at the middle exchange rate of Bank of Slovenia effective at the balance sheet date. Financial liabilities denominated in foreign currency are translated into local currency at the middle exchange rate of Bank of Slovenia effective at the balance sheet date, with exception of liabilities arising

≈ venije na dan bilance stanja. Tečajne razlike iz tega naslova so pripoznane v izkazu poslovnega izida kot odhodki ali prihodki financiranja.

7.3. Neopredmetena dolgoročna sredstva

Neopredmetena dolgoročna sredstva se pripoznavajo po nabavnih vrednostih, zmanjšanih za enakomerno časovno obračunano amortizacijo in popravke zaradi oslabitve. Nabavna vrednost vsebuje tudi revalorizacijski popravek zaradi inflacije, ki se je oblikoval do vključno leta 2001.

Stroški, ki nastajajo v zvezi z neopredmetenim dolgoročnim sredstvom, povečujejo njegovo nabavno vrednost, če povečujejo njegove prihodnje koristi v primerjavi s prvotno ocenjenimi.

Stroški pridobivanja naročnikov, ki nastanejo zaradi subvencioniranja telefonskih aparatov, se pripoznavajo kot neopredmetena sredstva in se amortizirajo v času trajanja naročniškega razmerja (2 leti). Subvencionirani stroški telefonskih aparatov se v trenutku nastanka zmanjšajo za pričakovane predčasne odpovedi naročniških razmerij. Od 1.1.2005 dalje je poslovodstvo znižalo oceno predčasnih odpovedi glede na njihov dejanski razvoj.

7.4. Opredmetena osnovna sredstva

Opredmetena osnovna sredstva se pripoznavajo po nabavnih vrednostih, zmanjšanih za enakomerno časovno amortizacijo in popravke zaradi oslabitve. Nabavna vrednost vsebuje tudi revalorizacijski popravek zaradi inflacije, ki se je oblikoval do vključno leta 2001. Sredstva, pridobljena v lastni režiji, se pripoznavajo in merijo po stroških materiala, lastnega dela in ustreznega deleža splošnih stroškov poslovanja.

V primeru, kjer je opredmeteno osnovno sredstvo sestavljeno iz več komponent, ki imajo različno dobo uporabnosti, se komponente izkazujejo ločeno.

Stroški, ki kasneje nastajajo v zvezi z opredmetenim osnovnim sredstvom, povečujejo njegovo nabavno vrednost, če povečujejo njegove prihodnje koristi v primerjavi s prvotno ocenjenimi. Popravila ali vzdrževanje opredmetenih osnovnih sredstev so namenjena obnavljanju ali ohranjanju prihodnjih gospodarskih koristi, ki se pričakujejo na podlagi prvotno ocenjene stopnje učinkovitosti sredstev. Pripoznavajo se kot odhodki, kadar se pojavijo.

Družba preverja vrednost opredmetenih osnovnih sredstev vsako leto ob koncu leta in ugotavlja morebitno oslabitev. Če obstajajo dokazi, da so sredstva oslabljena, se oceni nadomestljivo vrednost

≈ from the shareholder loan. Liabilities arising from the shareholder loan are translated into local currency at the selling rate of SKB Banka d.d. applied to enterprises. Cash, long-term and short-term investments denominated in foreign currency are translated into local currency at the middle exchange rate of Bank of Slovenia effective at the balance sheet date. Foreign exchange differences arising from these transactions are recorded in the profit and loss statement as financial revenues or expenses.

7.3. Intangible fixed assets

Intangible fixed assets are measured at costs of purchase less accumulated straight-line amortisation and impairment revaluation adjustments. The acquisitions value also includes a price index revaluation adjustment, which was recognized until 2001.

Subsequent expenditures incurred in relation with intangible fixed assets increase the purchase value of an asset if its future benefits are increased compared to those assessed originally.

Subscriber acquisition costs incurred by subsidizing the handsets are recognised as intangible assets and amortised over the two-year subscription agreement. The subsidised handset costs are decreased by upfront estimated subscriber churn. As from 1st January 2005, management lowered the churn estimate to reflect the actual churn development.

7.4. Tangible fixed assets (property, plant and equipment)

Tangible fixed assets are measured at costs of purchase less accumulated straight-line depreciation and impairment revaluation adjustments. The acquisition value also includes a price index revaluation adjustment, which was recognized until 2001. Own produced assets are recognized and measured at costs of material, hourly rates of own work and the appropriate part of overhead costs.

In case a tangible fixed asset is composed of separate components with different useful lives, the components are recognized and measured separately.

Subsequent expenditures incurred in relation with tangible fixed assets, increase the purchase value of an asset if its future benefits are increased compared to those assessed originally. Major repairs or maintenance of tangible fixed assets are intended to renew or maintain the future economic benefits that are expected on the basis of the originally estimated rate of performance of an asset. These are recognized as expenses when incurred.

≈ sredstev. Nadomestljiva vrednost sredstev je njihova čista prodajna vrednost ali pa vrednost pri uporabi, odvisno katera je višja. Pri ocenjevanju vrednosti pri uporabi se ocenjene bodoče denarne tokove diskontira na sedanjo vrednost z uporabo diskontne stopnje pred obdavčitvijo, ki odraža časovno vrednost denarja in specifična tveganja sredstev. Za sredstvo, ki ne ustvarja denarnih tokov, ki bi bili pretežno neodvisni od denarnih tokov drugih sredstev, se nadomestljiva vrednost ugotavlja za denar ustvarjajočo enoto, ki ji sredstvo pripada. Izguba zaradi oslavitve se pripozna, če knjigovodska vrednost sredstva ali njegove denar ustvarjajoče enote presega njegovo nadomestljivo vrednost. Izgube iz oslavitve se pripoznajo v poslovnem izidu.

Ob odtujitvi ali uničenju opredmetenega osnovnega sredstva se pripoznajo prevrednotovalni poslovni prihodki ali odhodki kot razlika med prodajno vrednostjo in neopisano knjigovodsko vrednostjo sredstva.

7.5. Amortizacija

Opredmetena osnovna sredstva in neopredmetena dolgoročna sredstva podjetje amortizira po metodi enakomernega časovnega amortiziranja. Drobni inventar se amortizira skupinsko. Zemljišča se ne amortizirajo.

Opredmeteno osnovno sredstvo se začne amortizirati prvi dan naslednjega meseca potem, ko se je začelo uporabljati za opravljanje dejavnosti, za katero je namenjeno. Neopredmeteno dolgoročno sredstvo se začne amortizirati, ko je na voljo za uporabo.

Amortizacijske stopnje temeljijo na življenjski dobi sredstev in znašajo:

	Amortizacijska stopnja (%) ≈ Rates in %
Neopredmetena dolgoročna sredstva ≈ Intangible assets	
Koncesije ≈ Concessions	6,67
Programska oprema in licence ≈ Software and licences	20,00
Vlaganja v tuja osnovna sredstva ≈ Investments in fixed assets owned by third parties	10,00
Dolgoročno odloženi stroški pridobivanja naročnikov ≈ Subscriber acquisition costs	50,00
Opredmetena osnovna sredstva ≈ Tangible assets	
Bazne postaje in centrale ≈ Base stations and mobile switches	12,50
Računalniška oprema ≈ Computer equipment	20,00-33,30
Transportna oprema ≈ Transportation equipment	15,00
Druga oprema ≈ Other equipment	14,29-33,30
Drobni inventar in rezervni deli ≈ Low-value assets and spare parts	12,50-33,30

≈ The carrying amounts of the Company's tangible fixed assets are reviewed at each balance sheet date to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated. The recoverable amount of tangible fixed assets is the greater of their net selling price and value in use. In assessing the value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For an asset that does not generate largely independent cash flows, the recoverable amount is determined for the cash-generating unit to which the asset belongs. An impairment loss is recognized whenever the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. Impairment losses are recognized in the income statement.

The difference between the net sales value and the net book value of disposed or liquidated assets is transferred to revaluatory operating revenue or expense.

7.5. Depreciation and amortization costs

Tangible and intangible fixed assets are depreciated/amortised on a straight-line basis. Low-value assets are depreciated using the composite-life method of depreciation. Land is not depreciated.

A tangible fixed asset is subject to depreciation on the first day of the month, which follows its initial operation. An intangible fixed asset is subject to amortisation when ready for use.

Rates of depreciation/amortisation are based on the useful life of assets and amount to:

7.6. Finančne naložbe

Kratkoročne finančne naložbe v obliki kratkoročnih bančnih depozitov se povečujejo za pripisane obresti in zmanjšujejo za unovčene zneske.

7.7. Terjatve

Terjatve vseh vrst se izkazujejo v nominalnih zneskih, ki izhajajo iz ustreznih listin, zmanjšanih za popravek vrednosti za dvomljive terjatve, ki temelji na izkušnjah iz prejšnjih let in pričakovanih za prihodnost.

Za kasnejše odpise terjatev so potrebne ustrezne dokazne listine: sodna odločba, sklep prisilne poravnave, sklep stečajnega postopka in druge ustrezne listine.

Terjatve, za katere družba domneva, da ne bodo poravnane v rednem roku (rok, dogovorjen v skladu s pogodbo oziroma drugo ustrezno listino) ali ki niso poravnane v rednem roku, se izkazujejo kot dvomljive, in se zanje vračunava zneske popravka vrednosti terjatev. Popravek vrednosti dvomljivih terjatev se obračuna in knjiži v breme prevrednotovalnih poslovnih odhodkov, razen popravka dvomljivih terjatev iz naslova pogodbenih kazni, ki se obračuna in knjiži v breme odloženih prihodkov.

7.8. Zaloge

Zaloge so ovrednotene po nadomestitveni oz. čisti iztržljivi vrednosti, odvisno katera je nižja. Za zmanjševanje količin zaloge med letom se uporablja metoda drsečih povprečnih cen. Cena količinske enote zaloge je sestavljena iz nakupne cene, uvoznih in drugih nevračljivih nakupnih dajatev ter neposrednih stroškov nabave, kamor sodijo: prevozni stroški, stroški špedicije in carinskega posredovanja in stroški uvoznih dajatev.

7.9. Denarna sredstva

Denarna sredstva, ki jih sestavljajo gotovina v blagajni, knjižni denar na računih pri banki na odpoklic in denar na poti, se izkazujejo po nominalni vrednosti.

7.10. Kapital

Celotni kapital sestavljajo osnovni kapital, vplačani presežek kapitala, kapitalske rezerve, rezerve iz dobička, preneseni čisti dobiček iz prejšnjih let ali prenesena čista izguba iz prejšnjih let, prevrednotovalni popravek kapitala in prehodno še nerazdeljeni čisti dobiček ali še neporavnana čista izguba poslovnega leta. Osnovni kapital se vodi v domači valuti.

7.6. Investments

Short-term investments in the form of short-term bank deposits are increased by accrued interest and decreased by collected amounts.

7.7. Receivables

Receivables of all categories are initially recognised at the nominal amounts stated in the accounting documents less allowance for doubtful receivables, which is based on past experience and future expectations.

Subsequent write-offs of receivables are subject to availability of substantiating documents, such as a court decision, a decision on compulsory composition, a decision on a bankruptcy proceeding, and other documents.

Receivables that are believed to be uncollectable by their due date (stipulated in a contract or other adequate document) or that are overdue are recorded as doubtful receivables. Allowances for doubtful receivables are formed and charged to revaluatory operating expenses, except for allowances for doubtful receivables from contractual penalties that are formed and charged against deferred revenues (as a reduction).

7.8. Inventories

Inventories are stated at the lower of cost and net realizable value. The cost price for inventory units is determined following the moving average principle. Costs of inventories comprise of: purchase price, import duties and other non-refundable duties, and other directly attributable costs of acquisition, such as costs of transportation, forwarding charges, customs clearance charges, and import charges.

7.9. Bank balance, Cheques and Cash on Hand

Cash includes cash in hand, cash in banks, and cash in transit. Cash is carried at nominal value.

7.10. Equity

Total equity comprises of share capital, capital surplus, capital reserves, revenue reserves, net profit or loss carried forward from previous periods, capital revaluation adjustments, and net profit or loss for the financial period not yet appropriated. Share capital is recorded in local currency.

7.11. Rezervacije

Rezervacije se pripoznajo v bilanci stanja, ko ima družba zaradi preteklega dogodka pravno ali posredno obvezo in je verjetno, da bo pri poravnavi obveze potreben odtok dejavnikov, ki omogočajo pritekanje gospodarskih koristi. Če je učinek bistven, se znesek rezervacije določi z diskontiranjem pričakovanih bodočih denarnih tokov z diskontno stopnjo pred obdavčitvijo, ki odraža trenutno tržno oceno časovne vrednosti denarja in lahko tudi tveganje, ki je specifično za obveznost.

Dolgoročne rezervacije vključujejo dolgoročno vračunane stroške zaposlenih razen stroškov pokojninskega načrta, ki se merijo v višini bodoče koristi, ki so jo zaposleni zaslužili v zameno za svoje storitve v tekočem in preteklih obdobjih. Rezervacija se izračuna z uporabo metode natečenih zaslužkov in se diskontira na sedanjo vrednost.

Rezervacije vključujejo tudi druge dolgoročno vračunane stroške in rezervacije za brezplačno pridobljena osnovna sredstva. Rezervacije za brezplačno pridobljena osnovna sredstva se zmanjšujejo vzporedno z obračunavanjem amortizacije teh sredstev.

7.12. Dolgovi

Vsi dolgovi se ob začetnem pripoznavanju ovrednotijo z zneski iz ustreznih listin o njihovem nastanku (brez s tem povezanih transakcijskih stroškov). Obveznosti se kasneje zmanjšujejo za odplačane zneske in morebitne drugačne poravnave v dogovoru z upnikom. Dolgoročne obveznosti se zmanjšujejo tudi za tisti del, ki bo moral biti poplačan v manj kot letu dni in se izkazuje med kratkoročnimi obveznostmi.

7.13. Kratkoročne časovne razmejitev

Kratkoročno odloženi stroški vsebujejo zneske, ki ob svojem nastanku še ne bremenijo dejavnosti, s katero se podjetje ukvarja, ker storitve še niso bile opravljene. Kratkoročno nezaračunani prihodki se pojavijo, če se pri ugotavljanju poslovnega izida utemeljeno upoštevajo prihodki, podjetje pa zanje še ni dobilo plačila, niti jih ni zaračunalo.

Vnaprej vračunane stroške sestavljajo stroški, ki so pričakovani, pa se še niso pojavili in se nanašajo na obdobje, za katerega podjetje ugotavlja poslovni izid. Kratkoročno odloženi prihodki pa nastajajo, če so storitve podjetja že zaračunane, podjetje pa jih še ni opravilo. Prihodki se kratkoročno odložijo tudi, ko je z njimi povezano plačilo v trenutku prodaje še dvomljivo, kot v primeru pogodbenih kazni.

7.11. Provisions

A provision is recognized in the balance sheet when the Company has a legal or constructive obligation as result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation. If the effect is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessment of the time value of money and, where appropriate, the risk specific to the liability.

Provisions include long-term service benefits other than pension plans, which are measured at the amount of future benefit that employees have earned in return for their service in the current and prior periods. The obligation is calculated using the projected unit credit method and is discounted to its present value.

Provisions also include other long-term accrued costs and provisions for fixed assets received free-of-charge. The provision for fixed assets received free-of-charge is released in line with depreciation of the fixed assets.

7.12. Liabilities

Initially liabilities of all categories are stated at their cost. At a later stage liabilities may be decreased by paid amounts or by other forms of settlement approved by the creditor. Long-term liabilities are also decreased by amounts payable within one year, which are stated under current liabilities.

7.13. Short-term accrued and deferred items

Short-term deferred costs include amounts charged but not incurred as costs as the services have not been rendered. Accrued revenues appear when payments have not been received and invoices have not been issued, but where the Company has considered these revenues when assessing the operating result.

Accrued costs include costs incurred and services rendered, where supporting documents are yet to be received. They relate to the accounting period for which the operating result is to be determined. Deferred revenues appear when the Company has invoiced or even received payments for services it has agreed to render in the future. Revenues may also be deferred, when the related payment remains doubtful at the moment of sale, as in case of contractual penalties.

7.14. Pripoznavanje prihodkov

Prihodke od poslovanja sestavljajo vrednosti prodanega trgovskega blaga in opravljenih storitev v obračunskem obdobju. Pripoznajo se v izkazu poslovnega izida pod naslednjimi pogoji:

- dobava oz. storitev je bila opravljena;
- tveganje je prešlo na kupca;
- prihodek je mogoče zanesljivo izmeriti;
- upravičeno se pričakuje, da bodo prihodki vodili do prejemkov.

Prihodki so izkazani brez davka na dodano vrednost, drugih davkov in s prodajo povezanih popustov.

Prihodki iz naslova opravljenih storitev se nanašajo na storitve mobilne telefonije in vsebujejo naročnikom zaračunane zneske za mesečne naročnine, pogovore, SMS sporočila, druge storitve mobilne telefonije (vključno s storitvijo prenosa podatkov) in priključnine.

Naročnine in pogovori se naročnikom zaračunavajo prek mesečnih obračunskih ciklov in se izkazujejo kot prihodki v posameznem mesecu. Nezaračunani prihodki iz storitev, ki so že bile opravljene v času od obračuna do konca posameznega meseca, so vračunani, vnaprej zaračunane mesečne naročnine pa so odložene. Prihodki od prodaje predplačniških kartic so odloženi, dokler uporabniki storitev mobilnih pogovorov ne izkoristijo.

Prihodki iz gostovanja naročnikov drugih tujih mobilnih operaterjev v Si.mobilovem omrežju se na mesečni osnovi zaračunavajo partnerjem pri mednarodnem gostovanju.

Prihodki od prodaje blaga se nanašajo predvsem na prodane telefonske aparate in z njimi povezane dodatke. Telefonski aparati se naročnikom, ki sklenejo naročniško razmerje, prodajajo po subvencionirani ceni. S tem povezani stroški se odlagajo in v obdobju dveh let postopoma prenašajo med stroške.

Prevrednotovalni poslovni prihodki se pojavijo ob odtujitvi opredmetenih osnovnih sredstev in neopredmetenih dolgoročnih sredstev.

Finančni prihodki (vključno s prevrednotovalnimi finančnimi prihodki) so prihodki iz naslova obresti in pozitivne tečajne razlike.

Izredne prihodke sestavljajo neobičajne postavke. Pojavljajo se v dejansko nastalih zneskih.

7.14. Recognition of revenues

Operating revenues comprise of revenues earned from sales of merchandise and services in the accounting period. They are recognized in the profit and loss statement under the following conditions:

- delivery of goods or the performance of services has been accomplished;
- the risk has passed over to the buyer;
- the revenue can be reliably measured;
- it can be justifiably expected that the revenues will lead to cash inflows.

Revenue is measured excluding VAT, taxes and discounts in relation to the sale.

Revenue from services relates to mobile telecommunications and comprises amounts charged to customers in respect of monthly fixed fees, airtime usage, messaging, the provision of other mobile telecommunication services (including data services and information provision) and connection fees for connecting customers to the network.

Fixed fees and airtime used by contract customers are invoiced and recorded as part of a periodic billing cycle and recognised as turnover over the related period. Unbilled turnover resulting from services already provided from the billing cycle date to the end of each period is accrued, and unearned monthly fixed fees relating to periods after each accounting period are deferred. Revenue from the sale of prepaid airtime is deferred until such time as the customer uses the airtime.

Roaming revenues for visitors in the Si.mobil network are charged on a monthly basis to roaming partners.

Revenue from the sale of goods is primarily related to handsets and accessories. The handsets are sold to end-customers at a subsidized price. The subscriber acquisition costs are capitalised and amortised over two years.

Revaluatory operating revenues result from the disposal of tangible and intangible fixed assets.

Financial revenues (including revaluatory financial revenues) are revenues from interests and foreign exchange gains.

Extraordinary revenues include unusual items. They are recorded at nominal amount.

7.15. Priporočanje odhodkov

Poslovni odhodki se pripoznajo, ko je trgovsko blago prodano ali storitve opravljene. Plačila iz naslova poslovnega najema se pripoznajo v poslovnem izidu po enakomerni časovni metodi v času trajanja najema.

Prevrednotovalni poslovni odhodki se pripoznajo, ko je opravljeno ustrezno prevrednotenje.

7.16. Davki

Davki iz dobička v izkazu poslovnega izida vsebujejo tekoče davke iz dobička.

Tekoči davki iz dobička so pričakovani davki, plačljivi na obdavčljivi dobiček poslovnega leta, ki se izračunajo na podlagi uveljavljenih davčnih stopenj na dan bilance stanja, vključno z morebitnimi prilagoditvami plačljivega davka za pretekla obdobja. Tekoči davki iz dobička se pripoznajo v poslovnem izidu.

Odloženi davki niso pripoznani v računovodskih izkazih za leto 2005. V povezavi z uporabo novih Slovenskih računovodskih standardov od dne 1.1.2006 odloženi davki pripoznani.

7.17. Izkaz finančnega izida

Izkaz finančnega izida je sestavljen po posredni metodi iz podatkov bilance stanja na dan 31.12.2005 in bilance stanja na dan 31.12.2004, iz podatkov izkaza poslovnega izida za leto 2005 ter iz dodatnih podatkov, ki so potrebni za prilagoditev pritokov in odtokov in za ustrezno razčlenitev pomembnejših postavk.

Izkaz finančnega izida sestavljajo finančni tokovi pri poslovanju, naložbenju in financiranju.

Finančni tokovi pri poslovanju so izračunani na podlagi poslovnega izida obračunskega obdobja, popravljenega za spremembe v zalogah, poslovnih terjatvah, aktivnih in pasivnih časovnih razmejitvah in poslovnih dolgovih ter ob upoštevanju davka od dobička pravnih oseb.

Finančni tokovi pri naložbenju zajemajo plačila v zvezi z nabavo in odtujitvijo neopredmetenih dolgoročnih sredstev, opredmetenih osnovnih sredstev in dolgoročnih finančnih naložb.

Finančni tokovi pri financiranju vključujejo spremembe v velikosti ali sestavi lastniškega kapitala, povečanje ali zmanjšanje finančnih dolgov in izplačila dividend.

7.15. Recognition of expenses

Operating expenses are recognised when the merchandise is sold or the service is rendered. Payments made under operating lease are recognized in the income statement on a straight-line basis over the term of the lease.

Revaluatory operating expenses are recognised when revaluation is carried out.

7.16. Income taxes

Income tax on the profit and loss for the year comprises of current tax.

Current tax is the expected tax payable on the taxable income for the year, using rates enacted or substantially enacted at the balance sheet date, and any adjustment to the tax payable in respect of previous years. Current income tax is recognized in the income statement.

Deferred tax is not recognized in the financial statements for 2005. In connection with the application of the new Slovene Accounting Standards, from 1st January 2006, deferred taxes will be recognized.

7.17. Cash flow statement

The cash flow statement has been prepared on the basis of the indirect method of reporting cash flow, taking into account data from the balance sheet as of 31st December 2005, the balance sheet as of 31st December 2004, the profit and loss statement for the year 2005, and additional data, which are required to adjust inflows and outflows and to adequately itemise significant items.

The cash flow statement comprises of cash flows from operating, investing and financing activities.

The cash flows from operating activities are calculated based on the profit and loss statement of the accounting period, adjusted for the change in inventories, accounts receivables, short-term accrued and deferred items, accounts payables and corporate income tax.

The cash flows from investing activities comprise cash flows related to acquisition and disposal of intangible, tangible and financial fixed assets.

The cash flows from financing activities include changes in amount or composition of equity, increase or decrease of debts and dividend payments.

8. Pojasnila k računovodskim izkazom

8.1. Bilanca stanja

8.1.1. Neopredmetena dolgoročna sredstva

	31.12.2005	31.12.2004
Koncesije = GSM concessions	2.178.961	2.433.971
Programska oprema in licence = Software and licences	1.608.755	1.517.679
Vlaganja v tuja osnovna sredstva = Investments in fixed assets owned by third parties	295.045	335.933
Dolgoročne pravice do uporabe podatkovnih vodov = Rights for usage of data lines	171.175	189.661
Dolgoročne pravice do uporabe zemljišč za bazne postaje = Rights for usage of land for base stations	130.130	120.585
Dolgoročno razmejeni stroški pridobivanja naročnikov = Deferred costs of customer acquisition	2.023.644	1.500.342
Skupaj = Total	6.407.710	6.098.171

Koncesije

Med temi sredstvi sta izkazani koncesiji za uporabo radiofrekvenčnih spektrov za storitve mobilne telefonije GSM, ki delujeta v omrežju GSM 900 in 1800. Naložbi bosta pokriti v času trajanja koncesijske pogodbe (do 2013).

Programska oprema in licence

Investicije v programsko opremo in licence so v letu 2005 znašale 856.583 TSIT.

Druga neopredmetena dolgoročna sredstva

Naložbe v druga neopredmetena dolgoročna sredstva v letu 2005 vključujejo:

- vlaganja v tuja osnovna sredstva (42.256 TSIT);
- zakupnine podatkovnih vodov (4.159 TSIT);
- vnaprej plačane najemnine za lokacije baznih postaj (25.956 TSIT).

Dolgoročno odloženi stroški pridobivanja naročnikov

Po stanju na dan 31.12.2005 znašajo dolgoročno odloženi stroški pridobivanja naročnikov (subvencij za telefonske aparate) 2.023.644 TSIT. Stroški so razmejeni za čas trajanja naročniškega razmerja (običajno 2 leti) in se odpisujejo v breme stroškov storitev.

Tabela gibanja neopredmetenih dolgoročnih sredstev je v Prilogi 1 (stran 108).

8. Notes to the Financial Statements

8.1. Balance Sheet

8.1.1. Intangible fixed assets

	31.12.2005	31.12.2004
Koncesije = GSM concessions	2.178.961	2.433.971
Programska oprema in licence = Software and licences	1.608.755	1.517.679
Vlaganja v tuja osnovna sredstva = Investments in fixed assets owned by third parties	295.045	335.933
Dolgoročne pravice do uporabe podatkovnih vodov = Rights for usage of data lines	171.175	189.661
Dolgoročne pravice do uporabe zemljišč za bazne postaje = Rights for usage of land for base stations	130.130	120.585
Dolgoročno razmejeni stroški pridobivanja naročnikov = Deferred costs of customer acquisition	2.023.644	1.500.342
Skupaj = Total	6.407.710	6.098.171

GSM concessions

The item includes concessions for the use of radio-frequency spectrums for the GSM mobile telephony (GSM 900/1800 MHz networks). Concessions will be amortised over the term of the concession agreement (until 2013).

Software and licences

In 2005, additions to software and licences amounted to 856,583 TSIT.

Other intangible assets

Other intangible assets additions in 2005 include:

- investments in third-party owned fixed assets (42,256 TSIT);
- prepaid connection fees for data lines (4,159 TSIT);
- prepaid rental fees for land (base stations) (25,956 TSIT).

Long-term deferred costs of customer acquisition

As of 31st December 2005, deferred costs of subscriber acquisition amounted to 2,023,644 TSIT. The costs are deferred over the term of the subscriber contracts (usually 2 years) and charged to costs of services on a straight-line basis.

Schedule of intangible fixed assets movements, see Enclosure 1 (page 108).

8.1.2. Opredmetena osnovna sredstva

	31.12.2005	31.12.2004
Zemljišča = Land	2.166	2.166
Bazne postaje in centrale = Base stations and mobile switches	12.274.879	14.262.036
Računalniška oprema = Computer equipment	603.007	667.106
Transportna oprema = Transportation equipment	12.731	35.164
Druga oprema = Other equipment	579.585	346.578
Drobni inventar in rezervni deli = Low-value assets and spare parts	266.110	325.776
Opredmetena osnovna sredstva v gradnji ali izdelavi = Tangible fixed assets under construction	2.660.188	2.501.551
Predujmi za opredmetena osnovna sredstva = Advances for tangible fixed assets	676	-1.992
Skupaj = Total	16.399.342	18.138.385

Zemljišča

Podjetje v letu 2005 ni vlagalo v zemljišča, že obstoječa naložba pa se nanaša na zemljišče, kupljeno zaradi dostopa do bazne postaje.

Bazne postaje in centrale

Investicije v bazne postaje so v letu 2005 znašale 1.499.576 tsi. Ocenjena življenjska doba baznih postaj je 8 let, uporabljena metoda amortiziranja pa linearna.

Druge naložbe v opredmetena osnovna sredstva

Druge naložbe v opredmetena osnovna sredstva vključujejo investicije v računalniško opremo (176.658 tsi v letu 2005), drugo opremo (368.503 tsi v letu 2005) in drobn inventar in rezervne dele (46.186 tsi v letu 2005).

Opredmetena osnovna sredstva v gradnji ali izdelavi in predujmi za opredmetena osnovna sredstva

Gre za investicije v izgradnjo baznih postaj in investicijski material v skladišču, ki je prav tako namenjen izgradnji omrežja. Med investicijami v teku so izkazane tudi naložbe v IT opremo, povezano z baznimi postajami.

Tabela gibanja opredmetenih osnovnih sredstev je v Prilogi 2 (stran 109).

Hipoteke

Osnovna sredstva v višini 4.579.561 tsi so zastavljena kot zavarovanje za poplačilo obveznosti iz naslova dolgoročno prejetega sindiciranega bančnega posojila (pojasnilo 8.1.10.).

8.1.2. Tangible fixed assets

v tsi = in tsi

Land

Land includes land that has been purchased in order to ensure access to base stations. There were no new investments in land during 2005.

Base stations and mobile switches

In 2005, additions to base stations and mobile switches amounted to 1,499,576 tsi. The estimated useful life of base stations is 8 years. The straight-line method of depreciation is applied.

Other additions to tangible fixed assets

In 2005, other additions to tangible fixed assets included additions to computer equipment (176,658 tsi), other equipment (368,503 tsi), and low-value assets and spare parts (46,186 tsi).

Tangible fixed assets under construction and advances for tangible fixed assets

The item includes investments in base stations and mobile switches as well as investments in materials, which are required for network construction. Tangible fixed assets under construction also include investments in IT equipment, related to base stations.

Schedule of tangible fixed assets movements, see Enclosure 2 (page 109).

Mortgages

Fixed assets in the amount of 4,579,561 tsi were pledged as security for a long-term syndicated bank loan (refer to Note 8.1.10.).

8.1.3. Zaloge

Med zalogami vodi podjetje trgovsko blago. Večji del zaloge trgovskega blaga se nanaša na zalogo mobilnih telefonskih aparatov, preostale zaloge pa predstavljajo predplačniški paketi in dodatki k telefonskim aparatom.

	Kosmata vrednost = Gross amount	Popravek vrednosti = Allowances	Čista vrednost = Net amount 31.12.2005	Čista vrednost = Net amount 31.12.2004
Blago = Products and merchandise	1.297.458	45.277	1.252.181	813.560
Skupaj = Total	1.297.458	45.277	1.252.181	813.560

Konec leta 2005 je popravek vrednosti za GSM aparate znašal 40 tsi. Prav tako je bil oblikovan 100 % popravek vrednosti zaloge vseh materialov za prodajna mesta na zalogi v vrednosti 45.237 tsi.

8.1.3. Inventories

Inventories include inventories of merchandise. The major portion of inventories of merchandise comprises GSM handsets. The remaining amount comprises prepaid packages and handset accessories.

v tsi = in tsi

At 31st December 2005 allowances for inventories of GSM handsets amounted to 40 tsi. For inventories of point-of-sale materials a 100% valuation allowance at 31st December 2005 amounted to 45,237 tsi.

8.1.4. Kratkoročne poslovne terjatve

	31.12.2005	31.12.2004
Kratkoročne terjatve do kupcev = Short-term accounts receivable	2.636.759	2.278.920
Kratkoročno dani predujmi in varščine = Short-term advances and security deposits	18.436	98.510
Kratkoročne terjatve do podjetij v skupini = Short-term operating receivables due by enterprises in the Group	257.037	382.923
Druge kratkoročne terjatve = Short-term operating receivables due by others	392.952	412.964
Skupaj = Total	3.305.184	3.173.299

Kratkoročne terjatve do kupcev

Short-term accounts receivable

	Kosmata vrednost = Gross amount	Popravek vrednosti = Allowances	Čista vrednost = Net amount 31.12.2005	Čista vrednost = Net amount 31.12.2004
Kupci v državi - naročniki = Domestic customers - subscribers	4.500.838	3.606.092	894.746	707.142
Kupci v državi - ostali = Domestic customers - others	1.293.851	42.450	1.251.402	1.190.054
Kupci v tujini = Foreign customers	490.611	0	490.611	381.724
Skupaj = Total	6.285.300	3.648.542	2.636.759	2.278.920

Kratkoročne terjatve do naročnikov na dan 31.12.2005 predstavljajo terjatve iz naslova mesečnih naročin, pogovorov in drugih GSM storitev v višini 894.746 tsi. V letu 2005 je bil zanje dodatno oblikovan popravek vrednosti v višini 19.918 tsi.

Ostale terjatve do kupcev v državi vključujejo terjatve do posrednikov, terjatve do podjetij iz komisije prodaje telefonov in terjatve do partnerjev pri medomrežnem povezovanju. Popravek vrednosti zanje je bil v letu 2005 znižan v znesku 9.891 tsi.

As of 31st December 2005, short-term accounts receivable due by customers (subscribers) amounted to 894,746 tsi and included receivables from monthly subscription, airtime and other GSM services. In 2005, additional allowances were formed for these receivables in the net amount of 19,918 tsi.

Short-term accounts receivable due by other domestic customers include receivables due from dealers, receivables due from retailers and receivables due from interconnection partners. In 2005, allowances were reduced in the net amount of 9,891 tsi.

v TSIT= in TSIT

	Popravek vrednosti 01.01.2005 = Valuation allowance 01.01.2005	Doknjižba (v breme stroškov) = Additions (charged to costs)	Doknjižba (v breme odloženih prihodkov) = Additions (charged to deferred revenues)	Poraba = Uses	Popravek vrednosti 31.12.2005 = Valuation allowance 31.12.2005
Kupci v državi - naročniki = Domestic customers - subscribers	3.586.174	-186.894	206.812	0	3.606.092
Kupci v državi - drugi = Domestic customers - others	52.341	8.888	0	-18.779	42.450
Skupaj = Total	3.638.515	-178.006	206.812	-18.779	3.648.542

Kratkoročno dani predujmi in varščine

Short-term advances and security deposits

v TSIT= in TSIT

	Kosmata vrednost = Gross amount	Popravek vrednosti = Allowances	Čista vrednost = Net amount 31.12.2005	Čista vrednost = Net amount 31.12.2004
Dani predujmi za obratna sredstva = Advances for current assets	1.835	714	1.121	5.178
Dani predujmi izvršiteljem = Advances to bailiffs	34.721	31.249	3.472	4.304
Dani predujmi v tujino = Advances to suppliers abroad	91	0	91	75.963
Dani predujmi v tujino - roaming = Advances to suppliers abroad - roaming	-6	0	-6	1.349
Dane varščine = Security deposits	13.758	0	13.758	11.716
Skupaj = Total	50.399	31.963	18.436	98.510

Kratkoročne terjatve do podjetij v skupini

Short-term operating receivables due by enterprises in the Group

v TSIT= in TSIT

	Kosmata vrednost = Gross amount	Popravek vrednosti = Allowances	Čista vrednost = Net amount 31.12.2005	Čista vrednost = Net amount 31.12.2004
VIPnet d.o.o. = VIPnet d.o.o.	92.234	0	92.234	183.748
mobilkom austria AG & Co KG = mobilkom austria AG & Co KG	157.988	0	157.988	178.767
mobilkom austria group services GmbH = mobilkom austria group services GmbH	4.073	0	4.073	20.382
mobilkom [liechtenstein] AG = mobilkom [liechtenstein] AG	174	0	174	26
Mobiltel AD = Mobiltel AD	2.568	0	2.568	0
Skupaj = Total	257.037	0	257.037	382.923

Druge kratkoročne terjatve

Short-term operating receivables due by others

v TSIT= in TSIT

	Kosmata vrednost = Gross amount	Popravek vrednosti = Allowances	Čista vrednost = Net amount 31.12.2005	Čista vrednost = Net amount 31.12.2004
Terjatve iz naslova DDV = VAT receivable	294.934	0	294.934	339.821
Terjatve za refundacije nadomestil plač = Continued pay receivable	934	0	934	2.582
Terjatve do bank = Receivables due from banks	71.985	0	71.985	49.360
Terjatve do izdajateljev kreditnih kartic = Receivables due from card issuers	23.434	0	23.434	15.210
Terjatve do delavcev = Receivables due from employees	1.651	0	1.651	5.936
Terjatve iz naslova obresti = Interest receivables	14	0	14	37
Skupaj = Total	392.952	0	392.952	412.946

8.1.5. Kratkoročne finančne naložbe

8.1.5. Short-term investments

Med kratkoročnimi finančnimi naložbami vodi podjetje kratkoročno dane depozite poslovnim bankam.

Short-term investments include short-term deposits with commercial banks.

v TSIT= in TSIT

	Kosmata vrednost = Gross amount	Popravek vrednosti = Allowances	Čista vrednost = Net amount 31.12.2005	Čista vrednost = Net amount 31.12.2004
Depozit pri NLB d.d. = Deposit with NLB d.d.	124.152	0	124.152	748.217
Depozit pri BA CA d.d. = Deposit with BA CA d.d.	274.202	0	274.202	737.125
Depozit pri Raiffeisen Krekovi banki d.d. = Deposit with Raiffeisen Krekova banka d.d.	1.731.434	0	1.731.434	0
Depozit pri BA CA d.d. (devizni) = Deposit with BA CA d.d. (foreign currency)	239.824	0	239.824	0
Skupaj = Total	2.369.612	0	2.369.612	1.485.342

8.1.6. Dobroimetje pri bankah, čeki in gotovina

8.1.6. Bank balance, cheques and cash on hand

Med denarnimi sredstvi vodi podjetje gotovino v blagajnah in denarna sredstva pri poslovnih bankah.

This item includes cash in hand and bank balances.

v TSIT= in TSIT

	31.12.2005	31.12.2004
Gotovina v blagajni = Cash on hand	6.894	2.822
Denarna sredstva pri bankah = Bank balances	418.467	206.729
Skupaj = Total	425.361	209.551

8.1.7. Aktivne časovne razmejitve

8.1.7. Deferred costs (expenses) and accrued revenues

	v TSIT ≈ in TSIT	
	31.12.2005	31.12.2004
Kratkoročno odloženi stroški ≈ Deferred costs (expenses)	95.678	110.122
Prehodno nezaračunani prihodki ≈ Accrued revenues	348.657	283.905
Skupaj ≈ Total	444.335	394.027

Kratkoročno odloženi stroški vključujejo razmejene stroške za najemnine lokacij baznih postaj in druge odložene stroške (elektrika, zavarovanje avtomobilov, strokovna literatura itd.).

Deferred costs (expenses) include deferred costs of rental fees for land (base stations) and other deferred costs (power supply, car insurance, technical literature, etc.).

Prehodno nezaračunani prihodki vključujejo storitve telefonskih pogovorov za december 2005, zaračunane v januarju 2006, nezaračunane prihodke iz gostovanja in medomrežnega povezovanja za december 2005, zaračunane v januarju 2006, in druge prehodno nezaračunane prihodke.

Accrued revenues include revenues from mobile communication services provided in December 2005 and billed in January 2006, revenues from roaming and interconnection services provided in December 2005 and billed in January 2006, and other accrued revenues.

8.1.8. Kapital

8.1.8. Equity

Kapital podjetja po stanju na dan 31.12.2005 znaša 2.983.191 tsit. Osnovni kapital sestavlja 9.300.000 navadnih delnic z nominalno vrednostjo 1.000 sit. Čisti dobiček iz poslovanja za poslovno leto 2005 znaša 706.940 tsit.

As of 31st December 2005, a positive equity was recorded in the amount of 2,983,191 tsit. The share capital is divided into 9,300,000 ordinary shares at par value of 1,000 sit. Net income for 2005 amounts to 706,940 tsit.

8.1.9. Rezervacije

8.1.9. Provisions

Dolgoročne rezervacije vključujejo dolgoročno vračunane stroške za jubilejne nagrade (17.988 tsit), dolgoročno vračunane stroške za odpravnine ob upokojitvi (13.932 tsit) in rezervacije za brezplačno prejeta osnovna sredstva (114.700 tsit), ki se zmanjšujejo z obračunavanjem amortizacije teh sredstev.

Long-term provisions include accrued costs for jubilee payments (17,988 tsit), accrued costs for severance payments (13,932 tsit) and a provision resulting from received free-of-charge fixed assets (114,700 tsit), which is released in line with the depreciation of fixed assets.

	Dolgoročne rezervacije 01.01.2005 ≈ Provisions 01.01.2005	Doknjižbe ≈ Additions	Stornacije ≈ Releases	Uporaba ≈ Uses	Dolgoročne rezervacije 31.12.2005 ≈ Provisions 31.12.2005
Jubilejne nagrade ≈ Jubilee payments	14.298	3.690	0	0	17.988
Odpravnine ob upokojitvi ≈ Severance payments	8.303	5.629	0	0	13.932
Brezplačno pridobljena osnovna sredstva ≈ Free-of-charge assets	137.600	0	0	22.900	114.700
Skupaj ≈ Total	160.201	9.319	0	22.900	146.620

8.1.10. Dolgoročne finančne in poslovne obveznosti

8.1.10. Long-term financial and operating liabilities (debts)

Med dolgoročnimi finančnimi in poslovnimi obveznostmi vodi podjetje dolgoročna posojila podjetij v skupini in bank.

Long-term financial and operating liabilities (debts) include long-term loans from Group enterprises and banks.

	v TSIT ≈ in TSIT	
	31.12.2005	31.12.2004
Dolgoročne finančne obveznosti do bank ≈ Long-term financial liabilities (debts) to banks	435.439	2.178.626
Dolgoročne finančne obveznosti do podjetij v skupini ≈ Long-term financial and operating liabilities (debts) to enterprises in the Group	16.679.523	16.693.431
Skupaj ≈ Total	17.114.962	18.872.057

Del dolgoročnih posojil, ki zapade v plačilo v naslednjem poslovnem letu, je v višini 1.741.757 tsit izkazan med kratkoročnimi finančnimi obveznostmi do bank.

A portion of long-term loans maturing in 2006 in the amount of 1,741,757 tsit is recorded under short-term financial liabilities.

Dolgoročne finančne obveznosti do bank

Long-term financial liabilities (debts) to banks

	v TSIT ≈ in TSIT	
	31.12.2005	31.12.2004
SKB d.d. ≈ SKB d.d.	147.178	736.375
NLB d.d. ≈ NLB d.d.	147.178	736.375
Banka Koper d.d. ≈ Banka Koper d.d.	61.353	306.969
Abanka d.d. ≈ Abanka d.d.	30.655	153.376
Gorenjska banka d.d. ≈ Gorenjska banka d.d.	18.420	92.156
Nova KBM d.d. ≈ Nova KBM d.d.	30.655	153.375
Skupaj ≈ Total	435.439	2.178.626

Dolgoročno posojilo bank v državi se nanaša na sindicirano posojilo v višini 36,3 mio eur, katerega rok vračila je 22.3.2007. Glavnica zapada v plačilo v enakih kvartalnih obrokih, plačljivih marca, junija, septembra in decembra. Družba je v letu 2005 odplačala štiri obroke glavnice v skupnem znesku 1.743.187 tsit.

Long-term financial liabilities refer to a syndicated loan in the amount of 36.3 million eur, with the date of maturity on 22 March 2007. The principal is payable in equal quarterly instalments, due in March, June, September and December. In 2005, the Company repaid 4 instalments of the principal in the total amount of 1,743,187 tsit.

Dolgoročne finančne obveznosti do podjetij v skupini

Long-term financial and operating liabilities (debts) to enterprises in the Group

	v TSIT ≈ in TSIT	
	31.12.2005	31.12.2004
mobilkom austria AG & Co KG ≈ mobilkom austria AG & Co KG	16.679.523	16.693.431

Dolgoročno dobljena posojila s strani mobilkom znašajo na dan 31.12.2005 69.539 teur. Družba posojila v višini 15 milijonov eur iz naslova odobrene kreditne linije ni črpala. Obrestna mera za posojilo

As at 31st December 2005, the long-term loans from mobilkom amount to 69,539 teur. The approved line of credit for 2005 in the amount of 15 million eur has not been utilised. The interest rate applied to the loan

se je znižala s 5,71 % na 4,98 % letno, od tega je 80 % celotne obrestne mere fiksne, 20 % pa je variabilne. Glavnica zapade v plačilo decembra 2009.

decreased from 5.71 % to 4.98% p.a. (fixed part of the interest rate = 80%; variable part of the interest rate = 20%). The principal is payable in December 2009.

Dolgoročne finančne in poslovne obveznosti imajo naslednje zapadlosti

The total long-term financial and operating liabilities (debts) are due as follows:

	v TSIT ≈ in TSIT	
	Dolgoročne finančne in poslovne obveznosti ≈ Financial liabilities	
Zapadlost v roku 1 leta (kratkoročni finančni dolgovi) ≈ Due within 1 year (short-term)		1.741.757
Zapadlost v 1-5 letih ≈ Due in 1-5 years		17.114.963
Zapadlost po 5 letih ≈ Due after 5 years		0
Skupaj ≈ Total		18.856.720

8.1.11. Kratkoročne finančne in poslovne obveznosti

8.1.11. Short-term financial and operating liabilities (debts)

	v TSIT ≈ in TSIT	
	31.12.2005	31.12.2004
Kratkoročne finančne obveznosti ≈ Short-term financial liabilities (debts)	4.245.398	3.411.735
Kratkoročne poslovne obveznosti ≈ Short-term operating liabilities (debts)	5.315.432	4.963.443
Skupaj ≈ Total	9.560.830	8.375.178

Kratkoročne finančne obveznosti

Short-term financial liabilities (debts)

	v TSIT ≈ in TSIT	
	31.12.2005	31.12.2004
Kratkoročne finančne obveznosti do podjetij v skupini ≈ Short-term financial liabilities (debts) to enterprises in the Group	2.503.641	1.668.834
Kratkoročne finančne obveznosti do bank ≈ Short-term financial liabilities (debts) to banks	1.741.757	1.742.901
Skupaj ≈ Total	4.245.398	3.411.735

Kratkoročno dobljena posojila pri podjetjih v skupini v znesku 2.503.641 tsiR se nanašajo na obresti za posojilo mobilkoma.

Short-term loans from Group enterprises in the amount of 2,503,641 tsiR include accrued shareholder loan interests.

Kratkoročno dobljena posojila pri bankah se nanašajo na kratkoročni del dolgoročnih obveznosti v skupni višini 1.741.757 tsiR.

Short-term loans from banks include the short-term portion of long-term loans in the amount of 1,741,757 tsiR.

Kratkoročne poslovne obveznosti

Short-term operating liabilities (debts)

	v TSIT ≈ in TSIT	
	31.12.2005	31.12.2004
Kratkoročne obveznosti na podlagi predujmov ≈ Short-term operating liabilities (debts) from advances	27.853	32.325
Kratkoročne poslovne obveznosti do dobaviteljev ≈ Short-term operating liabilities (debts) to suppliers	4.975.606	4.493.617
Kratkoročne poslovne obveznosti do podjetij v skupini ≈ Short-term operating liabilities (debts) to enterprises in the Group	92.598	214.878
Kratkoročne poslovne obveznosti do drugih ≈ Short-term operating liabilities (debts) to others	219.375	222.623
Skupaj ≈ Total	5.315.432	4.963.443

Kratkoročne obveznosti na podlagi predujmov

Short-term operating liabilities (debts) from advances

	v TSIT ≈ in TSIT	
	31.12.2005	31.12.2004
Obveznosti za predujme ≈ Payables for advances	27.853	32.325
Skupaj ≈ Total	27.853	32.325

Kratkoročne poslovne obveznosti do dobaviteljev

Short-term accounts payable

	v TSIT ≈ in TSIT	
	31.12.2005	31.12.2004
Obveznosti do dobaviteljev v državi ≈ Short-term operating liabilities (debts) to domestic suppliers	3.934.470	3.755.633
Obveznosti do dobaviteljev v tujini ≈ Short-term operating liabilities (debts) to foreign suppliers	1.041.136	737.984
Skupaj ≈ Total	4.975.606	4.493.617

Kratkoročne poslovne obveznosti do podjetij v skupini

Short-term operating liabilities (debts) to enterprises in the Group

	v TSIT ≈ in TSIT	
	31.12.2005	31.12.2004
mobilkom austria AG & Co KG ≈ mobilkom austria AG & Co KG	265.749	153.327
VIPnet d.o.o. ≈ VIPnet d.o.o.	-181.122	44.481
mobilkom [liechtenstein] AG ≈ mobilkom [liechtenstein] AG	20	43
mobilkom austria group services GmbH ≈ mobilkom austria group services GmbH	7.535	10.395
Telekom Austria AG ≈ Telekom Austria AG	0	6.632
Mobilitel AD ≈ Mobilitel AD	416	0
Skupaj ≈ Total	92.598	214.878

Kratkoročne obveznosti do drugih

Short-term financial and operating liabilities (debts) to others

	v TSIT = in TSIT	
	31.12.2005	31.12.2004
Obveznosti za čiste plače = Net wages and salaries	72.244	68.635
Obveznosti za davke iz plač = Taxes from gross wages and salaries	20.094	20.799
Obveznosti za prispevke iz plač = Contributions from gross wages and salaries	26.566	25.135
Druge obveznosti do delavcev (prehrana, prevoz na delo) = Other payables to employees (meal allowance, commuting allowance)	14.041	13.278
Obveznosti iz naslova koncesije = Concession fee payable	51.970	41.970
Obveznosti za davek na plačilno listo = Taxes on wages and salaries	26.174	26.609
Obveznosti iz naslova darilnih bonov = Gift certificates payable	5	20
Obveznosti iz naslova obresti = Interest payable	19	52
Obveznosti iz naslova DDV = VAT payable	0	24.288
Druge kratkoročne obveznosti = Other short-term liabilities (debts)	8.262	1.837
Skupaj = Total	219.375	222.623

8.1.12. Pasivne časovne razmejitve

8.1.12. Accrued costs (expenses) and deferred revenues

	v TSIT = in TSIT	
	31.12.2005	31.12.2004
Kratkoročno odloženi prihodki = Short-term deferred revenues	440.240	485.006
Kratkoročno vnaprej vračunani stroški = Short-term accrued costs (expenses)	357.882	143.642
Skupaj = Total	798.122	628.648

Kratkoročno odloženi prihodki se nanašajo na prodane in neaktivirane čeke za pogovore v sistemu Halo, na aktivirane in še neporabljene čeke v omenjenem sistemu in na vnaprej zaračunane naročnine naročnikom za januar 2006.

Short-term deferred revenues include deferred revenues from sale of call vouchers yet to be activated and activated but not yet used up (Halo system), and for revenues from subscriptions for January 2006 charged in advance.

Kratkoročno vnaprej vračunani stroški vključujejo vračunane stroške za izplačilo bonusa za zaposlene, direktorje in vodje za leto 2005 in druge vračunane stroške.

Short-term accrued costs and expenses include costs of bonus for 2005 for directors, managers and employees and other accrued costs.

8.1.13. Zabilančna sredstva / obveznosti

Zabilančna evidenca vključuje dana jamstva v obliki zastave osnovnih sredstev v višini 4.579.561 tsit (neodpisana vrednost) in odobrena in nečrpana posojila lastnikov v višini 3.600.900 tsit.

8.1.13. Off-balance sheet items

Off balance sheet items include securities given in the form of a lien on tangible fixed assets in the amount of 4,579,561 tsit (net book value) and shareholder loans extended but not yet utilised in the amount 3,600,900 tsit.

V letu 2003 je družba sklenila licenčno pogodbo, ki je veljavna do 31.12.2006. Ocenjena obveznost po tej pogodbi lahko znaša 128 milijonov sit.

In 2003 the Company has entered into a license agreement, which is valid until 31st December 2006. The estimated obligation for the Company is approximately 128 million sit.

Glede na koncesijsko pogodbo je družba zavezana plačevati koncesijske dajatve do izteka te pogodbe v letu 2013.

According to the GSM concession agreement, the Company is obliged to pay regular concession fees until the expiration of the contract in 2013.

Naročila osnovnih sredstev so konec leta 2005 znašala 787 milijonov sit.

The purchase commitments for fixed assets at year-end 2005 amounted to 787 million sit.

8.2. Izkaz poslovnega izida

Izkaz poslovnega izida je izdelan po naravnih vrstah stroškov. Prikaz stroškov po funkcionalnih skupinah v tsit prikazuje naslednja shema:

8.2. Profit and Loss Statement

The profit and loss statement has been prepared showing cost items by types; the profit and loss statement showing cost items by individual functional groups is shown below:

	v TSIT = in TSIT	
	2005	2004
Čisti poslovni prihodki = Total operating revenues	23.383.708	20.519.686
Proizvajalni stroški prodanih proizvodov (z amortizacijo) oz. nabavna vrednost prodanega blaga = Costs of sales	-14.221.502	-12.415.833
Stroški prodajanja (z amortizacijo) = Selling costs	-5.374.679	-5.043.669
Stroški splošnih dejavnosti (z amortizacijo) = Administrative costs	-2.574.896	-2.540.228
Poslovni izid iz poslovanja = EBIT	1.212.631	311.405

8.2.1. Čisti prihodki od prodaje

8.2.1. Net sales

	v TSIT = in TSIT	
	2005	2004
Čisti prihodki od prodaje storitev = Revenues from sale of services	21.031.207	18.406.762
Čisti prihodki od prodaje blaga = Revenues from sale of goods	1.627.544	1.203.370
Skupaj = Total	22.658.751	19.610.132

Prihodki od prodaje v državi in tujini

Revenues from sale on domestic and foreign markets

	v TSIT = in TSIT	
	2005	2004
Prihodki od prodaje v tujini = Revenues from sale on foreign markets	3.952.243	3.596.244
- Prodaja storitev podjetjem v skupini = Revenues from sale of services to Group enterprises	1.470.438	1.160.684
- Prodaja storitev drugim podjetjem v tujini = Revenues from sale of services to other enterprises	2.481.806	2.435.560
Prihodki od prodaje v državi = Revenues from sale on domestic market	18.706.507	16.013.888
- Prodaja storitev v državi = Revenues from sale of services	17.078.963	14.810.518
- Prodaja blaga v državi = Revenues from sale of goods	1.627.544	1.203.370
Skupaj = Total	22.658.751	19.610.132

Prihodki od prodaje storitev po vrstah storitev

Revenues from sale of services - per type of service

	v TSIT = in TSIT	
	2005	2004
Prihodki od prodaje storitev naročniškega telefoniranja in od prodaje storitev predplačniškega telefoniranja ≈ Services to subscribers and prepaid users	12.355.837	11.047.913
Prihodki od medomrežnega povezovanja in gostovanja = Interconnection and roaming services	8.492.156	7.189.458
Drugi prihodki od prodaje storitev = Other revenues from sale of services	183.214	169.391
Skupaj = Total	21.031.207	18.406.762

8.2.2. Usredstveni lastni proizvodi in storitve

Prihodki iz usredstvenih lastnih učinkov se nanašajo na lastno gradnjo baznih postaj v višini 169.480 TSIT.

8.2.3. Drugi poslovni prihodki

Druge prihodke iz poslovanja predstavljajo zaračunana vrednost prodanih osnovnih sredstev v višini 24.922 TSIT, prihodki iz sprostitve dolgoročnih rezervacij iz naslova brezplačnih opredmetenih osnovnih sredstev v višini 22.900 TSIT in prevrednotovalni poslovni prihodki iz naslova terjatev v višini 216.041 TSIT ter izterjane terjatve (vrednotene z vrednostjo nič) in povrnjeni sodni stroški v višini 291.614 TSIT.

8.2.4. Stroški blaga, materiala in storitev

	v TSIT = in TSIT	
	2005	2004
Nabavna vrednost prodanega blaga = Cost of goods	1.372.983	771.212
Stroški materiala = Cost of materials	454.949	390.652
Stroški storitev = Cost of services	12.913.363	11.595.720
Skupaj = Total	14.741.295	12.757.584

Nabavna vrednost prodanega blaga je zmanjšana za znesek razmejenih prodajnih spodbud v višini 2.582.736 TSIT (2004: 2.545.040 TSIT). Amortizacija dolgoročno odloženih prodajnih spodbud je pripoznana med drugimi stroški storitev, in sicer v višini 2.059.434 TSIT (2004: 2.369.797 TSIT).

V primerjavi z letom 2004 je nabavna vrednost prodanega blaga višja zaradi večje prodaje naročniških paketov.

8.2.2. Capitalised own products

Capitalised own products include work performed by the Company for its own purposes (construction of base stations) and capitalised in the amount of 169,480 TSIT.

8.2.3. Other operating revenue (including revaluatory operating revenues)

Other operating revenues include revenues from asset disposal in the amount of 24,922 TSIT, revenues from the release of long-term provisions from donated fixed assets in the amount of 22,900 TSIT as well as revaluatory operating revenues from receivables in the amount of 216,041 TSIT and collected receivables balance (previously stated at zero) and court costs in the amount of 291,614 TSIT.

8.2.4. Cost of goods sold, materials and services

The costs of goods are reduced by the deferred costs related to subscriber acquisition in the amount of 2,582,736 TSIT (2004: 2,545,040 TSIT). Amortisation of long-term deferred costs of subscriber acquisition was recorded under other costs of services in the amount of 2,059,434 TSIT (2004: 2,369,797 TSIT).

In comparison to 2004 costs of goods are higher due to a higher amounts of sold postpaid packages.

Stroški materiala

Cost of materials

	v TSIT = in TSIT	
	2005	2004
Stroški porabljene energije = Costs of energy supply	292.821	276.339
Stroški rezervnih delov in materiala za vzdrževanje = Costs of spare parts and materials for maintenance	8.462	1.824
Odpis drobnega inventarja = Low-value assets write-off	10.478	11.424
Drugi stroški materiala = Other material costs	4.604	4.234
Stroški pisarniškega materiala in strokovne literature = Costs of office stationery and technical literature	138.584	96.831
Skupaj = Total	454.949	390.652

Stroški storitev

Cost of services

	v TSIT = in TSIT	
	2005	2004
Stroški storitev pri izdelavi proizvodov in opravljanju storitev ≈ Costs of manufacturing stages implemented by others	660.288	419.144
Stroški prevoznih storitev = Costs of transportation services	24.028	19.568
Stroški storitev vzdrževanja = Costs of maintenance services	912.988	823.008
Stroški najemnin = Rental expenses	1.222.801	1.180.568
Stroški plačilnega prometa in bančnih storitev = Costs of fund transfer services and bank charges	70.763	63.064
Nadomestila stroškov delavcem = Remuneration of travel expenses to employees	61.907	52.685
Stroški intelektualnih in osebnih storitev = Costs of professional services	942.876	748.642
Zavarovalne premije = Insurance premiums	81.370	84.325
Stroški medomrežnih povezav in gostovanja = Costs of interconnection and roaming services	4.297.312	3.844.497
Stroški trženja = Marketing costs	2.279.199	1.781.908
Stroški drugih storitev = Other costs of services	2.359.831	2.578.310
Skupaj = Total	12.913.363	11.595.720

Stroški drugih storitev vključujejo stroške prodajnih spodbud, stroške poštnih storitev, stroške telefona in drugo.

Other costs of services include costs of subscriber acquisition, postal charges, telephone charges and other costs.

8.2.5. Stroški dela**8.2.5. Labour costs**

	v TSIT= in TSIT	
	2005	2004
Plače in nadomestila zaposlenim = Cost of wages and salaries	1.505.741	1.454.453
Dajatve za pokojninsko zavarovanje = Pension insurance costs	208.027	193.514
Druge dajatve za zagotavljanje socialne varnosti = Other social insurance costs	158.858	158.529
Drugi stroški dela: = Other labour costs:		
Stroški za prevoz na delo = Commuting allowances	80.183	79.857
Stroški prehrane = Meal allowances	71.098	69.758
Regres za letni dopust = Vacation bonuses	57.367	53.587
Stroški odpravnin in jubilejnih nagrad = Severance pays and anniversary bonuses	45.367	30.808
Drugi stroški dela = Other labour costs	26.341	9.847
Skupaj = Total	2.152.980	2.050.353

8.2.6. Amortizacija in prevrednotovalni poslovni odhodki pri opredmetenih osnovnih in neopredmetenih dolgoročnih sredstvih**8.2.6. Depreciation and revaluatory operating expenses associated with intangible fixed assets and tangible fixed assets**

	v TSIT= in TSIT	
	2005	2004
Amortizacija neopredmetenih dolgoročnih sredstev = Amortization of intangible fixed assets	1.095.310	860.552
Amortizacija opredmetenih osnovnih sredstev = Depreciation of tangible fixed assets	3.961.970	3.988.458
Izguba pri prodaji osnovnih sredstev = Loss on asset disposal	32.564	142.415
Skupaj = Total	5.089.844	4.991.425

8.2.7. Prevrednotovalni poslovni odhodki pri obratnih sredstvih**8.2.7. Revaluatory operating expenses associated with operating current assets**

	v TSIT= in TSIT	
	2005	2004
Popravek vrednosti terjatev = Allowances for doubtful receivables	10.388	22.538
Popravek vrednosti zalog = Allowances for slow-moving and obsolete stock	45	80.720
Skupaj = Total	10.433	103.258

8.2.8. Drugi poslovni odhodki**8.2.8. Other operating expenses**

	v TSIT= in TSIT	
	2005	2004
Dajatve, ki niso odvisne od poslovnega rezultata = Fiscal charges	162.710	307.893
Drugi odhodki = Other expenses	13.815	-2.232
Skupaj = Total	176.525	305.661

Drugi odhodki se nanašajo na koncesijske dajatve v znesku 118.219 tsit, članarino Gospodarski zbornici Slovenije in upravne in sodne koleke. Drugi odhodki vsebujejo predvsem odhodke za dovoljenja in druge odhodke.

Fiscal charges include concession fees in the amount of 118,219 tsit, Chamber of Commerce membership fee and administrative and court fees. Other expenses include costs of permits and concessions and other costs.

8.2.9. Finančni prihodki iz kratkoročnih terjatev**8.2.9. Financial revenue from receivables**

	v TSIT= in TSIT	
	2005	2004
Obresti iz razmerij do drugih = Interests, customer receivables	390.668	299.333
Pozitivne tečajne razlike = Foreign exchange gains	65.281	3.676
Drugi prihodki od financiranja = Other financial revenues	8.291	8.903
Skupaj = Total	464.240	311.912

8.2.10. Finančni odhodki za obresti in iz drugih obveznosti**8.2.10. Interest expenses and financial expenses for other liabilities**

	v TSIT= in TSIT	
	2005	2004
Obresti iz razmerij do podjetij v skupini = Interest expenses for other liabilities to Group enterprises	836.415	896.509
Obresti iz razmerij do drugih = Interest expenses associated with other liabilities	107.656	160.481
Negativne tečajne razlike = Foreign exchange losses	24.686	351.920
Skupaj = Total	968.757	1.408.910

8.2.11. Izredni odhodki**8.2.11. Extraordinary expenses**

	v TSIT= in TSIT	
	31.12.2005	31.12.2004
Drugi izredni odhodki = Other extraordinary expenses	1.174	3.259
Skupaj = Total	1.174	3.259

8.2.12. Čisti poslovni izid obračunskega obdobja**8.2.12. Total profit for the period**

	v TSIT= in TSIT	
	2005	2004
Dobiček iz poslovanja = Operating result	1.212.631	311.405
Izguba iz financiranja = Financial result	-504.517	-994.144
Razlika izrednih prihodkov in odhodkov = Extraordinary result	-1.174	-3.259
Skupaj = Total	706.940	-788.852

8.2.13. Davek iz dobička

Obdavčljivi dobiček iz davčnega izkaza je družba v celoti pokrivala s prenesenimi davčnimi izgubami iz preteklih let, zato je davek od dobička pravnih oseb za leto 2005 znašal nič. Celotne nezapadle prenesene davčne izgube preteklih let znašajo 21.254.722 SIT. Od 1.1.2006 bo podjetje priznavalo odložene davke, ki izhajajo iz obdavčljivih začasnih razlik. Znesek odložene terjatve za davke iz naslova prenesene davčne izgube bo pomemben (glede na znesek prenesenih davčnih izgub).

8.2.14. Čisti poslovni izid po preračunu kapitala s pomočjo EUR in cen življenjskih potrebščin

8.2.13. Income tax

Due to loss carry-forwards from previous years, the taxable income determined in the tax income statement for 2005 is zero. Therefore the Company's tax expense is also zero. Total unexpired tax loss carry-forward from previous years amounts to 21,254,722 SIT. From 1st January 2006, the Company will recognise deferred taxes related to taxable temporary differences. The net tax value of the tax loss carry forwards will be significant (considering the size of the tax loss carry-forwards).

8.2.14. Net profit or loss for the period after the revaluation of equity by the use of the EUR exchange rate and the cost of living index

	Znesek kapitala = Amount of capital	% rasti = Increase in %	Izračunan učinek = Effect	Zmanjšan poslovni izid - čisti dobiček = Decrease in net profit or loss for the financial year
Kapital - vse kategorije, razen tekočega čistega poslovnega izida (za preračun EUR) = Equity - all items of capital except current net profit or loss (by the use of the EUR exchange rate)	2.276.251	-0,07%	-1.593	708.533
Kapital - vse kategorije, razen tekočega čistega poslovnega izida (za preračun indeks cen življenjskih potrebščin) = Equity - all items of capital current net profit or loss (by the use of the cost of living index)	2.276.251	2,30%	52.354	654.586

v TSIT= in TSIT

104

9. Izpostavljenost tveganjem

Tržna tveganja in tveganja, povezana s konkurenco

Trg mobilne telefonije v Sloveniji je zelo zrel in bo zato v prihodnosti rasel počasneje. V takih tržnih razmerah bo postala konkurenca med operaterji na trgu še močnejša. Posledično bo ohranitev obstoječih in pridobivanje novih strank za družbo Si.mobil velik izziv, ki bo vodil tudi v nadaljnji dvig stroškov pridobivanja in ohranjanja naročnikov.

Regulatorna tveganja

Januarja 2006 je Si.mobil dobil status operaterja s pomembno tržno močjo samo na trgu 16 (zaključevanje klicev v javnih mobilnih omrežjih). Regulatorni ukrepi Agencije za pošto in elektronske komunikacije (APEK) na trgu 16 se pričakujejo predvsem na področju cene zaključevanja klicev.

9. Risk Exposure

Market and competition-related risks

The GSM market in Slovenia is saturated and the competition between providers is intense. Consequently, retaining existing customers and obtaining new customers will continue to be a challenge for Si.mobil, thus leading to further increase in subscriber acquisition and retention costs.

Regulatory risks:

In January 2006 Si.mobil was assigned as the operator with significant market power (SMP operator) only market 16 (voice calls termination in the public mobile networks). The remedies are milder for Si.mobil than for the incumbent. In 2006 regulator's intervention on market 16 is expected mainly in the field of termination price (rebalancing of key prices).

Kreditno tveganje

Prihodki družbe izvirajo iz različnih virov, katerih večino predstavljajo prihodki iz pogovorov in mesečnih naročnin od naročnikov. Ker je bila glavina od skupaj 176.681 pogodbenih naročnikov konec leta 2005 fizičnih oseb, je kreditno tveganje široko razpršeno in ni pomembno. Drugi viri prihodkov so povezani s prodajnimi posredniki (iz naslova prodaje telefonov) in drugimi domačimi in tujimi operaterji mobilne telefonije (iz naslova medomrežnih povezav in roaminga). Pretekle izkušnje kažejo, da ni pomembnih tveganj na podlagi teh aktivnosti. Na dan izdelave bilance stanja ni bilo pomembne odvisnosti od nobenega od zgoraj naštetih dolžnikov.

Obrestno tveganje

Družba ima sklenjeni dve posojilni pogodbeni razmerji, od katerih je večji del povezan s posojilom s strani glavnega delničarja. Glede na posojilne pogoje, ki vključujejo relativno fiksne obrestne mere, podjetje ni bistveno izpostavljeno tveganju spremembe obrestne mere.

Valutno tveganje

Funkcionalna valuta družbe je slovenski tolar. Kot članica Evropske Unije je Slovenija v letu 2004 stopila v "čakalnico" za uvedbo evra. V sodelovanju s pristojnimi evropskimi inštitucijami je bil postavljen centralni devizni tečaj 239,64 SIT za 1 evro, od katerega lahko dejanski tečaj odstopa maksimalno za ±15%. Večina transakcij v tuji valuti je sprovedenih v evrih, zato bo navedeno dejstvo občutno znižalo izpostavljenost družbe tveganju spremembe deviznega tečaja za evro. Le majhen delež transakcij se izvaja v ameriških dolarjih in drugih valutah, zato valutno tveganje za družbo nima bistvenega pomena.

Likvidnostno tveganje

Družba si zagotavlja likvidna sredstva s prilivi iz poslovanja in s prilivi iz financiranja na podlagi posojil večinskega lastnika, ki so po potrebi zagotovljena. Razvoj je pokazal, da družba stalno izboljšuje svoje poslovanje in s tem denarna sredstva iz poslovanja. Nove tehnologije, ki zahtevajo visoke začetne investicije, bi lahko zahtevale dodatna denarna sredstva za njihovo izvedbo.

Credit risk

The Company's revenues derive from different sources, the majority of which are revenues from airtime and fixed fees from subscribers. Since most of the Company's 176,681 postpaid customers at year-end 2005 were private individual customers, the credit risk is widespread and is not considered significant. Other significant revenue streams are connected with dealers (hardware sales) as well as other local and foreign mobile operators (interconnection and roaming). Past experience does not indicate any risk deriving from these activities. As of the balance sheet date there was no significant dependency on any of the above-mentioned debtors.

Interest-rate risk

The Company is engaged in two loan-arrangements, the larger of which is related to financing by the main shareholder. Due to a relatively fixed interest rate of the latter arrangement, the Company is not exposed to a significant interest rate risk.

Foreign-exchange risk

The Company's functional currency is the Slovenian Tolar. As a member of the EU, Slovenia entered in 2004 into ERM2, the "waiting room" for the introduction of EUR. In accordance with the responsible European institutions a central exchange rate of 239.64 SIT for 1 EUR was set. The exchange rate can only fluctuate around the central rate in the fixed limits of ±15%. Since the major part of the Company's foreign exchange transactions is EUR based, this event will substantially reduce the Company's foreign exchange exposure to EUR. Only a relatively small portion of the transactions is performed in USD, therefore the currency risk is not considered significant.

Funding and liquidity risk

The Company is assuring its liquidity by inflows from operations and by loans from the majority shareholder, which is assured on a regular basis, if necessary. The development has shown that the Company is continuously reinforcing its performance and thus increasing the cash flows from its own operations. However, new technologies, demanding huge up-front investments, might require additional funds to support new potential activities.

105

10. Druga razkritja

10.1. Organi družbe

Člana uprave družbe Si.mobil d.d. sta

Zoran Thaler,
predsednik uprave
Andreas Maierhofer,
član uprave

G. Milan Zaletel je prokurist družbe.

Sestava nadzornega sveta
je bila konec leta 2005 sledeča

Boris Nemšič,
predsednik nadzornega sveta
Erich Gnad,
namestnik predsednika nadzornega sveta
Johannes Ametsreiter
Joseph Vinatzer
Alfred Gattringer

G. Alfred Gattringer je bil v funkcijo imenovan dne
10. marca 2005.

Skupni znesek vseh prejemkov, ki so jih za opravljanje
funkcij oziroma nalog v poslovnem letu 2005 prejeli člani
uprave, nadzornega sveta in zaposleni z individualnimi
pogodbami, je po skupinah znašal 595.636 tsiT:

- uprava: 157.947 tsiT;
- nadzorni svet: 0 tsiT;
- zaposleni z individualnimi pogodbami: 437.689 tsiT.

10. Other Disclosures

10.1. Bodies of the Company

The Members of the Management Board of Si.mobil

Mr Zoran Thaler,
Chairman of the Board
Mr Andreas Maierhofer,
Member of the Board

Mr Milan Zaletel is acting as the Procurator of the Company.

The Members of the Supervisory Board
at the year-end 2005

Mr Boris Nemšič,
Chairman of the Supervisory board
Mr Erich Gnad,
Deputy Chairman of the Supervisory Board
Mr Johannes Ametsreiter
Mr Joseph Vinatzer
Mr Alfred Gattringer

Mr Alfred Gattringer was appointed with the effect
from 10th March 2005.

The cost of the Management Board, the Supervisory
Board and the employees with individual contracts in
the year 2005 amounted to 595,636 tsiT:

- Management Board: 157,947 tsiT;
- Supervisory Board: 0 tsiT;
- employees with individual contracts: 437,689 tsiT.

11. Kazalniki poslovanja

11. Performance Ratios

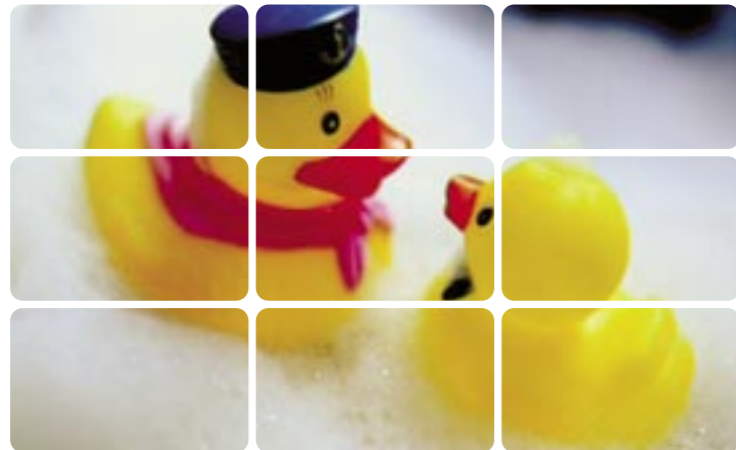
	2005	2004
Stopnja lastniškosti financiranja (kapital/obveznosti do virov sredstev) = Participation rate of equity capital (Equity/Liabilities)	10%	8%
Stopnja dolgoročnosti financiranja (vsota kapitala in dolgoročnih dolgov (skupaj z dolgoročnimi rezervacijami)/obveznosti do virov sredstev) = Participation rate of long-term financing (Total equity and long-term debt (including long-term provisions)/Liabilities)	66%	70%
Stopnja osnovnosti investiranja (osnovna sredstva po neodpisani vrednosti / sredstva) = Operating fixed assets rate (Fixed operating assets (at carrying amount) / Assets)	75%	80%
Stopnja dolgoročnosti investiranja (vsota osnovnih sredstev po neodpisani vrednosti, dolgoročnih finančnih naložb in dolgoročnih poslovnih terjatev/sredstva) = Long-term investment rate (Total fixed operating assets (at carrying amount), long-term investments and long-term operating receivables/Assets)	75%	80%
Koeficient kapitalske pokritosti osnovnih sredstev (kapital/osnovna sredstva po neodpisani vrednosti) = Equity to fixed operating assets ratio (Equity /Fixed operating assets (at carrying amount))	0,13	0,09
Koeficient neposredne pokritosti kratkoročnih obveznosti (likvidna sredstva/kratkoročne obveznosti): = Acid test ratio (Liquid assets/Short-term liabilities)	0,04	0,03
Koeficient pospešene pokritosti kratkoročnih obveznosti (vsota likvidnih sredstev in kratkoročnih terjatev/ kratkoročne obveznosti) = Quick ratio (Total liquid assets and short-term trade receivables/Short-term liabilities)	0,39	0,40
Koeficient kratkoročne pokritosti kratkoročnih obveznosti (kratkoročna sredstva/kratkoročne obveznosti) = Current ratio (Short-term assets/Short-term liabilities)	0,76	0,68
Koeficient gospodarnosti poslovanja (poslovni prihodki/poslovni odhodki) = Operating efficiency ratio (Operating revenue/Operating expenses)	1,05	1,00
Koeficient čiste dobičkonosnosti kapitala (čisti dobiček v poslovnem letu/povprečni kapital brez čistega poslovnega izida proučevanega leta) = Net return on equity ratio - ROE (Net profit for financial year/Average equity (less net operating result of the year))	0,31	-0,26
Koeficient dividendnosti osnovnega kapitala (vsota dividend za poslovno leto/povprečni osnovni kapital) = Dividend to share capital ratio (Total dividends paid in the financial year/Average net profit)	0,00	0,00

Priloga 1: Tabela gibanja neopredmetenih dolgoročnih sredstev (v TSIT)**Enclosure 1: Schedule of intangible fixed assets movements (in TSIT)**

	Koncesije = Concessions	Programska oprema in licence = Software and licences	Vlaganja v tuja osnovna sredstva in fixed assets owned by third parties	Pravice do uporabe podatkovnih vodov = Lease of data lines	Pravice do uporabe zemljišč za bazne postaje = Lease of land	Dolgoročno raz- mejni stroški pridobivanja naročnikov = Subscriber acquisition costs	Skupaj = Total
Nabavna vrednost = Costs of purchase							
Stanje 01.01.2005 = Balance as of 1st January 2005	3.825.137	3.142.991	552.443	384.245	237.053	6.724.143	14.866.012
Nabava, aktiviranja = Additions	0	400.363	42.256	4.159	25.956	2.582.736	3.055.470
Odtujitve, odpisi = Disposals	0	-93.913	0	-592	0	0	-94.505
Prenos = Transfer	0	456.490	192	0	0	0	456.682
Stanje 31.12.2005 = Balance as of 31st December 2005	3.825.137	3.905.931	594.891	387.812	263.009	9.306.879	18.283.659
Popravek vrednosti = Accumulated amortization							
Stanje 01.01.2005 = Balance as of 1st January 2005	1.391.166	1.625.312	216.510	194.584	116.468	5.223.801	8.767.841
Amortizacija = Additions, amortization	255.009	756.965	83.336	0	0	2.059.434	1.095.310
Amortizacija (stroški) = Additions, recognized in costs	0	0	0	22.053	16.411	2.059.434	2.097.898
Odtujitve, odpisi = Disposals	0	-85.101	0	0	0	0	-85.101
Prenos = Transfer	0	0	0	0	0	0	0
Stanje 31.12.2005 = Balance as of 31st December 2005	1.646.175	2.297.176	299.846	216.637	132.879	7.283.235	11.875.949
Neodpisana vrednost = Net carrying amount							
Stanje 01.01.2005 = Balance as of 1st January 2005	2.178.962	1.608.754	295.045	171.175	130.130	2.023.644	6.407.710
Stanje 01.01.2005 = Balance as of 1st January 2005	2.433.971	1.517.679	335.933	189.661	120.585	1.500.342	6.098.171
Stanje 31.12.2005 = Balance as of 31st December 2005	2.178.962	1.608.754	295.045	171.175	130.130	2.023.644	6.407.710

Priloga 2: Tabela gibanja opredmetenih osnovnih sredstev (v TSIT)**Enclosure 2: Schedule of tangible fixed assets movements (in TSIT)**

	Zemljišča = Land	Bazne postaje in centrale = Base stations and mobile switches	Računalniška oprema = Computer equipment	Transportna oprema = Trans- portation equipment	Druge oprema = Other equipment	Drobni inventar in rezervni deli = Low-value assets and spare parts	Opredmetena osnovna sred- stva v gradnji ali izdelavi = Fixed assets under construction	Predujmi za opredmetena osnovna sredstva = Advances	Skupaj = Total
Nabavna vrednost = Costs of purchase									
Stanje 01.01.2005 = Balance as of 1st January 2005	2.166	24.765.416	1.391.171	72.444	686.352	622.957	2.518.657	-1.992	30.057.171
Nabava, aktiviranja = Additions	0	1.024.359	158.529	0	227.855	38.718	1.237.205	2.688	2.689.334
Odtujitve, odpisi = Disposals	0	-52.928	-43.228	-37.123	-39.161	-17.494	0	0	-189.934
Prenos = Transfer	0	475.219	18.129	0	140.648	7.467	-1.095.674	0	-454.211
Stanje 31.12.2005 = Balance as of 31st December 2005	2.166	26.212.066	1.524.601	35.321	1.015.694	651.648	2.660.188	676	32.102.360
Popravek vrednosti = Accumulated depreciation									
Stanje 01.01.2005 = Balance as of 1st January 2005	0	10.503.380	724.065	37.280	339.774	297.181	17.106	0	11.918.786
Amortizacija = Additions, depreciation	0	3.479.795	238.251	7.300	130.845	105.779	0	0	3.961.970
Odtujitve, odpisi = Disposals	0	-45.990	-40.722	-21.989	-34.510	-17.421	-17.106	0	-177.738
Prenos = Transfer	0	0	0	0	0	0	0	0	0
Stanje 31.12.2005 = Balance as of 31st December 2005	0	13.937.185	921.594	22.591	436.109	385.539	0	0	15.703.018
Neodpisana vrednost = Net carrying amount									
Stanje 01.01.2005 = Balance as of 1st January 2005	2.166	14.262.036	667.106	35.164	346.578	325.776	2.501.551	-1.992	18.138.385
Stanje 31.12.2005 = Balance as of 31st December 2005	2.166	12.274.881	603.007	12.730	579.585	266.110	2.660.188	676	16.399.342



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Si.mobil 2005

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Embrace the World

Si.mobil 2005

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